

September 2021



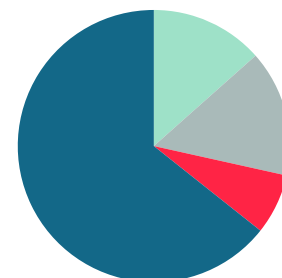
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	84	84	0.00%
Pending Listings	65	94	44.62%
New Listings	91	116	27.47%
Median List Price	132,250	169,000	27.79%
Median Sale Price	131,000	167,500	27.86%
Median Percent of Selling Price to List Price	96.83%	97.87%	1.07%
Median Days on Market to Sale	43.50	10.00	-77.01%
End of Month Inventory	409	402	-1.71%
Months Supply of Inventory	6.20	4.60	-25.72%



■ Closed (13.44%)
■ Pending (15.04%)
■ Other OffMarket (7.20%)
■ Active (64.32%)

Absorption: Last 12 months, an Average of **87** Sales/Month
Active Inventory as of September 30, 2021 = **402**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **1.71%** to 402 existing homes available for sale. Over the last 12 months this area has had an average of 87 closed sales per month. This represents an unsold inventory index of **4.60** 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 **27.86%** in September 2021 to \$167,500 versus the previous year at \$131,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 33.50 days or **77.01%** in September 2021 compared to last year's same month at **43.50** DOM.

Sales Success for September 2021 is Positive

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

There were 116 New Listings in September 2021, up **27.47%** from last year at 91. Furthermore, there were 84 Closed Listings this month versus last year at 84, a **0.00%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, September 2020, at **92.3%**, a **21.55%** 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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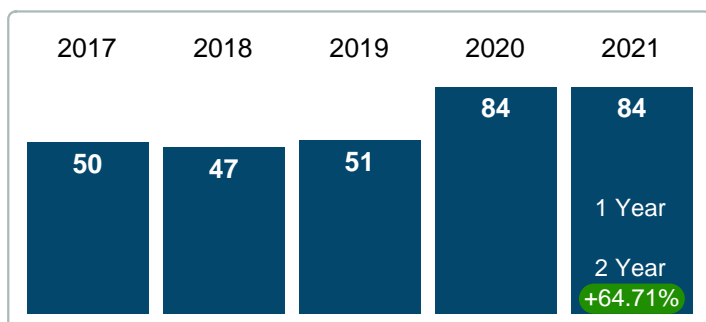
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



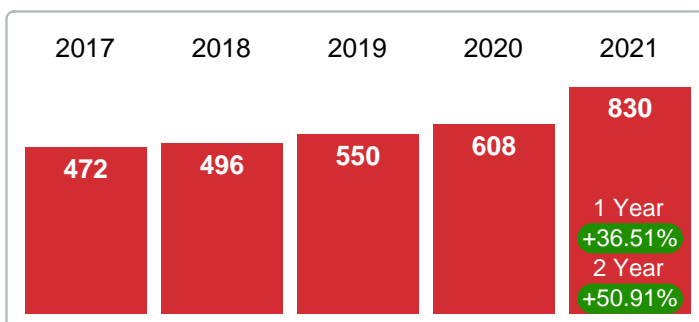
CLOSED LISTINGS

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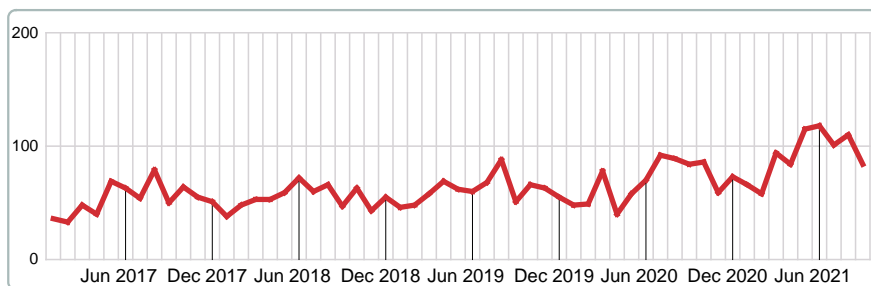
SEPTEMBER



YEAR TO DATE (YTD)

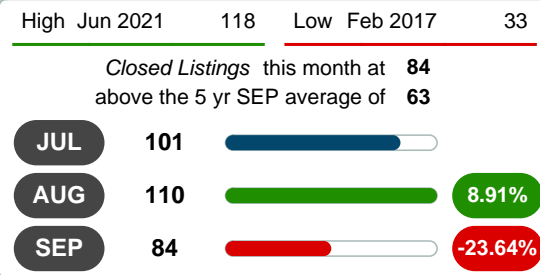


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63



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	4	4.76%	149.5	4	0	0	0
\$25,001 - \$75,000	14	16.67%	10.0	8	6	0	0
\$75,001 - \$125,000	8	9.52%	13.5	2	6	0	0
\$125,001 - \$200,000	25	29.76%	4.0	6	13	6	0
\$200,001 - \$275,000	14	16.67%	10.0	1	9	4	0
\$275,001 - \$350,000	9	10.71%	3.0	1	3	5	0
\$350,001 and up	10	11.90%	22.5	3	3	3	1
Total Closed Units	84			25	40	18	1
Total Closed Volume	16,753,450	100%	10.0	3.74M	7.74M	4.67M	610.70K
Median Closed Price	\$167,500			\$85,000	\$163,000	\$264,450	\$610,700

