

August 2021



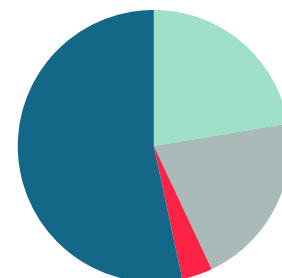
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	157,500	179,075	13.70%
Median Sale Price	154,000	175,500	13.96%
Median Percent of Selling Price to List Price	99.12%	100.00%	0.89%
Median Days on Market to Sale	26.00	5.00	-80.77%
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.

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 **13.96%** in August 2021 to \$175,500 versus the previous year at \$154,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 21.00 days or **80.77%** in August 2021 compared to last year's same month at **26.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

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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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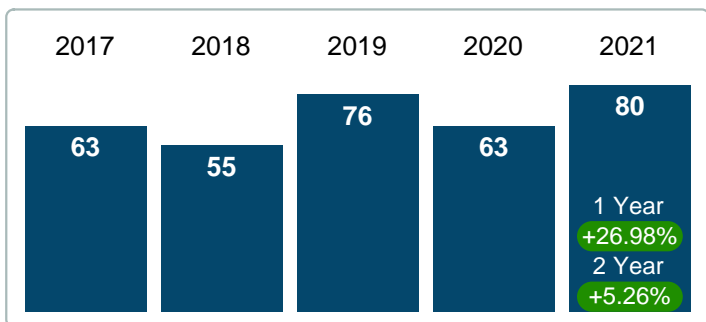
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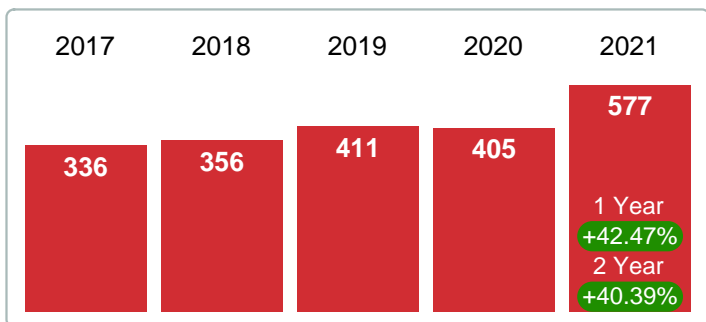
CLOSED LISTINGS

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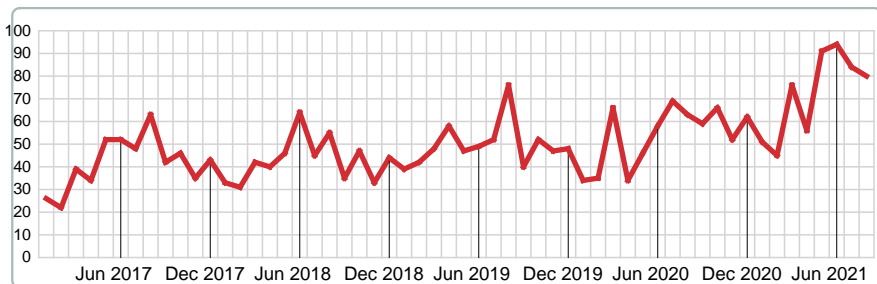
AUGUST



YEAR TO DATE (YTD)

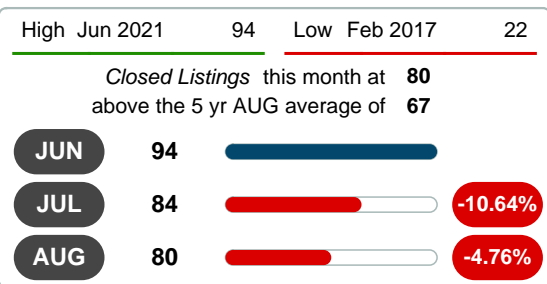


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.75%	87.0	5	1	1	0
\$50,001 - \$75,000	6	7.50%	33.5	3	2	1	0
\$75,001 - \$125,000	16	20.00%	7.0	4	10	2	0
\$125,001 - \$200,000	19	23.75%	3.0	2	17	0	0
\$200,001 - \$300,000	15	18.75%	4.0	0	11	4	0
\$300,001 - \$500,000	11	13.75%	5.0	1	3	6	1
\$500,001 and up	6	7.50%	2.5	1	1	3	1
Total Closed Units	80			16	45	17	2
Total Closed Volume	17,742,446	100%	5.0	2.28M	8.50M	5.36M	1.60M
Median Closed Price	\$175,500			\$75,950	\$175,000	\$303,000	\$800,000

