

June 2021



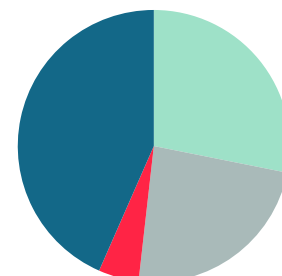
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	58	94	62.07%
Pending Listings	62	79	27.42%
New Listings	94	104	10.64%
Average List Price	169,126	192,613	13.89%
Average Sale Price	165,403	188,518	13.98%
Average Percent of Selling Price to List Price	97.24%	96.75%	-0.51%
Average Days on Market to Sale	64.98	30.34	-53.31%
End of Month Inventory	186	145	-22.04%
Months Supply of Inventory	3.80	2.22	-41.53%



■ Closed (28.14%)
■ Pending (23.65%)
■ Other OffMarket (4.79%)
■ Active (43.41%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of June 30, 2021 = **145**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **22.04%** to 145 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **2.22** 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 **13.98%** in June 2021 to \$188,518 versus the previous year at \$165,403.

Average Days on Market Shortens

The average number of **30.34** days that homes spent on the market before selling decreased by 34.64 days or **53.31%** in June 2021 compared to last year's same month at **64.98** DOM.

Sales Success for June 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 104 New Listings in June 2021, up **10.64%** from last year at 94. Furthermore, there were 94 Closed Listings this month versus last year at 58, a **62.07%** increase.

Closed versus Listed trends yielded a **90.4%** ratio, up from previous year's, June 2020, at **61.7%**, a **46.49%** upswing. This will certainly create pressure on a decreasing 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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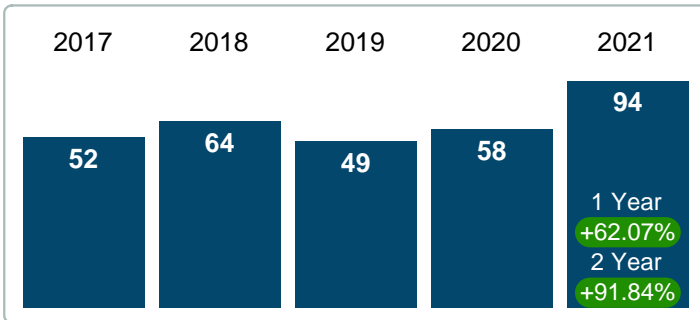
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



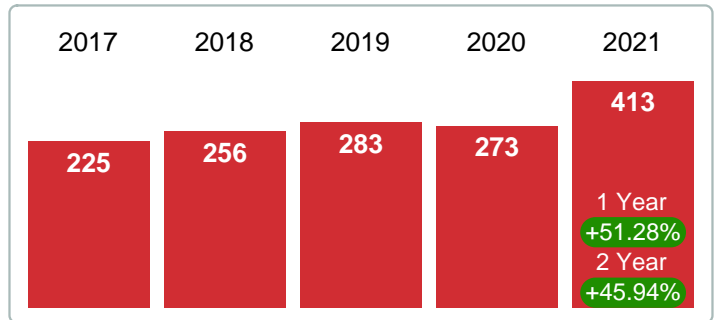
CLOSED LISTINGS

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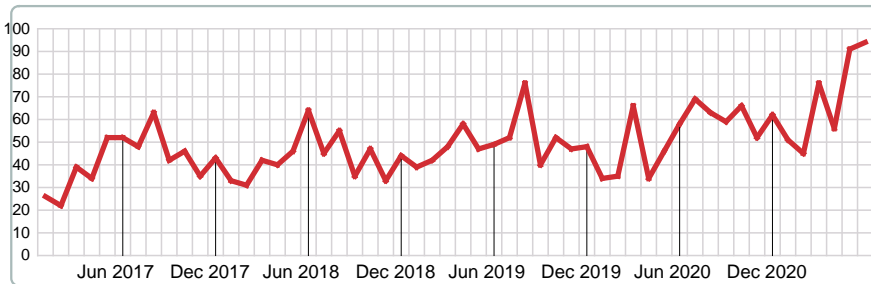
JUNE



YEAR TO DATE (YTD)

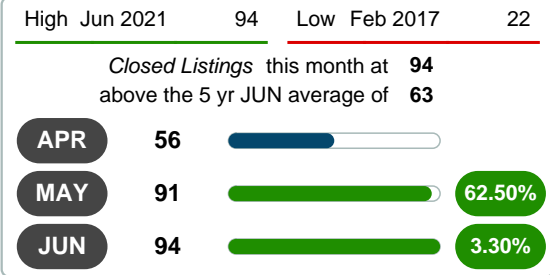


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63



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	9	9.57%	51.8	5	4	0	0
\$50,001 - \$75,000	7	7.45%	31.9	2	5	0	0
\$75,001 - \$100,000	10	10.64%	39.2	1	8	1	0
\$100,001 - \$175,000	30	31.91%	19.9	4	25	1	0
\$175,001 - \$250,000	15	15.96%	37.7	1	7	6	1
\$250,001 - \$350,000	13	13.83%	17.2	0	7	4	2
\$350,001 and up	10	10.64%	38.4	1	4	3	2
Total Closed Units	94			14	60	15	5
Total Closed Volume	17,720,675	100%	30.3	1.55M	10.54M	3.88M	1.75M
Average Closed Price	\$188,518			\$110,957	\$175,693	\$258,712	\$349,000

