

June 2021



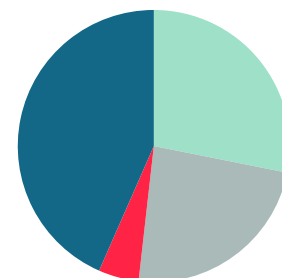
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



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%
Median List Price	164,450	149,450	-9.12%
Median Sale Price	161,750	151,450	-6.37%
Median Percent of Selling Price to List Price	98.67%	98.51%	-0.16%
Median Days on Market to Sale	35.50	5.00	-85.92%
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.

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 **6.37%** in June 2021 to \$151,450 versus the previous year at \$161,750.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 30.50 days or **85.92%** in June 2021 compared to last year's same month at **35.50** DOM.

Sales Success for June 2021 is Positive

Overall, with Median Prices falling 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

June 2021



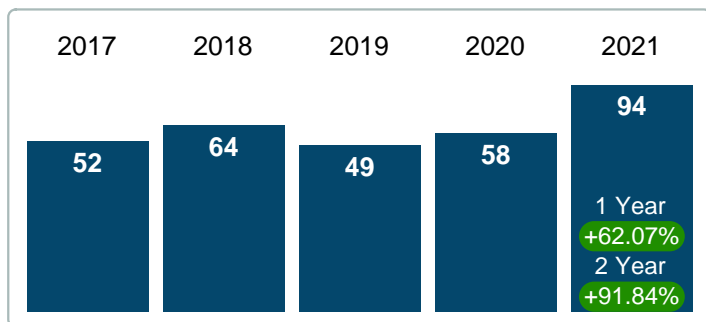
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



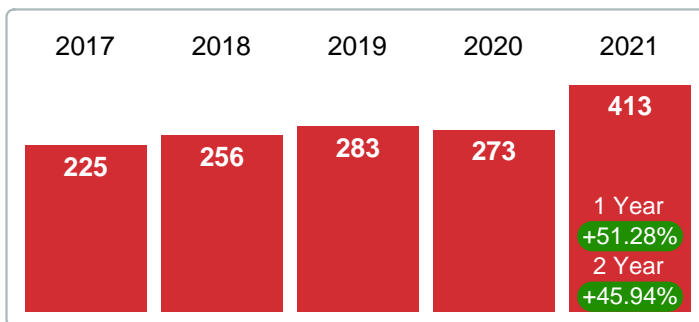
CLOSED LISTINGS

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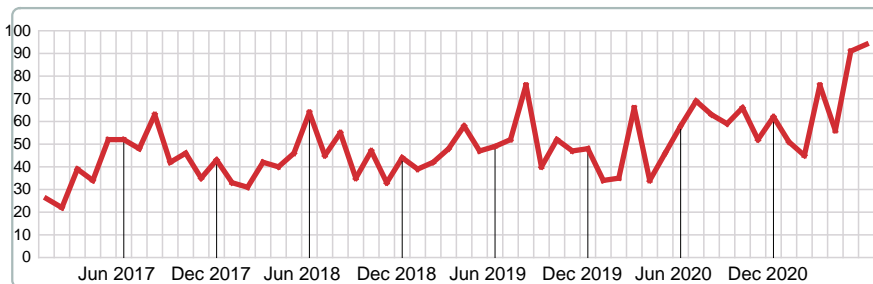
JUNE



YEAR TO DATE (YTD)

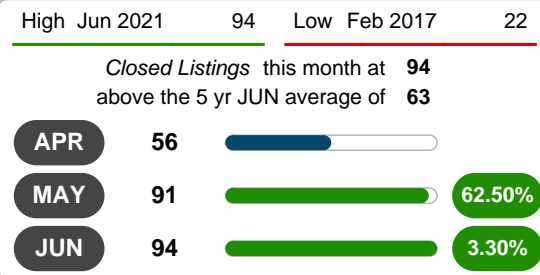


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	9.57%	39.0	5	4	0	0
\$50,001 - \$75,000	7	7.45%	9.0	2	5	0	0
\$75,001 - \$100,000	10	10.64%	1.5	1	8	1	0
\$100,001 - \$175,000	30	31.91%	3.0	4	25	1	0
\$175,001 - \$250,000	15	15.96%	8.0	1	7	6	1
\$250,001 - \$350,000	13	13.83%	6.0	0	7	4	2
\$350,001 and up	10	10.64%	8.5	1	4	3	2
Total Closed Units	94			14	60	15	5
Total Closed Volume	17,720,675	100%	5.0	1.55M	10.54M	3.88M	1.75M
Median Closed Price	\$151,450			\$75,750	\$135,750	\$239,500	\$325,000

