

September 2021



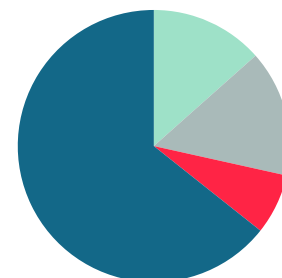
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	157,834	207,461	31.44%
Average Sale Price	151,554	199,446	31.60%
Average Percent of Selling Price to List Price	95.37%	96.80%	1.50%
Average Days on Market to Sale	87.87	32.37	-63.16%
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.

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 **31.60%** in September 2021 to \$199,446 versus the previous year at \$151,554.

Average Days on Market Shortens

The average number of **32.37** days that homes spent on the market before selling decreased by 55.50 days or **63.16%** in September 2021 compared to last year's same month at **87.87** DOM.

Sales Success for September 2021 is Positive

Overall, with Average 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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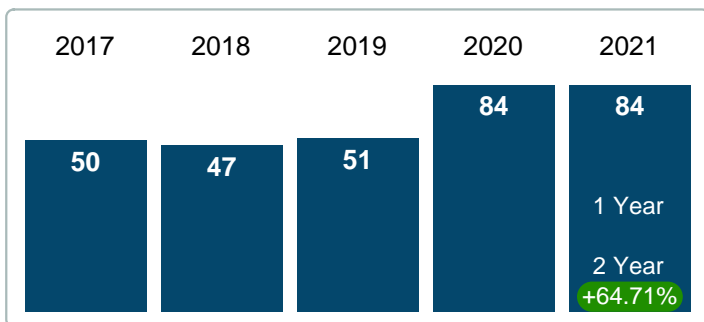
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



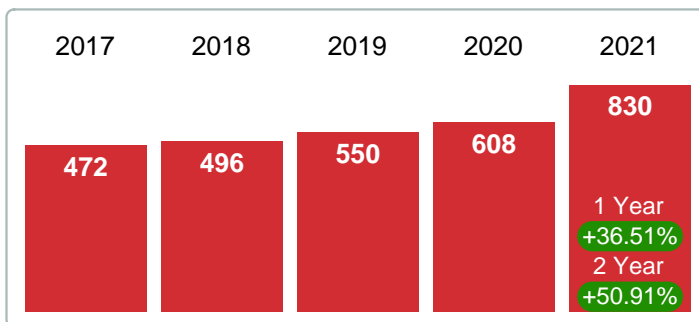
CLOSED LISTINGS

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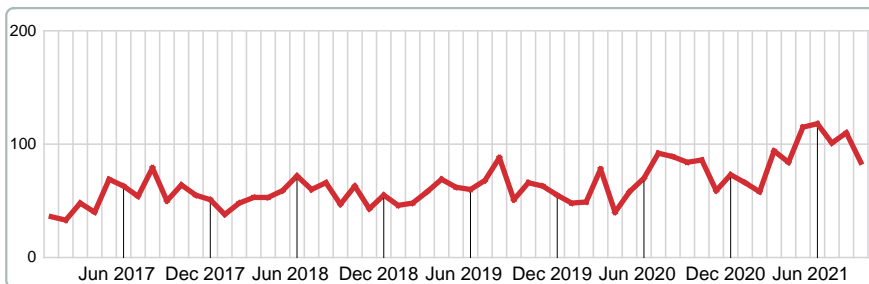
SEPTEMBER



YEAR TO DATE (YTD)

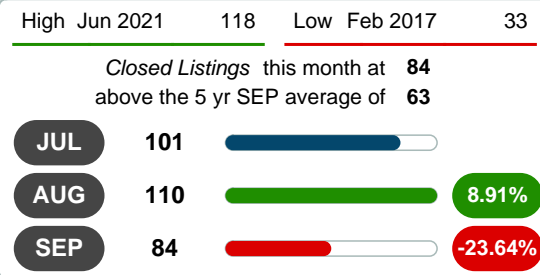


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.76%	162.8	4	0	0	0
\$25,001 - \$75,000	14	16.67%	46.9	8	6	0	0
\$75,001 - \$125,000	8	9.52%	19.9	2	6	0	0
\$125,001 - \$200,000	25	29.76%	19.1	6	13	6	0
\$200,001 - \$275,000	14	16.67%	16.1	1	9	4	0
\$275,001 - \$350,000	9	10.71%	30.6	1	3	5	0
\$350,001 and up	10	11.90%	27.5	3	3	3	1
Total Closed Units	84			25	40	18	1
Total Closed Volume	16,753,450	100%	32.4	3.74M	7.74M	4.67M	610.70K
Average Closed Price	\$199,446			\$149,498	\$193,425	\$259,350	\$610,700

