

July 2021



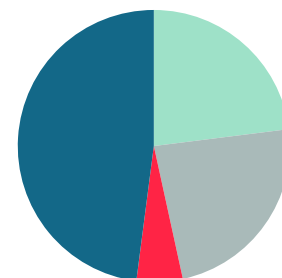
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	69	84	21.74%
Pending Listings	74	86	16.22%
New Listings	78	134	71.79%
Average List Price	138,131	176,939	28.10%
Average Sale Price	133,976	174,729	30.42%
Average Percent of Selling Price to List Price	96.43%	97.67%	1.28%
Average Days on Market to Sale	53.38	19.32	-63.80%
End of Month Inventory	164	175	6.71%
Months Supply of Inventory	3.25	2.63	-19.20%



■ Closed (23.01%)
■ Pending (23.56%)
■ Other OffMarket (5.48%)
■ Active (47.95%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of July 31, 2021 = **175**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2021 rose **6.71%** to 175 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **2.63** 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 **30.42%** in July 2021 to \$174,729 versus the previous year at \$133,976.

Average Days on Market Shortens

The average number of **19.32** days that homes spent on the market before selling decreased by 34.06 days or **63.80%** in July 2021 compared to last year's same month at **53.38** DOM.

Sales Success for July 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 134 New Listings in July 2021, up **71.79%** from last year at 78. Furthermore, there were 84 Closed Listings this month versus last year at 69, a **21.74%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, down from previous year's, July 2020, at **88.5%**, a **29.14%** downswing. This will certainly create pressure on an increasing 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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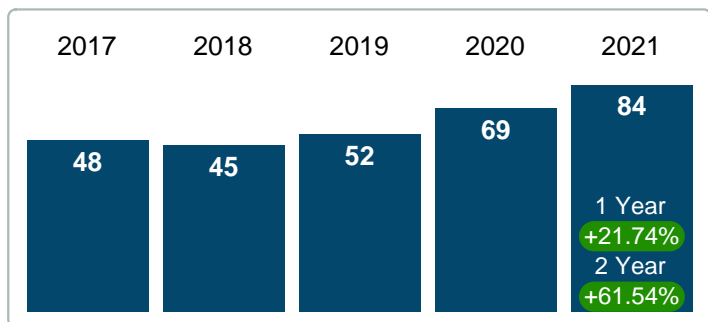
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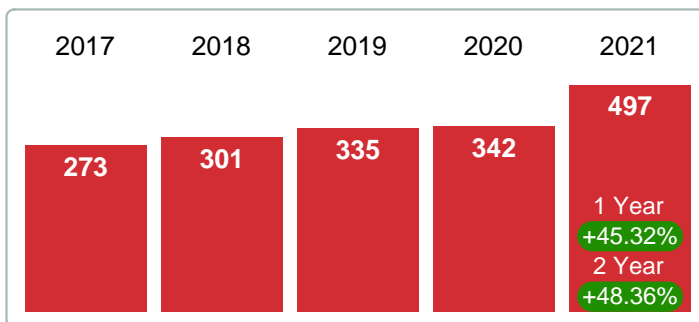
CLOSED LISTINGS

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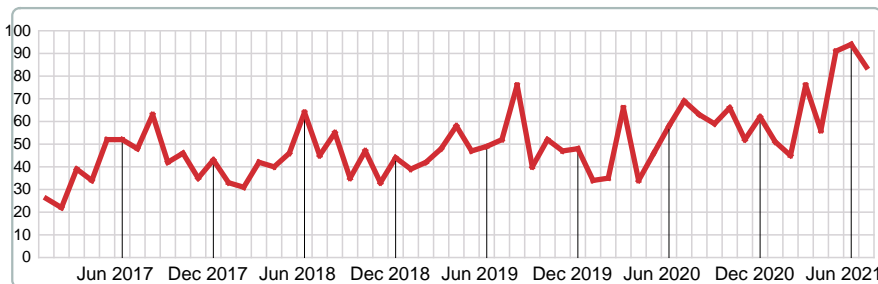
JULY



YEAR TO DATE (YTD)

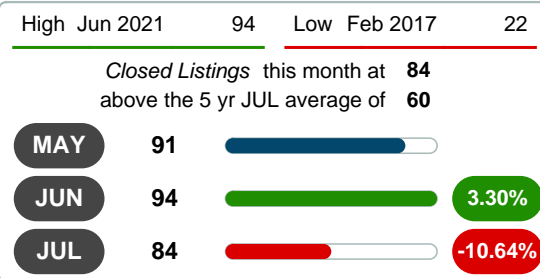


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



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	6	7.14%	5.7	5	1	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	25	29.76%	24.9	10	13	2	0
\$125,001 - \$175,000	23	27.38%	13.7	4	18	1	0
\$175,001 - \$225,000	13	15.48%	19.5	2	7	3	1
\$225,001 - \$300,000	6	7.14%	27.8	0	5	1	0
\$300,001 and up	11	13.10%	20.9	0	4	6	1
Total Closed Units	84			21	48	13	2
Total Closed Volume	14,677,264	100%	19.3	2.06M	7.87M	3.93M	819.00K
Average Closed Price	\$174,729			\$97,995	\$163,944	\$302,390	\$409,500

