

August 2021



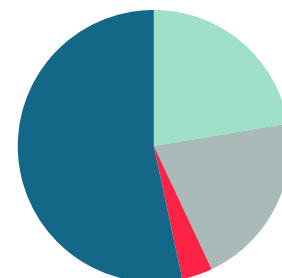
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	63	80	26.98%
Pending Listings	79	74	-6.33%
New Listings	82	101	23.17%
Average List Price	171,876	227,189	32.18%
Average Sale Price	166,206	221,781	33.44%
Average Percent of Selling Price to List Price	96.69%	96.73%	0.04%
Average Days on Market to Sale	58.33	21.34	-63.42%
End of Month Inventory	154	191	24.03%
Months Supply of Inventory	3.12	2.81	-10.02%



■ Closed (22.35%)
■ Pending (20.67%)
■ Other OffMarket (3.63%)
■ Active (53.35%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of August 31, 2021 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2021 rose **24.03%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **2.81** 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 **33.44%** in August 2021 to \$221,781 versus the previous year at \$166,206.

Average Days on Market Shortens

The average number of **21.34** days that homes spent on the market before selling decreased by 37.00 days or **63.42%** in August 2021 compared to last year's same month at **58.33** DOM.

Sales Success for August 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 101 New Listings in August 2021, up **23.17%** from last year at 82. Furthermore, there were 80 Closed Listings this month versus last year at 63, a **26.98%** increase.

Closed versus Listed trends yielded a **79.2%** ratio, up from previous year's, August 2020, at **76.8%**, a **3.10%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

August 2021



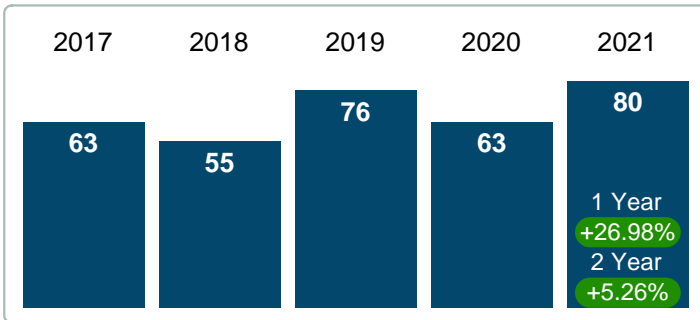
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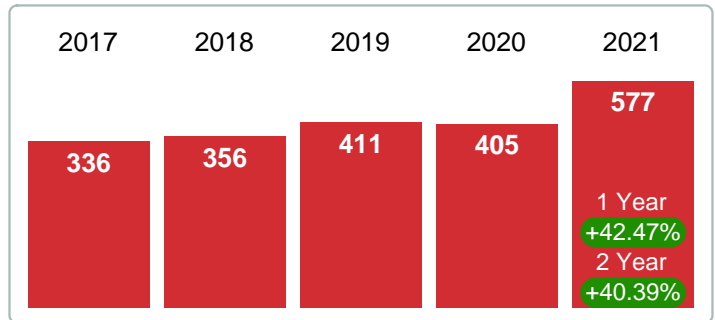
CLOSED LISTINGS

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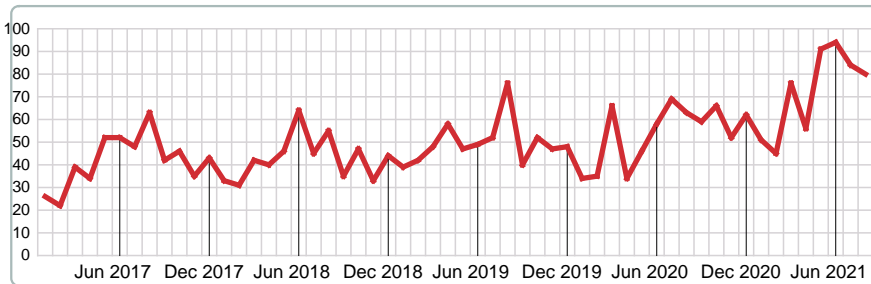
AUGUST



YEAR TO DATE (YTD)

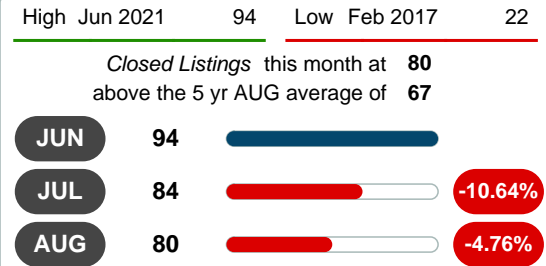


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.75%	92.3	5	1	1	0
\$50,001 - \$75,000	6	7.50%	47.2	3	2	1	0
\$75,001 - \$125,000	16	20.00%	15.4	4	10	2	0
\$125,001 - \$200,000	19	23.75%	8.9	2	17	0	0
\$200,001 - \$300,000	15	18.75%	15.4	0	11	4	0
\$300,001 - \$500,000	11	13.75%	8.3	1	3	6	1
\$500,001 and up	6	7.50%	6.8	1	1	3	1
Total Closed Units	80			16	45	17	2
Total Closed Volume	17,742,446	100%	21.3	2.28M	8.50M	5.36M	1.60M
Average Closed Price	\$221,781			\$142,366	\$188,971	\$315,347	\$800,000

