

April 2021



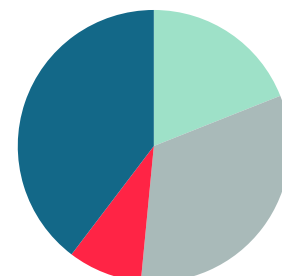
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	174,900	152,500	-12.81%
Median Sale Price	172,700	145,000	-16.04%
Median Percent of Selling Price to List Price	97.46%	98.68%	1.26%
Median Days on Market to Sale	35.00	10.50	-70.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **16.04%** in April 2021 to \$145,000 versus the previous year at \$172,700.

Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 24.50 days or **70.00%** in April 2021 compared to last year's same month at **35.00** DOM.

Sales Success for April 2021 is Positive

Overall, with Median Prices falling 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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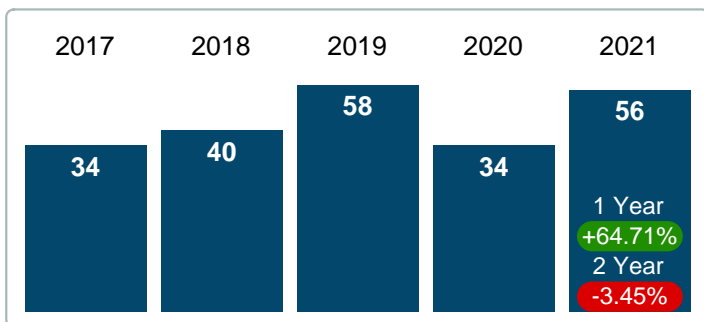
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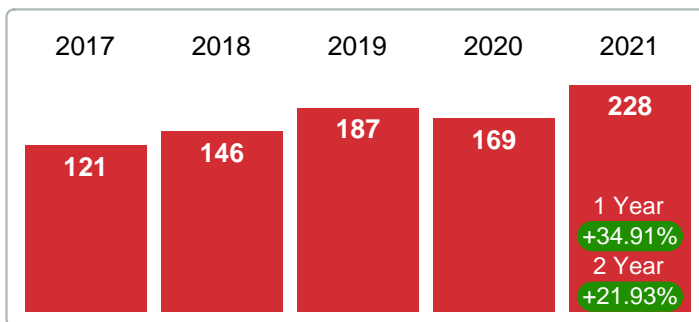
CLOSED LISTINGS

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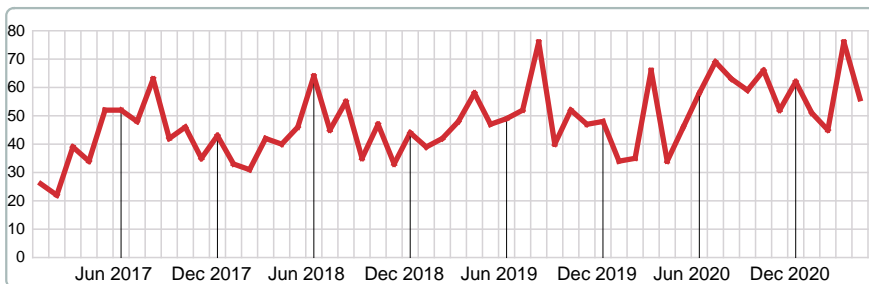
APRIL



YEAR TO DATE (YTD)

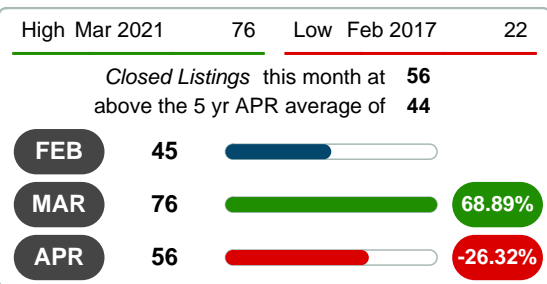


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.14%	116.0	3	0	1	0
\$40,001 - \$80,000	8	14.29%	26.0	5	3	0	0
\$80,001 - \$120,000	9	16.07%	1.0	1	8	0	0
\$120,001 - \$170,000	14	25.00%	24.0	1	11	1	1
\$170,001 - \$240,000	8	14.29%	3.0	0	5	2	1
\$240,001 - \$330,000	8	14.29%	3.0	0	3	4	1
\$330,001 and up	5	8.93%	10.0	0	4	0	1
Total Closed Units	56			10	34	8	4
Total Closed Volume	10,195,700	100%	10.5	580.85K	6.70M	1.81M	1.10M
Median Closed Price	\$145,000			\$47,750	\$144,500	\$256,500	\$242,125