June 2021



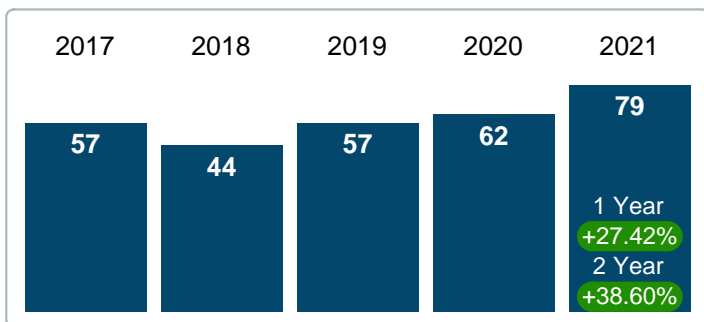
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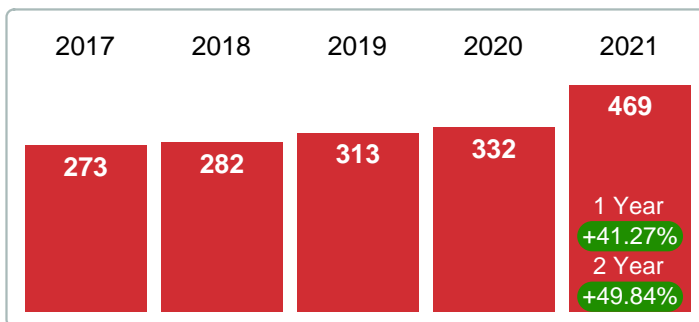
PENDING LISTINGS

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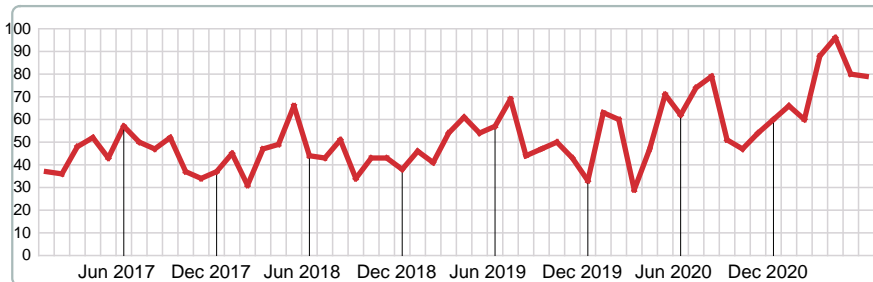
JUNE



YEAR TO DATE (YTD)

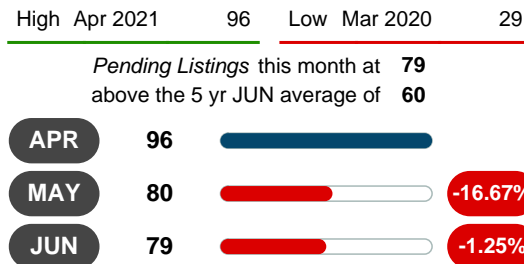


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 60



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	5	6.33%	23.2	5	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	22	27.85%	20.3	11	9	2	0
\$100,001 - \$175,000	21	26.58%	18.0	2	19	0	0
\$175,001 - \$250,000	13	16.46%	20.9	3	8	2	0
\$250,001 - \$375,000	10	12.66%	7.2	0	7	3	0
\$375,001 and up	8	10.13%	11.5	0	2	5	1
Total Pending Units	79			21	45	12	1
Total Pending Volume	14,242,950	100%	16.8	1.84M	7.95M	3.97M	479.90K
Average Listing Price	\$182,962			\$87,700	\$176,623	\$331,108	\$479,900

June 2021



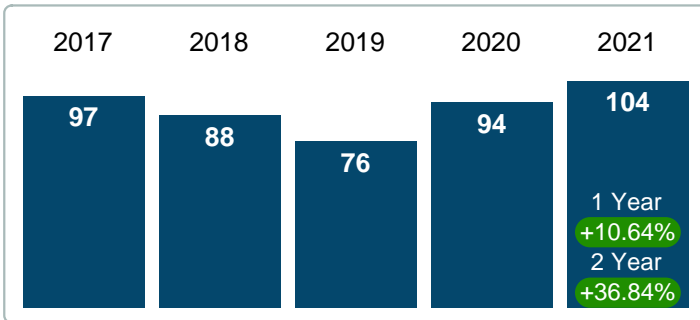
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