August 2021



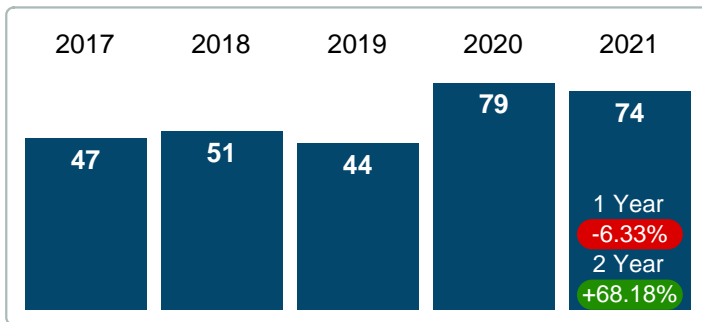
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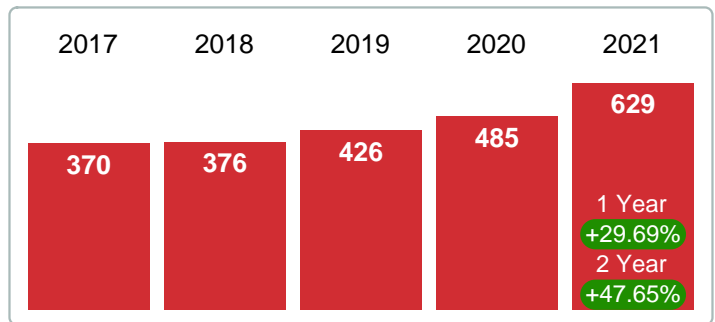
PENDING LISTINGS

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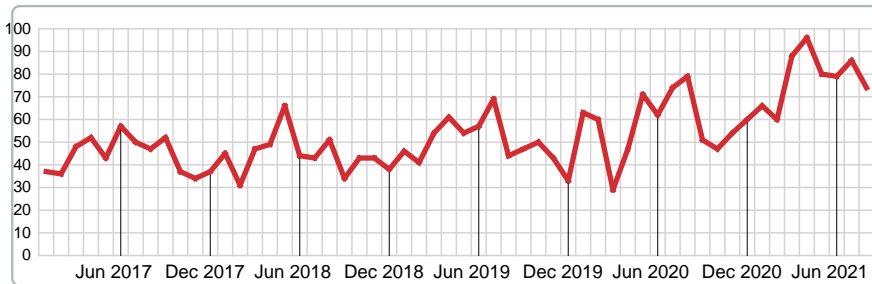
AUGUST



YEAR TO DATE (YTD)

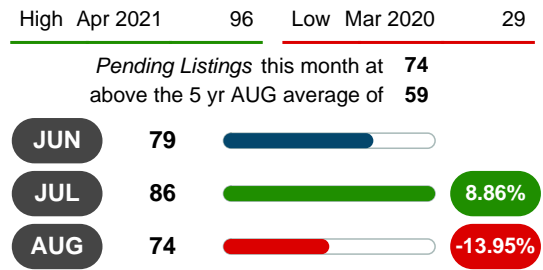


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.46%	65.6	3	4	0	0
\$75,001 - \$100,000	4	5.41%	48.0	3	0	1	0
\$100,001 - \$150,000	18	24.32%	10.3	3	13	2	0
\$150,001 - \$225,000	17	22.97%	54.2	6	9	2	0
\$225,001 - \$300,000	11	14.86%	17.9	0	8	3	0
\$300,001 - \$375,000	8	10.81%	19.4	0	4	4	0
\$375,001 and up	9	12.16%	22.9	1	6	2	0
Total Pending Units	74			16	44	14	0
Total Pending Volume	16,481,589	100%	31.8	2.34M	10.33M	3.82M	0.00B
Average Listing Price	\$222,315			\$146,044	\$234,738	\$272,600	\$0

