

April 2021



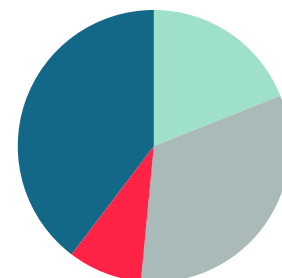
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	34	56	64.71%
Pending Listings	47	96	104.26%
New Listings	40	107	167.50%
Average List Price	182,812	187,156	2.38%
Average Sale Price	176,297	182,066	3.27%
Average Percent of Selling Price to List Price	95.48%	95.87%	0.41%
Average Days on Market to Sale	47.97	37.59	-21.64%
End of Month Inventory	166	117	-29.52%
Months Supply of Inventory	3.43	2.00	-41.85%



■ Closed (18.98%)
■ Pending (32.54%)
■ Other OffMarket (8.81%)
■ Active (39.66%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of April 30, 2021 = **117**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **29.52%** to 117 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **2.00** 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 **3.27%** in April 2021 to \$182,066 versus the previous year at \$176,297.

Average Days on Market Shortens

The average number of **37.59** days that homes spent on the market before selling decreased by 10.38 days or **21.64%** in April 2021 compared to last year's same month at **47.97** DOM.

Sales Success for April 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 107 New Listings in April 2021, up **167.50%** from last year at 40. Furthermore, there were 56 Closed Listings this month versus last year at 34, a **64.71%** increase.

Closed versus Listed trends yielded a **52.3%** ratio, down from previous year's, April 2020, at **85.0%**, a **38.43%** downswing. This will certainly create pressure on a decreasing Monthly 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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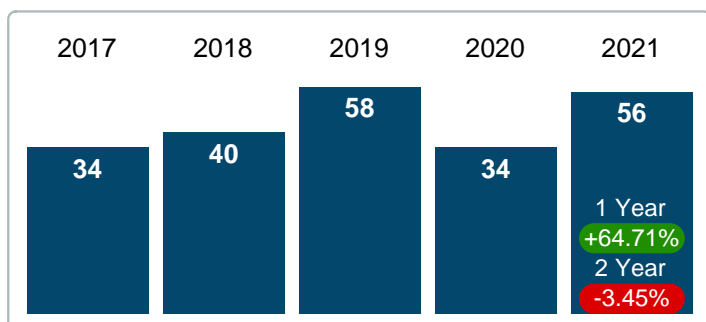
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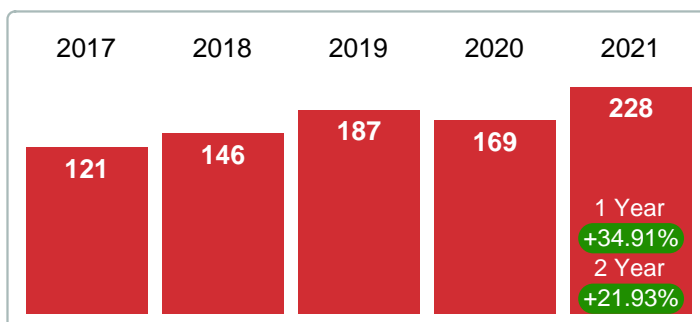
CLOSED LISTINGS

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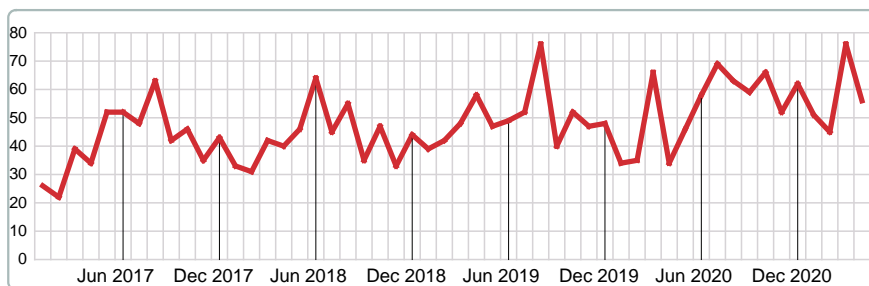
APRIL



YEAR TO DATE (YTD)

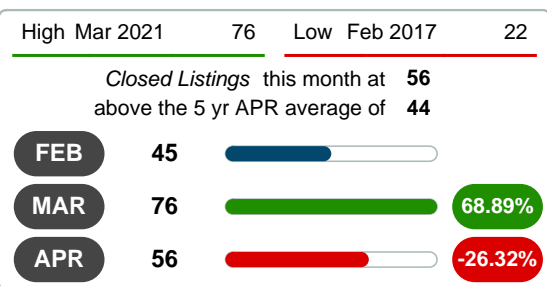


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



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	3	5.36%	185.3	2	0	1	0
\$25,001 - \$75,000	9	16.07%	39.4	6	3	0	0
\$75,001 - \$100,000	5	8.93%	32.6	1	4	0	0
\$100,001 - \$175,000	19	33.93%	25.3	1	16	1	1
\$175,001 - \$225,000	4	7.14%	45.5	0	2	2	0
\$225,001 - \$325,000	10	17.86%	14.1	0	4	4	2
\$325,001 and up	6	10.71%	37.8	0	5	0	1
Total Closed Units	56			10	34	8	4
Total Closed Volume	10,195,700	100%	37.6	580.85K	6.70M	1.81M	1.10M
Average Closed Price	\$182,066			\$58,085	\$197,165	\$225,875	\$276,063