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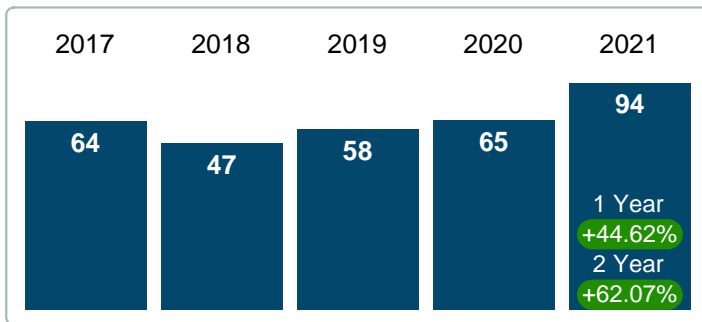
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



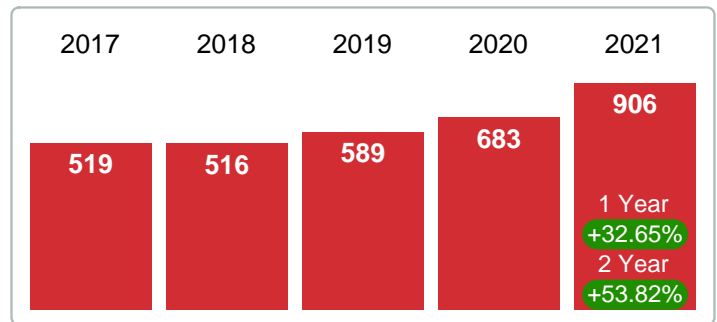
PENDING LISTINGS

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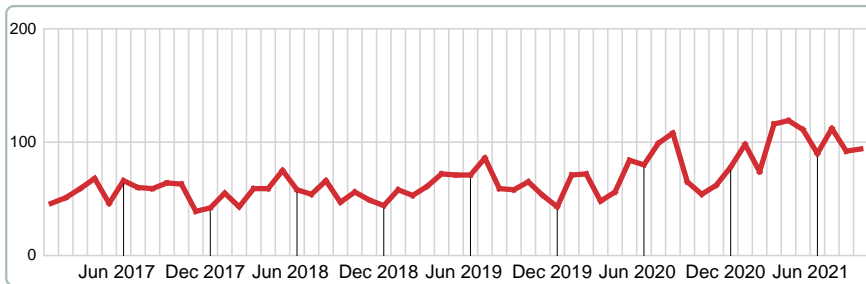
SEPTEMBER



YEAR TO DATE (YTD)

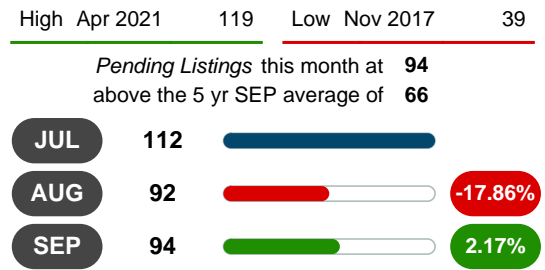


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.26%	169.5	4	0	0	0
\$25,001 - \$75,000	12	12.77%	87.5	12	0	0	0
\$75,001 - \$125,000	19	20.21%	31.1	9	7	2	1
\$125,001 - \$225,000	23	24.47%	31.4	5	15	3	0
\$225,001 - \$275,000	12	12.77%	32.3	2	9	1	0
\$275,001 - \$450,000	15	15.96%	29.5	1	6	6	2
\$450,001 and up	9	9.57%	64.0	4	4	1	0
Total Pending Units	94			37	41	13	3
Total Pending Volume	24,351,890	100%	18.1	9.56M	10.31M	3.53M	949.90K
Average Listing Price	\$233,000			\$258,436	\$251,445	\$271,585	\$316,633

September 2021



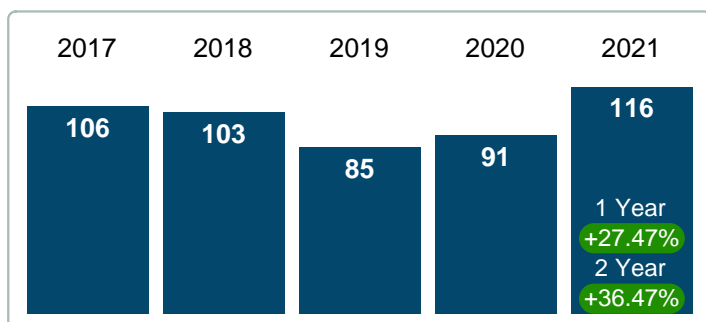
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