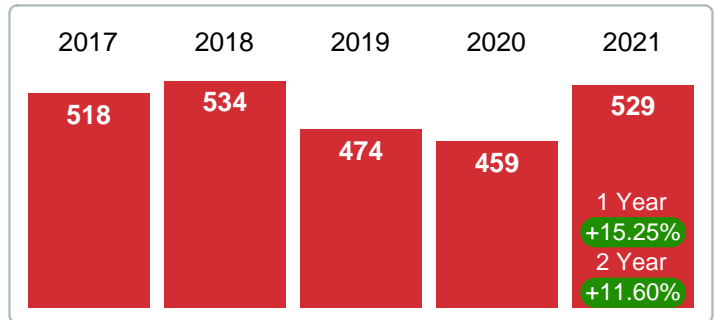
NEW LISTINGS

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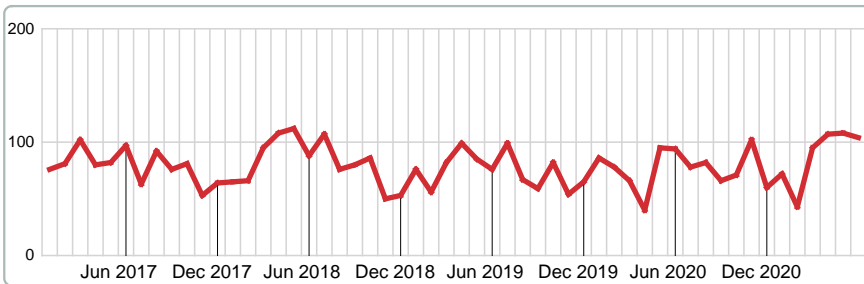
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YEAR TO DATE (YTD)

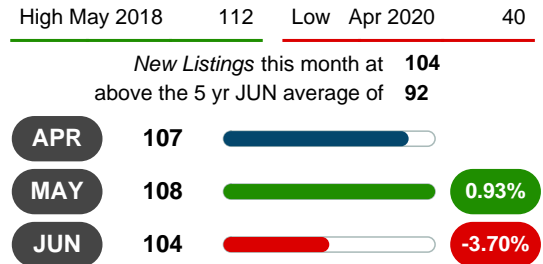


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



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	6	5.77%	6	0	0	0
\$50,001 - \$75,000	12	11.54%	7	3	2	0
\$75,001 - \$125,000	16	15.38%	5	10	1	0
\$125,001 - \$225,000	28	26.92%	2	21	4	1
\$225,001 - \$275,000	13	12.50%	0	10	3	0
\$275,001 - \$450,000	19	18.27%	1	12	6	0
\$450,001 and up	10	9.62%	1	3	4	2
Total New Listed Units	104		22	59	20	3
Total New Listed Volume	24,385,438	100%	3.26M	13.83M	6.02M	1.27M
Average New Listed Listing Price	\$217,106		\$148,373	\$234,404	\$301,200	\$422,467

June 2021



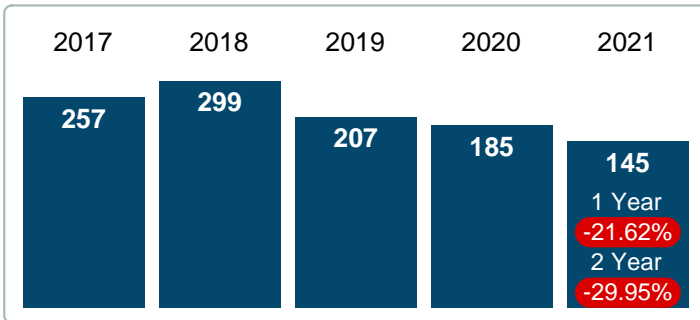
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



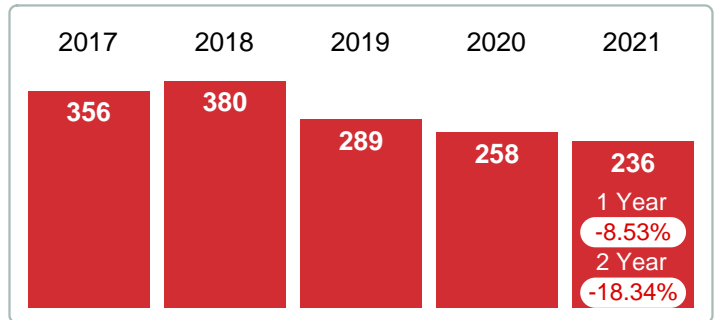
ACTIVE INVENTORY

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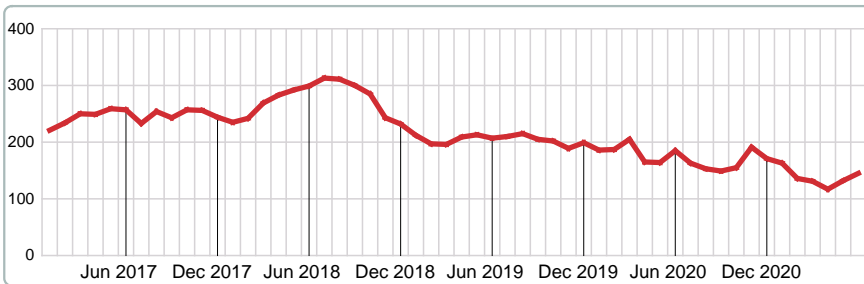
END OF JUNE