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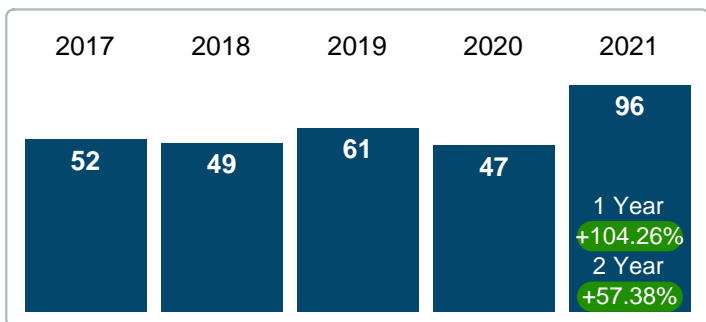
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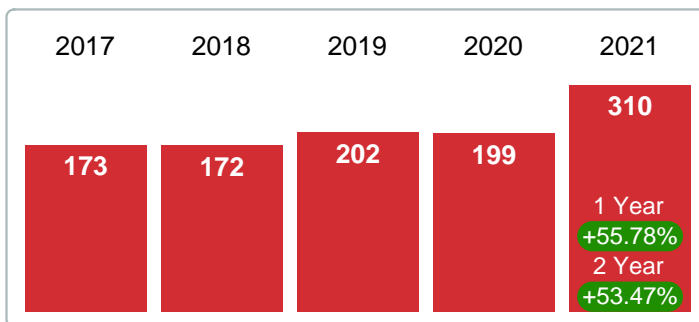
PENDING LISTINGS

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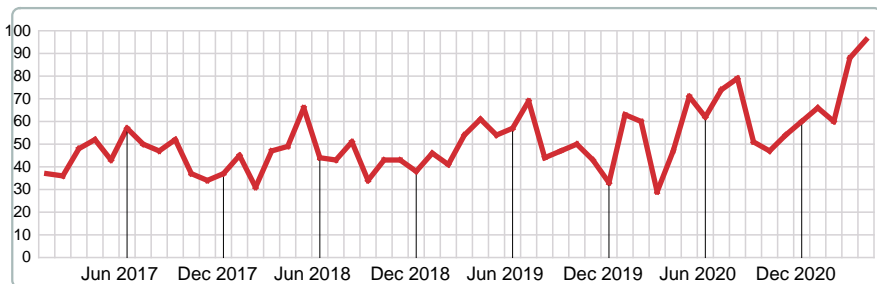
APRIL



YEAR TO DATE (YTD)

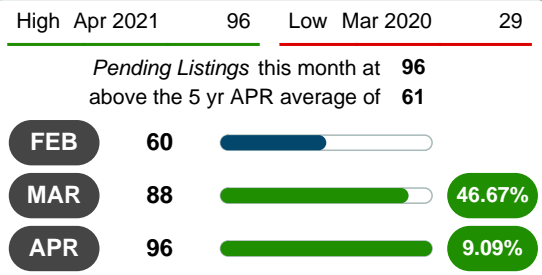


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.38%	152.0	7	2	0	0
\$50,001 - \$75,000	9	9.38%	22.0	4	5	0	0
\$75,001 - \$125,000	18	18.75%	3.0	4	14	0	0
\$125,001 - \$175,000	18	18.75%	4.5	0	16	2	0
\$175,001 - \$225,000	14	14.58%	4.0	0	8	4	2
\$225,001 - \$425,000	18	18.75%	10.0	1	9	6	2
\$425,001 and up	10	10.42%	18.0	2	3	2	3
Total Pending Units	96			18	57	14	7
Total Pending Volume	19,345,080	100%	6.5	2.21M	9.91M	3.99M	3.22M
Median Listing Price	\$161,950			\$64,900	\$157,500	\$240,000	\$365,000

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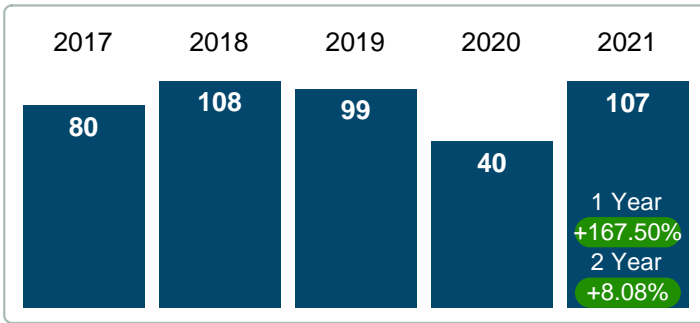
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