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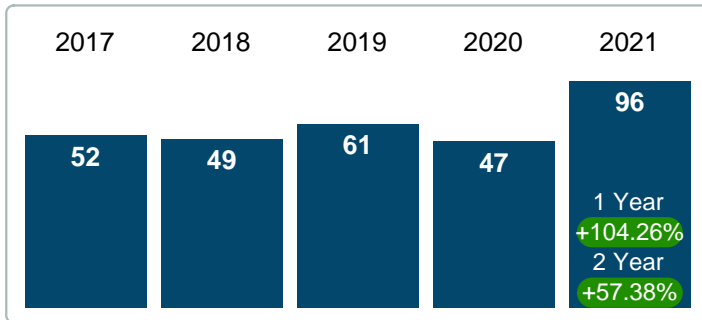
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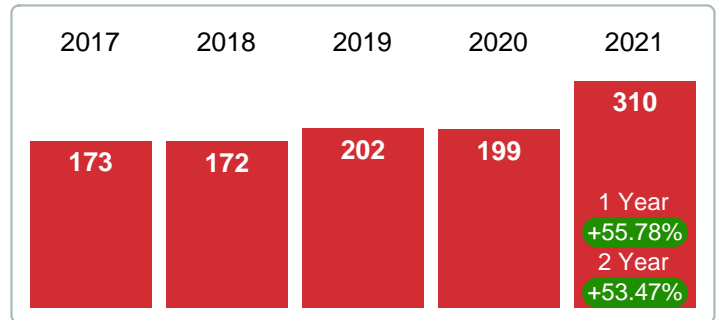
PENDING LISTINGS

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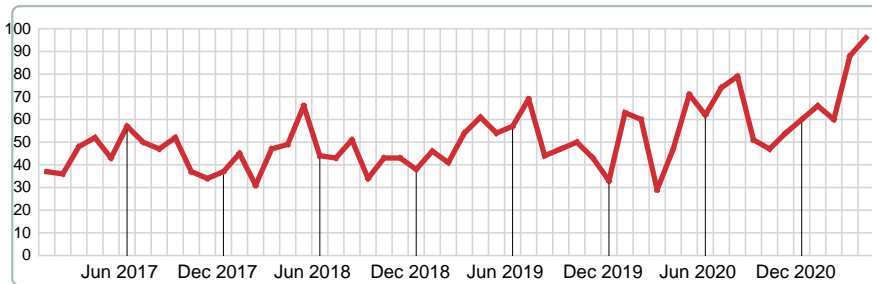
APRIL



YEAR TO DATE (YTD)

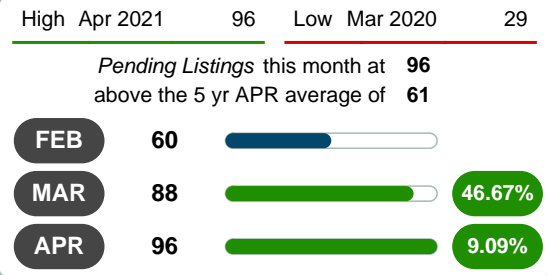


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.38%	108.9	7	2	0	0
\$50,001 - \$75,000	9	9.38%	86.0	4	5	0	0
\$75,001 - \$125,000	18	18.75%	13.5	4	14	0	0
\$125,001 - \$175,000	18	18.75%	40.8	0	16	2	0
\$175,001 - \$225,000	14	14.58%	28.4	0	8	4	2
\$225,001 - \$425,000	18	18.75%	19.9	1	9	6	2
\$425,001 and up	10	10.42%	53.8	2	3	2	3
Total Pending Units	96			18	57	14	7
Total Pending Volume	19,345,080	100%	40.5	2.21M	9.91M	3.99M	3.22M
Average Listing Price	\$203,159			\$122,972	\$173,940	\$285,214	\$460,571