August 2021



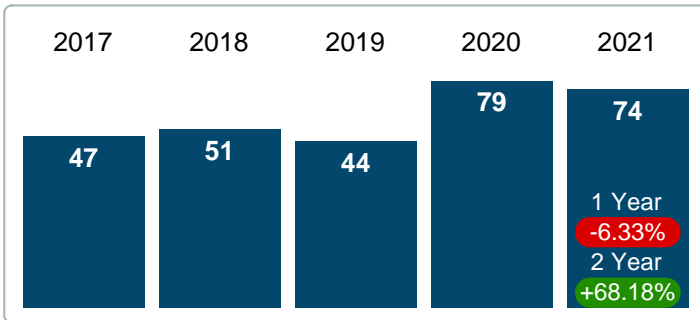
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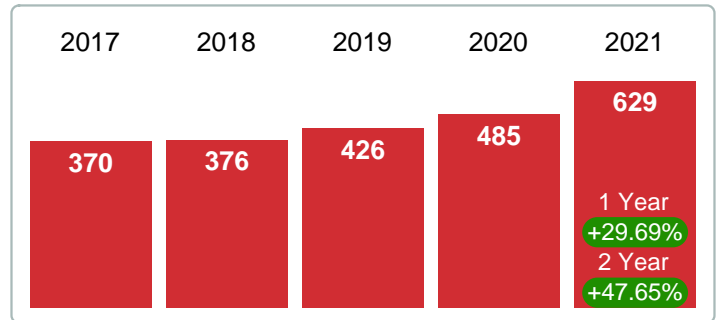
PENDING LISTINGS

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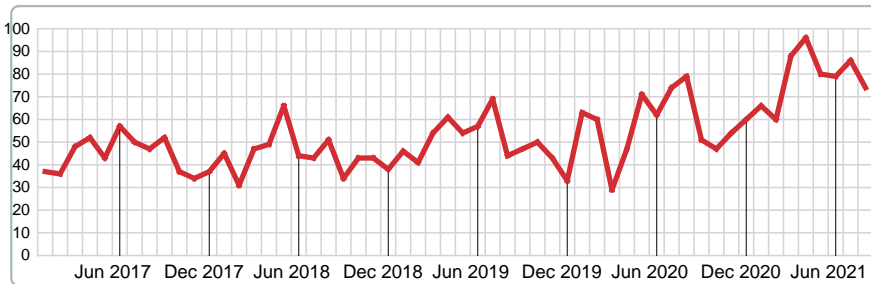
AUGUST



YEAR TO DATE (YTD)

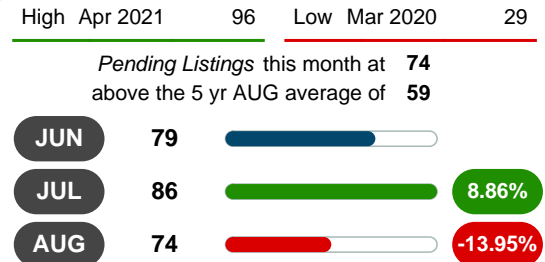


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.46%	19.0	3	4	0	0
\$75,001 - \$100,000	4	5.41%	47.0	3	0	1	0
\$100,001 - \$150,000	18	24.32%	4.0	3	13	2	0
\$150,001 - \$225,000	17	22.97%	38.0	6	9	2	0
\$225,001 - \$300,000	11	14.86%	10.0	0	8	3	0
\$300,001 - \$375,000	8	10.81%	9.0	0	4	4	0
\$375,001 and up	9	12.16%	20.0	1	6	2	0
Total Pending Units	74			16	44	14	0
Total Pending Volume	16,481,589	100%	11.5	2.34M	10.33M	3.82M	0.00B
Median Listing Price	\$169,000			\$126,500	\$186,450	\$281,950	\$0

August 2021



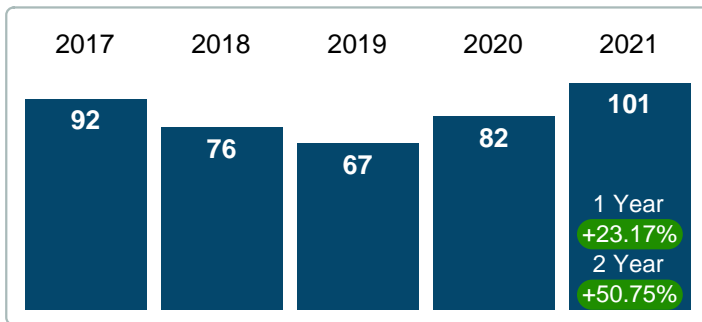
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