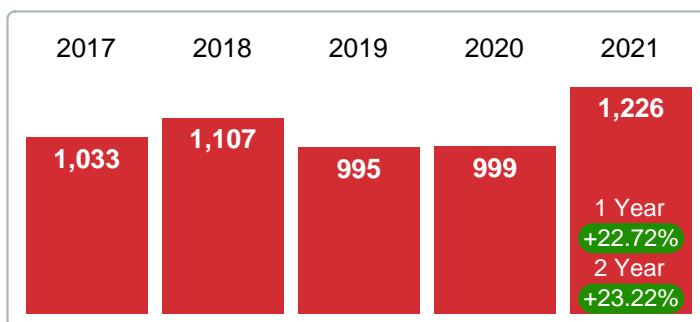
NEW LISTINGS

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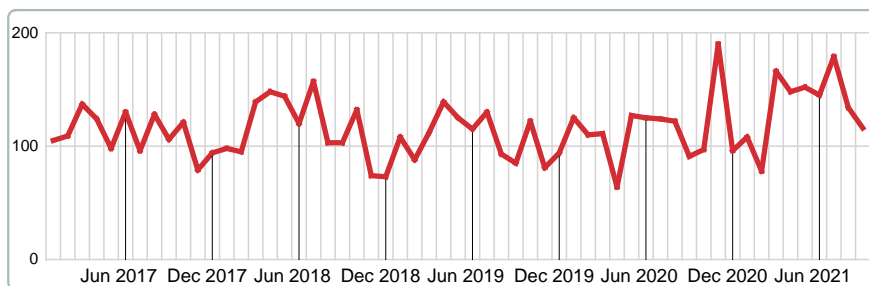
SEPTEMBER



YEAR TO DATE (YTD)

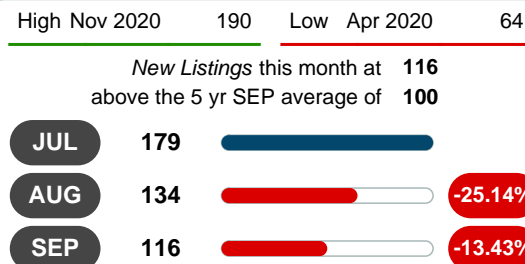


5 YEAR MARKET ACTIVITY TRENDS



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
Average New Listed Listing Price	\$297,600		\$160,277	\$251,098	\$423,558	\$0

September 2021



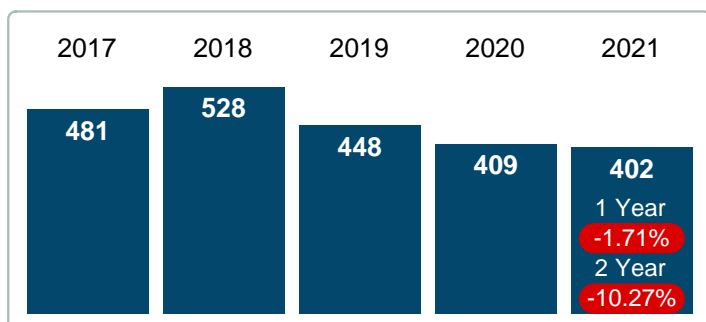
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



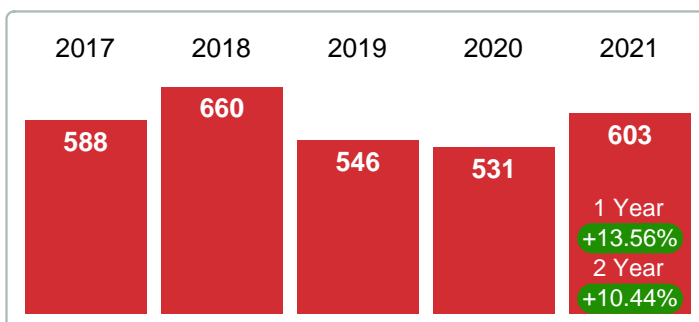
ACTIVE INVENTORY

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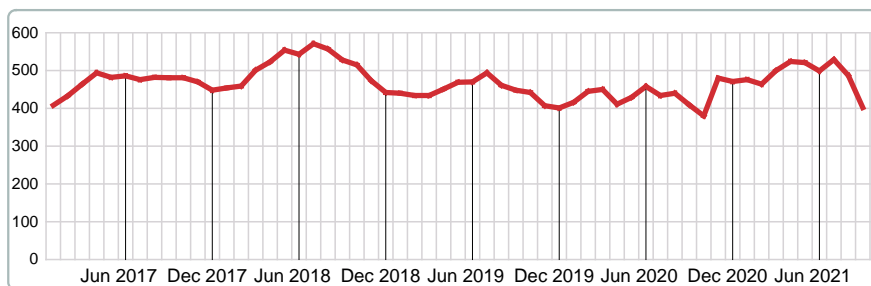
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

