

March 2021



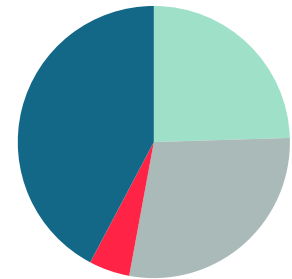
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	66	76	15.15%
Pending Listings	29	88	203.45%
New Listings	66	95	43.94%
Average List Price	174,779	167,582	-4.12%
Average Sale Price	171,195	158,372	-7.49%
Average Percent of Selling Price to List Price	97.49%	94.92%	-2.64%
Average Days on Market to Sale	59.14	45.57	-22.95%
End of Month Inventory	206	131	-36.41%
Months Supply of Inventory	4.09	2.31	-43.60%



■ Closed (24.52%)
■ Pending (28.39%)
■ Other OffMarket (4.84%)
■ Active (42.26%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of March 31, 2021 = **131**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **36.41%** to 131 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **2.31** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.49%** in March 2021 to \$158,372 versus the previous year at \$171,195.

Average Days on Market Shortens

The average number of **45.57** days that homes spent on the market before selling decreased by 13.57 days or **22.95%** in March 2021 compared to last year's same month at **59.14** DOM.

Sales Success for March 2021 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 95 New Listings in March 2021, up **43.94%** from last year at 66. Furthermore, there were 76 Closed Listings this month versus last year at 66, a **15.15%** increase.

Closed versus Listed trends yielded a **80.0%** ratio, down from previous year's, March 2020, at **100.0%**, a **20.00%** downswing. 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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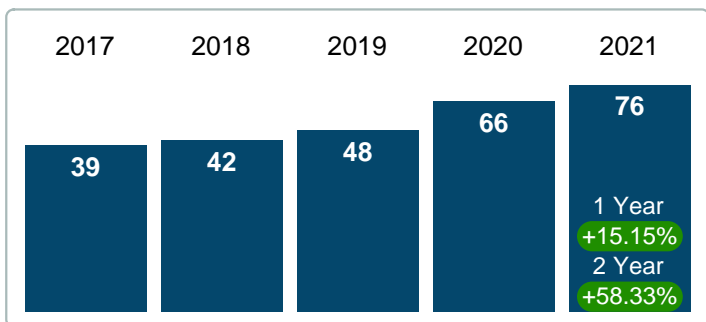
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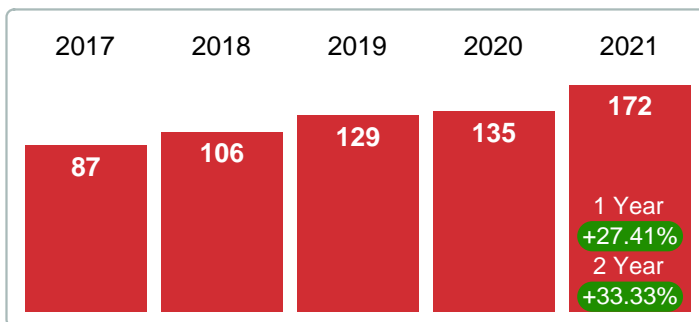
CLOSED LISTINGS

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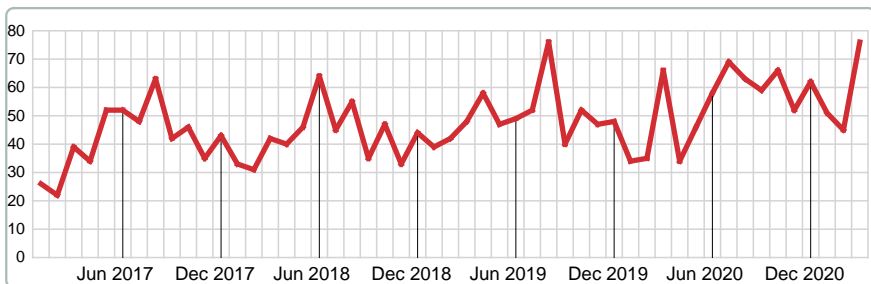
MARCH



YEAR TO DATE (YTD)