June 2021



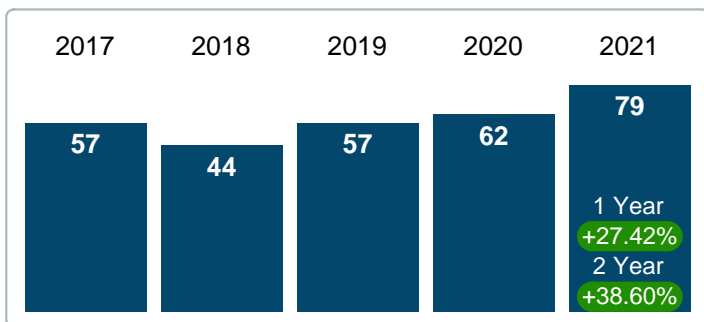
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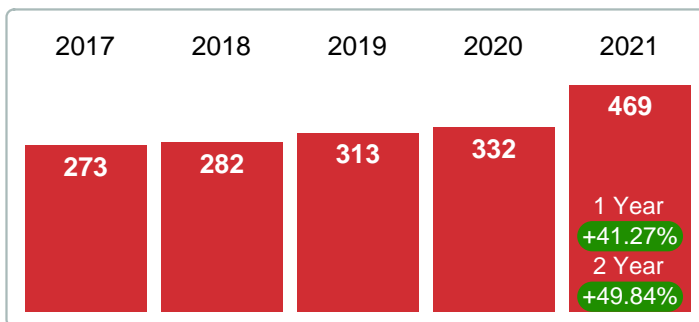
PENDING LISTINGS

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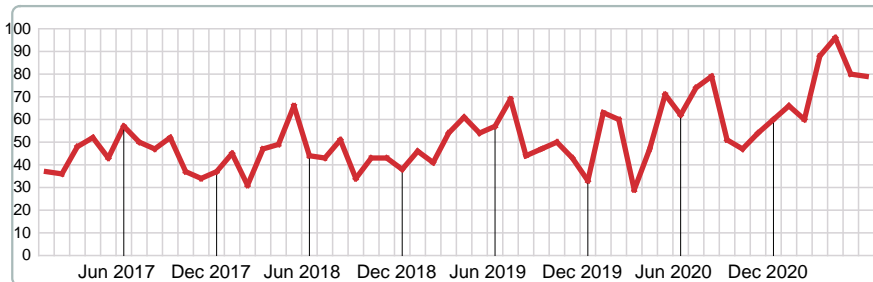
JUNE



YEAR TO DATE (YTD)

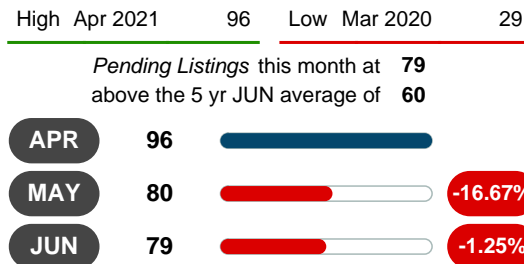


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.33%	7.0	5	0	0	0
\$50,001 - \$70,000	10	12.66%	4.5	6	4	0	0
\$70,001 - \$110,000	14	17.72%	5.0	7	5	2	0
\$110,001 - \$170,000	18	22.78%	6.5	0	18	0	0
\$170,001 - \$260,000	14	17.72%	7.5	3	9	2	0
\$260,001 - \$370,000	10	12.66%	5.0	0	7	3	0
\$370,001 and up	8	10.13%	3.5	0	2	5	1
Total Pending Units	79			21	45	12	1
Total Pending Volume	14,242,950	100%	6.0	1.84M	7.95M	3.97M	479.90K
Median Listing Price	\$138,000			\$65,000	\$149,000	\$290,450	\$479,900

June 2021



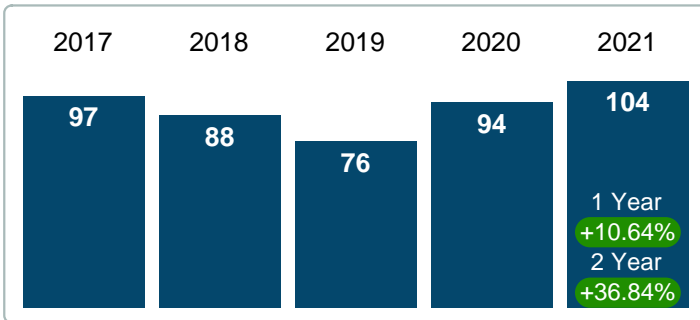
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