July 2021



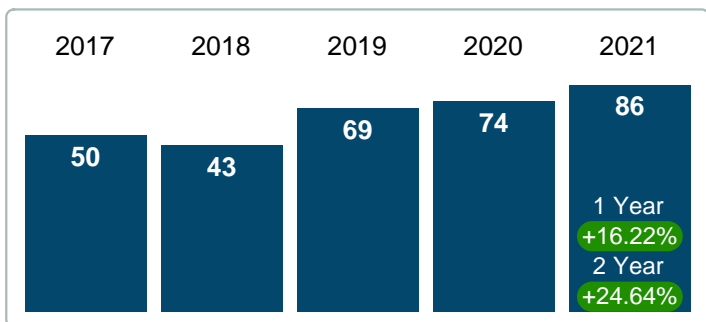
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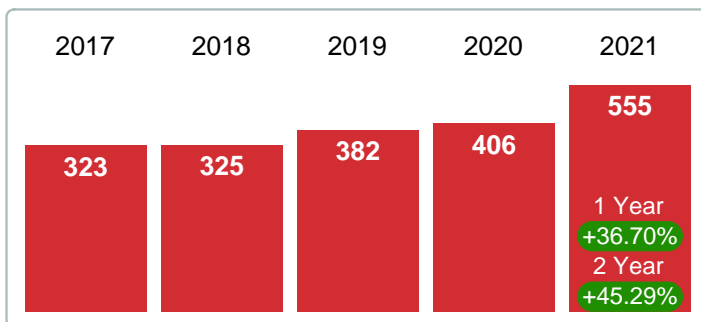
PENDING LISTINGS

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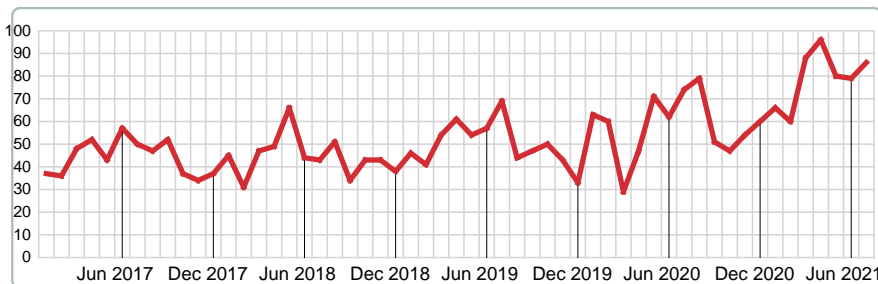
JULY



YEAR TO DATE (YTD)

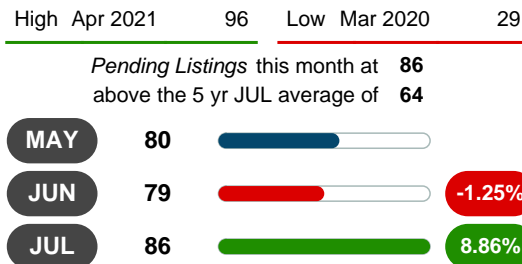


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 64



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	6	6.98%	19.0	2	3	1	0
\$50,001 - \$75,000	9	10.47%	73.3	6	2	1	0
\$75,001 - \$125,000	16	18.60%	24.1	4	11	1	0
\$125,001 - \$200,000	23	26.74%	7.7	3	17	3	0
\$200,001 - \$250,000	13	15.12%	20.5	0	10	2	1
\$250,001 - \$350,000	9	10.47%	14.9	1	5	3	0
\$350,001 and up	10	11.63%	20.8	1	2	6	1
Total Pending Units	86			17	50	17	2
Total Pending Volume	16,808,600	100%	23.1	2.52M	8.64M	4.79M	860.00K
Average Listing Price	\$197,740			\$148,453	\$172,728	\$281,676	\$430,000

July 2021



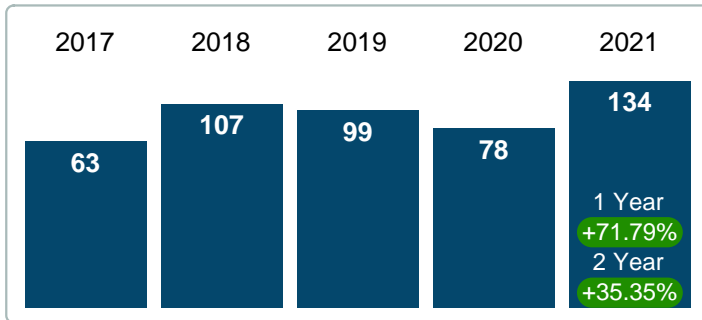
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