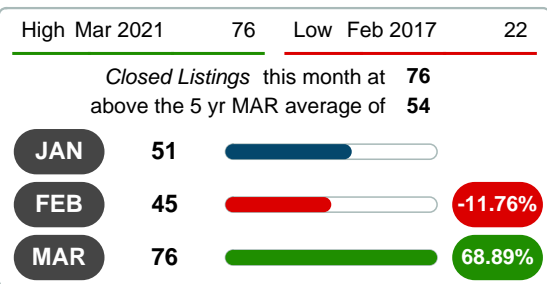


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 54



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	5	6.58%	92.8	3	2	0	0
\$50,001 - \$75,000	10	13.16%	16.5	5	5	0	0
\$75,001 - \$100,000	13	17.11%	69.8	3	9	1	0
\$100,001 - \$150,000	19	25.00%	23.1	2	11	6	0
\$150,001 - \$225,000	12	15.79%	59.0	0	7	4	1
\$225,001 - \$275,000	11	14.47%	27.3	1	5	4	1
\$275,001 and up	6	7.89%	79.8	0	2	3	1
Total Closed Units	76			14	41	18	3
Total Closed Volume	12,036,300	100%	45.6	1.18M	5.84M	4.25M	764.50K
Average Closed Price	\$158,372			\$84,521	\$142,407	\$236,100	\$254,833

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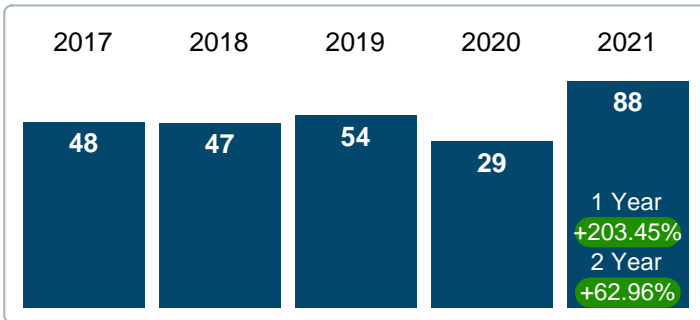
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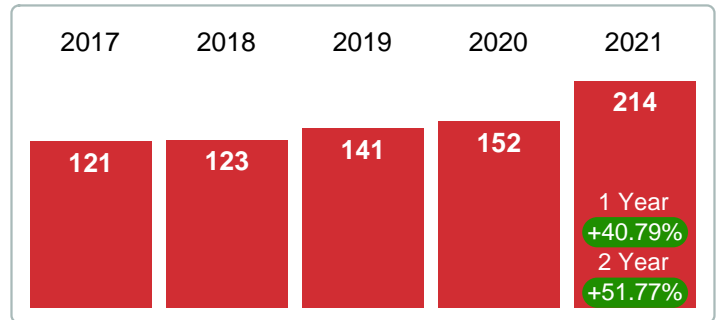
PENDING LISTINGS

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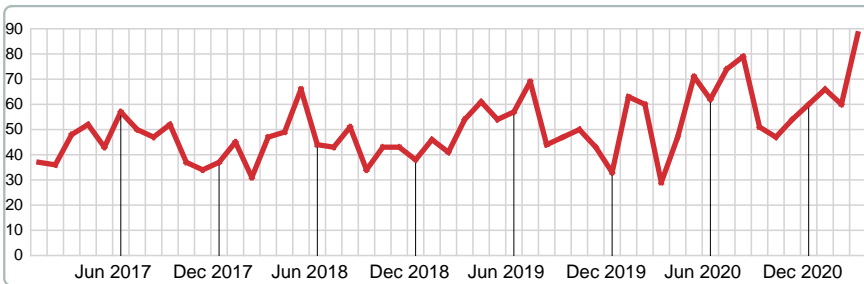
MARCH



YEAR TO DATE (YTD)

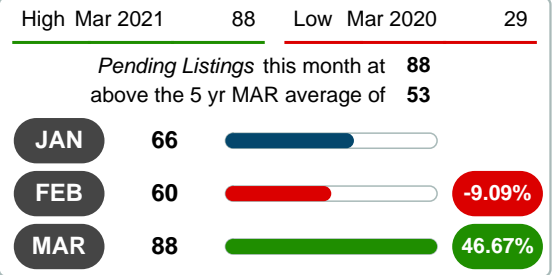


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.27%	43.0	2	0	0	0
\$25,001 - \$100,000	17	19.32%	80.6	6	9	2	0
\$100,001 - \$125,000	13	14.77%	34.2	0	12	1	0
\$125,001 - \$175,000	17	19.32%	48.4	1	15	1	0
\$175,001 - \$250,000	15	17.05%	7.1	3	8	3	1
\$250,001 - \$325,000	15	17.05%	24.7	0	9	6	0
\$325,001 and up	9	10.23%	36.1	4	2	3	0
Total Pending Units	88			16	55	16	1
Total Pending Volume	17,051,913	100%	38.4	2.70M	9.33M	4.77M	249.50K
Average Listing Price	\$191,495			\$168,463	\$169,689	\$298,381	\$249,500