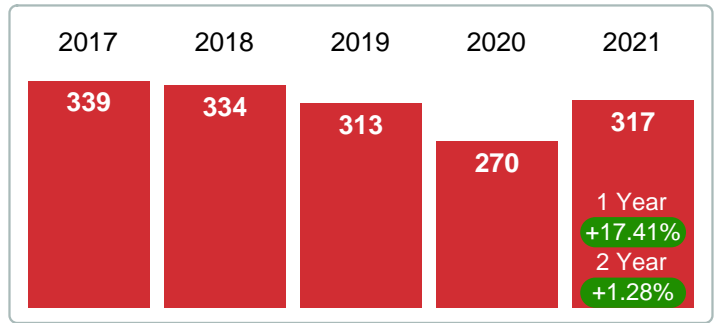
NEW LISTINGS

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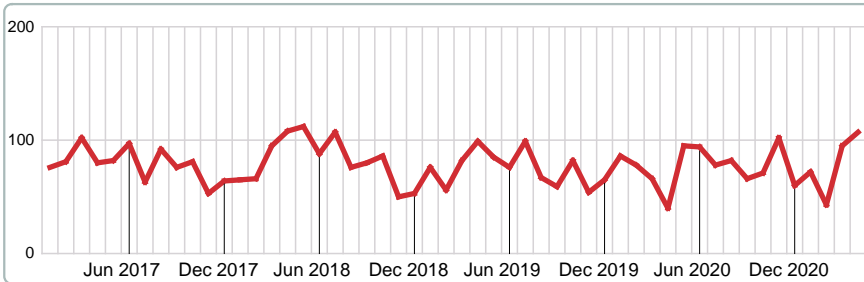
APRIL



YEAR TO DATE (YTD)

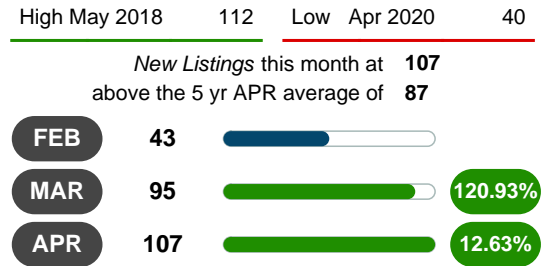


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$169,900		\$89,900	\$169,900	\$187,450	\$438,000

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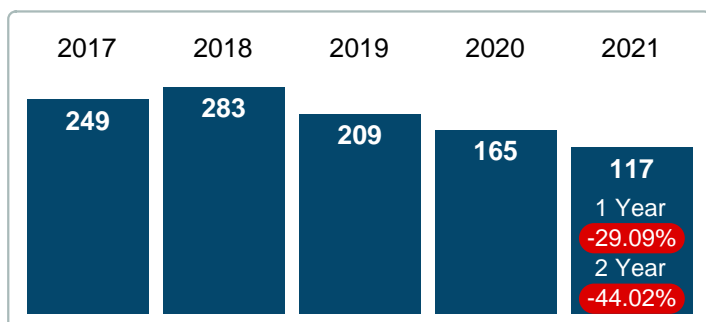
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



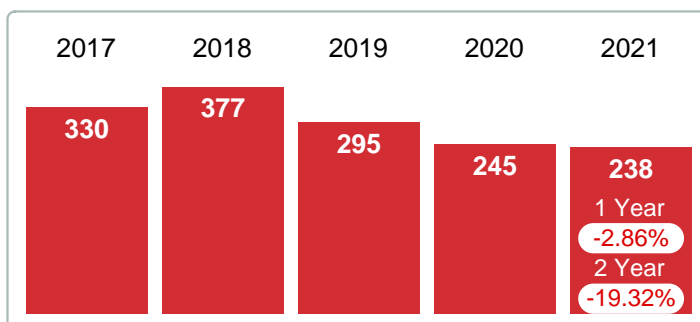
ACTIVE INVENTORY

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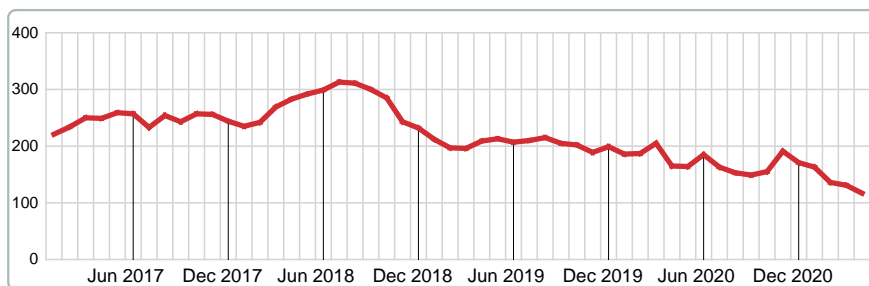
END OF APRIL