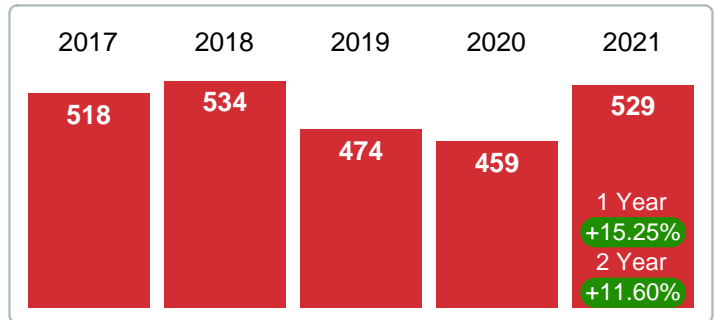
NEW LISTINGS

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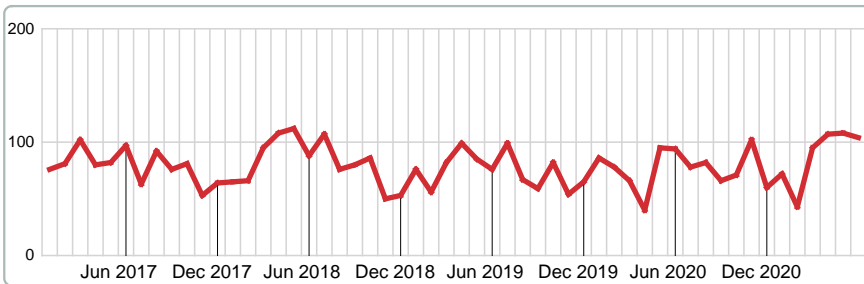
JUNE



YEAR TO DATE (YTD)

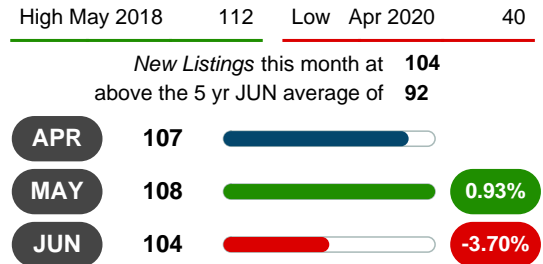


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$179,900		\$69,950	\$189,500	\$270,000	\$479,900

June 2021



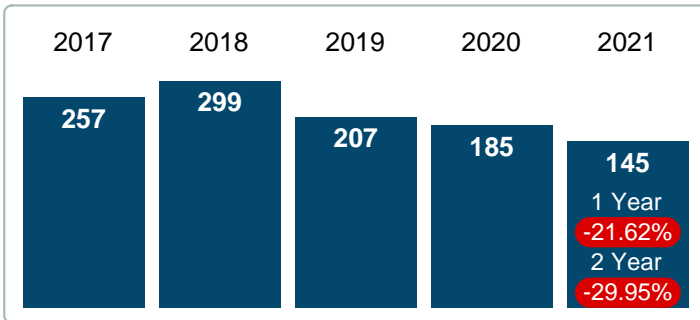
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



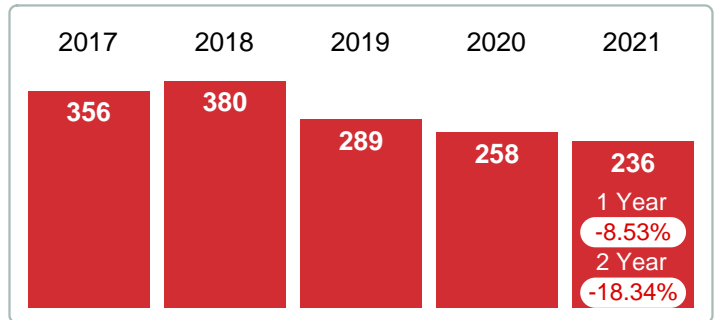
ACTIVE INVENTORY

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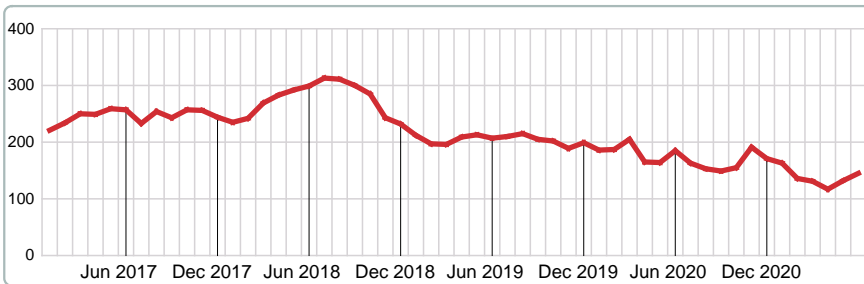
END OF JUNE