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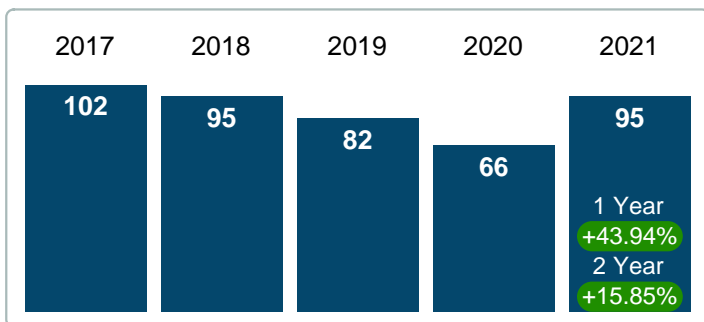
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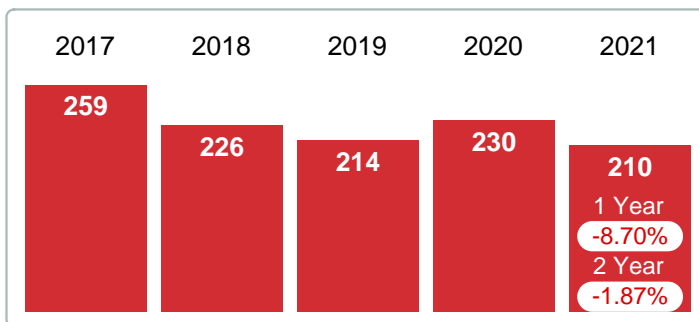
NEW LISTINGS

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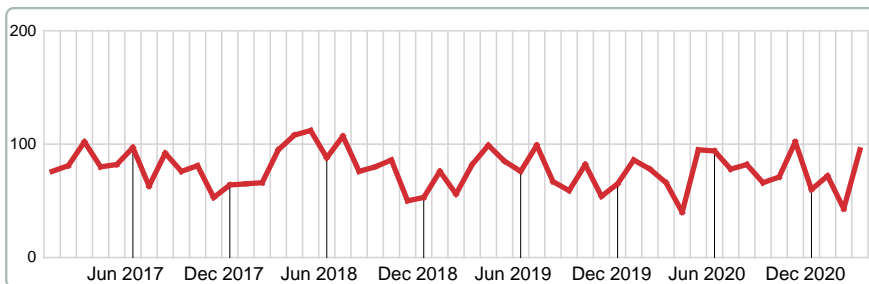
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 88

High May 2018 112 Low Apr 2020 40

New Listings this month at 95 above the 5 yr MAR average of 88



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	7.37%	3	4	0	0
\$50,001 - \$100,000	15	15.79%	4	9	2	0
\$100,001 - \$125,000	10	10.53%	1	8	1	0
\$125,001 - \$225,000	27	28.42%	6	17	3	1
\$225,001 - \$275,000	13	13.68%	1	8	3	1
\$275,001 - \$400,000	13	13.68%	3	3	6	1
\$400,001 and up	10	10.53%	2	4	1	3
Total New Listed Units	95		20	53	16	6
Total New Listed Volume	22,222,913	100%	3.84M	10.04M	4.16M	4.19M
Average New Listed Listing Price	\$212,593		\$191,880	\$189,500	\$259,769	\$697,583

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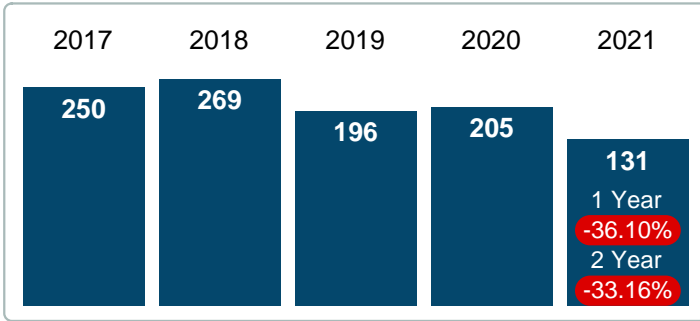
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