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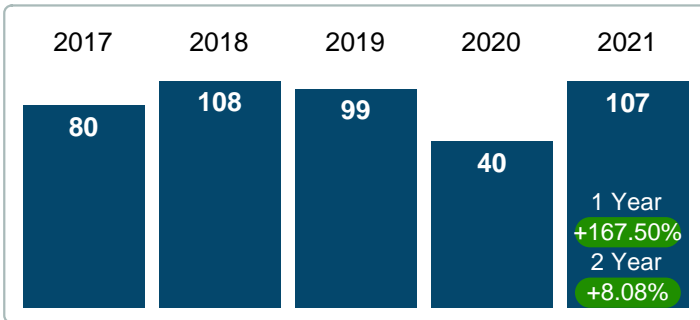
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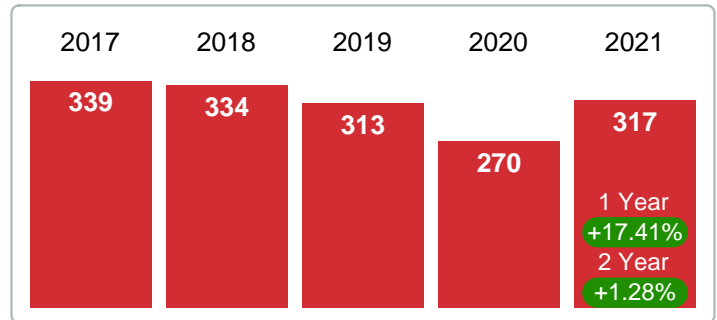
NEW LISTINGS

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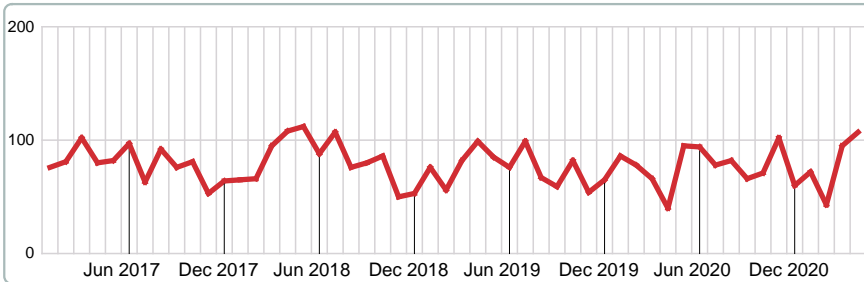
APRIL



YEAR TO DATE (YTD)

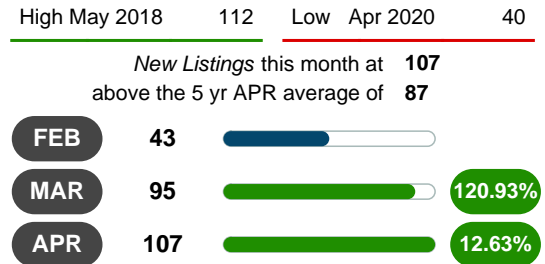


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 87



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	8.41%	4	5	0	0
\$50,001 - \$75,000	8	7.48%	2	5	1	0
\$75,001 - \$125,000	21	19.63%	4	16	1	0
\$125,001 - \$200,000	25	23.36%	1	18	4	2
\$200,001 - \$300,000	20	18.69%	0	17	3	0
\$300,001 - \$475,000	15	14.02%	2	7	3	3
\$475,001 and up	9	8.41%	0	5	0	4
Total New Listed Units	107		13	73	12	9
Total New Listed Volume	24,511,180	100%	1.69M	15.93M	2.65M	4.25M
Average New Listed Listing Price	\$203,347		\$129,715	\$218,164	\$220,825	\$472,111

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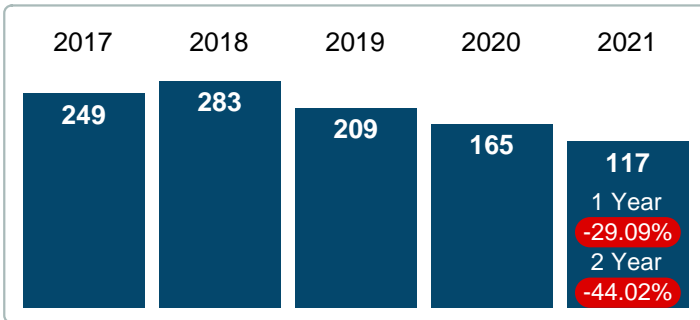
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