September 2021



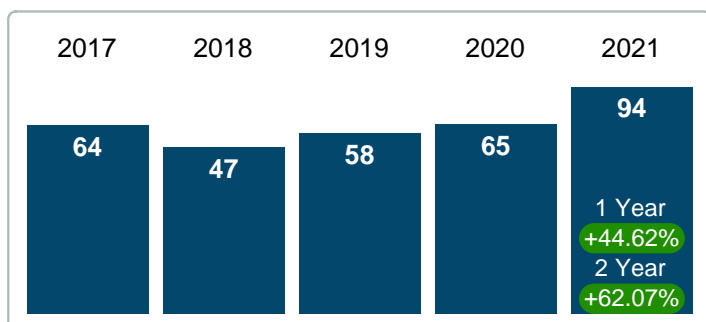
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



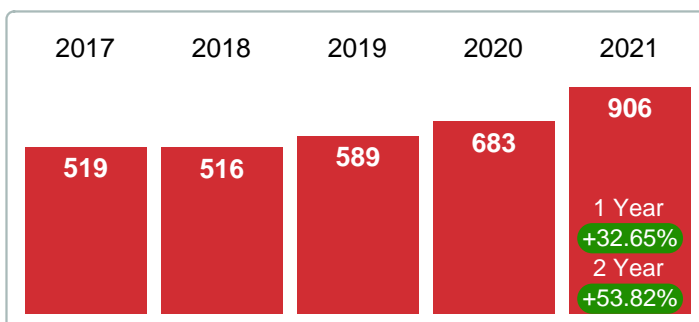
PENDING LISTINGS

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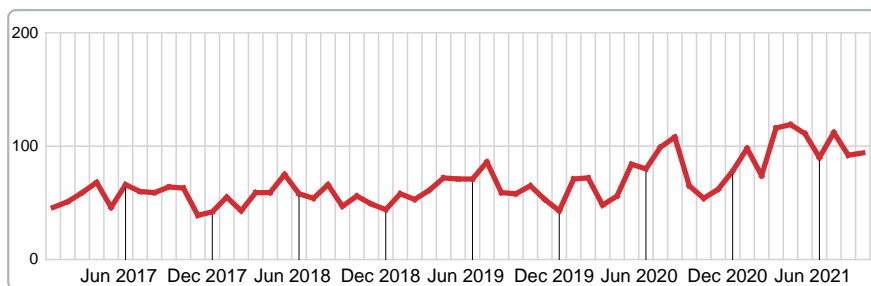
SEPTEMBER



YEAR TO DATE (YTD)

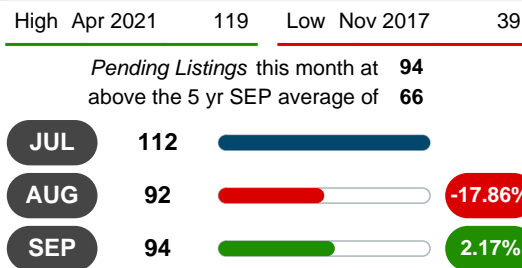


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



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	4	4.26%	159.5	4	0	0	0
\$25,001 - \$75,000	12	12.77%	71.5	12	0	0	0
\$75,001 - \$125,000	19	20.21%	9.0	9	7	2	1
\$125,001 - \$225,000	23	24.47%	23.0	5	15	3	0
\$225,001 - \$275,000	12	12.77%	9.0	2	9	1	0
\$275,001 - \$450,000	15	15.96%	9.0	1	6	6	2
\$450,001 and up	9	9.57%	53.0	4	4	1	0
Total Pending Units	94			37	41	13	3
Total Pending Volume	24,351,890	100%	23.0	9.56M	10.31M	3.53M	949.90K
Median Listing Price	\$165,000			\$79,900	\$205,000	\$295,000	\$410,000

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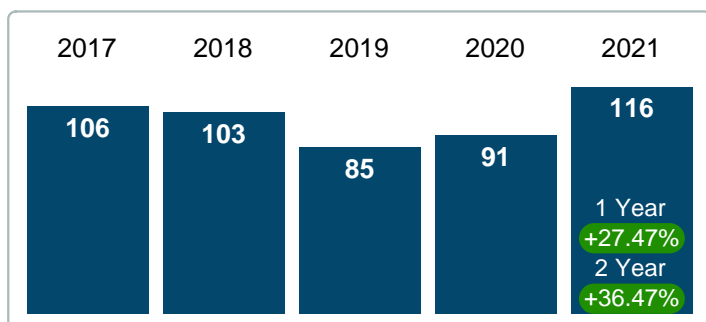
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