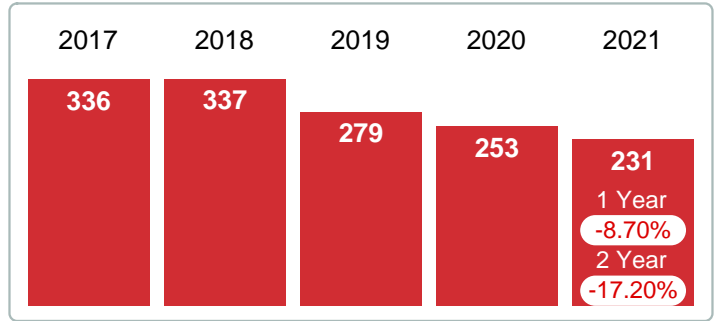
ACTIVE INVENTORY

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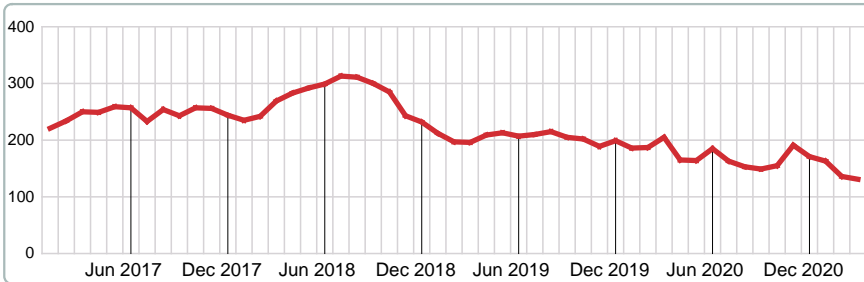
END OF MARCH



ACTIVE DURING MARCH

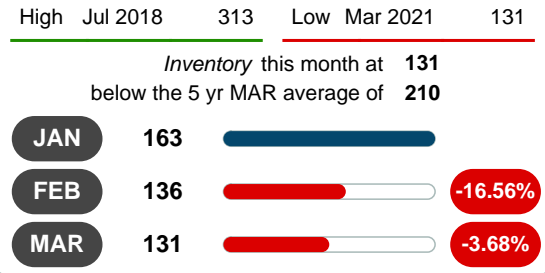


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 210



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.53%	33.0	2	0	0	0
\$25,001 - \$50,000	16	12.21%	144.4	11	4	1	0
\$50,001 - \$75,000	20	15.27%	118.0	8	11	1	0
\$75,001 - \$175,000	40	30.53%	70.6	9	28	2	1
\$175,001 - \$275,000	24	18.32%	67.8	4	10	9	1
\$275,001 - \$475,000	15	11.45%	108.9	4	5	4	2
\$475,001 and up	14	10.69%	67.9	0	5	5	4
Total Active Inventory by Units	131			38	63	22	8
Total Active Inventory by Volume	30,613,909	100%	89.8	4.59M	13.26M	7.32M	5.45M
Average Active Inventory Listing Price	\$233,694			\$120,679	\$210,435	\$332,718	\$681,363

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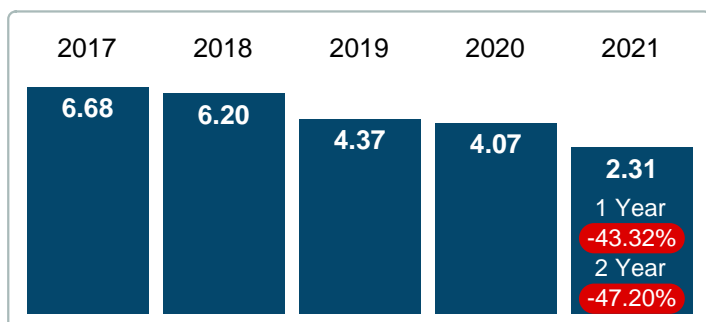
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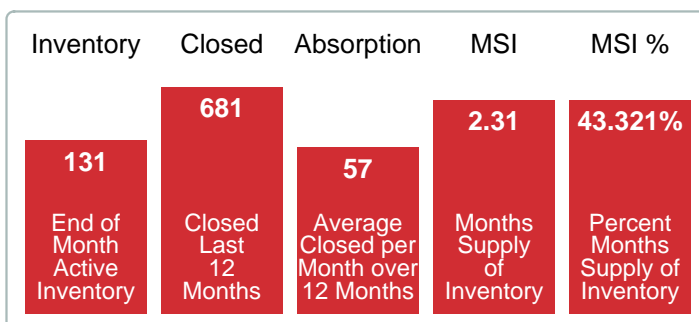
MONTHS SUPPLY of INVENTORY (MSI)