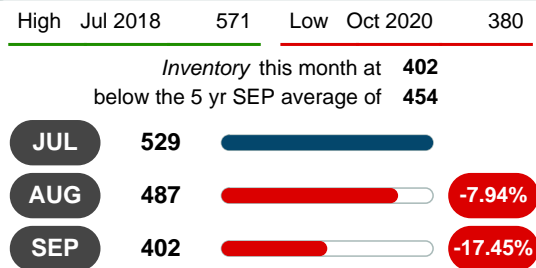


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 454



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	56	13.93%	195.5	56	0	0	0
\$25,001-\$75,000	98	24.38%	125.4	90	5	3	0
\$75,001-\$200,000	96	23.88%	84.9	52	36	7	1
\$200,001-\$325,000	52	12.94%	78.8	15	22	13	2
\$325,001-\$575,000	60	14.93%	79.4	19	18	21	2
\$575,001 and up	40	9.95%	114.4	25	8	5	2
Total Active Inventory by Units	402			257	89	49	7
Total Active Inventory by Volume	100,475,113	100%	111.5	48.43M	30.98M	17.52M	3.55M
Average Active Inventory Listing Price	\$249,938			\$188,454	\$348,039	\$357,581	\$506,500

September 2021



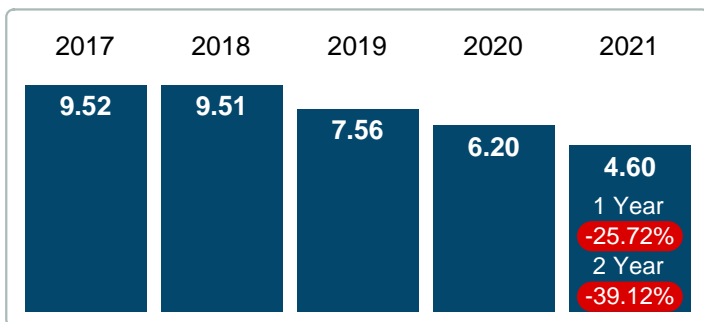
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



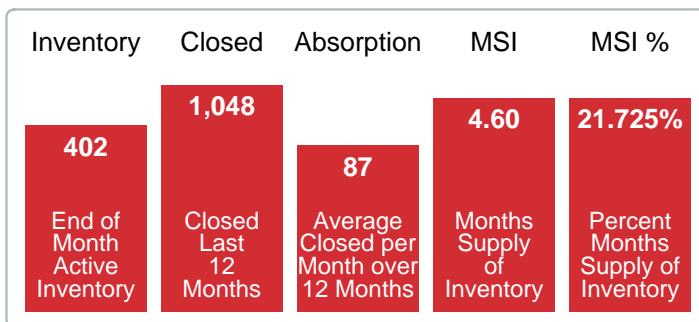
MONTHS SUPPLY of INVENTORY (MSI)

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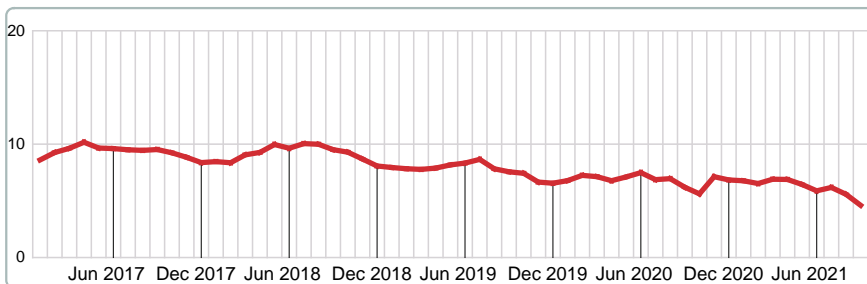
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

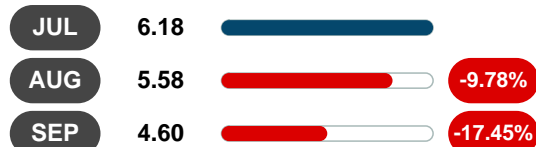


3 MONTHS

5 year SEP AVG = 7.48

High Apr 2017 10.17 Low Sep 2021 4.60

Months Supply this month at **4.60**
below the 5 yr SEP average of **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