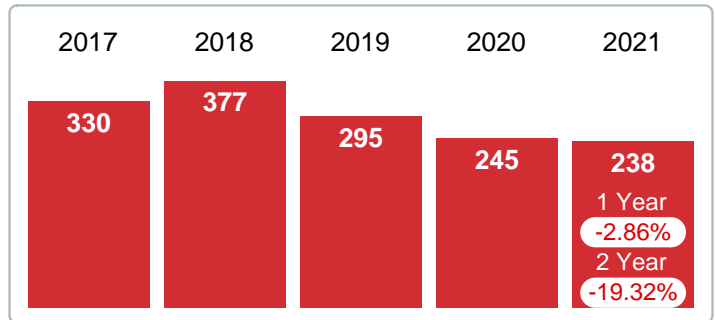
ACTIVE INVENTORY

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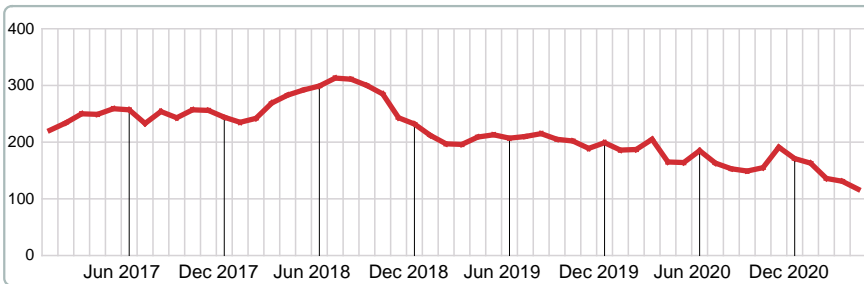
END OF APRIL



ACTIVE DURING APRIL

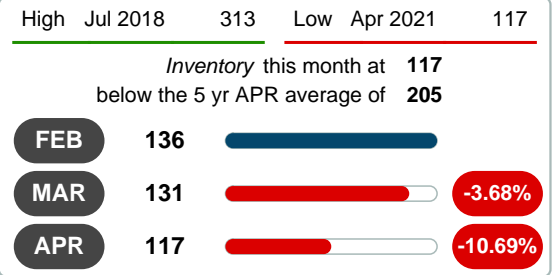


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 205



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.71%	63.0	2	0	0	0
\$25,001 - \$50,000	12	10.26%	72.8	6	6	0	0
\$50,001 - \$100,000	29	24.79%	72.2	8	15	5	1
\$100,001 - \$225,000	33	28.21%	64.4	8	22	3	0
\$225,001 - \$325,000	15	12.82%	64.1	1	9	4	1
\$325,001 - \$550,000	14	11.97%	62.5	3	7	2	2
\$550,001 and up	12	10.26%	76.3	0	6	3	3
Total Active Inventory by Units	117			28	65	17	7
Total Active Inventory by Volume	27,943,209	100%	68.1	3.63M	15.34M	4.98M	3.99M
Average Active Inventory Listing Price	\$238,831			\$129,708	\$236,049	\$292,782	\$570,129

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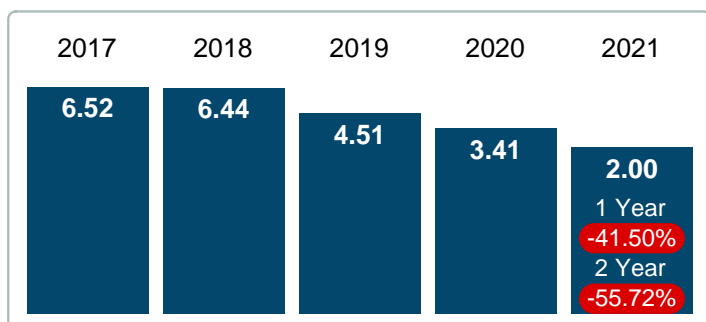
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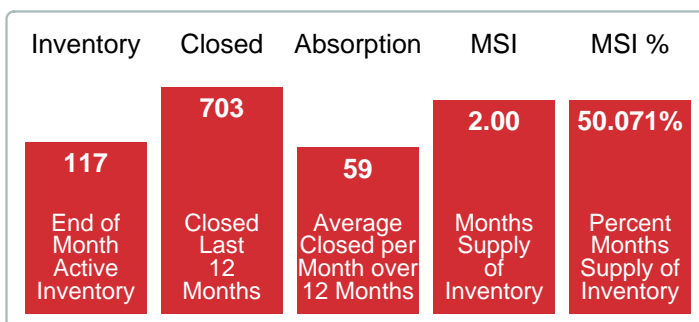
MONTHS SUPPLY of INVENTORY (MSI)

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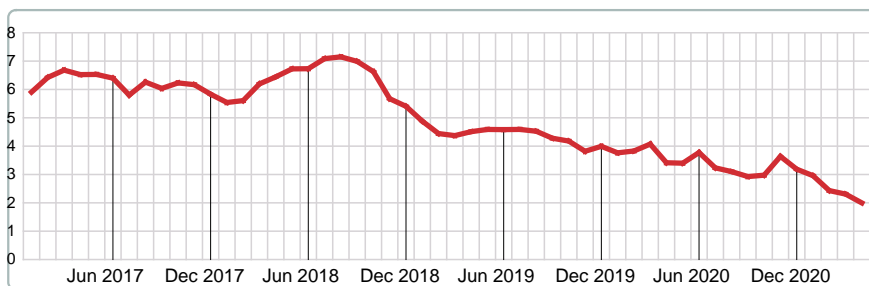
MSI FOR APRIL