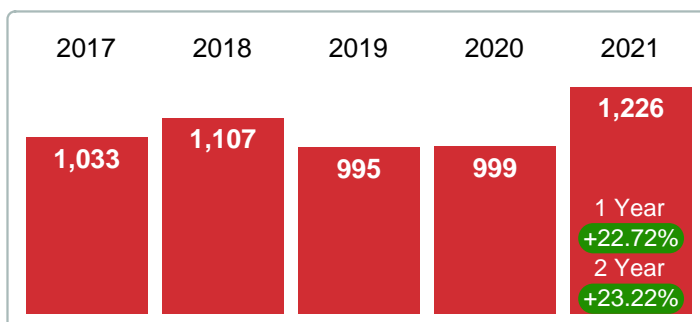
NEW LISTINGS

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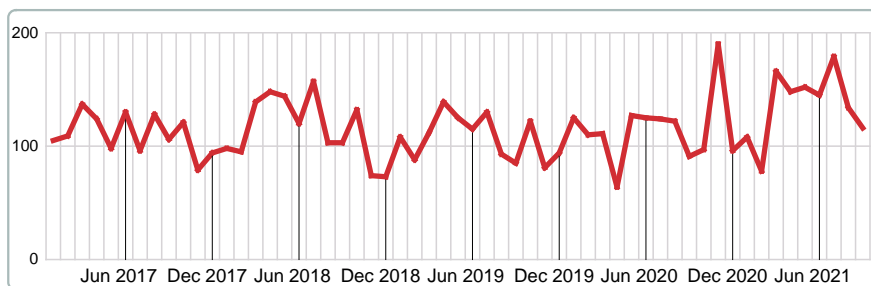
SEPTEMBER



YEAR TO DATE (YTD)

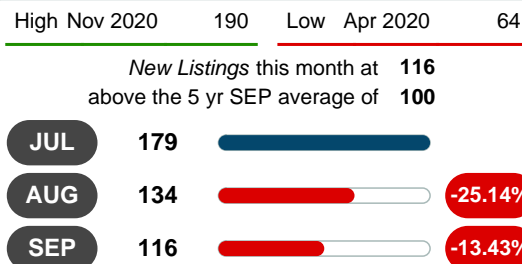


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 100



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	24	20.69%	24	0	0	0
\$50,001-\$100,000	16	13.79%	12	4	0	0
\$100,001-\$225,000	33	28.45%	13	19	1	0
\$225,001-\$325,000	15	12.93%	2	9	4	0
\$325,001-\$475,000	16	13.79%	4	4	8	0
\$475,001 and up	12	10.34%	5	3	4	0
Total New Listed Units	116		60	39	17	0
Total New Listed Volume	26,609,920	100%	9.62M	9.79M	7.20M	0.00B
Median New Listed Listing Price	\$154,000		\$78,500	\$204,500	\$384,790	\$0

September 2021



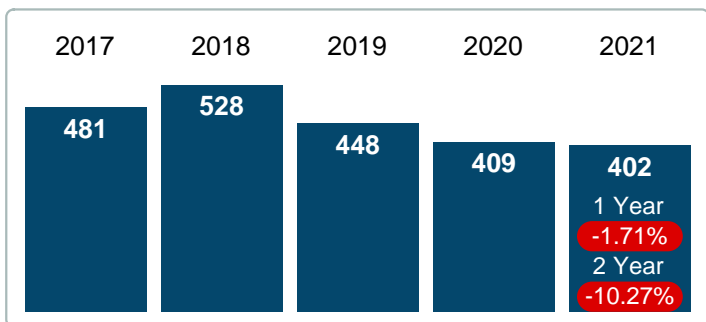
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



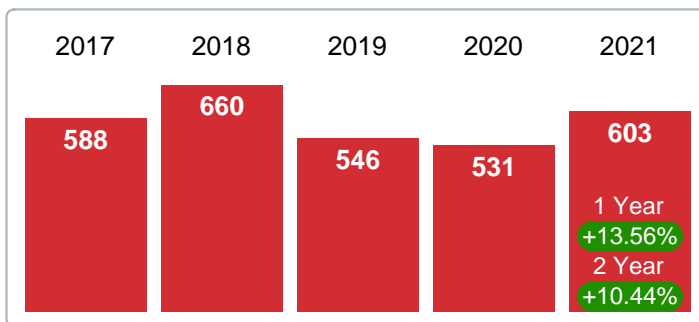
ACTIVE INVENTORY

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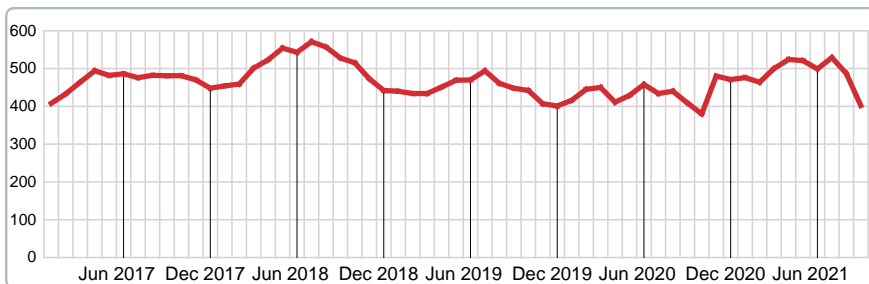
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