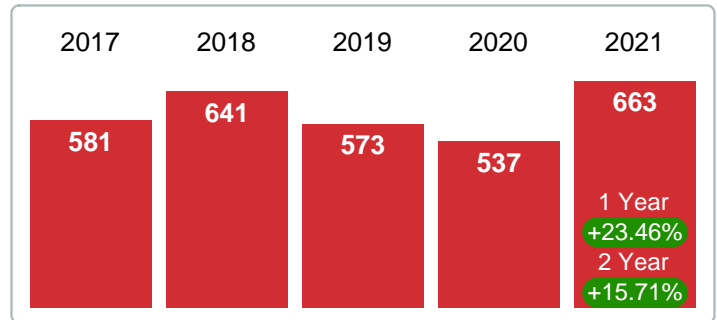
NEW LISTINGS

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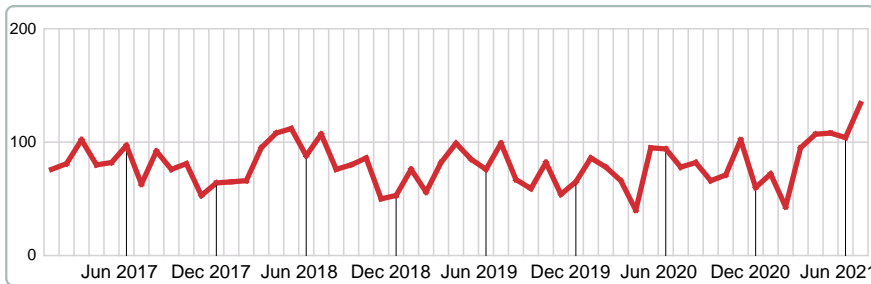
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 96

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 134
above the 5 yr JUL average of 96



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	7	5.22%	3	3	1	0
\$50,001 - \$100,000	23	17.16%	12	9	1	1
\$100,001 - \$125,000	14	10.45%	2	11	1	0
\$125,001 - \$200,000	36	26.87%	7	23	6	0
\$200,001 - \$275,000	22	16.42%	0	14	6	2
\$275,001 - \$400,000	18	13.43%	1	10	7	0
\$400,001 and up	14	10.45%	2	4	8	0
Total New Listed Units	134		27	74	30	3
Total New Listed Volume	28,452,899	100%	4.12M	14.94M	8.82M	564.90K
Average New Listed Listing Price	\$208,485		\$152,667	\$201,959	\$294,033	\$188,300

July 2021



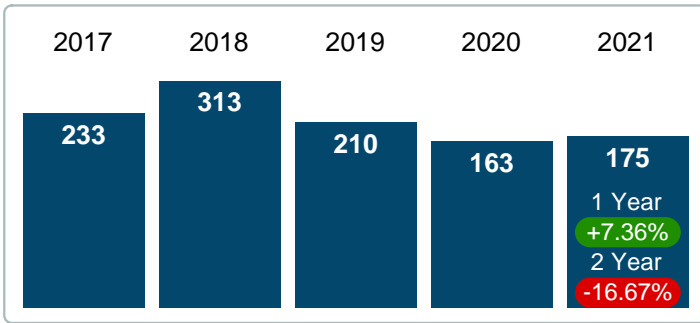
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



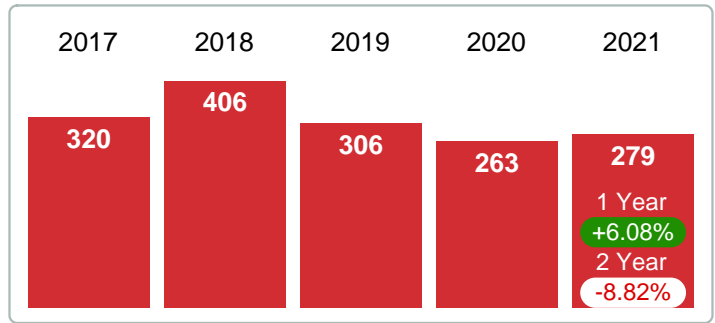
ACTIVE INVENTORY

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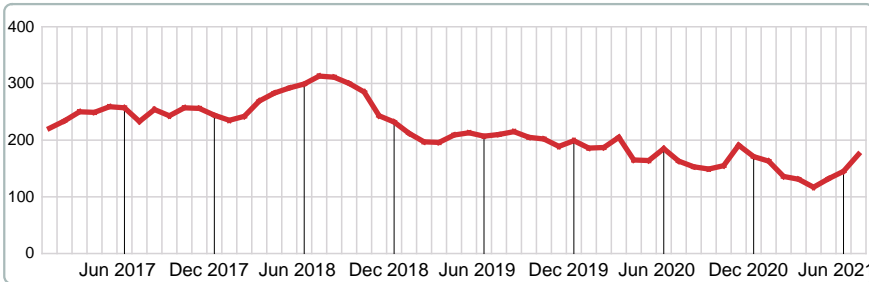
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 219