ACTIVE DURING APRIL

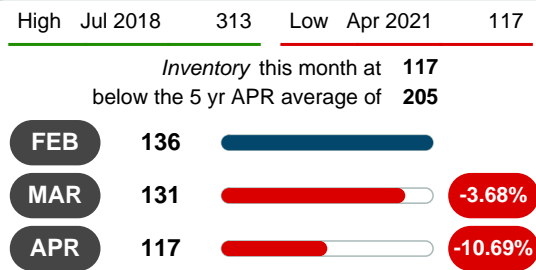


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 205



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	39.0	6	6	0	0
\$50,001 - \$100,000	29	24.79%	47.0	8	15	5	1
\$100,001 - \$225,000	33	28.21%	45.0	8	22	3	0
\$225,001 - \$325,000	15	12.82%	25.0	1	9	4	1
\$325,001 - \$550,000	14	11.97%	22.0	3	7	2	2
\$550,001 and up	12	10.26%	48.0	0	6	3	3
Total Active Inventory by Units	117			28	65	17	7
Total Active Inventory by Volume	27,943,209	100%	39.0	3.63M	15.34M	4.98M	3.99M
Median Active Inventory Listing Price	\$154,900			\$85,900	\$164,900	\$229,000	\$489,000

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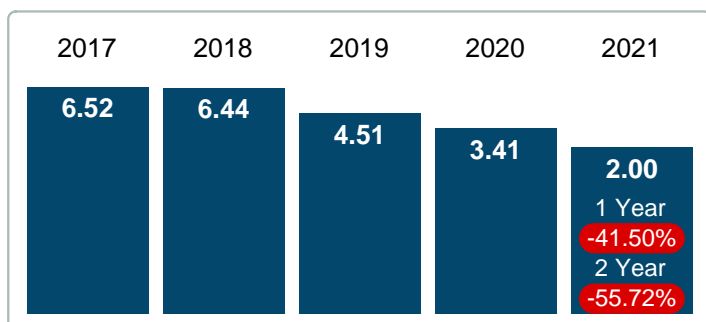
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



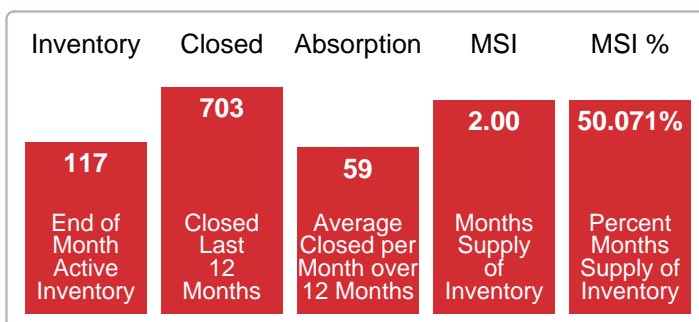
MONTHS SUPPLY of INVENTORY (MSI)

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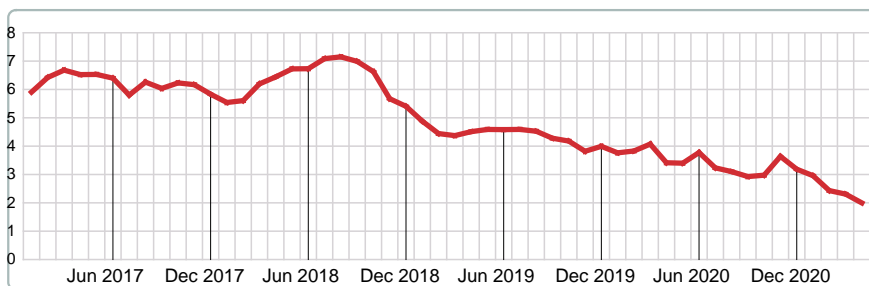
MSI FOR APRIL