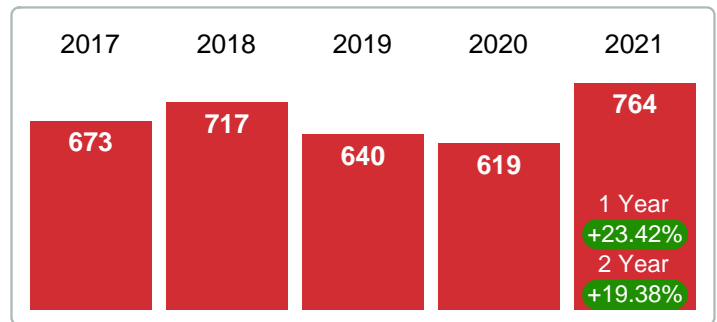
NEW LISTINGS

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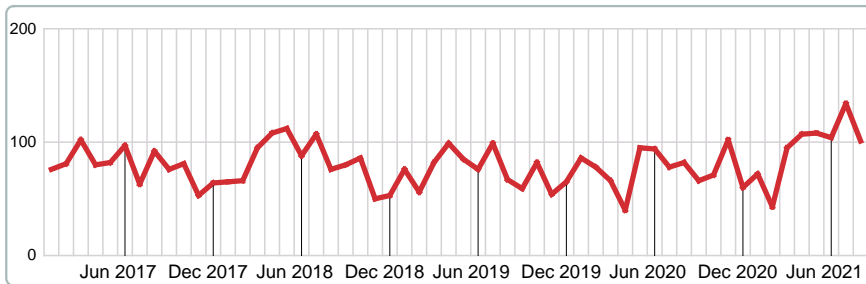
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

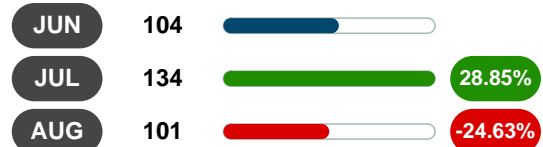


3 MONTHS

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
Median New Listed Listing Price	\$185,000		\$102,450	\$195,000	\$249,000	\$425,000

August 2021



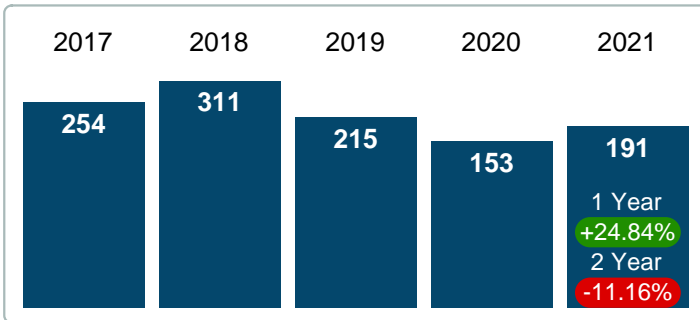
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



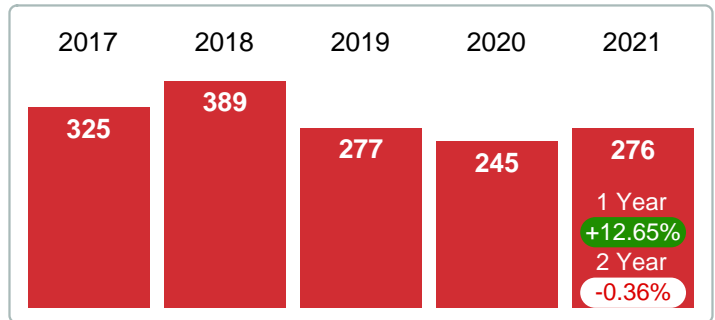
ACTIVE INVENTORY

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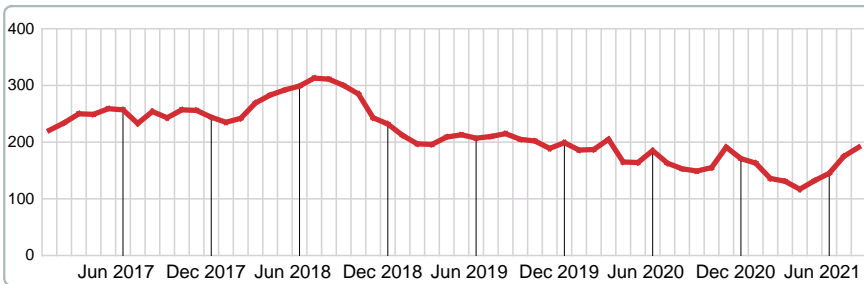
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