ACTIVE DURING JUNE

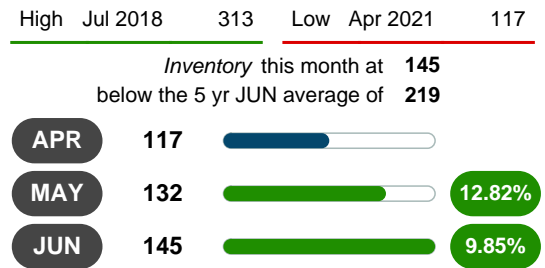


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 219



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	11	7.59%	81.2	7	3	1	0
\$50,001 - \$100,000	22	15.17%	85.3	8	10	3	1
\$100,001 - \$150,000	16	11.03%	70.8	3	11	1	1
\$150,001 - \$275,000	42	28.97%	45.6	9	23	7	3
\$275,001 - \$425,000	23	15.86%	75.2	1	14	7	1
\$425,001 - \$625,000	15	10.34%	41.3	0	6	8	1
\$625,001 and up	16	11.03%	89.6	1	9	3	3
Total Active Inventory by Units	145			29	76	30	10
Total Active Inventory by Volume	45,310,661	100%	66.2	4.66M	25.14M	10.94M	4.58M
Average Active Inventory Listing Price	\$312,487			\$160,554	\$330,775	\$364,567	\$457,870

June 2021



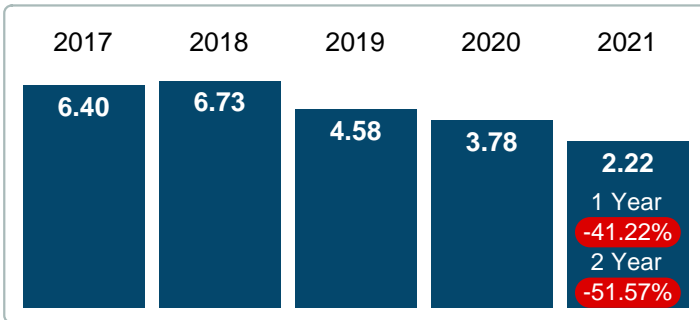
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



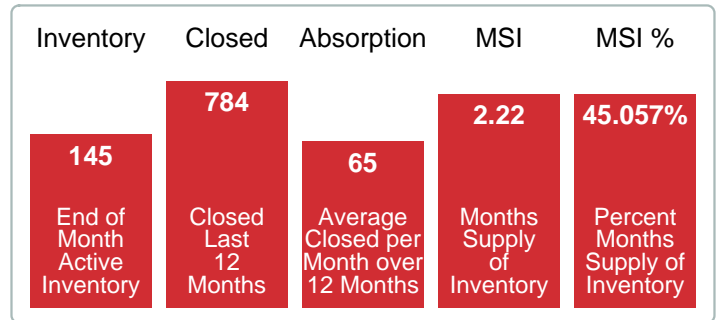
MONTHS SUPPLY of INVENTORY (MSI)

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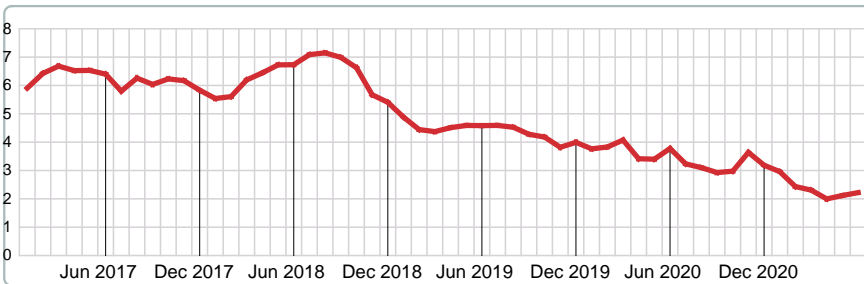
MSI FOR JUNE