ACTIVE DURING JUNE

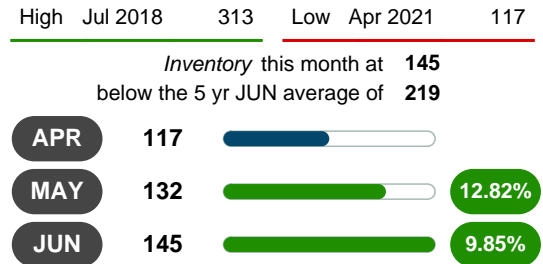


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 219



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.59%	64.0	7	3	1	0
\$50,001 - \$100,000	22	15.17%	77.0	8	10	3	1
\$100,001 - \$150,000	16	11.03%	51.5	3	11	1	1
\$150,001 - \$275,000	42	28.97%	35.0	9	23	7	3
\$275,001 - \$425,000	23	15.86%	47.0	1	14	7	1
\$425,001 - \$625,000	15	10.34%	33.0	0	6	8	1
\$625,001 and up	16	11.03%	60.0	1	9	3	3
Total Active Inventory by Units		145		29	76	30	10
Total Active Inventory by Volume		45,310,661	100%	4.66M	25.14M	10.94M	4.58M
Median Active Inventory Listing Price		\$205,000		\$100,000	\$230,000	\$327,500	\$282,000

June 2021



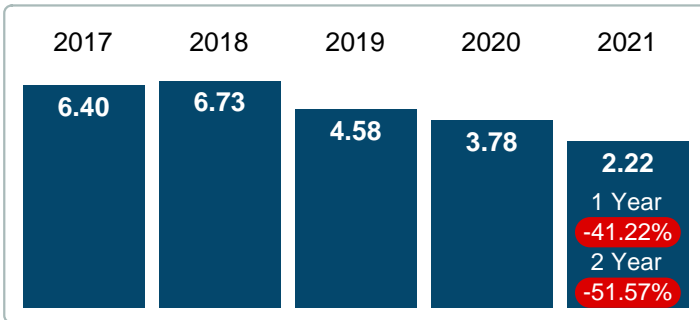
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



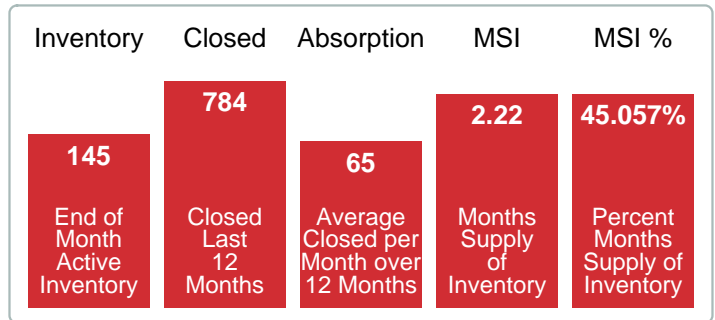
MONTHS SUPPLY of INVENTORY (MSI)

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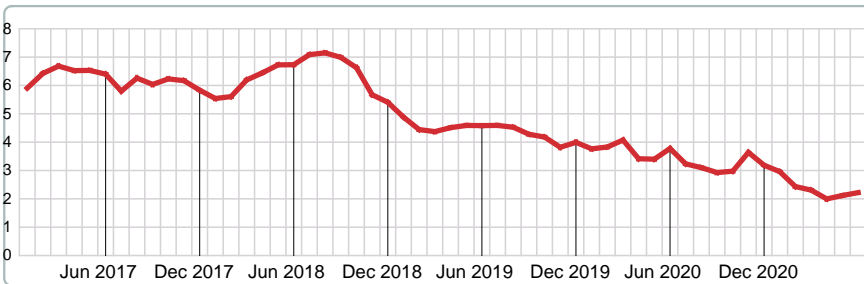
MSI FOR JUNE