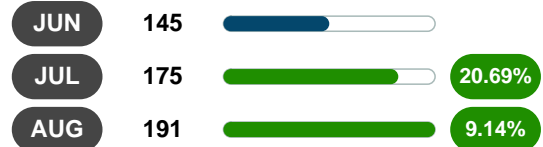


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	13	6.81%	91.0	11	1	1	0
\$50,001 - \$100,000	25	13.09%	46.0	7	12	5	1
\$100,001 - \$150,000	30	15.71%	38.0	7	19	3	1
\$150,001 - \$275,000	53	27.75%	30.0	6	29	15	3
\$275,001 - \$375,000	24	12.57%	52.5	1	12	10	1
\$375,001 - \$550,000	27	14.14%	51.0	0	12	12	3
\$550,001 and up	19	9.95%	105.0	1	11	5	2
Total Active Inventory by Units	191			33	96	51	11
Total Active Inventory by Volume	58,902,953	100%	44.0	4.84M	33.54M	15.85M	4.67M
Median Active Inventory Listing Price	\$205,000			\$85,000	\$216,950	\$295,000	\$330,000

August 2021



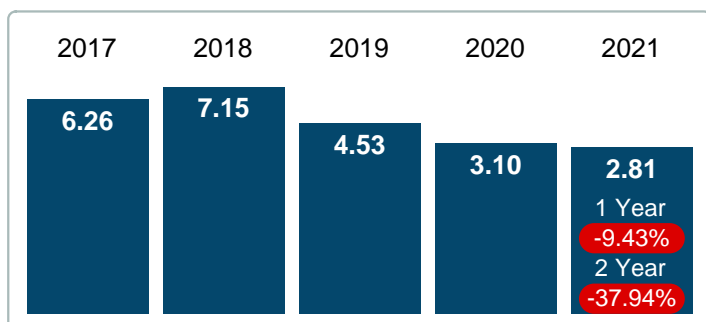
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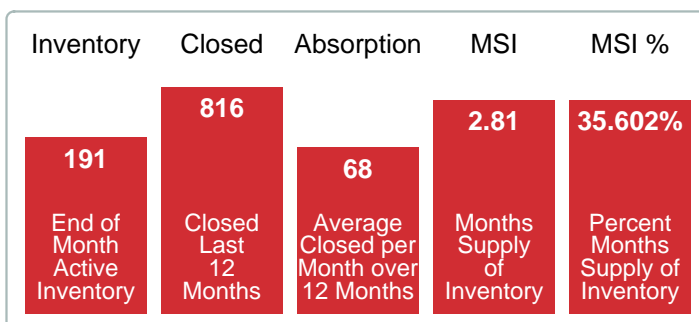
MONTHS SUPPLY of INVENTORY (MSI)

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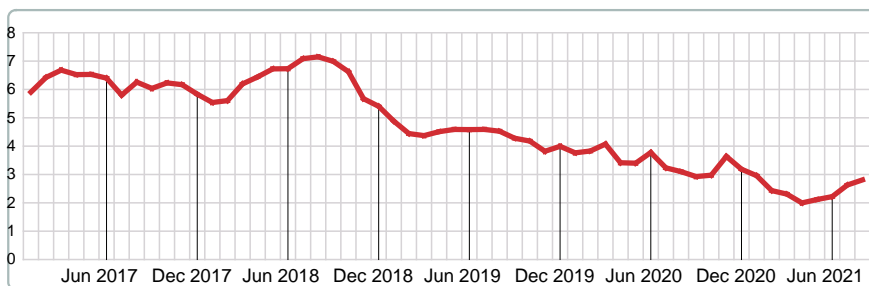
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