High Jul 2018 313 Low Apr 2021 117

Inventory this month at 175
 below the 5 yr JUL average of 219

MAY	132	<div style="width: 60%;"></div>
JUN	145	<div style="width: 66%;"></div> 9.85%
JUL	175	<div style="width: 79%;"></div> 20.69%

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	7.43%	88.2	8	4	1	0
\$50,001 - \$100,000	24	13.71%	64.5	8	12	3	1
\$100,001 - \$150,000	25	14.29%	49.0	5	18	1	1
\$150,001 - \$250,000	40	22.86%	46.9	10	19	8	3
\$250,001 - \$375,000	31	17.71%	59.7	1	17	12	1
\$375,001 - \$550,000	23	13.14%	41.0	1	12	10	0
\$550,001 and up	19	10.86%	86.4	1	10	5	3
Total Active Inventory by Units	175			34	92	40	9
Total Active Inventory by Volume	51,364,673	100%	58.5	5.72M	28.40M	13.38M	3.86M
Average Active Inventory Listing Price	\$293,512			\$168,117	\$308,728	\$334,525	\$429,411

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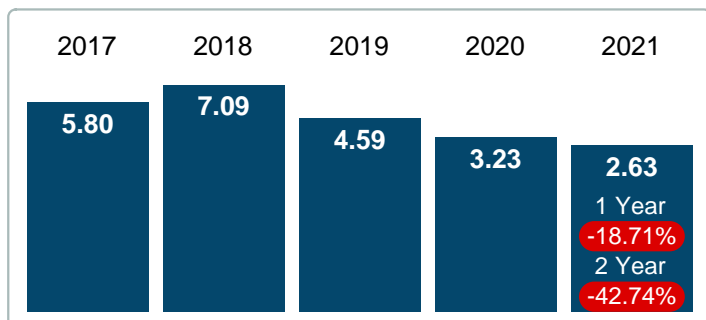
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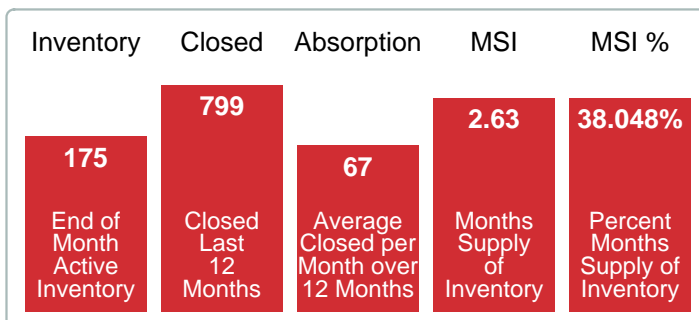
MONTHS SUPPLY of INVENTORY (MSI)

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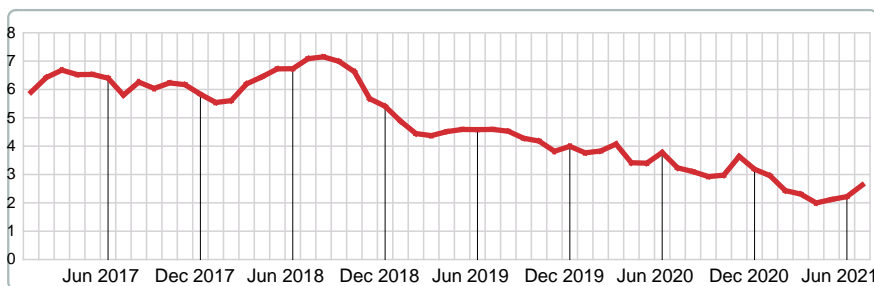
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS

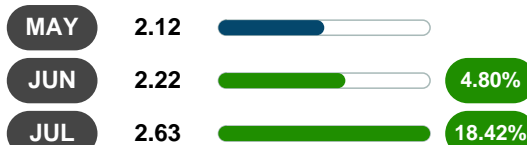


3 MONTHS

5 year JUL AVG = 4.67

High Aug 2018 7.15 Low Apr 2021 2.00

Months Supply this month at **2.63**
below the 5 yr JUL average of **4.67**



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	7.43%	2.08	2.46	1.45	6.00	0.00
\$50,001 - \$100,000	24	13.71%	1.61	1.78	1.27	3.00	0.00
\$100,001 - \$150,000	25	14.29%	1.73	3.33	1.60	0.75	3.00
\$150,001 - \$250,000	40	22.86%	2.02	5.00	1.53	1.71	4.00
\$250,001 - \$375,000	31	17.71%	4.38	3.00	4.74	4.80	1.50
\$375,001 - \$550,000	23	13.14%	8.63	2.40	11.08	10.91	0.00
\$550,001 and up	19	10.86%	13.41	0.00	20.00	7.50	12.00
Market Supply of Inventory (MSI)			2.63	2.83	2.24	3.56	3.86
Total Active Inventory by Units		100%	2.63	34	92	40	9

July 2021



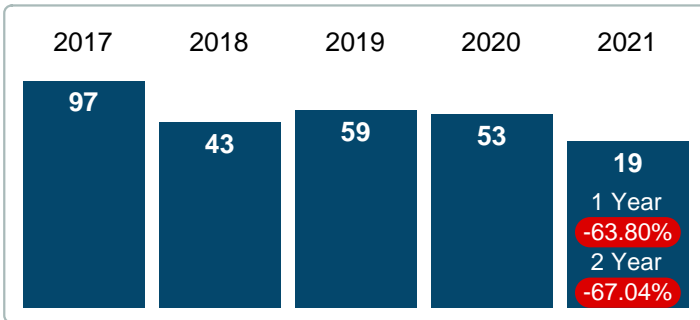
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



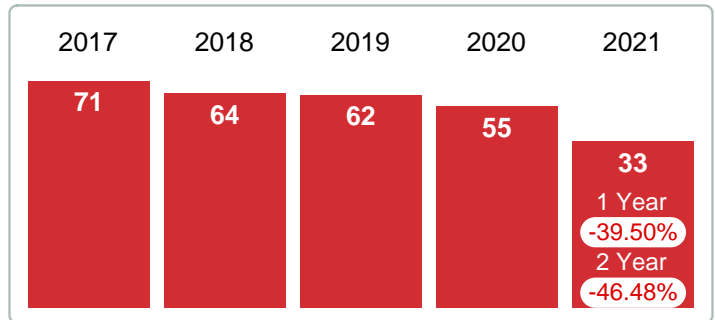
AVERAGE DAYS ON MARKET TO SALE

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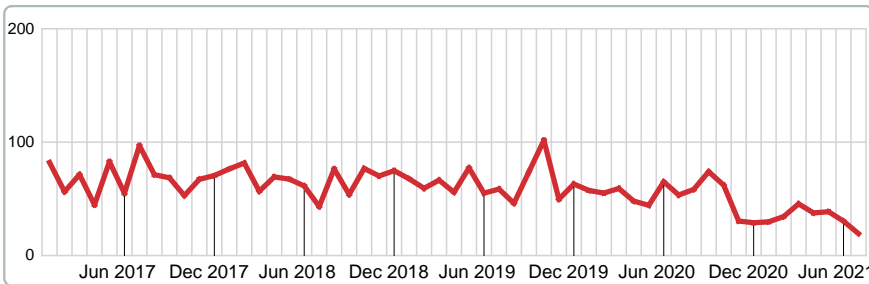
JULY



YEAR TO DATE (YTD)

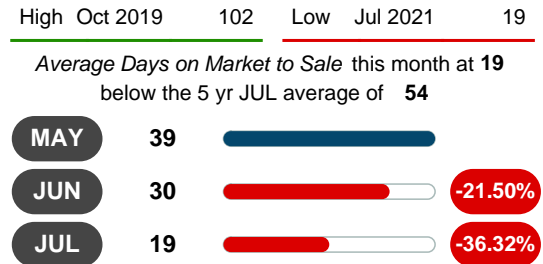


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 54



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	7.14%	6	5	10	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	29.76%	25	7	38	32	0
\$125,001 - \$175,000	27.38%	14	41	5	68	0
\$175,001 - \$225,000	15.48%	20	14	13	44	1
\$225,001 - \$300,000	7.14%	28	0	32	9	0
\$300,001 and up	13.10%	21	0	3	33	20
Average Closed DOM		19	13	18	36	11
Total Closed Units	100%	19	21	48	13	2
Total Closed Volume		14,677,264	2.06M	7.87M	3.93M	819.00K