INDICATORS FOR APRIL 2021

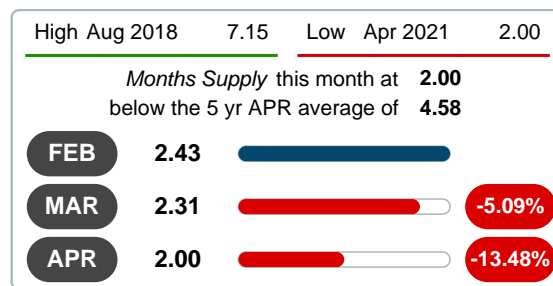


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.58



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
\$25,000 and less	2	1.71%	1.50	2.67	0.00	0.00	0.00
\$25,001 - \$50,000	12	10.26%	2.62	2.77	2.67	0.00	0.00
\$50,001 - \$100,000	29	24.79%	2.02	1.81	1.70	5.45	6.00
\$100,001 - \$225,000	33	28.21%	1.25	3.56	1.21	0.57	0.00
\$225,001 - \$325,000	15	12.82%	1.73	2.40	1.96	1.30	1.71
\$325,001 - \$550,000	14	11.97%	5.79	0.00	4.94	3.00	6.00
\$550,001 and up	12	10.26%	16.00	0.00	18.00	12.00	18.00
Market Supply of Inventory (MSI)			2.00	2.80	1.80	1.63	3.36
Total Active Inventory by Units		100%	2.00	28	65	17	7

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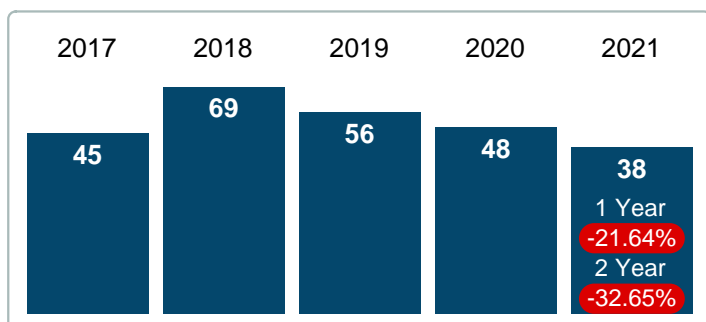
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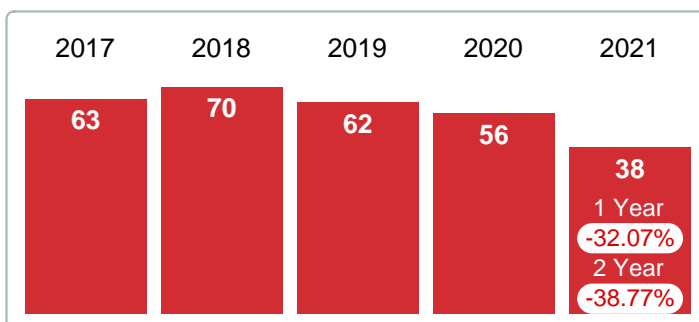
AVERAGE DAYS ON MARKET TO SALE

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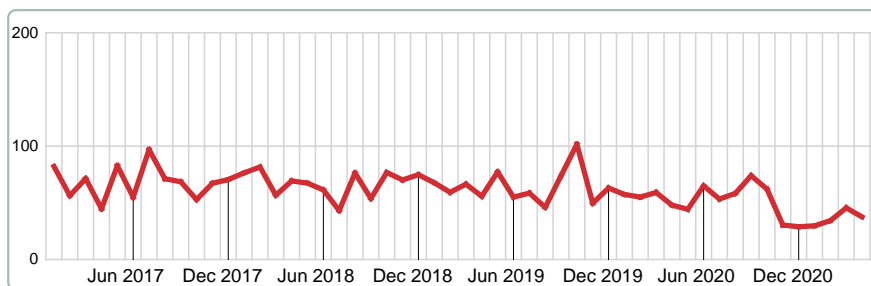
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 51

High Oct 2019 102 Low Dec 2020 29

Average Days on Market to Sale this month at 38 below the 5 yr APR average of 51



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	5.36%	185	116	0	324	0
\$25,001 - \$75,000	16.07%	39	49	20	0	0
\$75,001 - \$100,000	8.93%	33	64	25	0	0
\$100,001 - \$175,000	33.93%	25	3	26	54	11
\$175,001 - \$225,000	7.14%	46	0	2	89	0
\$225,001 - \$325,000	17.86%	14	0	23	11	3
\$325,001 and up	10.71%	38	0	35	0	51
Average Closed DOM		38	59	25	75	17
Total Closed Units	100%	38	10	34	8	4
Total Closed Volume		10,195,700	580.85K	6.70M	1.81M	1.10M

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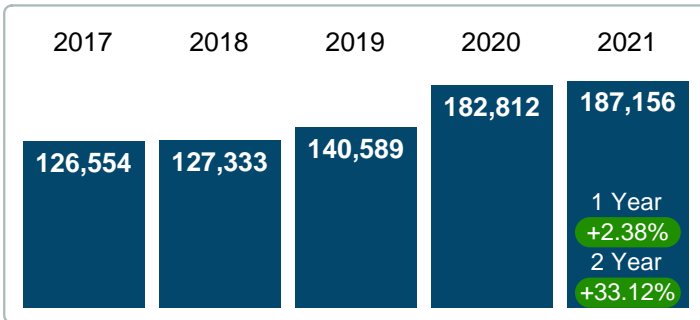
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