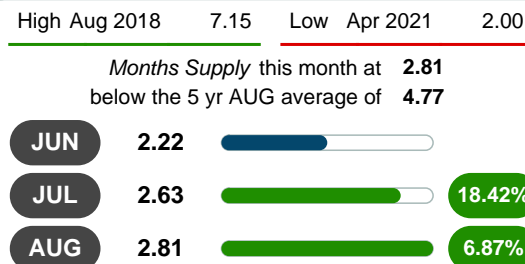


5 YEAR MARKET ACTIVITY TRENDS



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	2.61	2.32	4.43	4.55
Total Active Inventory by Units		100%	2.81	33	96	51	11

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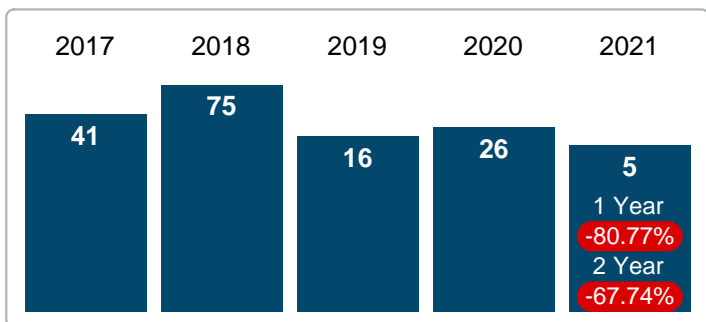
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



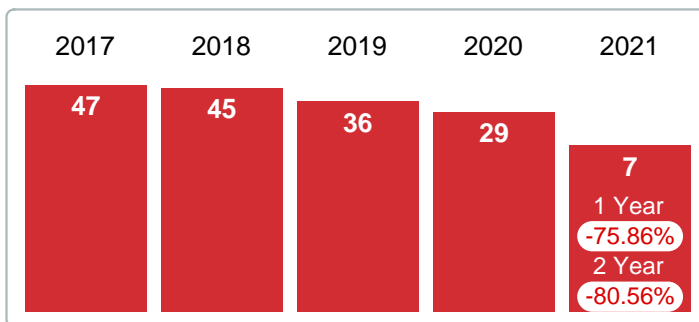
MEDIAN DAYS ON MARKET TO SALE

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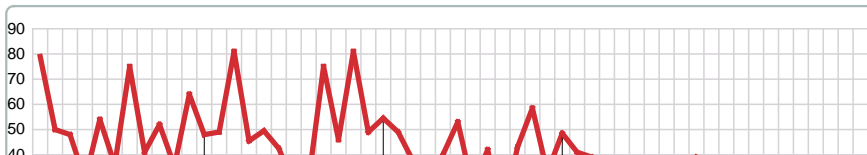
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 33

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 5 below the 5 yr AUG average of 33

Month	MDOM	Change
JUN	5	
JUL	5	0.00%
AUG	5	0.00%

DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8.75%	87	152	87	6	0
\$50,001 - \$75,000	7.50%	34	61	50	6	0
\$75,001 - \$125,000	20.00%	7	5	7	57	0
\$125,001 - \$200,000	23.75%	3	3	3	0	0
\$200,001 - \$300,000	18.75%	4	0	4	5	0
\$300,001 - \$500,000	13.75%	5	7	13	3	1
\$500,001 and up	7.50%	3	1	1	3	14
Median Closed DOM		5	8	5	4	8
Total Closed Units	100%	80	16	45	17	2
Total Closed Volume		17,742,446	2.28M	8.50M	5.36M	1.60M

August 2021



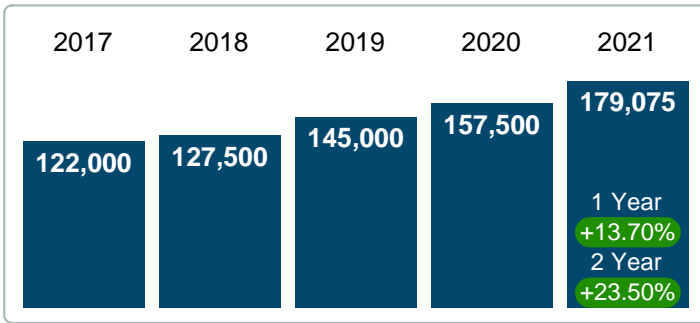
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