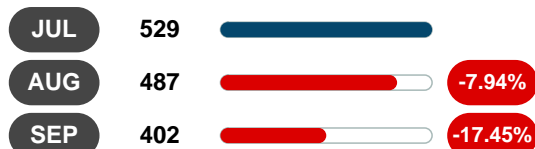


3 MONTHS

5 year SEP AVG = 454

High Jul 2018 571 Low Oct 2020 380

Inventory this month at **402**
below the 5 yr SEP average of **454**



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	40	9.95%	318.0	40	0	0	0
\$20,001 - \$30,000	28	6.97%	21.0	27	0	1	0
\$30,001 - \$70,000	80	19.90%	106.0	73	5	2	0
\$70,001 - \$200,000	102	25.37%	65.5	58	36	7	1
\$200,001 - \$340,000	57	14.18%	64.0	15	24	15	3
\$340,001 - \$570,000	54	13.43%	65.5	18	16	19	1
\$570,001 and up	41	10.20%	104.0	26	8	5	2
Total Active Inventory by Units			402	257	89	49	7
Total Active Inventory by Volume			100,475,113	48.43M	30.98M	17.52M	3.55M
Median Active Inventory Listing Price			\$138,750	\$55,000	\$215,000	\$340,000	\$330,000

September 2021



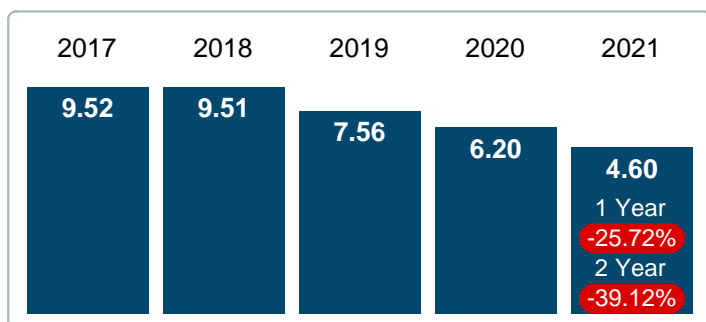
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



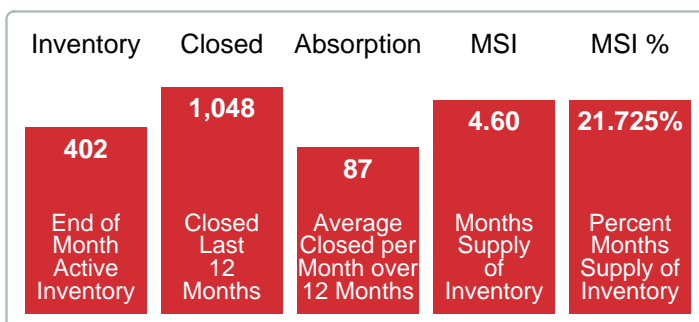
MONTHS SUPPLY of INVENTORY (MSI)

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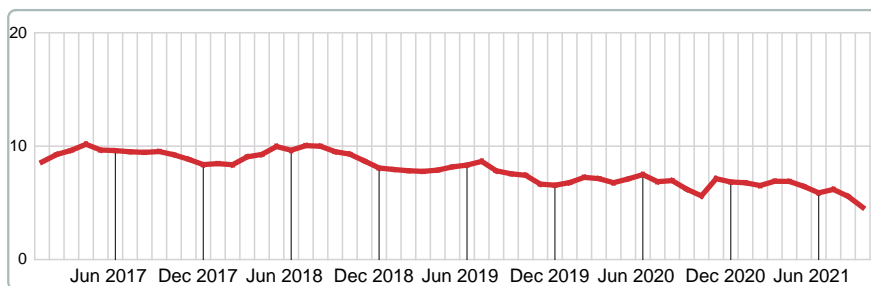
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