INDICATORS FOR JUNE 2021

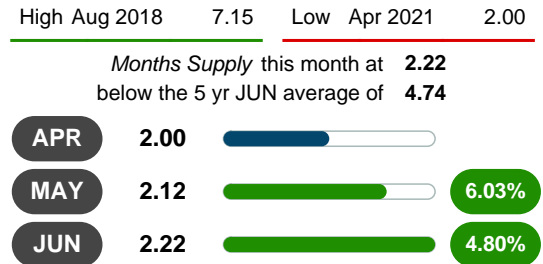


5 YEAR MARKET ACTIVITY TRENDS



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



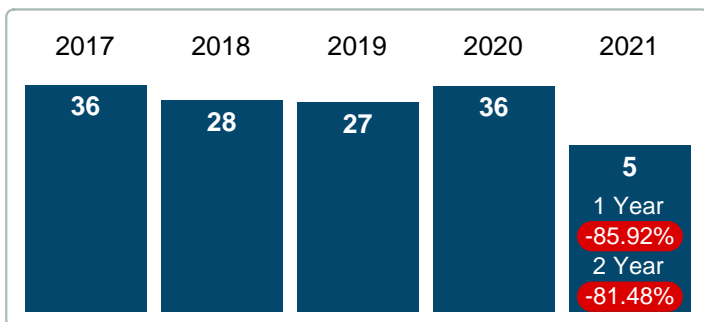
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



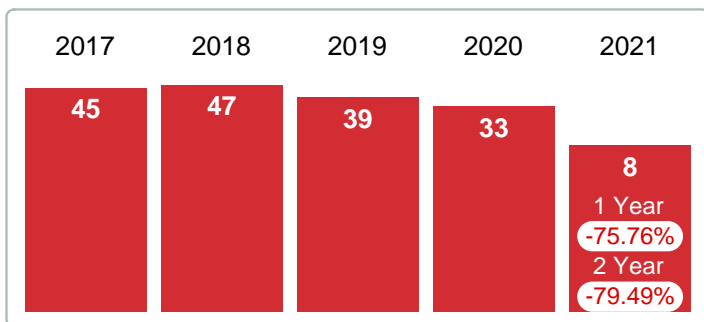
MEDIAN DAYS ON MARKET TO SALE

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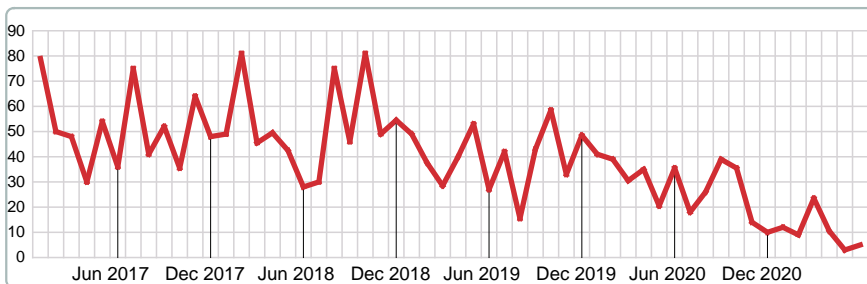
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

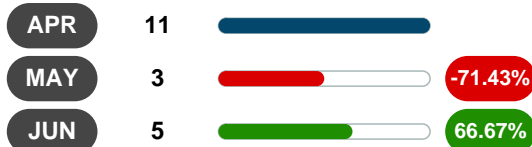


3 MONTHS

5 year JUN AVG = 26

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 5 below the 5 yr JUN average of 26



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
\$50,000 and less	9.57%	39	39	32	0	0
\$50,001 - \$75,000	7.45%	9	10	5	0	0
\$75,001 - \$100,000	10.64%	2	1	3	1	0
\$100,001 - \$175,000	31.91%	3	10	3	14	0
\$175,001 - \$250,000	15.96%	8	112	1	18	1
\$250,001 - \$350,000	13.83%	6	0	1	11	71
\$350,001 and up	10.64%	9	12	13	39	3
Median Closed DOM		5	12	4	14	3
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



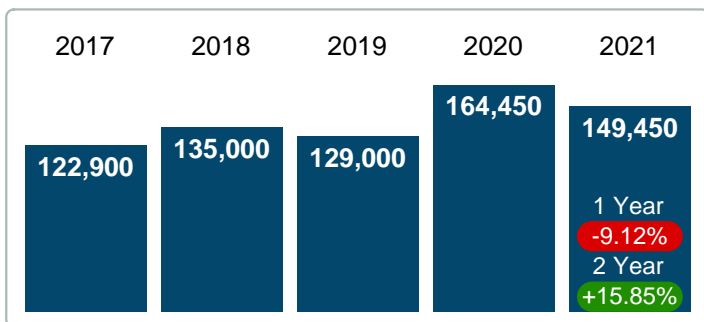
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