INDICATORS FOR JUNE 2021

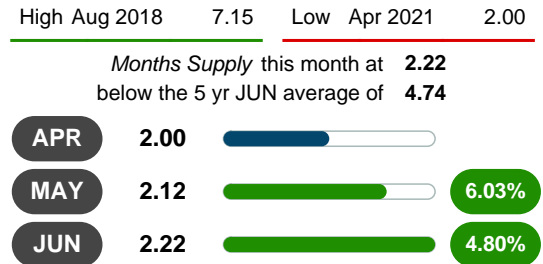


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.74



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	11	7.59%	1.71	2.21	1.03	4.00	0.00
\$50,001 - \$100,000	22	15.17%	1.51	1.92	1.07	3.27	6.00
\$100,001 - \$150,000	16	11.03%	1.08	1.89	0.95	0.80	2.40
\$150,001 - \$275,000	42	28.97%	1.96	5.40	1.70	1.29	3.60
\$275,001 - \$425,000	23	15.86%	4.06	1.71	6.22	3.23	1.50
\$425,001 - \$625,000	15	10.34%	9.00	0.00	9.00	12.00	4.00
\$625,001 and up	16	11.03%	21.33	0.00	27.00	12.00	18.00
Market Supply of Inventory (MSI)			2.22	2.58	1.87	2.75	3.87
Total Active Inventory by Units		100%	2.22	29	76	30	10

June 2021



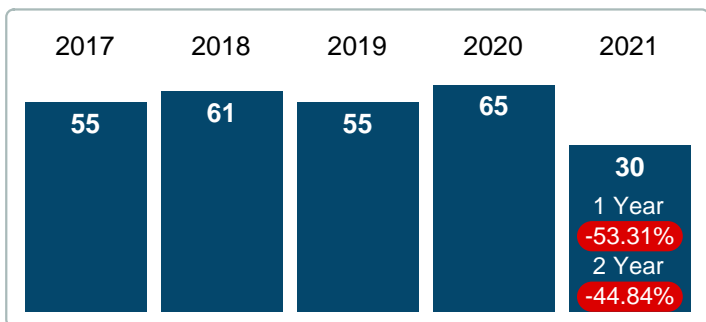
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



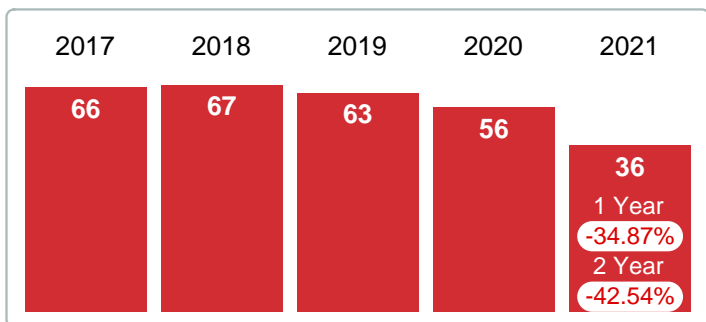
AVERAGE DAYS ON MARKET TO SALE

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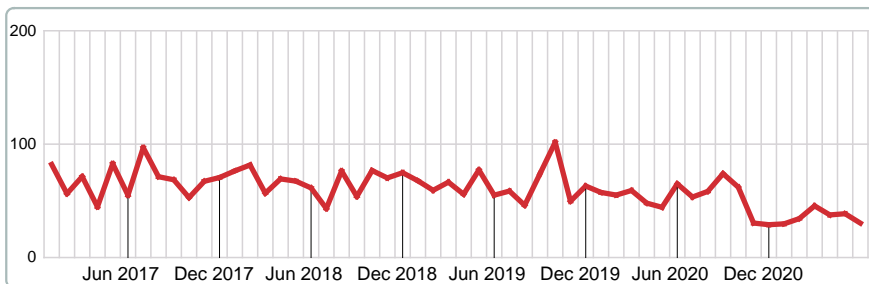
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

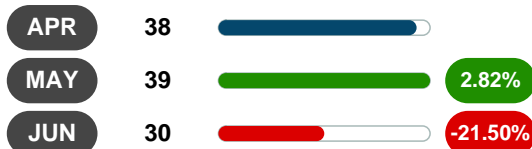


3 MONTHS

5 year JUN AVG = 53

High Oct 2019 102 Low Dec 2020 29

Average Days on Market to Sale this month at 30 below the 5 yr JUN average of 53



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	9.57%	52	62	39	0	0
\$50,001 - \$75,000	7.45%	32	10	41	0	0
\$75,001 - \$100,000	10.64%	39	1	49	1	0
\$100,001 - \$175,000	31.91%	20	21	20	14	0
\$175,001 - \$250,000	15.96%	38	112	11	62	1
\$250,001 - \$350,000	13.83%	17	0	6	10	71
\$350,001 and up	10.64%	38	12	42	66	3
Average Closed DOM		30	38	26	42	30
Total Closed Units	100%	94	14	60	15	5
Total Closed Volume		17,720,675	1.55M	10.54M	3.88M	1.75M