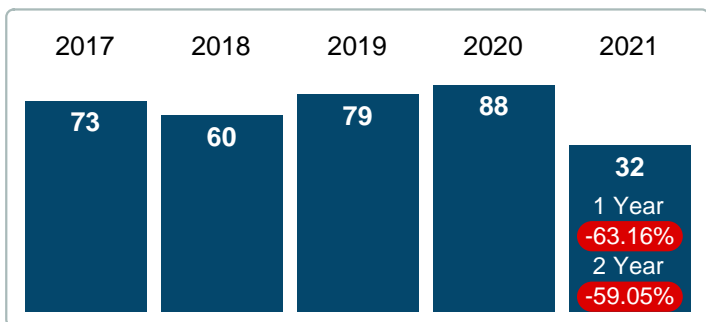
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



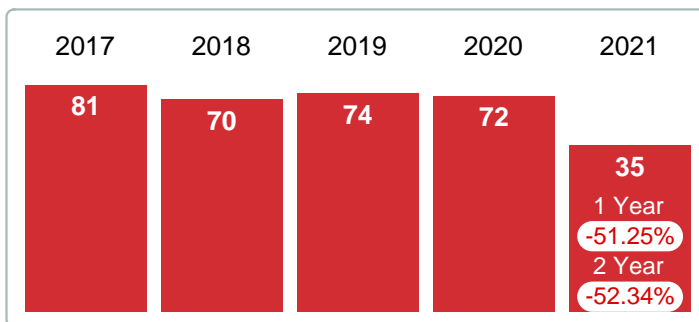
AVERAGE DAYS ON MARKET TO SALE

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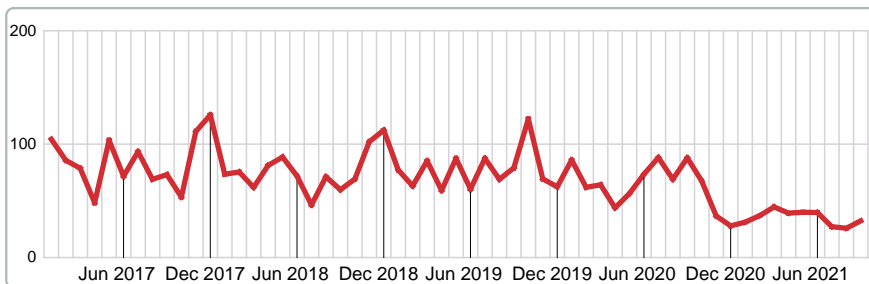
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

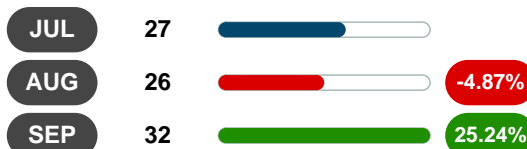


3 MONTHS

5 year SEP AVG = 66

High Dec 2017 126 Low Aug 2021 26

Average Days on Market to Sale this month at 32 below the 5 yr SEP average of 66



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	4.76%	163	163	0	0	0
\$25,001 - \$75,000	16.67%	47	37	60	0	0
\$75,001 - \$125,000	9.52%	20	37	14	0	0
\$125,001 - \$200,000	29.76%	19	52	9	8	0
\$200,001 - \$275,000	16.67%	16	19	17	13	0
\$275,001 - \$350,000	10.71%	31	3	23	40	0
\$350,001 and up	11.90%	28	36	17	29	29
Average Closed DOM		32	58	21	22	29
Total Closed Units	100%	32	25	40	18	1
Total Closed Volume		16,753,450	3.74M	7.74M	4.67M	610.70K