August 2021



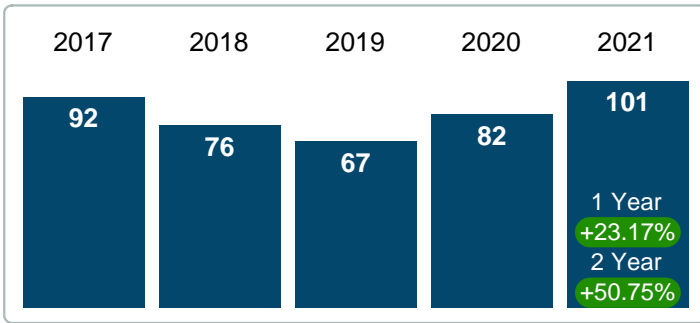
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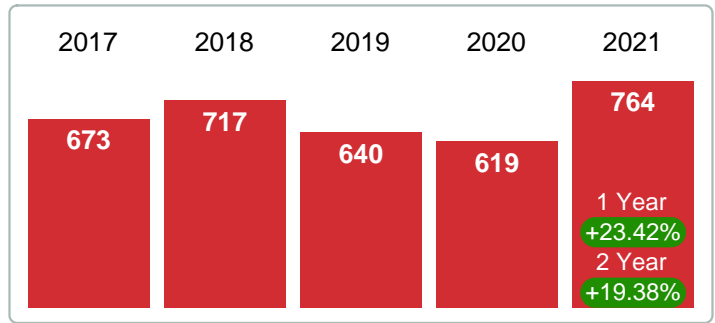
NEW LISTINGS

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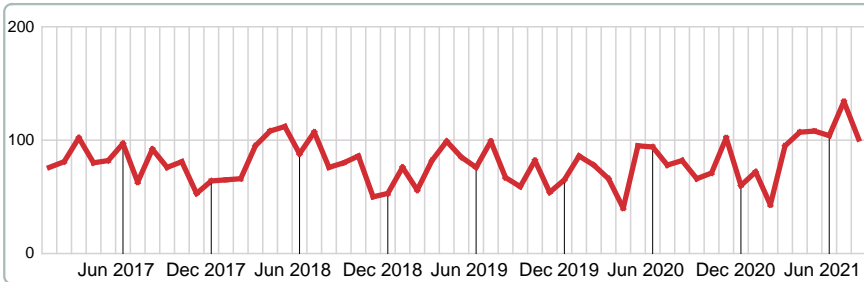
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

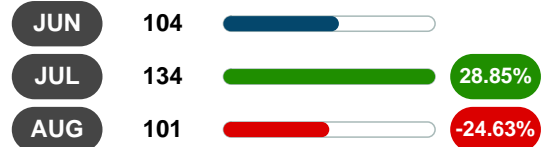


3 MONTHS

5 year AUG AVG = 84

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 101
above the 5 yr AUG average of 84



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	9.90%	6	2	2	0
\$75,001 - \$100,000	5	4.95%	2	2	1	0
\$100,001 - \$150,000	23	22.77%	5	14	4	0
\$150,001 - \$225,000	25	24.75%	3	17	5	0
\$225,001 - \$325,000	16	15.84%	0	10	6	0
\$325,001 - \$425,000	12	11.88%	0	6	3	3
\$425,001 and up	10	9.90%	0	4	4	2
Total New Listed Units	101		16	55	25	5
Total New Listed Volume	26,789,169	100%	1.64M	16.55M	6.28M	2.31M
Average New Listed Listing Price	\$267,376		\$102,487	\$300,923	\$251,383	\$462,800

August 2021



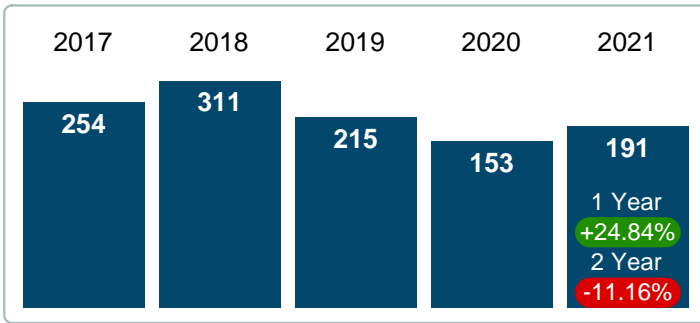
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



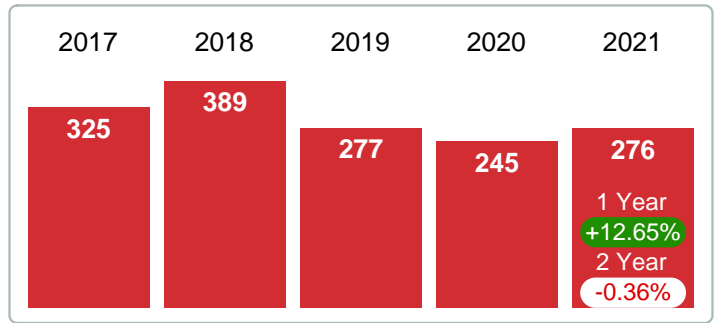
ACTIVE INVENTORY

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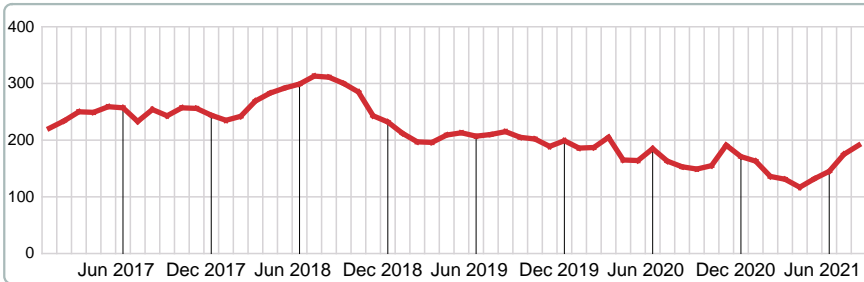
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