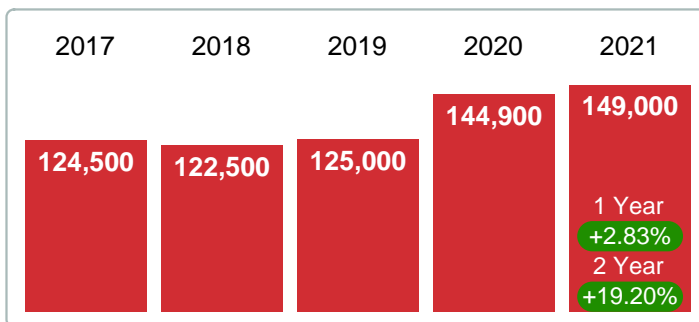
MEDIAN LIST PRICE AT CLOSING

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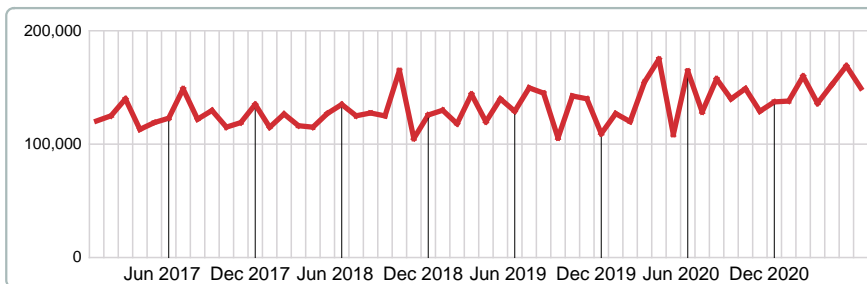
JUNE



YEAR TO DATE (YTD)

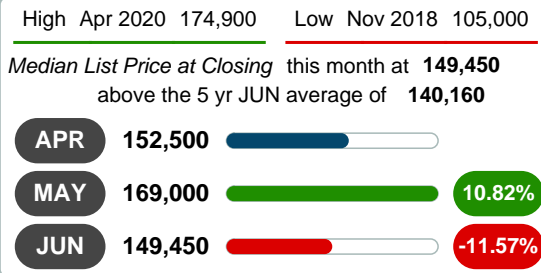


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 140,160



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	8.51%	40,750	39,000	47,450	0	0
\$50,001 - \$90,000	12.77%	72,250	74,900	72,250	0	0
\$90,001 - \$110,000	9.57%	102,500	0	102,200	102,500	0
\$110,001 - \$180,000	28.72%	138,000	121,250	139,000	145,000	0
\$180,001 - \$260,000	15.96%	215,000	250,000	214,900	217,500	185,000
\$260,001 - \$370,000	13.83%	300,000	0	299,900	299,500	325,000
\$370,001 and up	10.64%	419,000	399,000	574,000	399,000	463,500
Median List Price		149,450	79,950	138,000	245,000	325,000
Total Closed Units		94	14	60	15	5
Total Closed Volume		18,105,580	1.63M	10.76M	3.96M	1.76M

June 2021



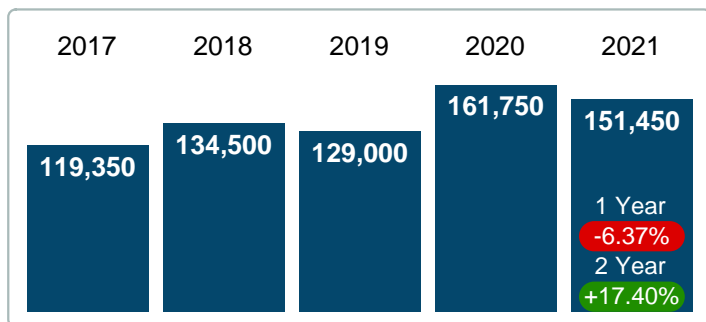
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