September 2021



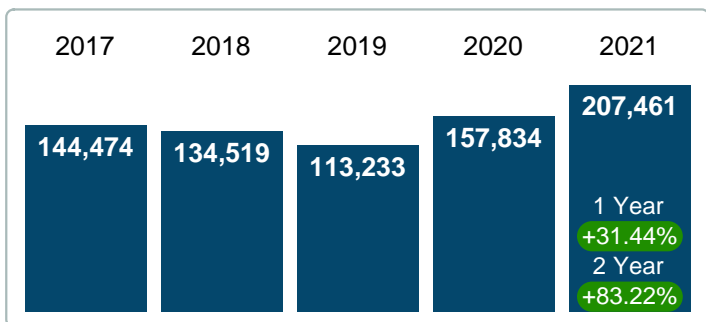
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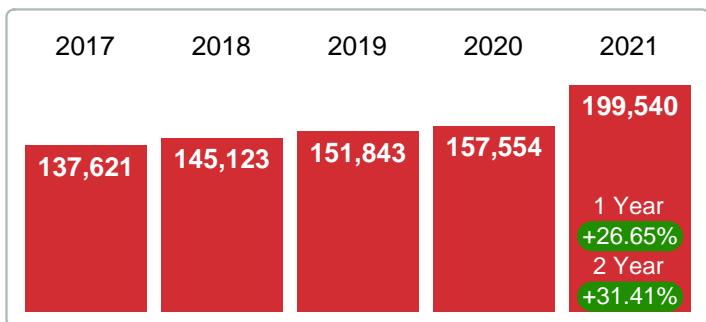
AVERAGE LIST PRICE AT CLOSING

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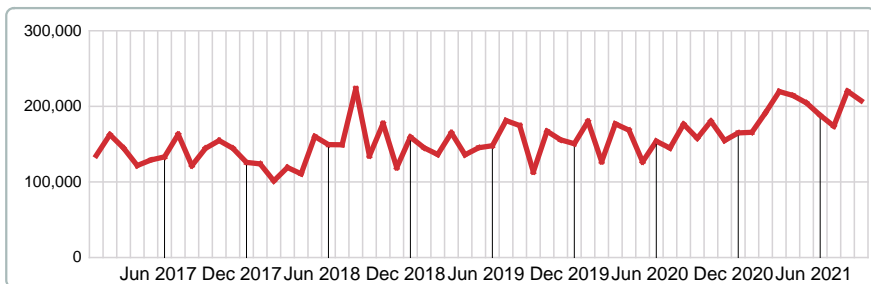
SEPTEMBER



YEAR TO DATE (YTD)

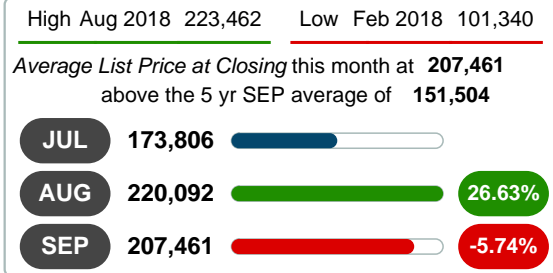


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151,504



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	4.76%	18,000	20,500	0	0	0
\$25,001 - \$75,000	14.29%	52,475	50,913	62,400	0	0
\$75,001 - \$125,000	9.52%	92,650	97,950	108,033	0	0
\$125,001 - \$200,000	28.57%	153,613	169,000	158,623	168,283	0
\$200,001 - \$275,000	20.24%	244,435	240,000	244,078	263,675	0
\$275,001 - \$350,000	7.14%	295,650	280,000	341,300	316,800	0
\$350,001 and up	15.48%	489,831	564,967	575,000	397,967	640,000
Average List Price		207,461	156,564	200,758	269,017	640,000
Total Closed Units	100%	207,461	25	40	18	1
Total Closed Volume		17,426,699	3.91M	8.03M	4.84M	640.00K

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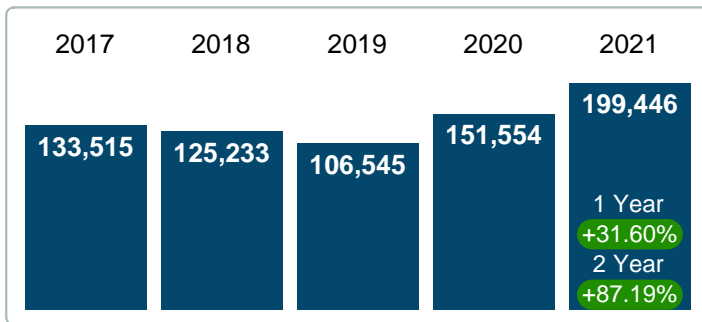
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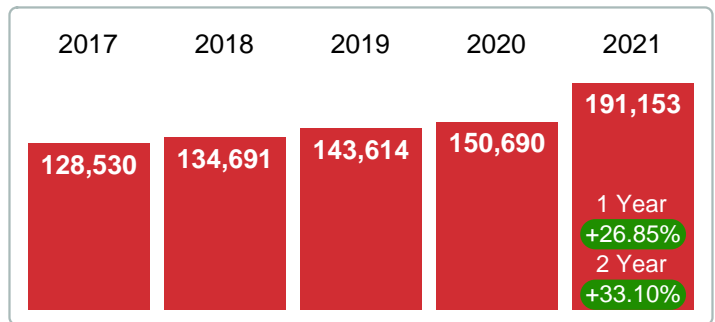
AVERAGE SOLD PRICE AT CLOSING