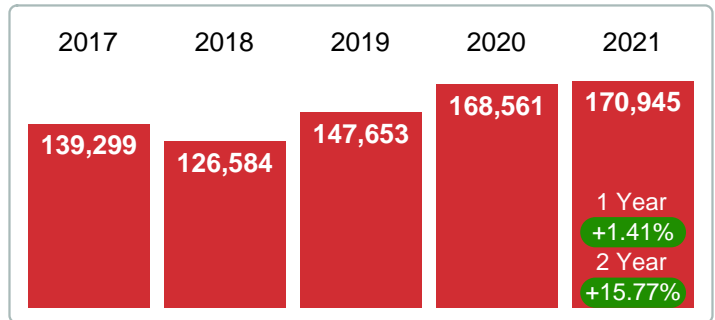
AVERAGE LIST PRICE AT CLOSING

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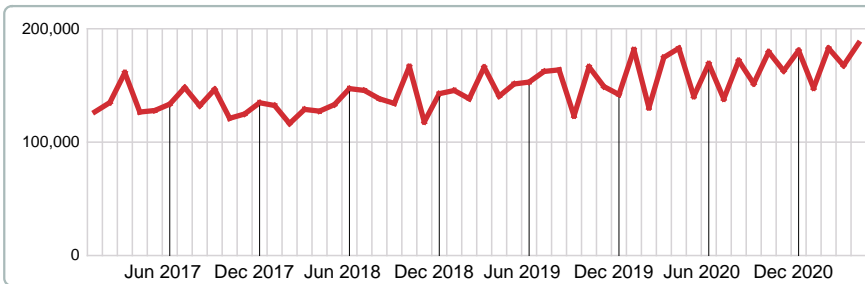
APRIL



YEAR TO DATE (YTD)

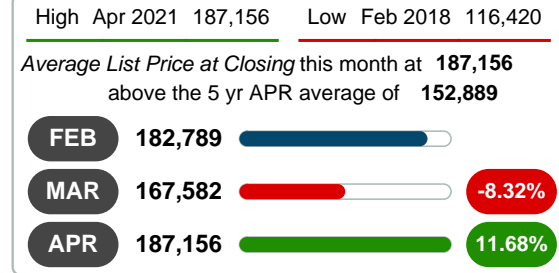


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 152,889



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	1	1.79%	21,500	25,750	0	29,500	0
\$25,001 - \$75,000	10	17.86%	50,220	53,817	66,267	0	0
\$75,001 - \$100,000	5	8.93%	88,260	82,500	97,425	0	0
\$100,001 - \$175,000	18	32.14%	135,529	155,000	139,852	158,000	155,000
\$175,001 - \$225,000	5	8.93%	193,000	0	182,500	229,750	0
\$225,001 - \$325,000	12	21.43%	278,433	0	274,475	300,950	249,500
\$325,001 and up	5	8.93%	554,000	0	520,000	0	475,000
Average List Price			187,156	61,190	202,618	231,350	282,250
Total Closed Units		100%	187,156	10	34	8	4
Total Closed Volume			10,480,724	611.90K	6.89M	1.85M	1.13M

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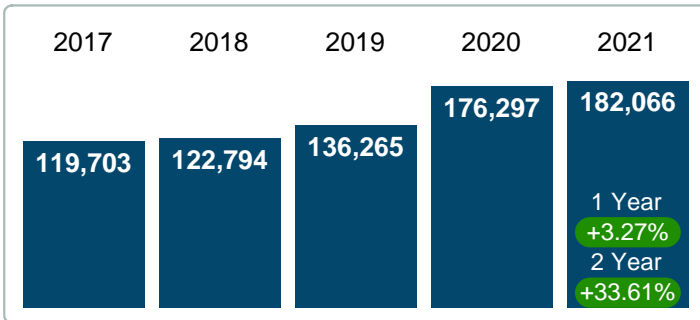
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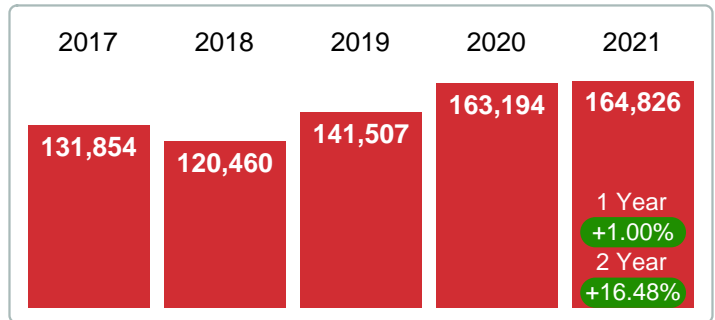
AVERAGE SOLD PRICE AT CLOSING