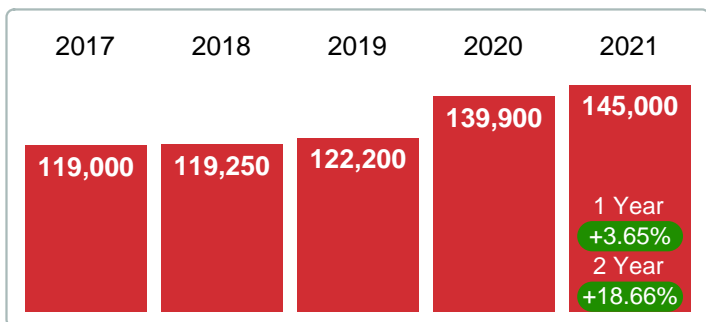
MEDIAN SOLD PRICE AT CLOSING

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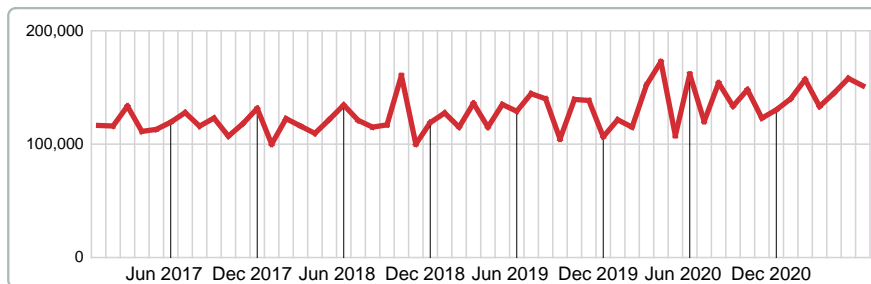
JUNE



YEAR TO DATE (YTD)

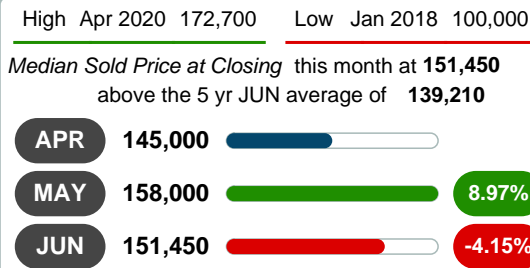


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 139,210



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	9	9.57%	37,900	35,000	41,000	0	0
\$50,001 - \$75,000	7	7.45%	68,000	70,700	64,000	0	0
\$75,001 - \$100,000	10	10.64%	92,450	80,000	92,450	99,000	0
\$100,001 - \$175,000	30	31.91%	135,250	111,000	135,500	146,500	0
\$175,001 - \$250,000	15	15.96%	215,000	250,000	216,000	215,000	190,000
\$250,001 - \$350,000	13	13.83%	295,000	0	295,000	292,500	325,000
\$350,001 and up	10	10.64%	425,000	400,000	571,500	389,000	452,500
Median Sold Price			151,450	75,750	135,750	239,500	325,000
Total Closed Units		100%	151,450	14	60	15	5
Total Closed Volume			17,720,675	1.55M	10.54M	3.88M	1.75M

June 2021



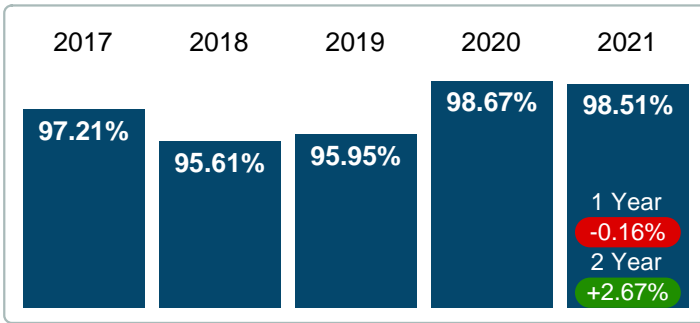
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



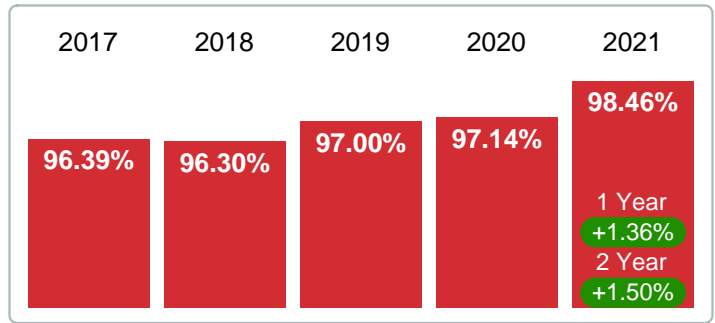
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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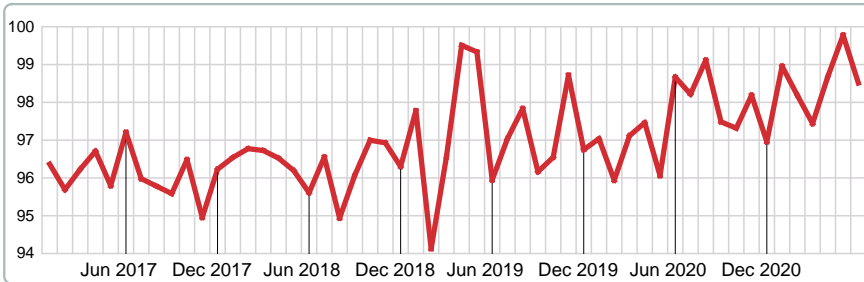
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 97.19%