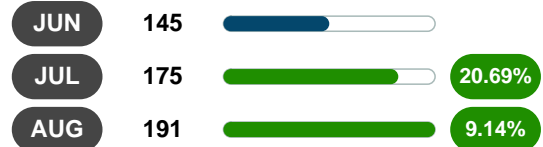


3 MONTHS

5 year AUG AVG = 225

High Jul 2018 313 Low Apr 2021 117

Inventory this month at 191
below the 5 yr AUG average of 225



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	6.81%	99.8	11	1	1	0
\$50,001 - \$100,000	25	13.09%	67.2	7	12	5	1
\$100,001 - \$150,000	30	15.71%	59.2	7	19	3	1
\$150,001 - \$275,000	53	27.75%	42.5	6	29	15	3
\$275,001 - \$375,000	24	12.57%	64.5	1	12	10	1
\$375,001 - \$550,000	27	14.14%	54.0	0	12	12	3
\$550,001 and up	19	9.95%	98.6	1	11	5	2
Total Active Inventory by Units	191			33	96	51	11
Total Active Inventory by Volume	58,902,953	100%	62.2	4.84M	33.54M	15.85M	4.67M
Average Active Inventory Listing Price	\$308,392			\$146,790	\$349,417	\$310,768	\$424,155

August 2021



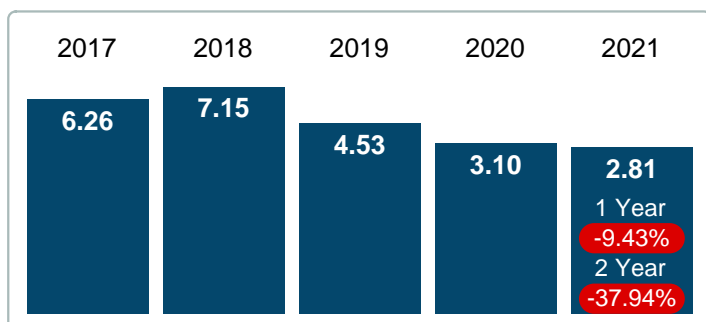
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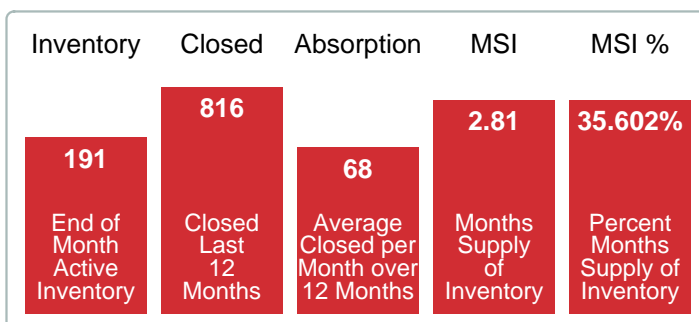
MONTHS SUPPLY of INVENTORY (MSI)

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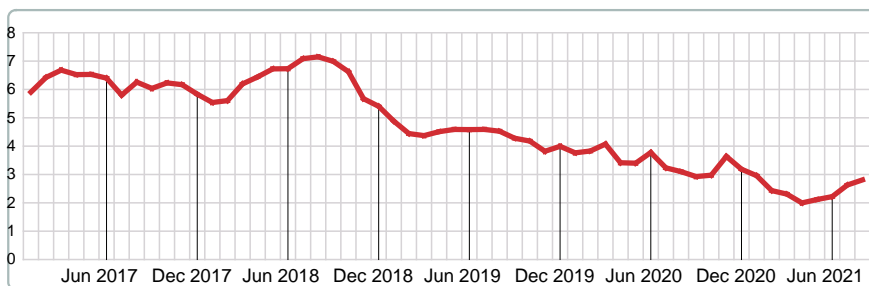
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