July 2021



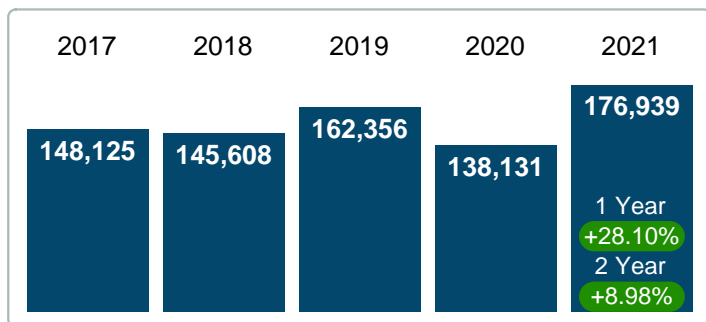
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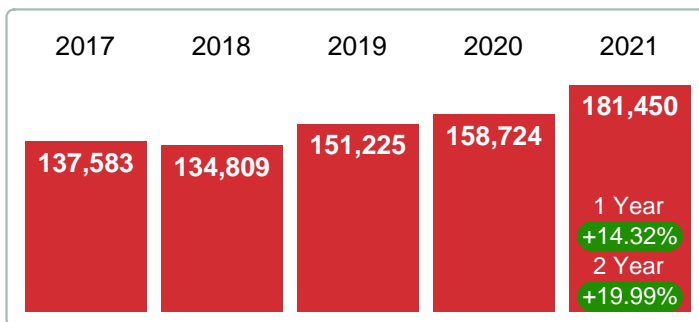
AVERAGE LIST PRICE AT CLOSING

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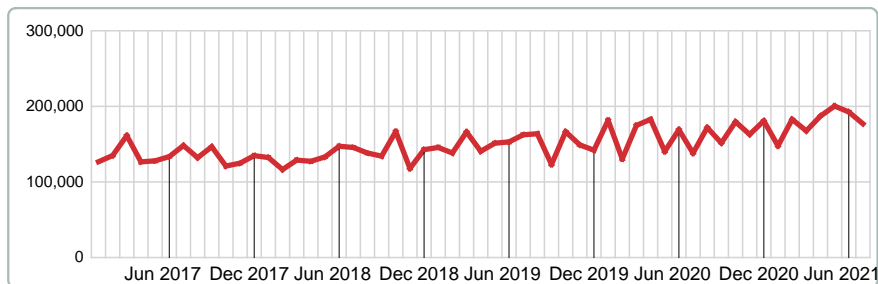
JULY



YEAR TO DATE (YTD)

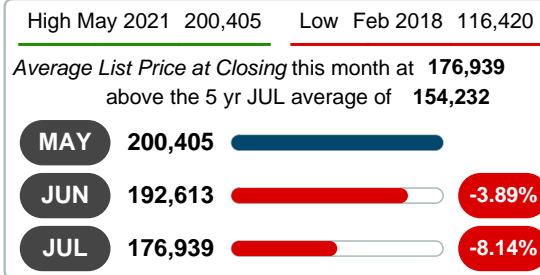


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 154,232



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	4	4.76%	35,875	44,280	32,000	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$125,000	26	30.95%	77,035	79,370	82,177	79,750	0
\$125,001 - \$175,000	22	26.19%	151,241	172,450	151,606	139,900	0
\$175,001 - \$225,000	14	16.67%	200,436	235,000	202,614	194,333	220,000
\$225,001 - \$300,000	11	13.10%	268,673	0	261,280	235,000	0
\$300,001 and up	7	8.33%	518,243	0	338,450	473,983	599,000
Average List Price			176,939	103,567	164,744	304,715	409,500
Total Closed Units		100%	176,939	21	48	13	2
Total Closed Volume			14,862,900	2.17M	7.91M	3.96M	819.00K

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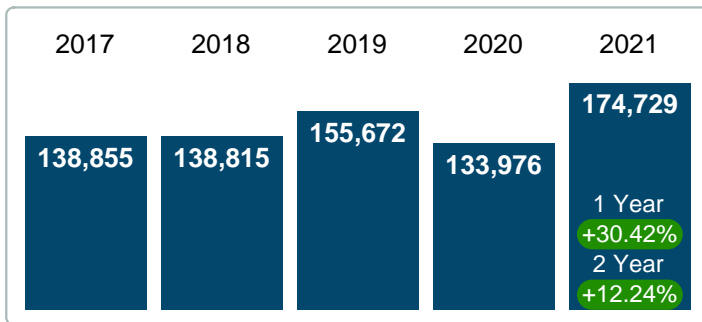
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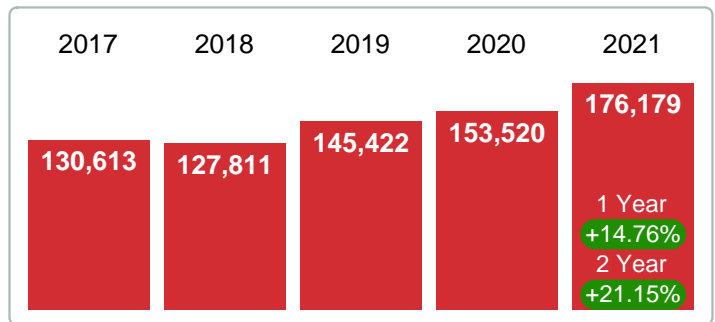
AVERAGE SOLD PRICE AT CLOSING