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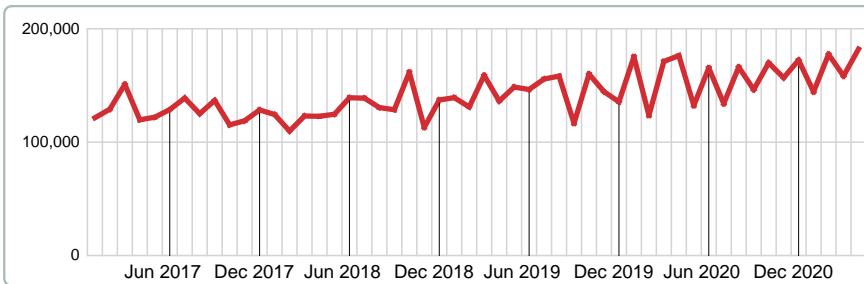
APRIL



YEAR TO DATE (YTD)

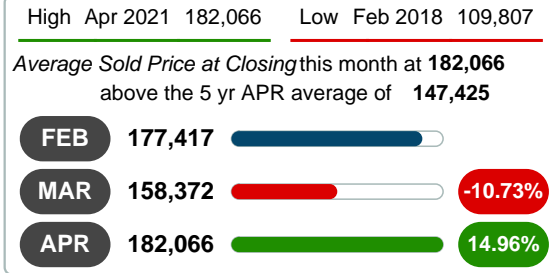


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 147,425



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	3	5.36%	20,833	21,250	0	20,000	0
\$25,001 - \$75,000	9	16.07%	53,389	48,750	62,667	0	0
\$75,001 - \$100,000	5	8.93%	88,370	84,850	89,250	0	0
\$100,001 - \$175,000	19	33.93%	138,695	161,000	136,513	145,000	145,000
\$175,001 - \$225,000	4	7.14%	201,000	0	182,500	219,500	0
\$225,001 - \$325,000	10	17.86%	275,165	0	266,100	300,750	242,125
\$325,001 and up	6	10.71%	503,333	0	509,000	0	475,000
Average Sold Price			182,066	58,085	197,165	225,875	276,063
Total Closed Units		100%	182,066	10	34	8	4
Total Closed Volume			10,195,700	580.85K	6.70M	1.81M	1.10M

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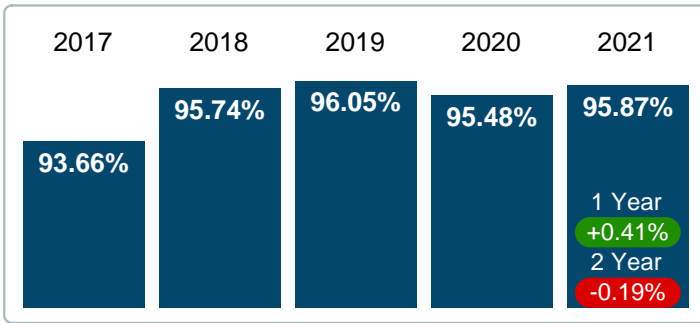
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



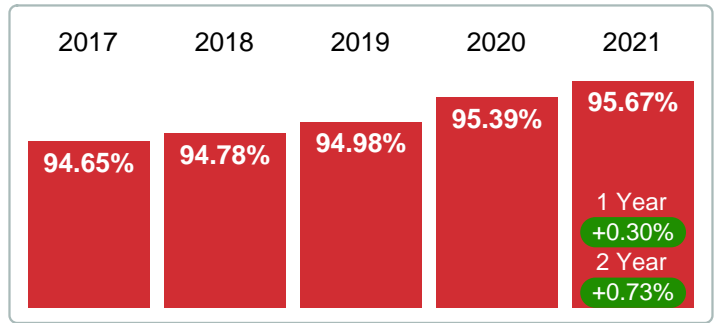
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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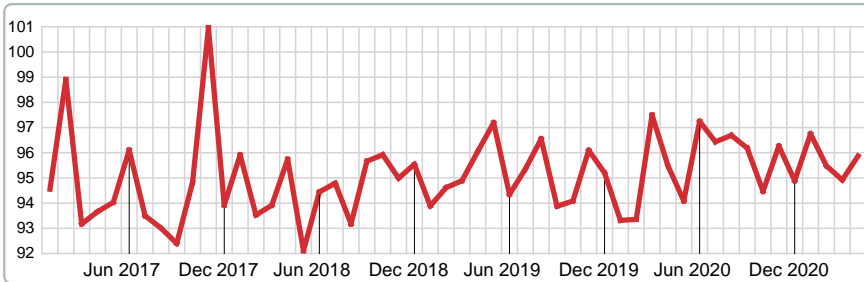
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