INDICATORS FOR APRIL 2021



5 YEAR MARKET ACTIVITY TRENDS

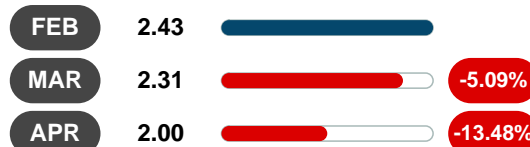


3 MONTHS

5 year APR AVG = 4.58

High Aug 2018 7.15 Low Apr 2021 2.00

Months Supply this month at **2.00**
below the 5 yr APR average of **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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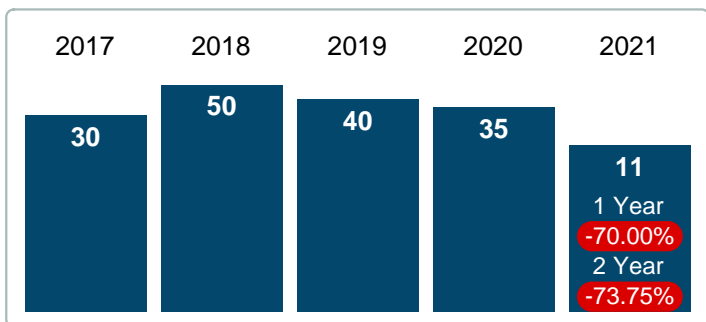
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



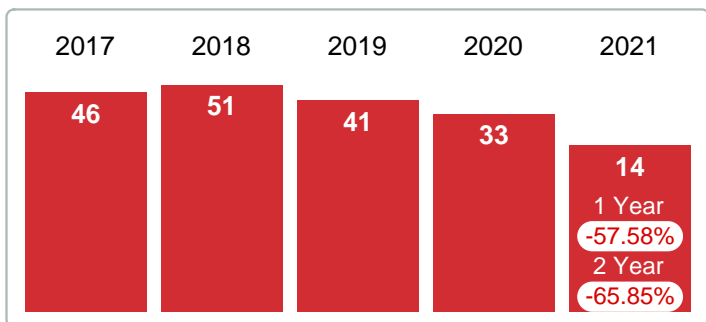
MEDIAN DAYS ON MARKET TO SALE

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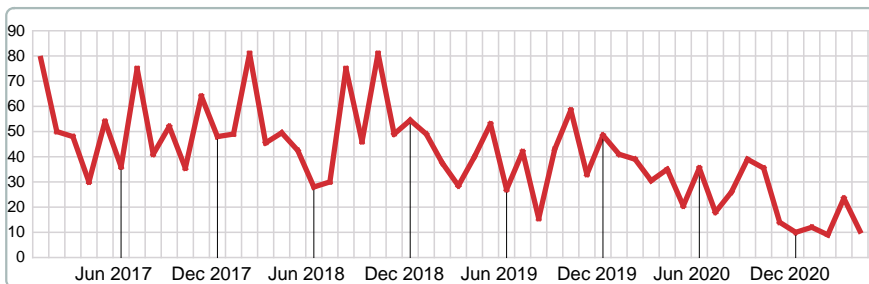
APRIL



YEAR TO DATE (YTD)

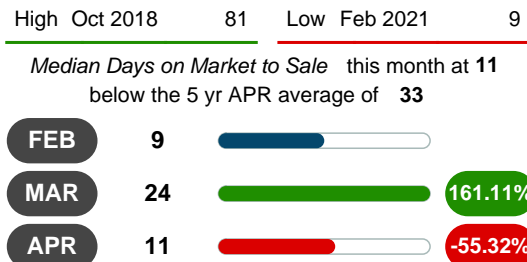


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 33



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
\$40,000 and less	7.14%	116	59	0	324	0
\$40,001 - \$80,000	14.29%	26	29	23	0	0
\$80,001 - \$120,000	16.07%	1	64	1	0	0
\$120,001 - \$170,000	25.00%	24	3	32	54	11
\$170,001 - \$240,000	14.29%	3	0	1	89	3
\$240,001 - \$330,000	14.29%	3	0	3	5	3
\$330,001 and up	8.93%	10	0	9	0	51
Median Closed DOM		11	53	6	24	7
Total Closed Units	100%	10.5	10	34	8	4
Total Closed Volume		10,195,700	580.85K	6.70M	1.81M	1.10M

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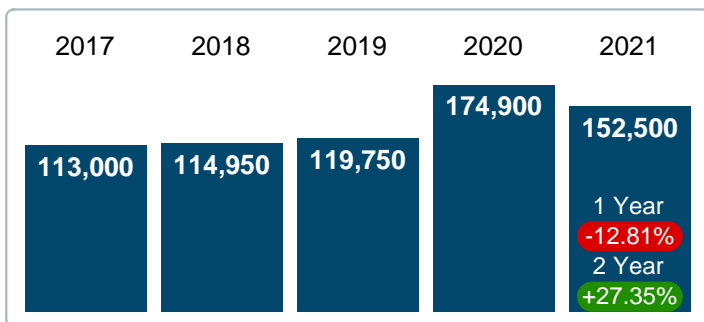
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