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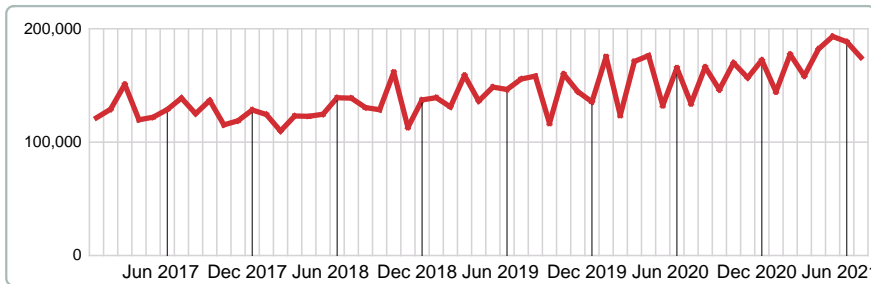
JULY



YEAR TO DATE (YTD)

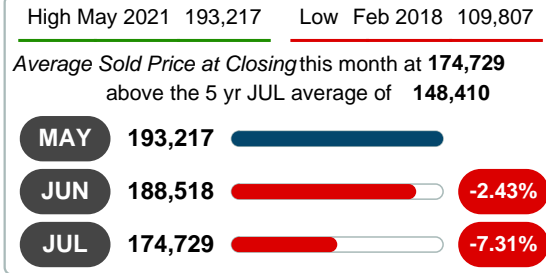


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 148,410



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	7.14%	38,083	40,400	26,500	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	29.76%	76,417	76,090	76,135	79,883	0
\$125,001 - \$175,000	27.38%	154,376	165,000	152,764	140,900	0
\$175,001 - \$225,000	15.48%	204,631	217,500	202,257	196,467	220,000
\$225,001 - \$300,000	7.14%	255,417	0	260,500	230,000	0
\$300,001 and up	13.10%	435,909	0	346,250	468,500	599,000
Average Sold Price		174,729	97,995	163,944	302,390	409,500
Total Closed Units	100%	174,729	21	48	13	2
Total Closed Volume		14,677,264	2.06M	7.87M	3.93M	819.00K

July 2021



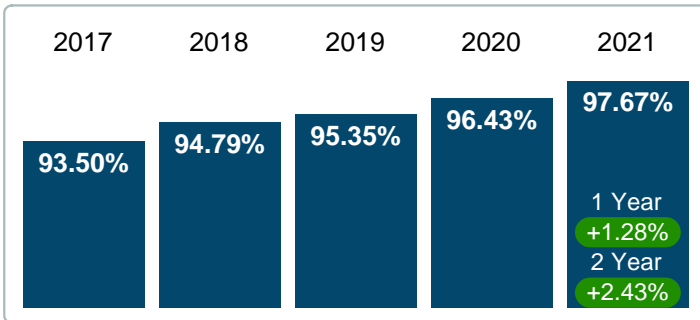
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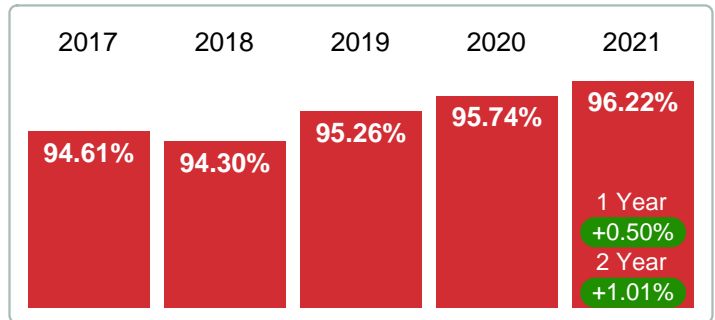
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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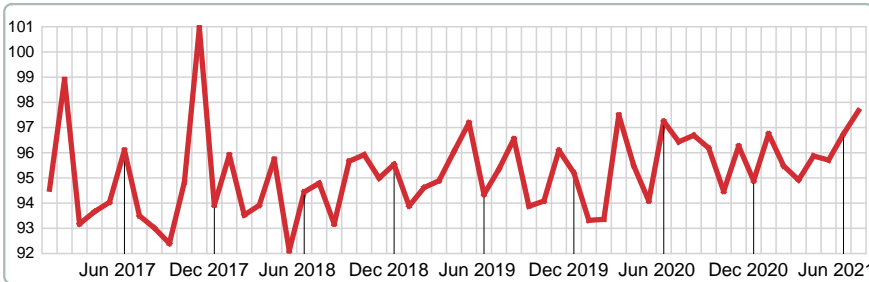
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