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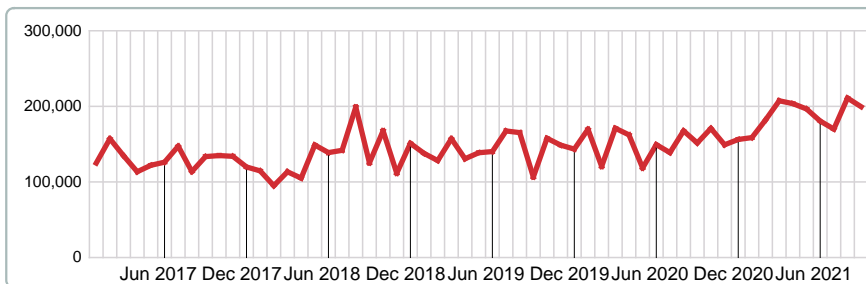
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

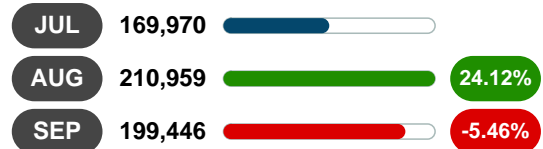


3 MONTHS

5 year SEP AVG = 143,259

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

Average Sold Price at Closing this month at **199,446** above the 5 yr SEP average of **143,259**



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	4.76%	17,000	17,000	0	0	0
\$25,001 - \$75,000	16.67%	53,996	52,431	56,083	0	0
\$75,001 - \$125,000	9.52%	97,300	90,500	99,567	0	0
\$125,001 - \$200,000	29.76%	157,556	156,167	158,762	156,333	0
\$200,001 - \$275,000	16.67%	242,786	232,000	237,578	257,200	0
\$275,001 - \$350,000	10.71%	310,778	280,000	327,667	306,800	0
\$350,001 and up	11.90%	501,620	540,000	539,333	389,167	610,700
Average Sold Price		199,446	149,498	193,425	259,350	610,700
Total Closed Units	100%	199,446	25	40	18	1
Total Closed Volume		16,753,450	3.74M	7.74M	4.67M	610.70K

September 2021



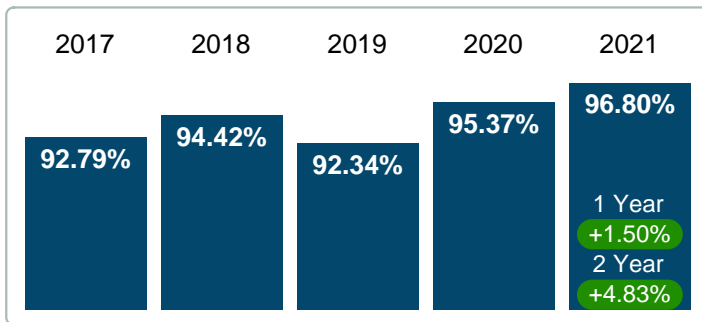
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



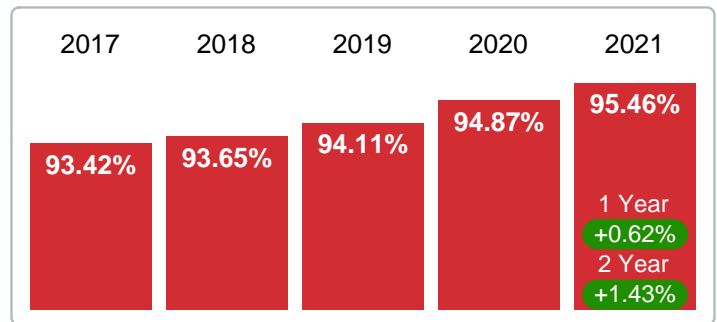
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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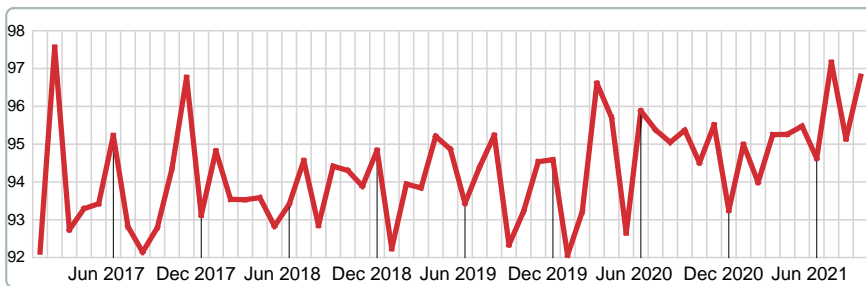
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