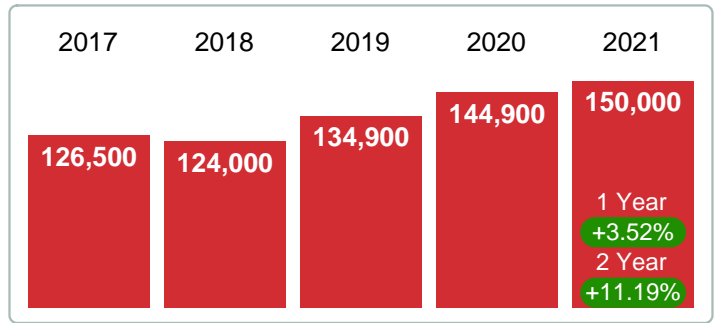
MEDIAN LIST PRICE AT CLOSING

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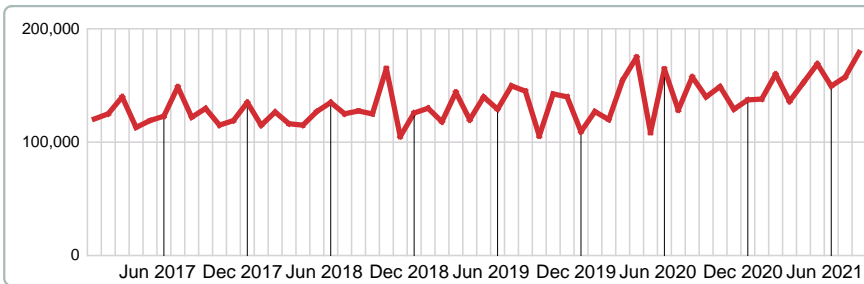
AUGUST



YEAR TO DATE (YTD)

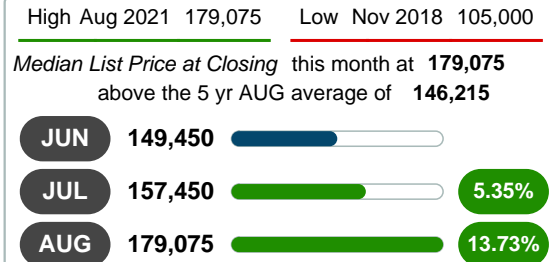


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 146,215



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
\$50,000 and less	7.50%	36,200	32,450	37,500	49,900	0
\$50,001 - \$75,000	8.75%	67,400	67,000	61,200	75,000	0
\$75,001 - \$125,000	18.75%	101,500	96,250	109,500	95,000	0
\$125,001 - \$200,000	25.00%	163,950	174,500	163,950	0	0
\$200,001 - \$300,000	17.50%	236,950	0	234,900	242,000	0
\$300,001 - \$500,000	15.00%	425,750	310,000	377,000	447,500	479,900
\$500,001 and up	7.50%	658,500	900,000	692,000	575,000	1,100,000
Median List Price		179,075	74,700	178,250	303,000	789,950
Total Closed Units	100%	179,075	16	45	17	2
Total Closed Volume		18,175,150	2.33M	8.72M	5.55M	1.58M

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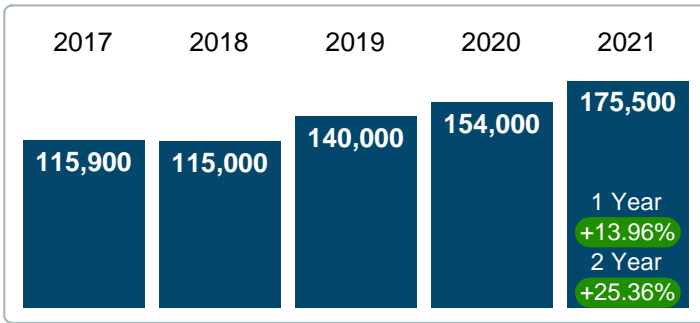
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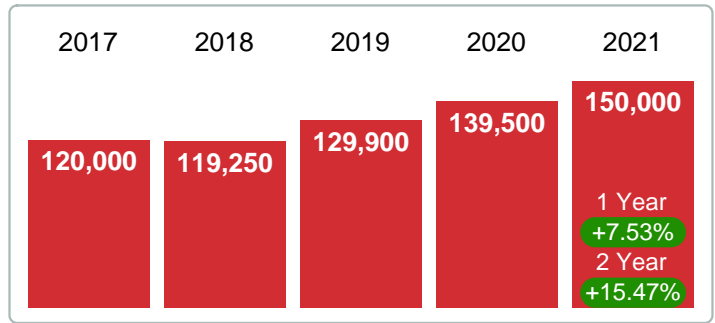
MEDIAN SOLD PRICE AT CLOSING