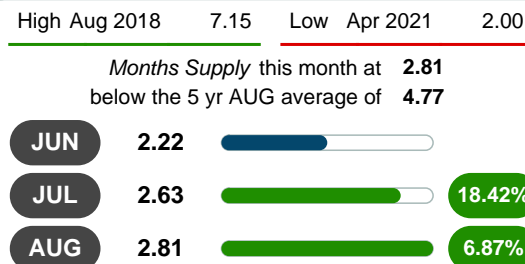


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.77



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
\$50,000 and less	13	6.81%	1.93	3.00	0.36	4.00	0.00
\$50,001 - \$100,000	25	13.09%	1.65	1.47	1.29	4.62	0.00
\$100,001 - \$150,000	30	15.71%	2.14	5.25	1.70	2.57	3.00
\$150,001 - \$275,000	53	27.75%	2.38	2.88	2.02	3.00	3.60
\$275,001 - \$375,000	24	12.57%	5.05	3.00	6.00	5.22	2.00
\$375,001 - \$550,000	27	14.14%	8.31	0.00	9.60	9.60	9.00
\$550,001 and up	19	9.95%	10.36	12.00	18.86	6.00	6.00
Market Supply of Inventory (MSI)	2.81	100%	2.81	2.61	2.32	4.43	4.55
Total Active Inventory by Units	191			33	96	51	11

August 2021



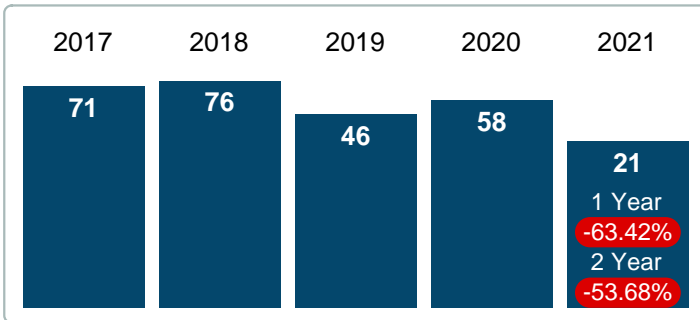
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



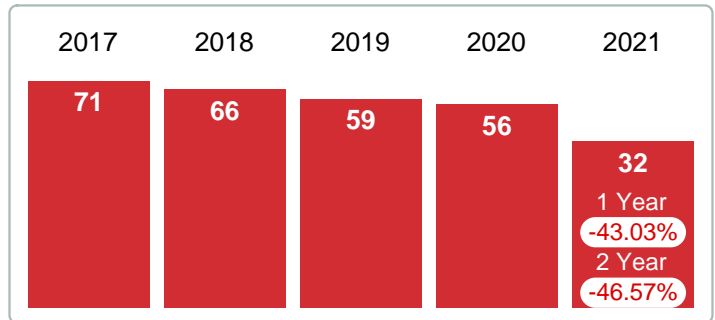
AVERAGE DAYS ON MARKET TO SALE

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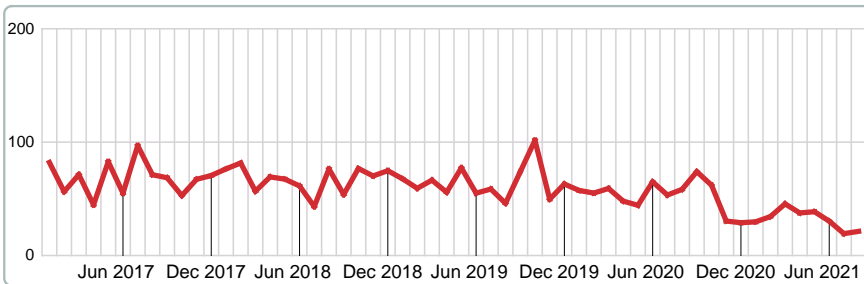
AUGUST



YEAR TO DATE (YTD)

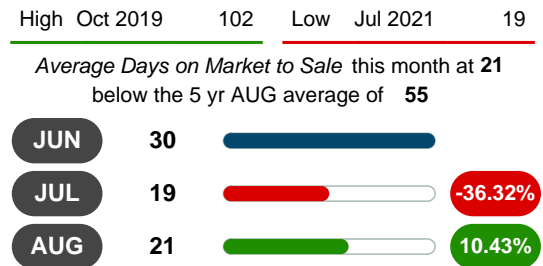


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 55



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
\$50,000 and less	7	8.75%	92	111	87	6	0
\$50,001 - \$75,000	6	7.50%	47	59	50	6	0
\$75,001 - \$125,000	16	20.00%	15	9	10	57	0
\$125,001 - \$200,000	19	23.75%	9	3	10	0	0
\$200,001 - \$300,000	15	18.75%	15	0	17	11	0
\$300,001 - \$500,000	11	13.75%	8	7	21	3	1
\$500,001 and up	6	7.50%	7	1	1	8	14
Average Closed DOM	21			49	16	13	8
Total Closed Units	80	100%	21	16	45	17	2
Total Closed Volume	17,742,446			2.28M	8.50M	5.36M	1.60M