June 2021



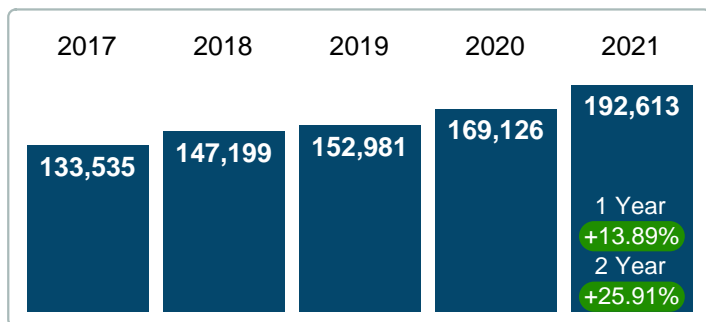
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



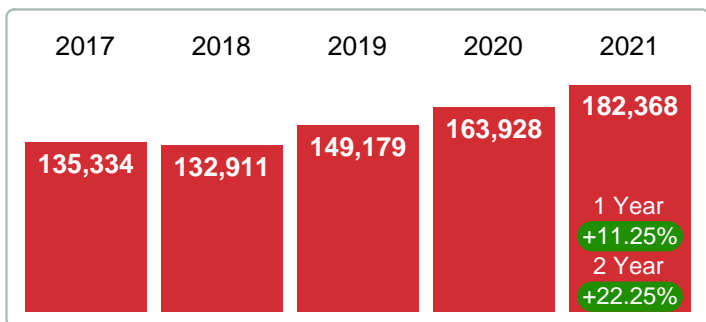
AVERAGE LIST PRICE AT CLOSING

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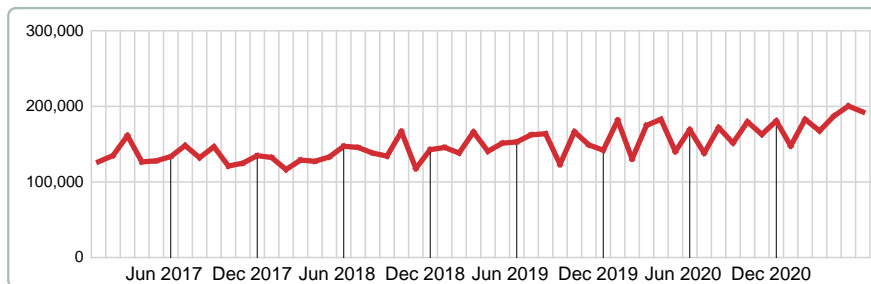
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

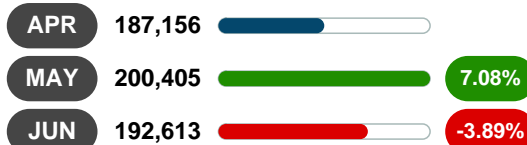


3 MONTHS

5 year JUN AVG = 159,091

High May 2021 200,405 Low Feb 2018 116,420

Average List Price at Closing this month at **192,613** above the 5 yr JUN average of **159,091**



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	8.51%	41,350	42,000	45,700	0	0
\$50,001 - \$75,000	7.45%	67,971	74,900	68,780	0	0
\$75,001 - \$100,000	9.57%	90,731	80,000	100,473	102,500	0
\$100,001 - \$175,000	31.91%	133,593	134,125	137,788	145,000	0
\$175,001 - \$250,000	17.02%	210,006	250,000	213,743	221,067	185,000
\$250,001 - \$350,000	14.89%	300,893	0	299,786	299,625	325,000
\$350,001 and up	10.64%	490,200	399,000	598,250	394,333	463,500
Average List Price		192,613	116,093	179,381	263,693	352,400
Total Closed Units	100%	192,613	14	60	15	5
Total Closed Volume		18,105,580	1.63M	10.76M	3.96M	1.76M

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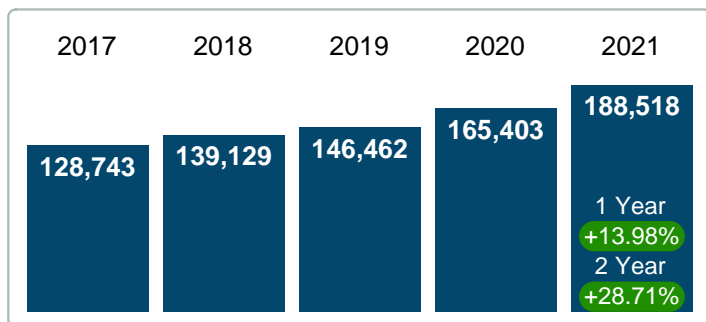
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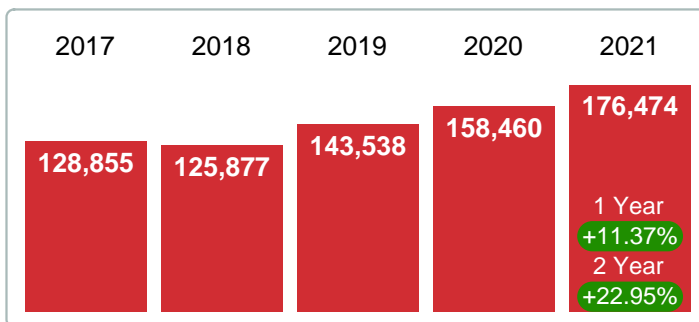
AVERAGE SOLD PRICE AT CLOSING