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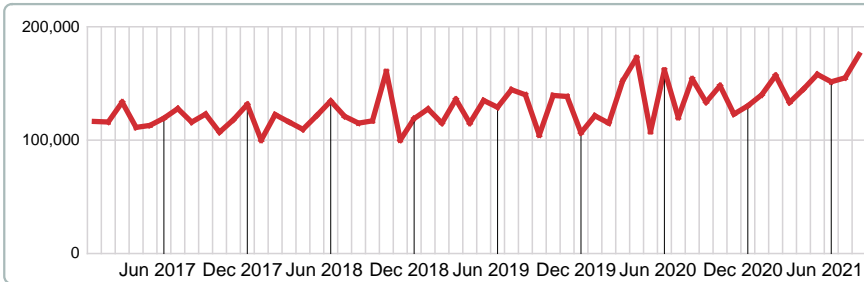
AUGUST



YEAR TO DATE (YTD)



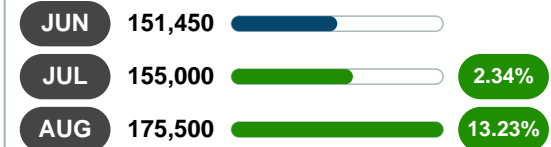
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 140,080

High Aug 2021 175,500 Low Jan 2018 100,000
Median Sold Price at Closing this month at 175,500 above the 5 yr AUG average of 140,080



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
\$50,000 and less	8.75%	32,500	32,000	32,500	41,500	0
\$50,001 - \$75,000	7.50%	64,000	66,500	59,825	61,500	0
\$75,001 - \$125,000	20.00%	100,000	94,500	103,000	90,000	0
\$125,001 - \$200,000	23.75%	172,000	163,750	172,000	0	0
\$200,001 - \$300,000	18.75%	234,900	0	233,436	245,000	0
\$300,001 - \$500,000	13.75%	400,000	310,000	400,000	415,000	500,000
\$500,001 and up	7.50%	646,000	900,000	692,000	568,000	1,100,000
Median Sold Price		175,500	75,950	175,000	303,000	800,000
Total Closed Units	100%	80	16	45	17	2
Total Closed Volume		17,742,446	2.28M	8.50M	5.36M	1.60M

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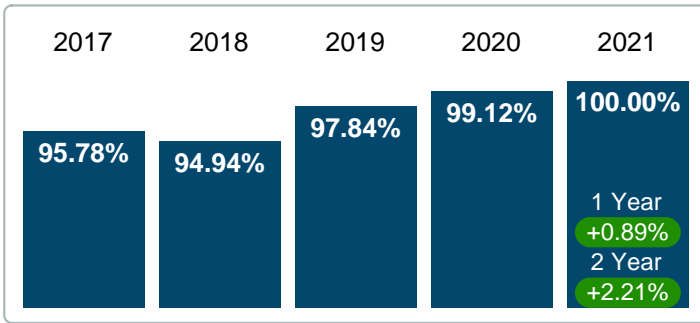
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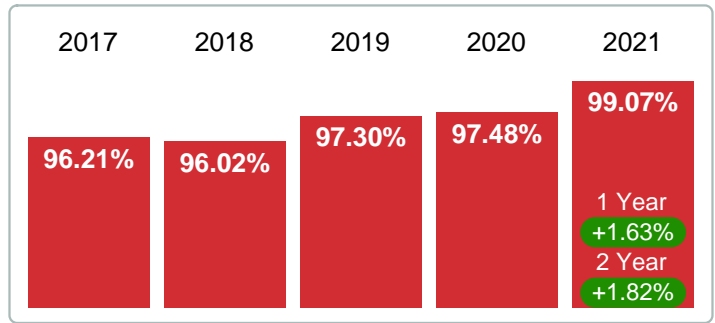
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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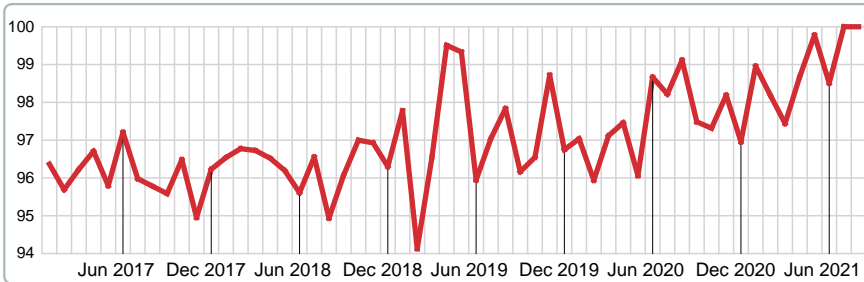
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