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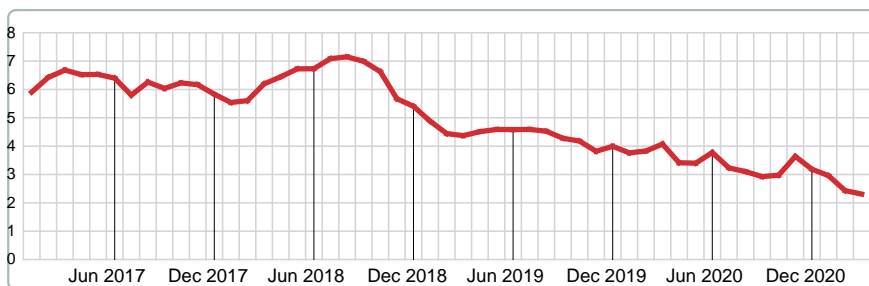
MSI FOR MARCH



INDICATORS FOR MARCH 2021

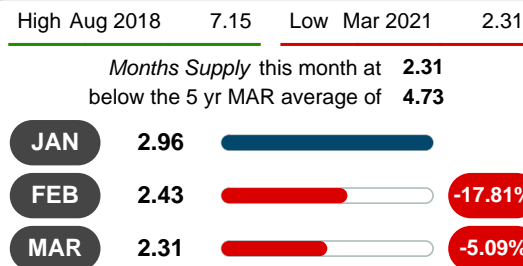


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.73



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
\$40,000 and less	11	8.40%	3.14	4.36	1.33	12.00	0.00
\$40,001 - \$60,000	17	12.98%	3.34	5.14	2.63	1.71	0.00
\$60,001 - \$90,000	20	15.27%	2.31	2.06	2.25	3.00	12.00
\$90,001 - \$180,000	32	24.43%	1.49	3.43	1.52	0.29	0.00
\$180,001 - \$270,000	21	16.03%	1.76	7.20	1.05	2.51	3.00
\$270,001 - \$490,000	16	12.21%	3.05	24.00	2.25	2.18	3.43
\$490,001 and up	14	10.69%	15.27	0.00	15.00	12.00	24.00
Market Supply of Inventory (MSI)			2.31	4.04	1.79	2.13	4.57
Total Active Inventory by Units		100%	2.31	38	63	22	8

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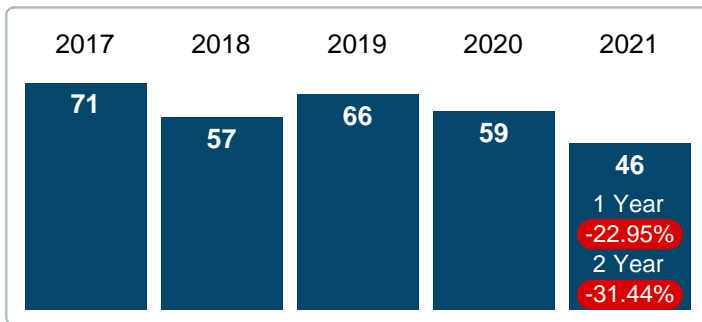
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



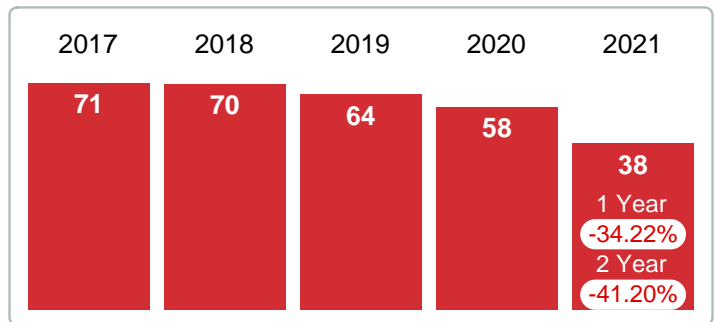
AVERAGE DAYS ON MARKET TO SALE

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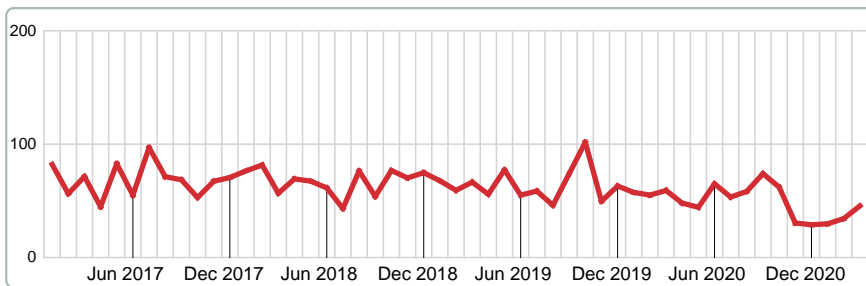
MARCH