August 2021



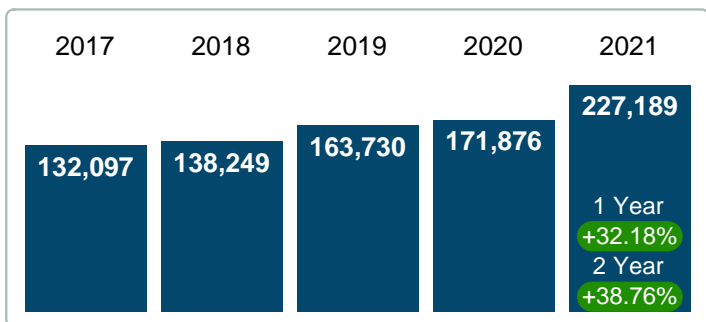
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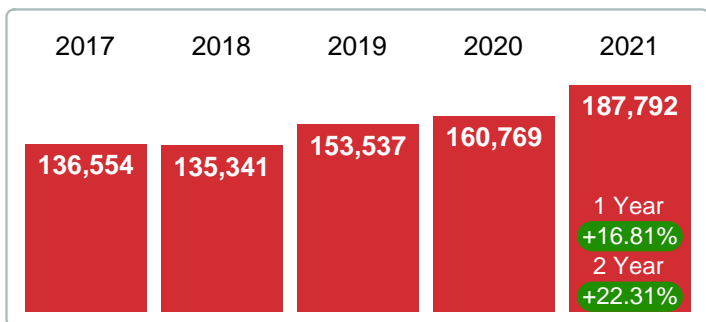
AVERAGE LIST PRICE AT CLOSING

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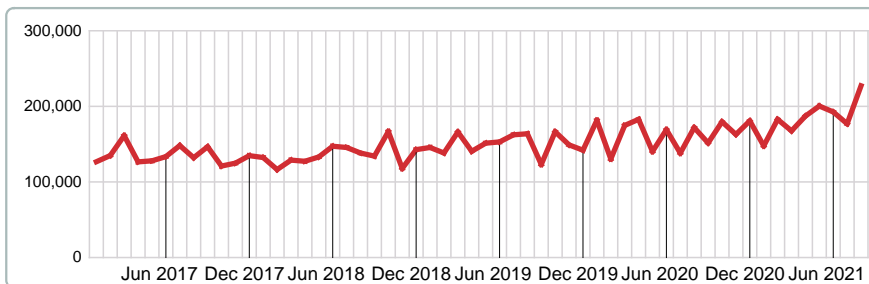
AUGUST



YEAR TO DATE (YTD)

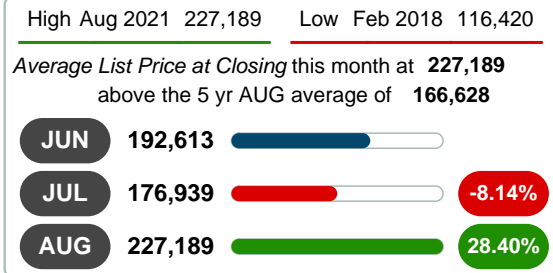


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 166,628



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
\$50,000 and less	7.50%	36,217	36,980	37,500	49,900	0
\$50,001 - \$75,000	8.75%	65,186	67,967	61,200	75,000	0
\$75,001 - \$125,000	18.75%	102,793	94,750	110,790	95,000	0
\$125,001 - \$200,000	25.00%	165,318	174,500	167,550	0	0
\$200,001 - \$300,000	17.50%	244,171	0	251,236	247,450	0
\$300,001 - \$500,000	15.00%	399,450	310,000	383,500	415,333	479,900
\$500,001 and up	7.50%	740,250	900,000	692,000	583,167	1,100,000
Average List Price		227,189	145,425	193,828	326,247	789,950
Total Closed Units	100%	227,189	16	45	17	2
Total Closed Volume		18,175,150	2.33M	8.72M	5.55M	1.58M

August 2021



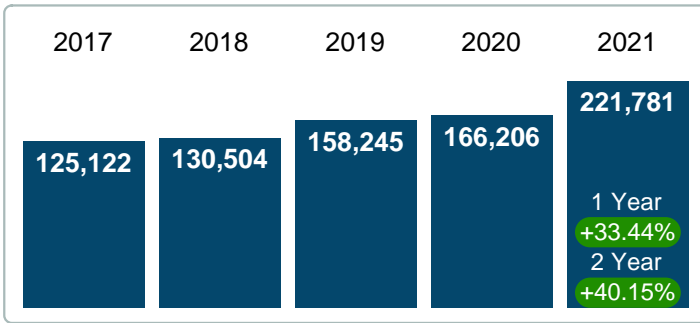
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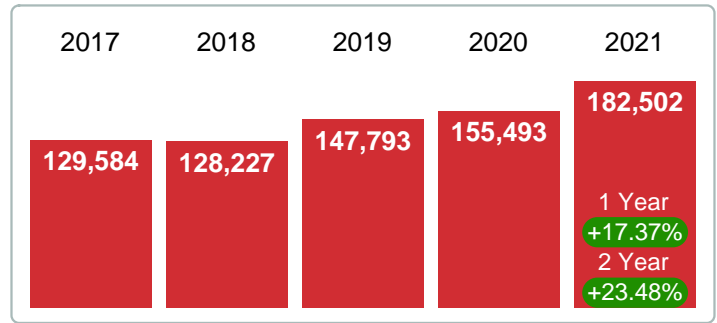
AVERAGE SOLD PRICE AT CLOSING