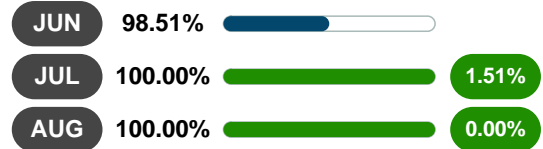


3 MONTHS

5 year AUG AVG = 97.53%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **97.53%**



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		
\$50,000 and less	7	8.75%	86.67%	88.46%	86.67%	83.17%	0.00%		
\$50,001 - \$75,000	6	7.50%	97.61%	102.31%	97.61%	82.00%	0.00%		
\$75,001 - \$125,000	16	20.00%	98.18%	99.06%	97.07%	94.44%	0.00%		
\$125,001 - \$200,000	19	23.75%	100.00%	94.72%	100.00%	0.00%	0.00%		
\$200,001 - \$300,000	15	18.75%	100.00%	0.00%	100.00%	100.00%	0.00%		
\$300,001 - \$500,000	11	13.75%	100.00%	100.00%	98.84%	100.00%	104.19%		
\$500,001 and up	6	7.50%	99.39%	100.00%	100.00%	96.00%	100.00%		
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.78%	102.09%		
Total Closed Units		80	100%	100.00%		16	45	17	2
Total Closed Volume		17,742,446				2.28M	8.50M	5.36M	1.60M

August 2021



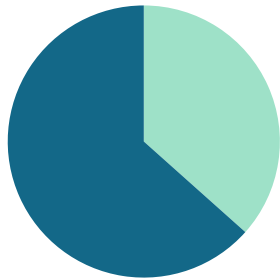
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

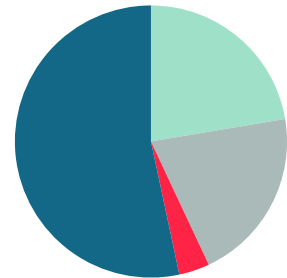


Inventory
 New Listings
101 = 36.59%
 Start Inventory
175
 Total Inventory Units
276
 Volume
\$78,153,842

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%
Median List Price	157,500	179,075	13.70%	144,900	150,000	3.52%
Median Sale Price	154,000	175,500	13.96%	139,500	150,000	7.53%
Median Percent of Selling Price to List Price	99.12%	100.00%	0.89%	97.48%	99.07%	1.63%
Median Days on Market to Sale	26.00	5.00	-80.77%	29.00	7.00	-75.86%
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

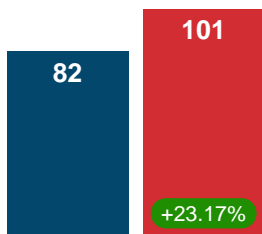
Inventory on August 31, 2021 = **191**

2020 **2021**

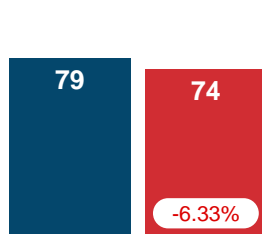
AUGUST MARKET

MEDIAN PRICES

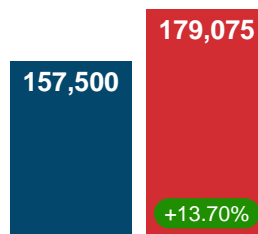
New Listings



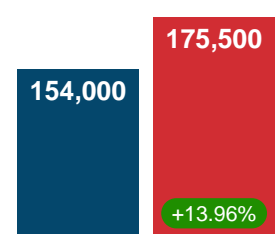
Pending Listings



List Price



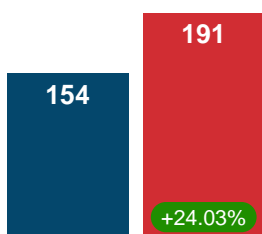
Sale Price



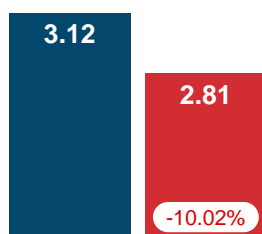
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

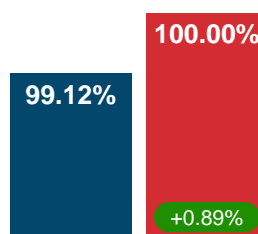
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