YEAR TO DATE (YTD)

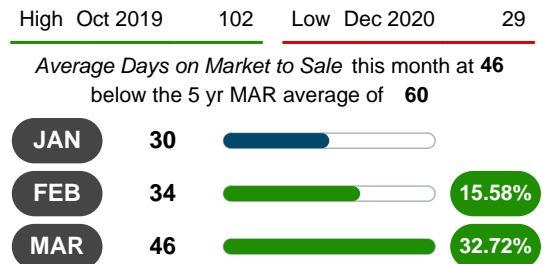


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



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	6.58%	93	125	44	0	0
\$50,001 - \$75,000	13.16%	17	9	24	0	0
\$75,001 - \$100,000	17.11%	70	73	61	140	0
\$100,001 - \$150,000	25.00%	23	5	33	12	0
\$150,001 - \$225,000	15.79%	59	0	55	67	58
\$225,001 - \$275,000	14.47%	27	24	48	7	5
\$275,001 and up	7.89%	80	0	85	27	229
Average Closed DOM		46	48	47	33	97
Total Closed Units	100%	46	14	41	18	3
Total Closed Volume		12,036,300	1.18M	5.84M	4.25M	764.50K

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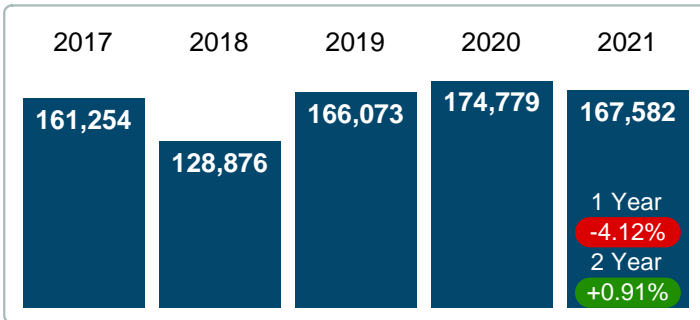
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



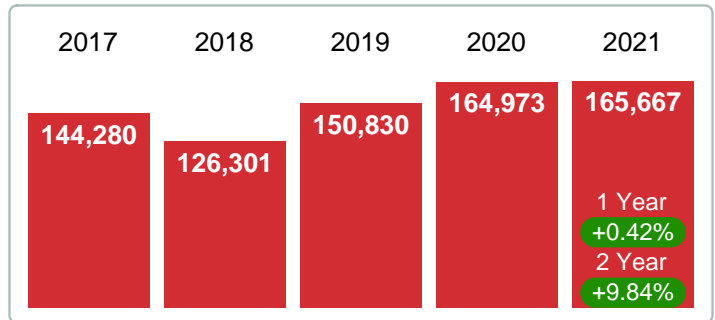
AVERAGE LIST PRICE AT CLOSING

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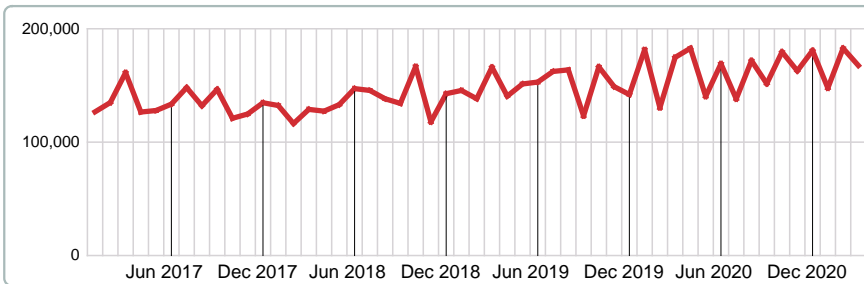
MARCH



YEAR TO DATE (YTD)