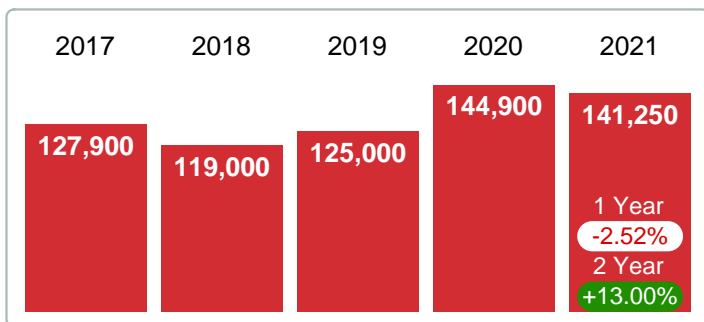
MEDIAN LIST PRICE AT CLOSING

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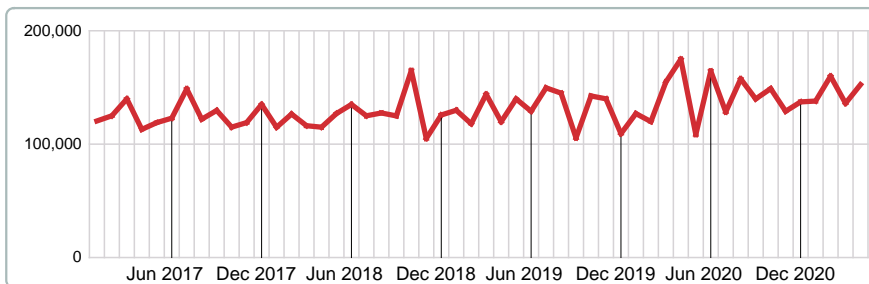
APRIL



YEAR TO DATE (YTD)

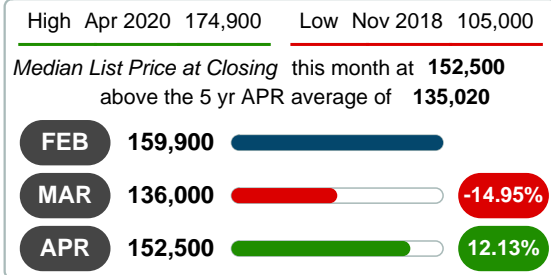


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 135,020



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	1	1.79%	21,500	21,500	0	0	0
\$25,001 - \$75,000	10	17.86%	47,450	45,000	59,900	29,500	0
\$75,001 - \$100,000	5	8.93%	89,900	82,500	92,400	0	0
\$100,001 - \$175,000	18	32.14%	137,500	155,000	132,000	158,000	155,000
\$175,001 - \$225,000	5	8.93%	185,000	0	182,500	224,000	0
\$225,001 - \$325,000	12	21.43%	292,000	0	299,500	295,000	249,500
\$325,001 and up	5	8.93%	475,000	0	575,000	0	475,000
Median List Price			152,500	54,750	145,000	262,250	249,500
Total Closed Units		100%	152,500	10	34	8	4
Total Closed Volume			10,480,724	611.90K	6.89M	1.85M	1.13M

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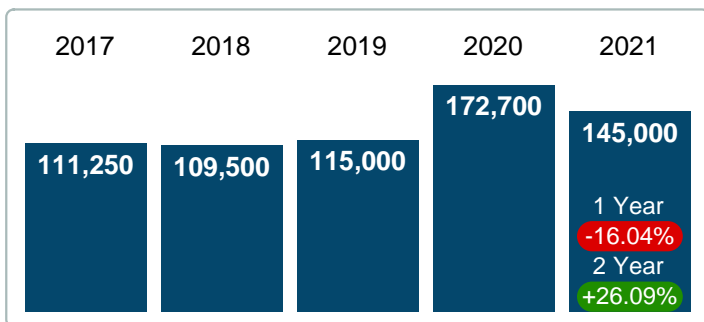
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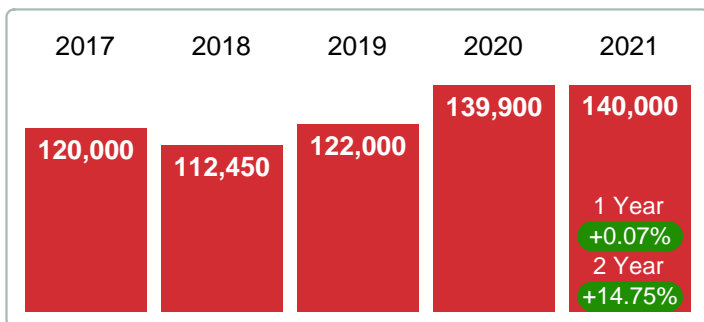
MEDIAN SOLD PRICE AT CLOSING