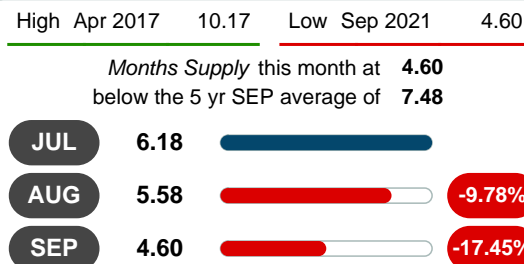


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.48



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	40	9.95%	8.00	8.73	0.00	0.00	0.00
\$20,001 - \$30,000	28	6.97%	13.44	14.73	0.00	0.00	0.00
\$30,001 - \$70,000	80	19.90%	5.55	8.67	0.91	4.80	0.00
\$70,001 - \$200,000	102	25.37%	2.63	6.21	1.44	1.83	1.50
\$200,001 - \$340,000	57	14.18%	3.21	4.86	2.74	3.00	3.27
\$340,001 - \$570,000	54	13.43%	8.64	8.64	9.14	9.50	2.40
\$570,001 and up	41	10.20%	13.30	18.35	10.67	10.00	4.80
Market Supply of Inventory (MSI)			4.60	8.36	2.11	4.14	2.80
Total Active Inventory by Units		100%	402	257	89	49	7

September 2021



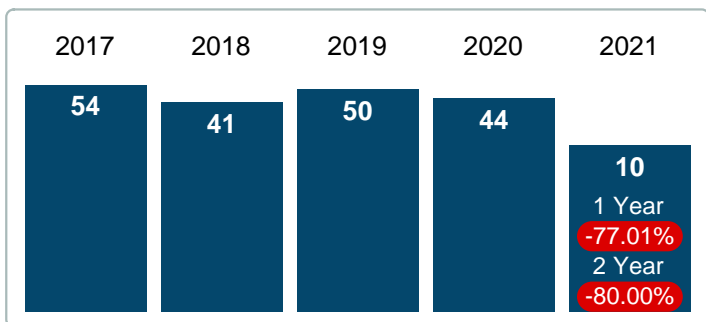
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



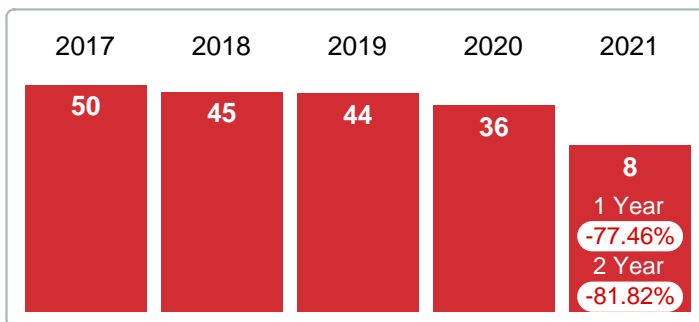
MEDIAN DAYS ON MARKET TO SALE

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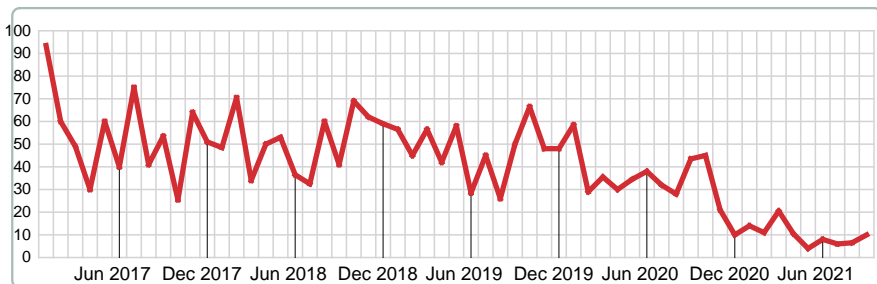
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

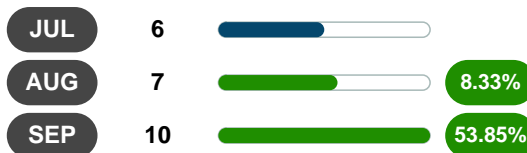


3 MONTHS

5 year SEP AVG = 40

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 10 below the 5 yr SEP average of 40



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	4.76%	150	150	0	0	0
\$25,001 - \$75,000	16.67%	10	16	8	0	0
\$75,001 - \$125,000	9.52%	14	37	12	0	0
\$125,001 - \$200,000	29.76%	4	43	4	4	0
\$200,001 - \$275,000	16.67%	10	19	10	8	0
\$275,001 - \$350,000	10.71%	3	3	12	1	0
\$350,001 and up	11.90%	23	25	11	5	29
Median Closed DOM		10	25	8	6	29
Total Closed Units	100%	10.0	25	40	18	1
Total Closed Volume		16,753,450	3.74M	7.74M	4.67M	610.70K

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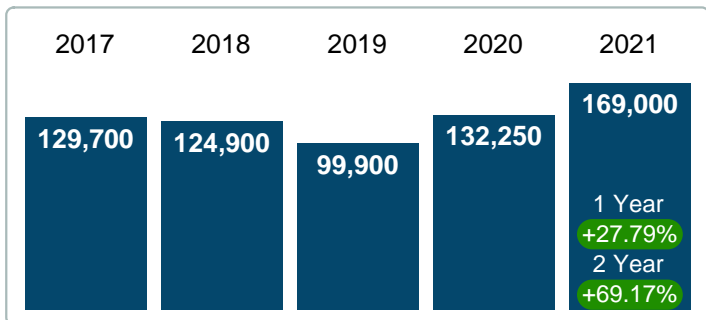
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