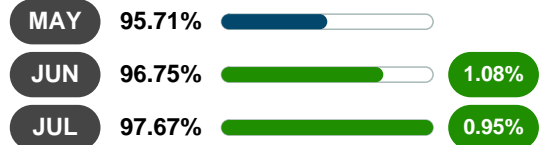


3 MONTHS

5 year JUL AVG = 95.55%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **97.67%** above the 5 yr JUL average of **95.55%**



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	6	7.14%	90.06%	91.51%	82.81%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	25	29.76%	94.86%	95.63%	93.54%	99.56%	0.00%
\$125,001 - \$175,000	23	27.38%	99.87%	95.61%	100.78%	100.71%	0.00%
\$175,001 - \$225,000	13	15.48%	99.04%	92.86%	99.78%	101.11%	100.00%
\$225,001 - \$300,000	6	7.14%	99.28%	0.00%	99.56%	97.87%	0.00%
\$300,001 and up	11	13.10%	101.10%	0.00%	102.26%	100.51%	100.00%
Average Sold/List Ratio		97.70%		94.38%	98.29%	100.31%	100.00%
Total Closed Units		84	100%	21	48	13	2
Total Closed Volume		14,677,264		2.06M	7.87M	3.93M	819.00K

July 2021



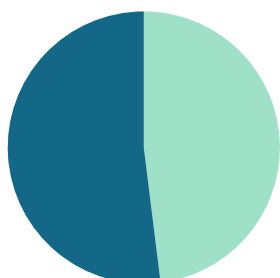
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

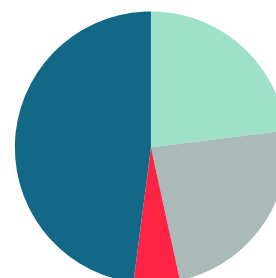


Inventory
 New Listings
134 = 48.03%
 Start Inventory
145
 Total Inventory Units
279
 Volume
\$73,763,560

Market Activity

Closed Sales
84 = 23.01%
 Pending Sales
86 = 23.56%
 Other Off Market
20 = 5.48%
 Active Inventory
175 = 47.95%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	69	84	21.74%	342	497	45.32%
Pending Sales	74	86	16.22%	406	555	36.70%
New Listings	78	134	71.79%	537	663	23.46%
Average List Price	138,131	176,939	28.10%	158,724	181,450	14.32%
Average Sale Price	133,976	174,729	30.42%	153,520	176,179	14.76%
Average Percent of Selling Price to List Price	96.43%	97.67%	1.28%	95.74%	96.22%	0.50%
Average Days on Market to Sale	53.38	19.32	-63.80%	55.27	33.44	-39.50%
Monthly Inventory	164	175	6.71%	164	175	6.71%
Months Supply of Inventory	3.25	2.63	-19.20%	3.25	2.63	-19.20%

Absorption: Last 12 months, an Average of **67** Sales/Month

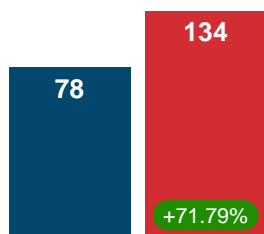
Inventory on July 31, 2021 = **175**

2020 **2021**

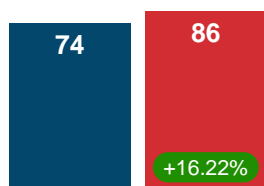
JULY MARKET

AVERAGE PRICES

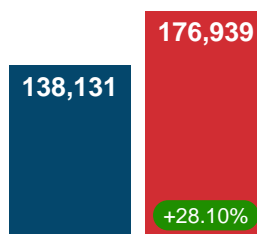
New Listings



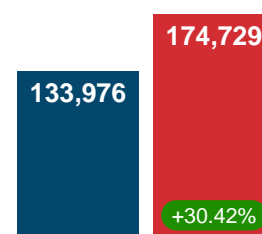
Pending Listings



List Price



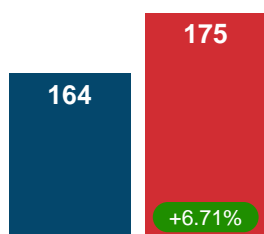
Sale Price



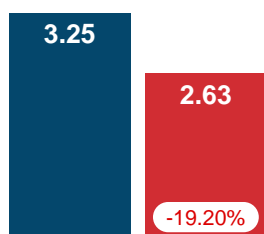
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

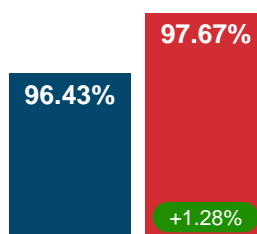
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