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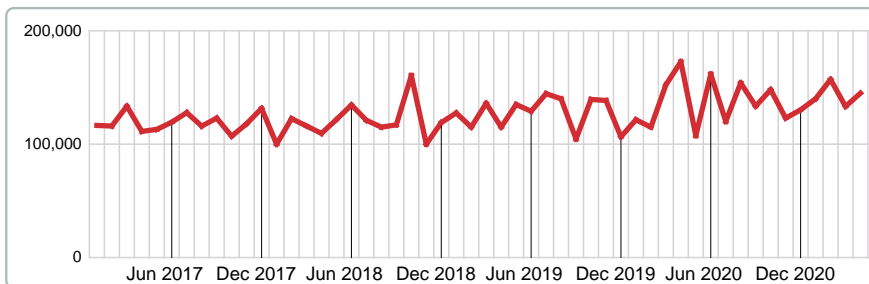
APRIL



YEAR TO DATE (YTD)

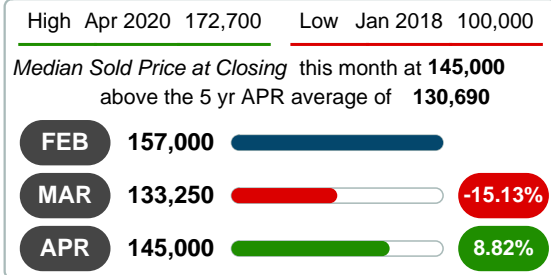


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 130,690



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
\$40,000 and less	7.14%	21,250	22,500	0	20,000	0
\$40,001 - \$80,000	14.29%	55,250	50,500	63,000	0	0
\$80,001 - \$120,000	16.07%	93,000	84,850	99,000	0	0
\$120,001 - \$170,000	25.00%	145,000	161,000	139,000	145,000	145,000
\$170,001 - \$240,000	14.29%	219,500	0	185,000	219,500	234,750
\$240,001 - \$330,000	14.29%	297,250	0	299,500	297,500	249,500
\$330,001 and up	8.93%	475,000	0	562,500	0	475,000
Median Sold Price		145,000	47,750	144,500	256,500	242,125
Total Closed Units	100%	145,000	10	34	8	4
Total Closed Volume		10,195,700	580.85K	6.70M	1.81M	1.10M

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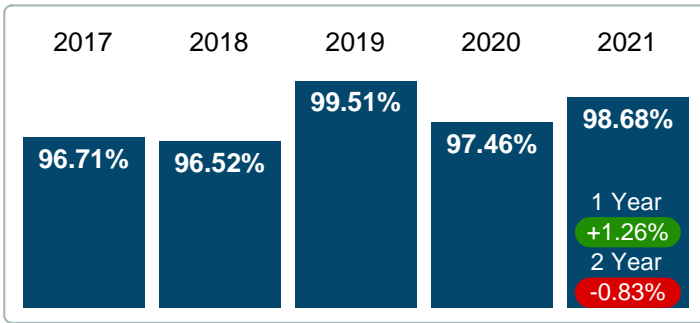
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



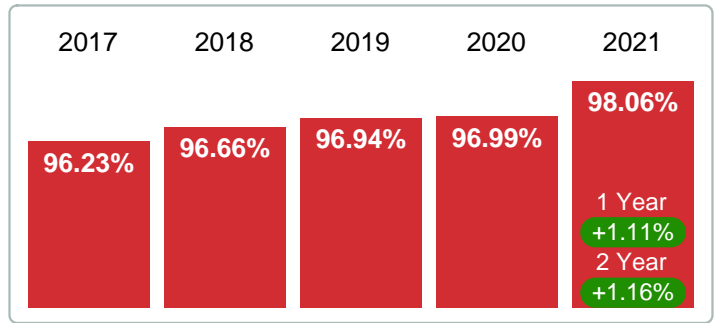
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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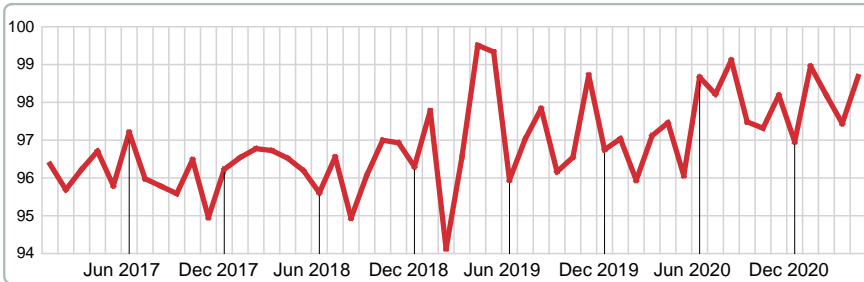
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