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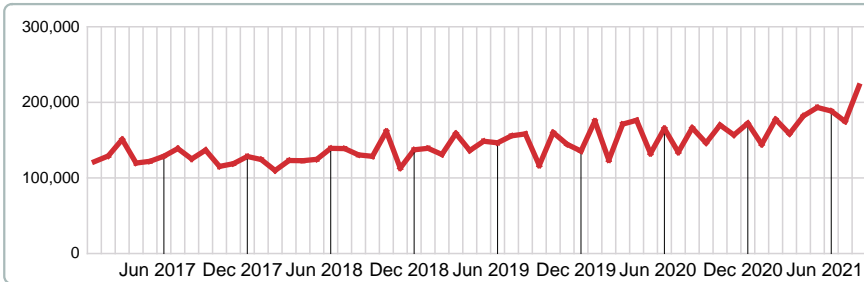
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

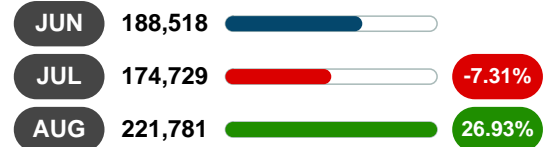


3 MONTHS

5 year AUG AVG = 160,372

High Aug 2021 221,781 Low Feb 2018 109,807

Average Sold Price at Closing this month at 221,781 above the 5 yr AUG average of 160,372



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
\$50,000 and less	8.75%	34,200	33,080	32,500	41,500	0
\$50,001 - \$75,000	7.50%	63,592	66,800	59,825	61,500	0
\$75,001 - \$125,000	20.00%	100,248	93,640	104,940	90,000	0
\$125,001 - \$200,000	23.75%	165,758	163,750	165,994	0	0
\$200,001 - \$300,000	18.75%	241,409	0	241,476	241,225	0
\$300,001 - \$500,000	13.75%	397,455	310,000	377,333	405,000	500,000
\$500,001 and up	7.50%	729,167	900,000	692,000	561,000	1,100,000
Average Sold Price		221,781	142,366	188,971	315,347	800,000
Total Closed Units	100%	221,781	16	45	17	2
Total Closed Volume		17,742,446	2.28M	8.50M	5.36M	1.60M

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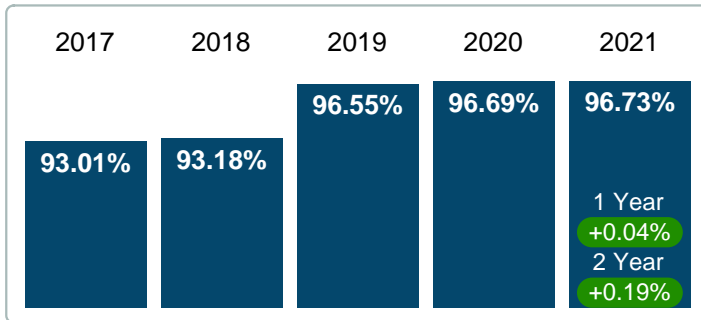
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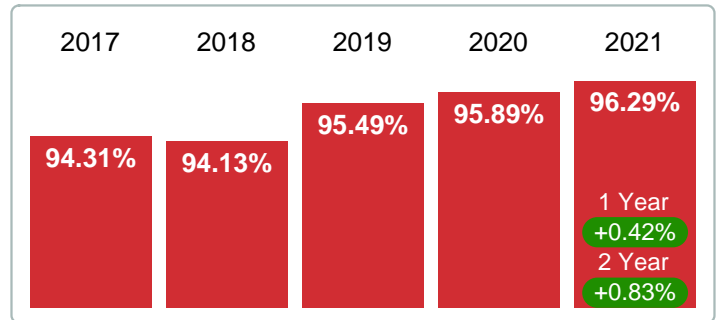
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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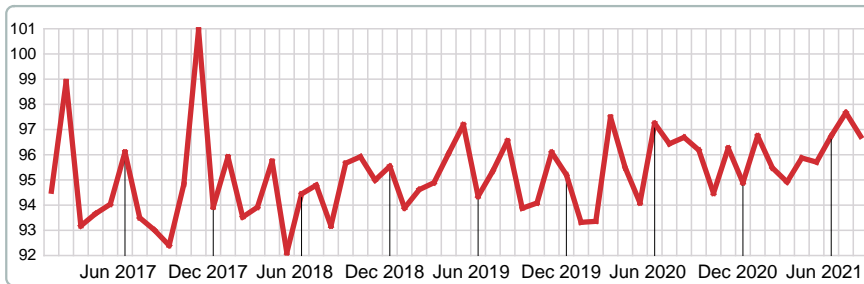
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