High May 2021 99.78% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.51%**
above the 5 yr JUN average of **97.19%**



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	9	9.57%	89.74%	83.64%	91.67%	0.00%	0.00%
\$50,001 - \$75,000	7	7.45%	95.83%	94.74%	95.83%	0.00%	0.00%
\$75,001 - \$100,000	10	10.64%	96.27%	100.00%	95.53%	96.59%	0.00%
\$100,001 - \$175,000	30	31.91%	100.00%	94.46%	100.06%	101.03%	0.00%
\$175,001 - \$250,000	15	15.96%	100.00%	100.00%	100.00%	97.91%	102.70%
\$250,001 - \$350,000	13	13.83%	100.00%	0.00%	100.00%	98.26%	100.00%
\$350,001 and up	10	10.64%	99.19%	100.25%	99.55%	97.49%	97.89%
Median Sold/List Ratio		98.51%		93.11%	99.27%	98.09%	100.00%
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



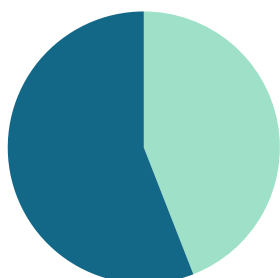
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

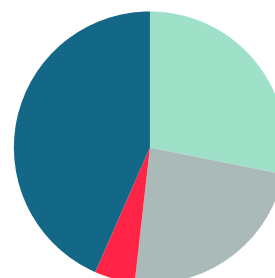


Inventory
 New Listings **104 = 44.07%**
 Start Inventory **132**
 Total Inventory Units **236**
 Volume **\$61,586,911**

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%
Median List Price	164,450	149,450	-9.12%	144,900	149,000	2.83%
Median Sale Price	161,750	151,450	-6.37%	139,900	145,000	3.65%
Median Percent of Selling Price to List Price	98.67%	98.51%	-0.16%	97.14%	98.46%	1.36%
Median Days on Market to Sale	35.50	5.00	-85.92%	33.00	8.00	-75.76%
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

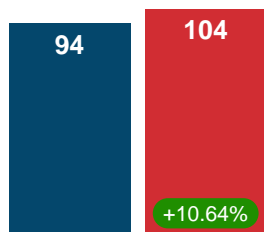
Inventory on June 30, 2021 = **145**

2020 **2021**

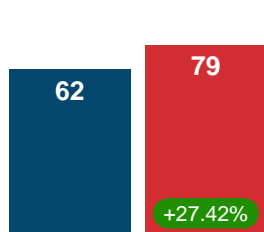
JUNE MARKET

MEDIAN PRICES

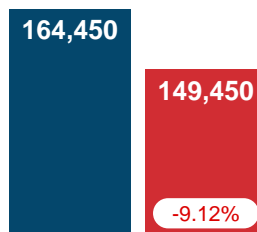
New Listings



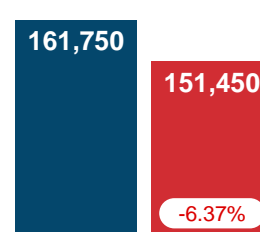
Pending Listings



List Price



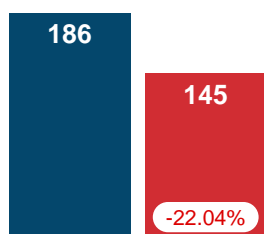
Sale Price



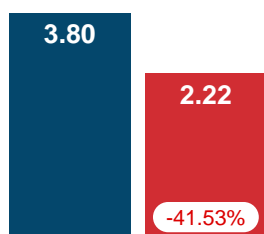
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

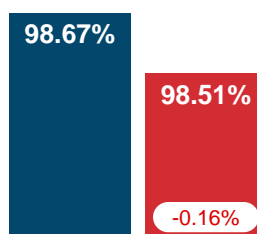
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