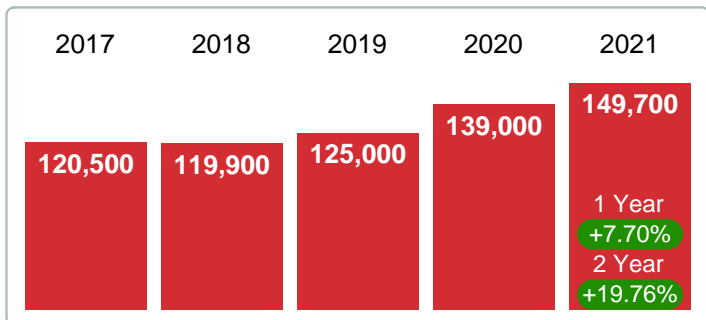
MEDIAN LIST PRICE AT CLOSING

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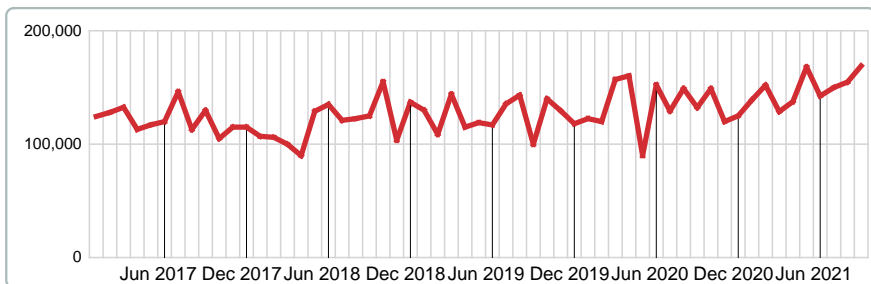
SEPTEMBER



YEAR TO DATE (YTD)

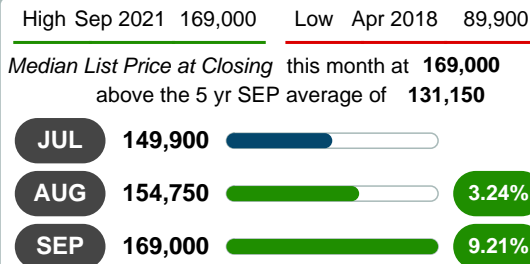


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 131,150



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	4	4.76%	17,250	17,250	0	0	0
\$25,001 - \$75,000	12	14.29%	51,950	54,950	51,950	0	0
\$75,001 - \$125,000	8	9.52%	89,900	97,950	87,450	0	0
\$125,001 - \$200,000	24	28.57%	152,450	165,000	142,500	150,000	0
\$200,001 - \$275,000	17	20.24%	250,000	224,500	244,450	259,900	0
\$275,001 - \$350,000	6	7.14%	297,000	280,000	279,900	304,500	0
\$350,001 and up	13	15.48%	459,900	499,900	425,000	372,500	640,000
Median List Price			169,000	96,000	164,500	267,450	640,000
Total Closed Units		100%	169,000	25	40	18	1
Total Closed Volume			17,426,699	3.91M	8.03M	4.84M	640.00K

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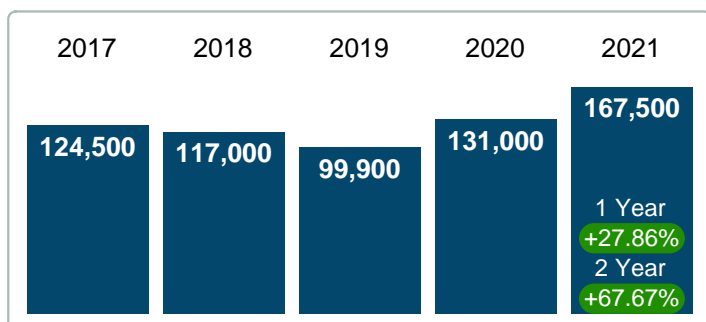
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