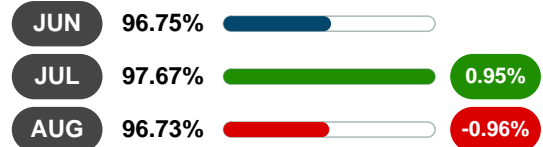


3 MONTHS

5 year AUG AVG = 95.23%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.73%**
above the 5 yr AUG average of **95.23%**



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
\$50,000 and less	7	8.75%	89.09%	90.75%	86.67%	83.17%	0.00%
\$50,001 - \$75,000	6	7.50%	95.37%	98.33%	97.61%	82.00%	0.00%
\$75,001 - \$125,000	16	20.00%	95.69%	98.71%	94.73%	94.44%	0.00%
\$125,001 - \$200,000	19	23.75%	98.88%	94.72%	99.37%	0.00%	0.00%
\$200,001 - \$300,000	15	18.75%	97.20%	0.00%	96.93%	97.93%	0.00%
\$300,001 - \$500,000	11	13.75%	98.76%	100.00%	98.72%	97.67%	104.19%
\$500,001 and up	6	7.50%	98.08%	100.00%	100.00%	96.17%	100.00%
Average Sold/List Ratio		96.70%		95.82%	97.35%	95.31%	102.09%
Total Closed Units		80	100%	16	45	17	2
Total Closed Volume		17,742,446		2.28M	8.50M	5.36M	1.60M

August 2021



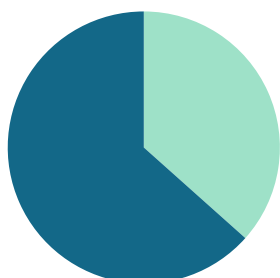
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

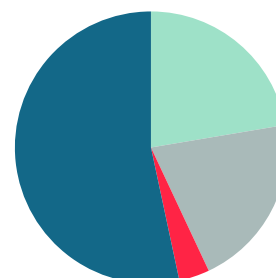


Inventory
 New Listings
101 = 36.59%
 Start Inventory
175
 Total Inventory Units
276
 Volume
\$78,153,842

Market Activity

Closed Sales
80 = 22.35%
 Pending Sales
74 = 20.67%
 Other Off Market
13 = 3.63%
 Active Inventory
191 = 53.35%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	63	80	26.98%	405	577	42.47%
Pending Sales	79	74	-6.33%	485	629	29.69%
New Listings	82	101	23.17%	619	764	23.42%
Average List Price	171,876	227,189	32.18%	160,769	187,792	16.81%
Average Sale Price	166,206	221,781	33.44%	155,493	182,502	17.37%
Average Percent of Selling Price to List Price	96.69%	96.73%	0.04%	95.89%	96.29%	0.42%
Average Days on Market to Sale	58.33	21.34	-63.42%	55.75	31.76	-43.03%
Monthly Inventory	154	191	24.03%	154	191	24.03%
Months Supply of Inventory	3.12	2.81	-10.02%	3.12	2.81	-10.02%

Absorption: Last 12 months, an Average of **68** Sales/Month

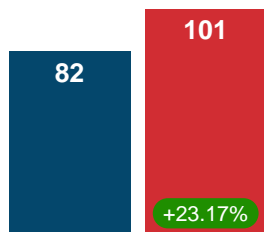
Inventory on August 31, 2021 = **191**

2020 **2021**

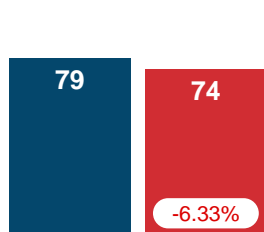
AUGUST MARKET

AVERAGE PRICES

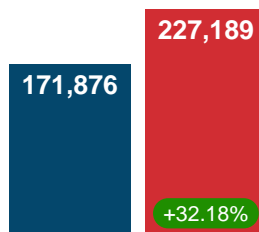
New Listings



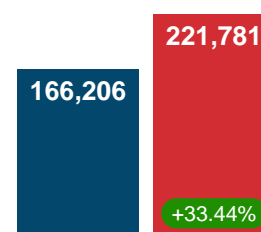
Pending Listings



List Price



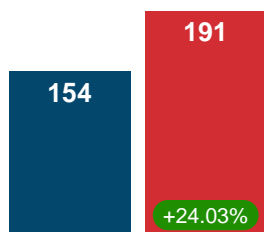
Sale Price



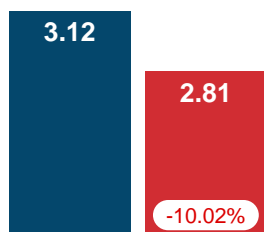
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

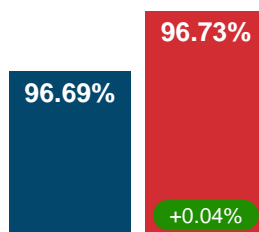
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