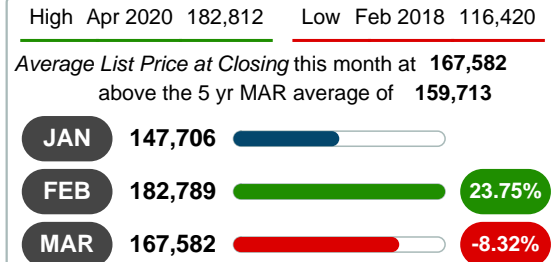


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159,713



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	5.26%	39,375	39,333	48,750	0	0
\$50,001 - \$75,000	8	10.53%	61,400	68,620	66,160	0	0
\$75,001 - \$100,000	15	19.74%	89,387	83,800	96,633	95,000	0
\$100,001 - \$150,000	19	25.00%	130,805	146,000	130,391	140,500	0
\$150,001 - \$225,000	10	13.16%	189,990	0	199,486	193,000	262,500
\$225,001 - \$275,000	12	15.79%	248,258	249,500	264,300	249,175	249,900
\$275,001 and up	8	10.53%	422,800	0	299,450	641,667	289,000
Average List Price			167,582	89,571	147,539	257,317	267,133
Total Closed Units		100%	167,582	14	41	18	3
Total Closed Volume			12,736,200	1.25M	6.05M	4.63M	801.40K

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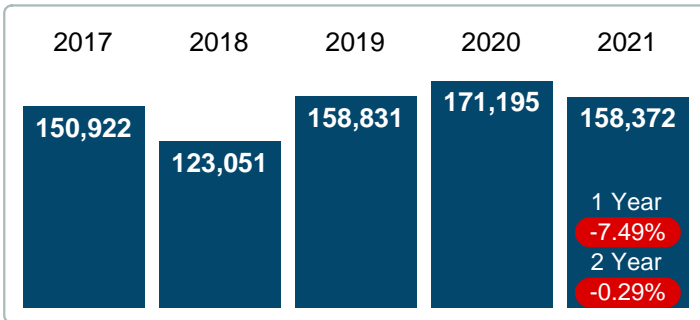
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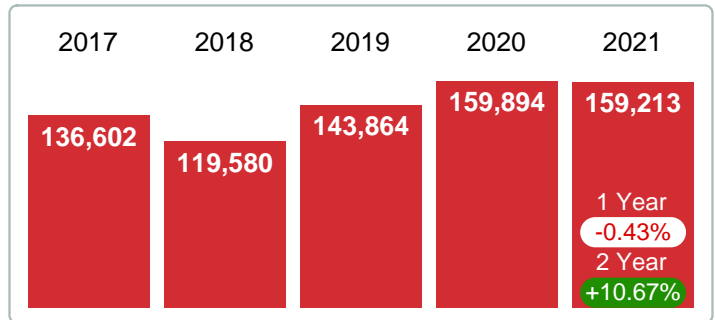
AVERAGE SOLD PRICE AT CLOSING

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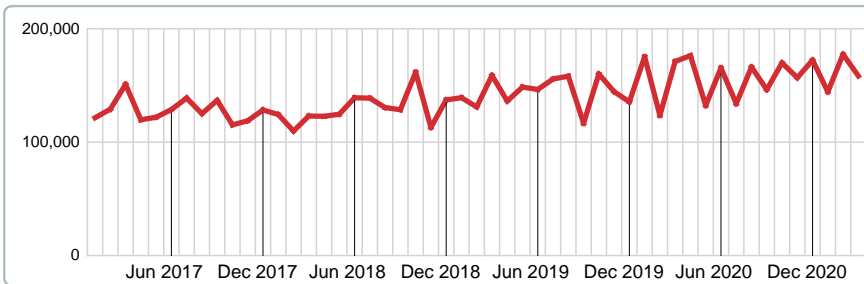
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

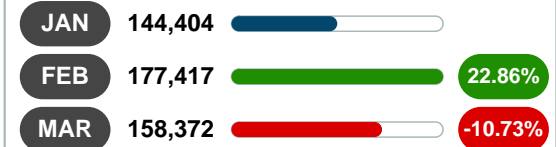


3 MONTHS

5 year MAR AVG = 152,474

High Feb 2021 177,417 Low Feb 2018 109,807

Average Sold Price at Closing this month at 158,372 above the 5 yr MAR average of 152,474