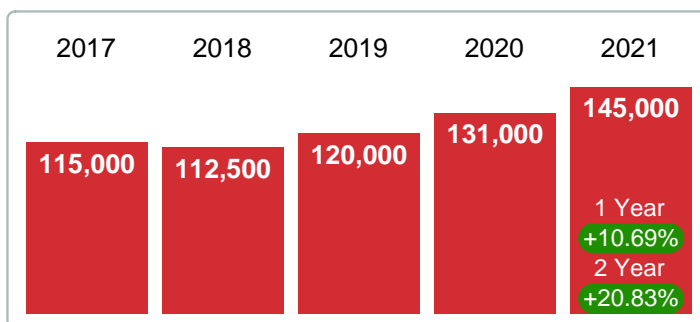
MEDIAN SOLD PRICE AT CLOSING

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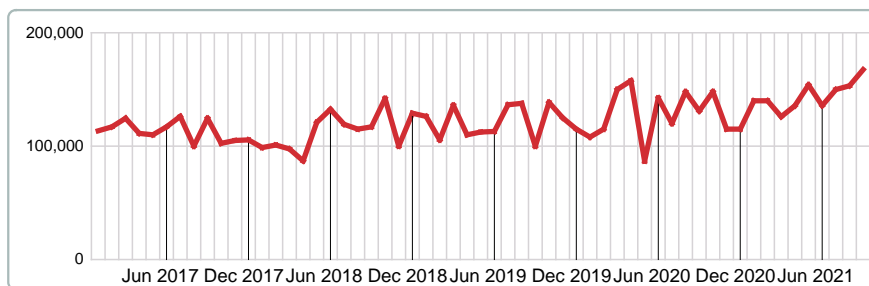
SEPTEMBER



YEAR TO DATE (YTD)

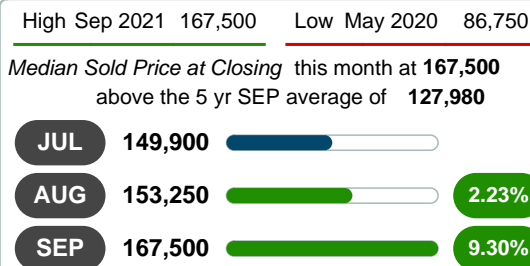


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 127,980



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	4.76%	17,250	17,250	0	0	0
\$25,001 - \$75,000	16.67%	54,000	52,500	54,000	0	0
\$75,001 - \$125,000	9.52%	91,950	90,500	91,950	0	0
\$125,001 - \$200,000	29.76%	150,000	158,000	157,900	145,000	0
\$200,001 - \$275,000	16.67%	249,950	232,000	239,900	254,450	0
\$275,001 - \$350,000	10.71%	310,000	280,000	350,000	310,000	0
\$350,001 and up	11.90%	485,000	495,000	575,000	367,500	610,700
Median Sold Price		167,500	85,000	163,000	264,450	610,700
Total Closed Units	100%	167,500	25	40	18	1
Total Closed Volume		16,753,450	3.74M	7.74M	4.67M	610.70K

September 2021



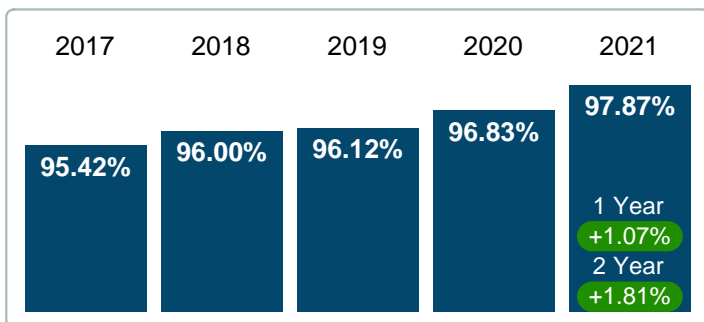
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



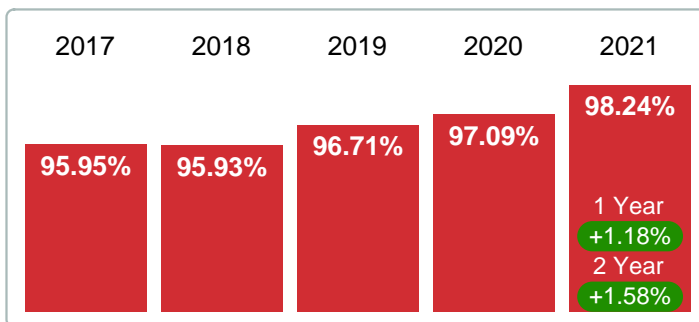
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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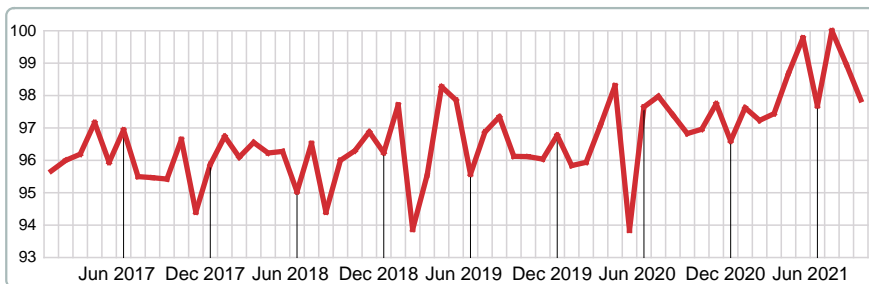
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