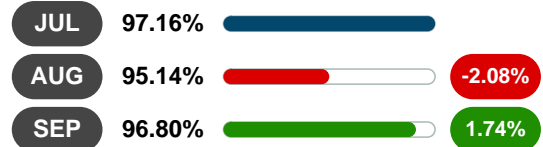


3 MONTHS

5 year SEP AVG = 94.34%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **96.80%**
above the 5 yr SEP average of **94.34%**



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	4	4.76%	88.71%	88.71%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	14	16.67%	100.66%	107.67%	91.32%	0.00%	0.00%
\$75,001 - \$125,000	8	9.52%	93.21%	92.54%	93.43%	0.00%	0.00%
\$125,001 - \$200,000	25	29.76%	97.08%	92.97%	100.26%	94.30%	0.00%
\$200,001 - \$275,000	14	16.67%	97.28%	96.67%	97.24%	97.52%	0.00%
\$275,001 - \$350,000	9	10.71%	97.31%	100.00%	96.43%	97.30%	0.00%
\$350,001 and up	10	11.90%	95.66%	95.95%	93.23%	97.88%	95.42%
Average Sold/List Ratio		96.80%		97.74%	96.40%	96.44%	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

September 2021



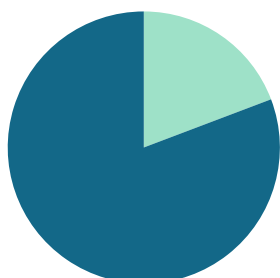
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

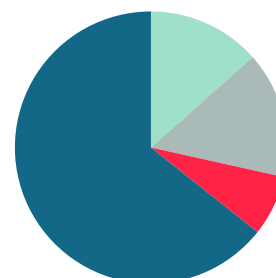


Inventory
 New Listings
116 = 19.24%
 Start Inventory
487
 Total Inventory Units
603
 Volume
\$156,143,202

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%
Average List Price	157,834	207,461	31.44%	157,554	199,540	26.65%
Average Sale Price	151,554	199,446	31.60%	150,690	191,153	26.85%
Average Percent of Selling Price to List Price	95.37%	96.80%	1.50%	94.87%	95.46%	0.62%
Average Days on Market to Sale	87.87	32.37	-63.16%	72.33	35.26	-51.25%
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%

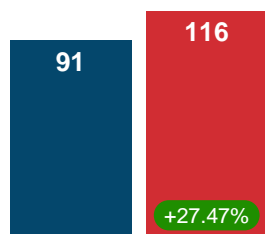
Absorption: Last 12 months, an Average of **87** Sales/Month

Inventory on September 30, 2021 = **402** 2020 2021

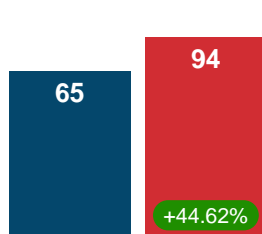
SEPTEMBER MARKET

AVERAGE PRICES

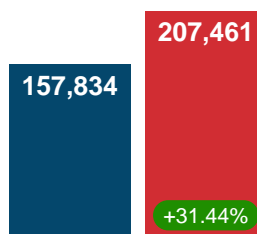
New Listings



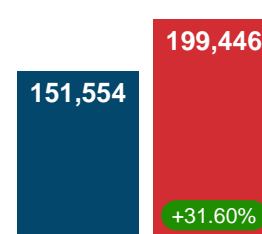
Pending Listings



List Price



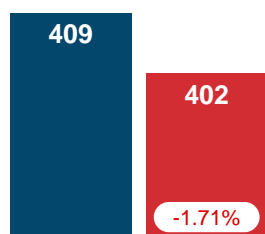
Sale Price



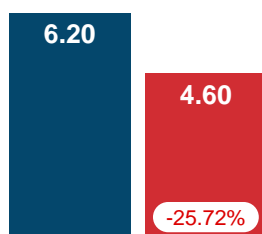
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

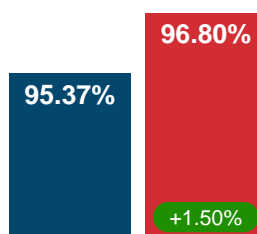
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