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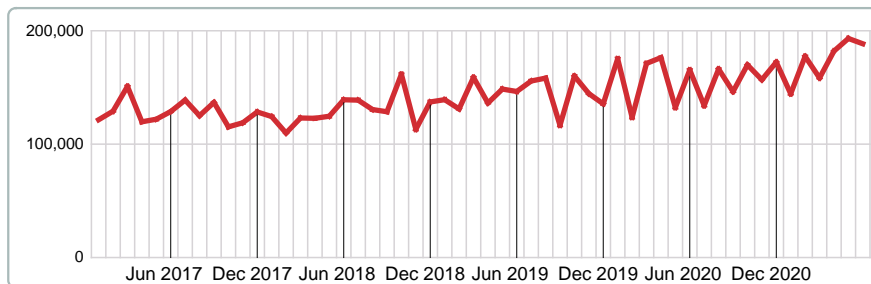
JUNE



YEAR TO DATE (YTD)

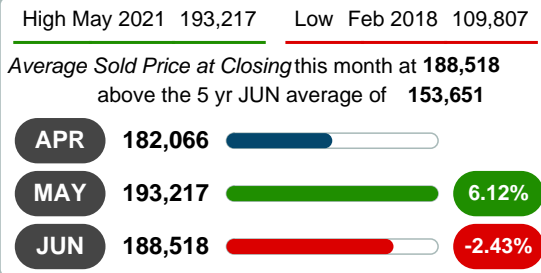


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 153,651



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	9.57%	38,211	35,800	41,225	0	0
\$50,001 - \$75,000	7.45%	66,414	70,700	64,700	0	0
\$75,001 - \$100,000	10.64%	90,490	80,000	90,738	99,000	0
\$100,001 - \$175,000	31.91%	135,743	125,750	136,912	146,500	0
\$175,001 - \$250,000	15.96%	213,493	250,000	208,986	216,583	190,000
\$250,001 - \$350,000	13.83%	301,392	0	298,371	294,875	325,000
\$350,001 and up	10.64%	481,418	400,000	588,250	385,392	452,500
Average Sold Price		188,518	110,957	175,693	258,712	349,000
Total Closed Units	100%	188,518	14	60	15	5
Total Closed Volume		17,720,675	1.55M	10.54M	3.88M	1.75M

June 2021



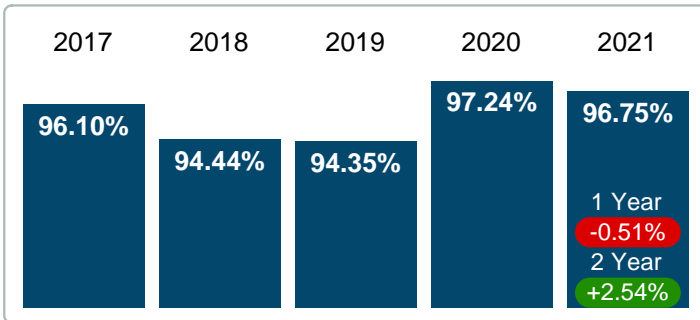
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



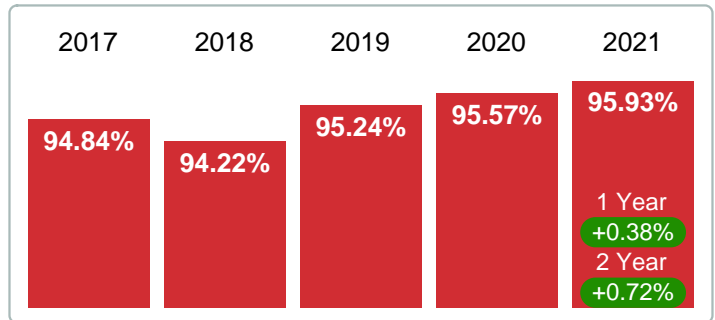
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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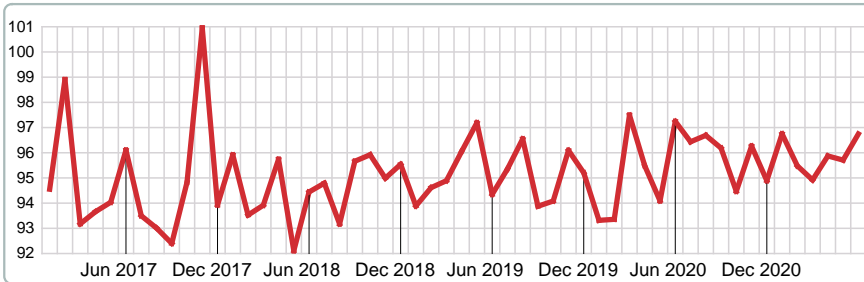
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