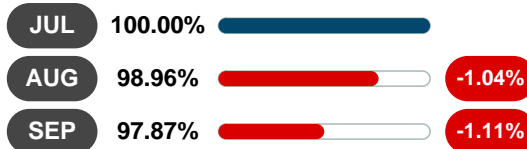


3 MONTHS

5 year SEP AVG = 96.45%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.87%**
above the 5 yr SEP average of **96.45%**



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	4	4.76%	96.00%	96.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	14	16.67%	96.48%	100.00%	93.17%	0.00%	0.00%
\$75,001 - \$125,000	8	9.52%	97.54%	92.54%	97.54%	0.00%	0.00%
\$125,001 - \$200,000	25	29.76%	100.00%	94.55%	100.00%	96.70%	0.00%
\$200,001 - \$275,000	14	16.67%	96.60%	96.67%	96.53%	96.96%	0.00%
\$275,001 - \$350,000	9	10.71%	100.00%	100.00%	94.85%	100.00%	0.00%
\$350,001 and up	10	11.90%	96.36%	95.96%	93.10%	98.00%	95.42%
Median Sold/List Ratio		97.87%		99.02%	97.50%	97.87%	95.42%
Total Closed Units		84	100%	25	40	18	1
Total Closed Volume		16,753,450		3.74M	7.74M	4.67M	610.70K



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

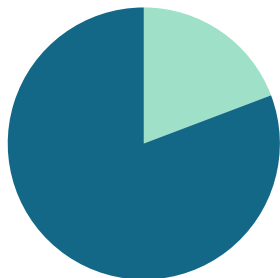


September 2021

MARKET SUMMARY

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

INVENTORY

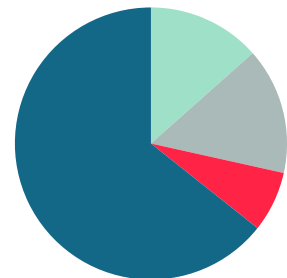


Inventory
 New Listings
116 = 19.24%
 Start Inventory
487
 Total Inventory Units
603
 Volume
\$156,143,202

Market Activity

Closed Sales
84 = 13.44%
 Pending Sales
94 = 15.04%
 Other Off Market
45 = 7.20%
 Active Inventory
402 = 64.32%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	84	84	0.00%	608	830	36.51%
Pending Sales	65	94	44.62%	683	906	32.65%
New Listings	91	116	27.47%	999	1,226	22.72%
Median List Price	132,250	169,000	27.79%	139,000	149,700	7.70%
Median Sale Price	131,000	167,500	27.86%	131,000	145,000	10.69%
Median Percent of Selling Price to List Price	96.83%	97.87%	1.07%	97.09%	98.24%	1.18%
Median Days on Market to Sale	43.50	10.00	-77.01%	35.50	8.00	-77.46%
Monthly Inventory	409	402	-1.71%	409	402	-1.71%
Months Supply of Inventory	6.20	4.60	-25.72%	6.20	4.60	-25.72%

Absorption: Last 12 months, an Average of **87** Sales/Month

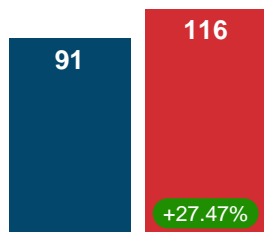
Inventory on September 30, 2021 = **402**

2020 **2021**

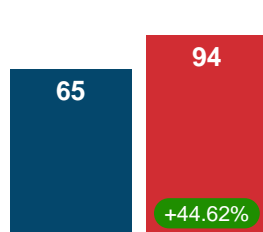
SEPTEMBER MARKET

MEDIAN PRICES

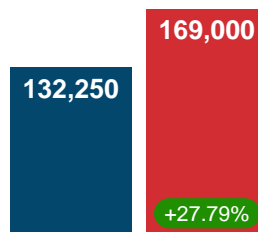
New Listings



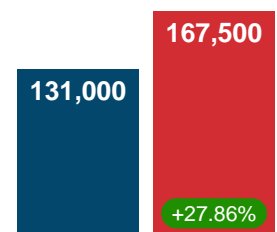
Pending Listings



List Price



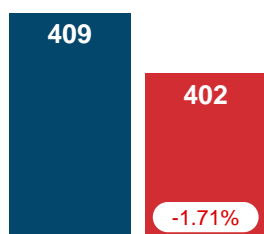
Sale Price



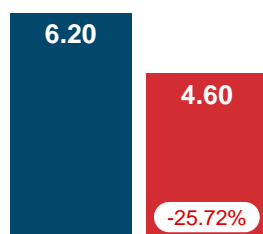
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

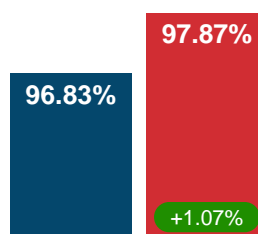
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