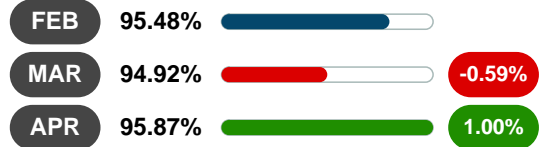


3 MONTHS

5 year APR AVG = 95.36%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.87%**
above the 5 yr APR average of **95.36%**



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	3	5.36%	78.61%	84.01%	0.00%	67.80%	0.00%	
\$25,001 - \$75,000	9	16.07%	92.52%	91.24%	95.09%	0.00%	0.00%	
\$75,001 - \$100,000	5	8.93%	94.18%	102.85%	92.01%	0.00%	0.00%	
\$100,001 - \$175,000	19	33.93%	97.89%	103.87%	98.17%	91.77%	93.55%	
\$175,001 - \$225,000	4	7.14%	97.82%	0.00%	100.00%	95.65%	0.00%	
\$225,001 - \$325,000	10	17.86%	98.11%	0.00%	96.83%	99.94%	97.04%	
\$325,001 and up	6	10.71%	99.51%	0.00%	99.41%	0.00%	100.00%	
Average Sold/List Ratio		95.90%		92.22%	97.31%	93.83%	96.91%	
Total Closed Units		56	100%	95.90%	10	34	8	4
Total Closed Volume		10,195,700			580.85K	6.70M	1.81M	1.10M

April 2021



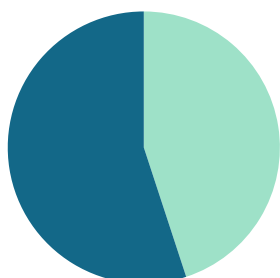
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

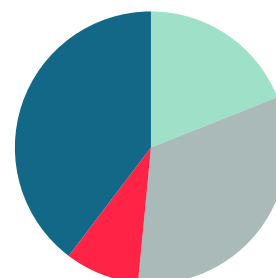


Inventory
 New Listings **107 = 44.96%**
 Start Inventory **131**
 Total Inventory Units **238**
 Volume **\$55,125,089**

Market Activity

Closed Sales **56 = 18.98%**
 Pending Sales **96 = 32.54%**
 Other Off Market **26 = 8.81%**
 Active Inventory **117 = 39.66%**

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	34	56	64.71%	169	228	34.91%
Pending Sales	47	96	104.26%	199	310	55.78%
New Listings	40	107	167.50%	270	317	17.41%
Average List Price	182,812	187,156	2.38%	168,561	170,945	1.41%
Average Sale Price	176,297	182,066	3.27%	163,194	164,826	1.00%
Average Percent of Selling Price to List Price	95.48%	95.87%	0.41%	95.39%	95.67%	0.30%
Average Days on Market to Sale	47.97	37.59	-21.64%	55.70	37.84	-32.07%
Monthly Inventory	166	117	-29.52%	166	117	-29.52%
Months Supply of Inventory	3.43	2.00	-41.85%	3.43	2.00	-41.85%

Absorption: Last 12 months, an Average of **59** Sales/Month

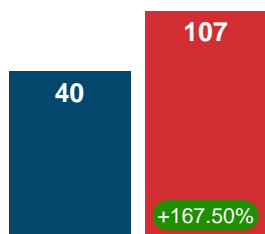
Inventory on April 30, 2021 = **117**

2020 **2021**

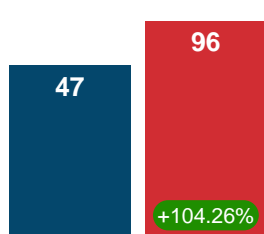
APRIL MARKET

AVERAGE PRICES

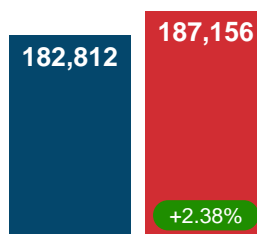
New Listings



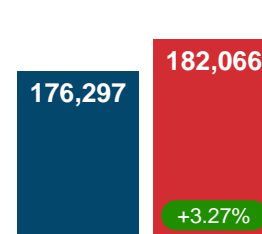
Pending Listings



List Price



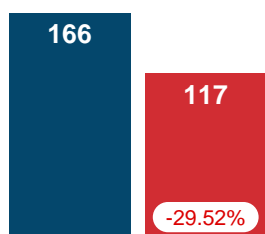
Sale Price



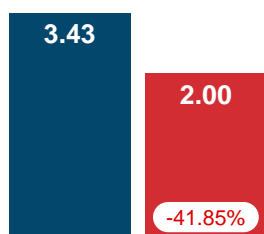
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

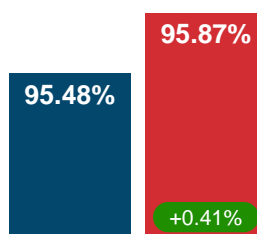
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