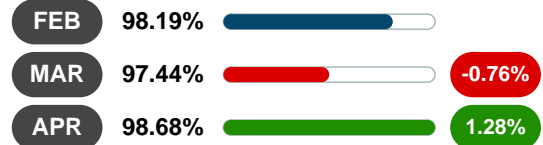


3 MONTHS

5 year APR AVG = 97.78%

High Apr 2019 99.51% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.68%** above the 5 yr APR average of **97.78%**



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
\$40,000 and less	4	7.14%	81.34%	87.67%	0.00%	67.80%	0.00%
\$40,001 - \$80,000	8	14.29%	93.98%	93.02%	94.94%	0.00%	0.00%
\$80,001 - \$120,000	9	16.07%	100.00%	102.85%	98.95%	0.00%	0.00%
\$120,001 - \$170,000	14	25.00%	99.24%	103.87%	100.00%	91.77%	93.55%
\$170,001 - \$240,000	8	14.29%	99.44%	0.00%	100.00%	95.65%	94.09%
\$240,001 - \$330,000	8	14.29%	100.00%	0.00%	100.00%	100.00%	100.00%
\$330,001 and up	5	8.93%	97.14%	0.00%	96.61%	0.00%	100.00%
Median Sold/List Ratio		98.68%		93.02%	99.44%	99.86%	97.04%
Total Closed Units		56	100%	10	34	8	4
Total Closed Volume		10,195,700		580.85K	6.70M	1.81M	1.10M

April 2021



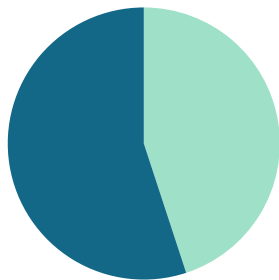
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

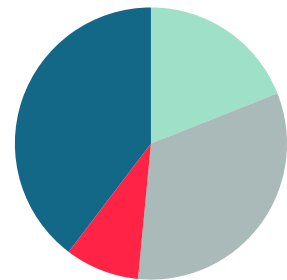


Inventory
 New Listings
107 = 44.96%
 Start Inventory
131
 Total Inventory Units
238
 Volume
\$55,125,089

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%
Median List Price	174,900	152,500	-12.81%	144,900	141,250	-2.52%
Median Sale Price	172,700	145,000	-16.04%	139,900	140,000	0.07%
Median Percent of Selling Price to List Price	97.46%	98.68%	1.26%	96.99%	98.06%	1.11%
Median Days on Market to Sale	35.00	10.50	-70.00%	33.00	14.00	-57.58%
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

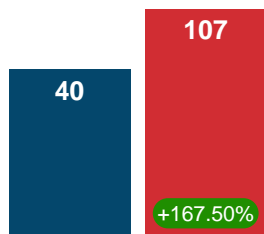
Inventory on April 30, 2021 = **117**

2020 **2021**

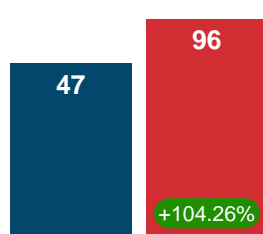
APRIL MARKET

MEDIAN PRICES

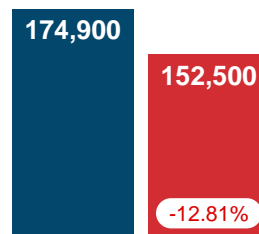
New Listings



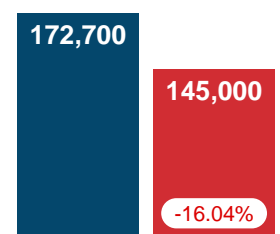
Pending Listings



List Price



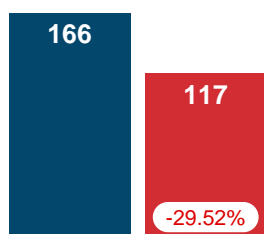
Sale Price



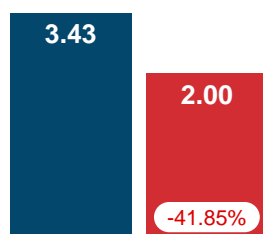
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

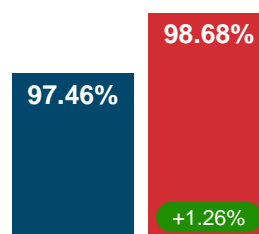
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