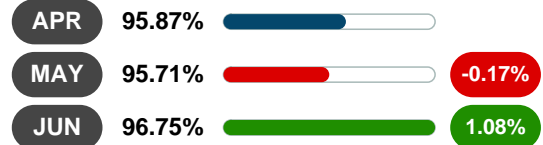


3 MONTHS

5 year JUN AVG = 95.78%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.75%** above the 5 yr JUN average of **95.78%**



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	9	9.57%	88.02%	85.74%	90.87%	0.00%	0.00%
\$50,001 - \$75,000	7	7.45%	94.24%	94.74%	94.04%	0.00%	0.00%
\$75,001 - \$100,000	10	10.64%	92.98%	100.00%	91.66%	96.59%	0.00%
\$100,001 - \$175,000	30	31.91%	98.66%	93.30%	99.42%	101.03%	0.00%
\$175,001 - \$250,000	15	15.96%	98.50%	100.00%	98.15%	97.96%	102.70%
\$250,001 - \$350,000	13	13.83%	99.32%	0.00%	99.66%	98.38%	100.00%
\$350,001 and up	10	10.64%	98.42%	100.25%	98.76%	97.71%	97.89%
Average Sold/List Ratio		96.70%		92.26%	97.20%	98.13%	99.70%
Total Closed Units		94	100%	14	60	15	5
Total Closed Volume		17,720,675		1.55M	10.54M	3.88M	1.75M

June 2021



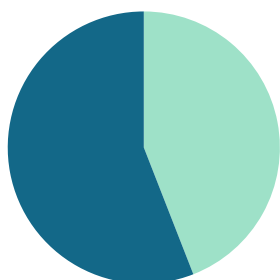
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

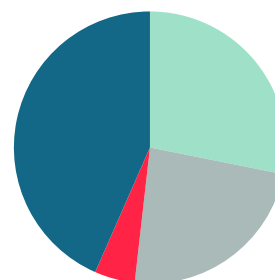


Inventory
 New Listings
104 = 44.07%
 Start Inventory
132
 Total Inventory Units
236
 Volume
\$61,586,911

Market Activity

Closed Sales
94 = 28.14%
 Pending Sales
79 = 23.65%
 Other Off Market
16 = 4.79%
 Active Inventory
145 = 43.41%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	58	94	62.07%	273	413	51.28%
Pending Sales	62	79	27.42%	332	469	41.27%
New Listings	94	104	10.64%	459	529	15.25%
Average List Price	169,126	192,613	13.89%	163,928	182,368	11.25%
Average Sale Price	165,403	188,518	13.98%	158,460	176,474	11.37%
Average Percent of Selling Price to List Price	97.24%	96.75%	-0.51%	95.57%	95.93%	0.38%
Average Days on Market to Sale	64.98	30.34	-53.31%	55.75	36.31	-34.87%
Monthly Inventory	186	145	-22.04%	186	145	-22.04%
Months Supply of Inventory	3.80	2.22	-41.53%	3.80	2.22	-41.53%

Absorption: Last 12 months, an Average of **65** Sales/Month

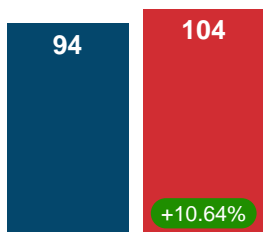
Inventory on June 30, 2021 = **145**

2020 **2021**

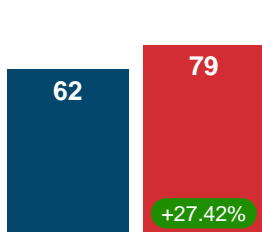
JUNE MARKET

AVERAGE PRICES

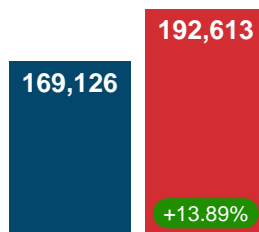
New Listings



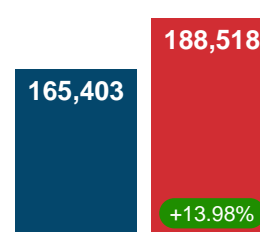
Pending Listings



List Price



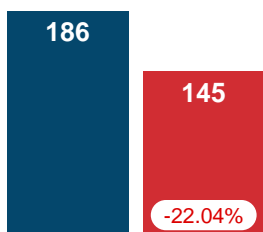
Sale Price



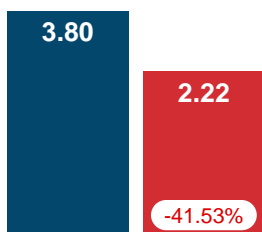
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

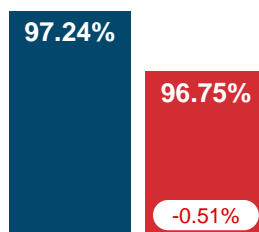
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