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	5	6.58%	35,700	30,167	44,000	0	0
\$50,001 - \$75,000	10	13.16%	63,130	64,660	61,600	0	0
\$75,001 - \$100,000	13	17.11%	88,308	80,667	89,556	100,000	0
\$100,001 - \$150,000	19	25.00%	128,926	146,250	126,255	128,050	0
\$150,001 - \$225,000	12	15.79%	194,542	0	194,429	187,125	225,000
\$225,001 - \$275,000	11	14.47%	254,409	235,000	260,400	251,750	254,500
\$275,001 and up	6	7.89%	415,983	0	292,450	542,000	285,000
Average Sold Price			158,372	84,521	142,407	236,100	254,833
Total Closed Units		100%	158,372	14	41	18	3
Total Closed Volume			12,036,300	1.18M	5.84M	4.25M	764.50K

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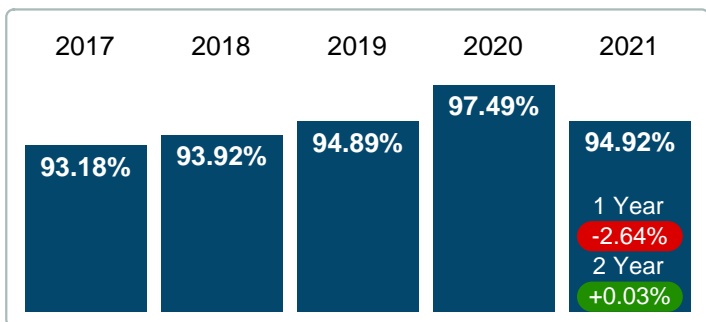
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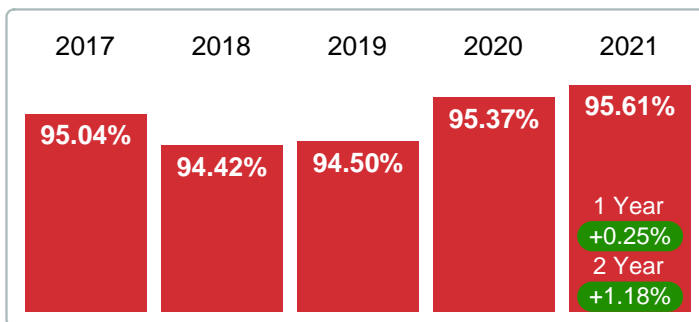
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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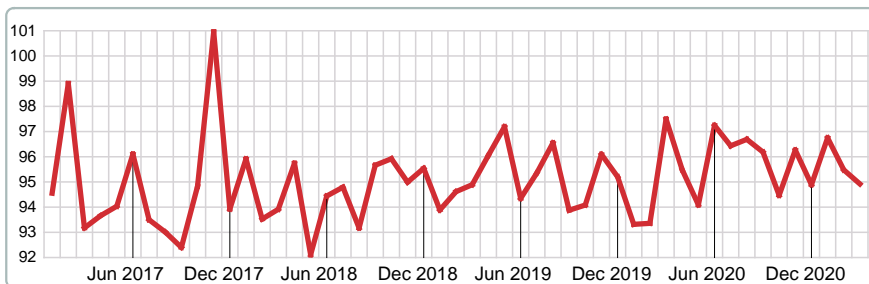
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

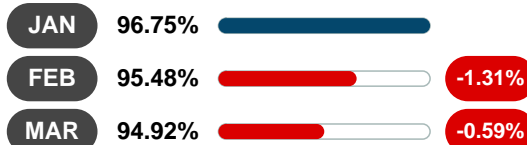


3 MONTHS

5 year MAR AVG = 94.88%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **94.92%** equal to 5 yr MAR average of **94.88%**



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	5	6.58%	81.68%	75.33%	91.20%	0.00%	0.00%	
\$50,001 - \$75,000	10	13.16%	94.16%	94.73%	93.59%	0.00%	0.00%	
\$75,001 - \$100,000	13	17.11%	94.89%	96.34%	93.25%	105.26%	0.00%	
\$100,001 - \$150,000	19	25.00%	96.04%	100.17%	96.94%	93.03%	0.00%	
\$150,001 - \$225,000	12	15.79%	96.42%	0.00%	97.63%	96.97%	85.71%	
\$225,001 - \$275,000	11	14.47%	99.43%	94.19%	98.63%	101.13%	101.84%	
\$275,001 and up	6	7.89%	92.49%	0.00%	97.67%	87.00%	98.62%	
Average Sold/List Ratio		94.90%		91.65%	95.80%	95.38%	95.39%	
Total Closed Units		76	100%	94.90%	14	41	18	3
Total Closed Volume		12,036,300			1.18M	5.84M	4.25M	764.50K

March 2021



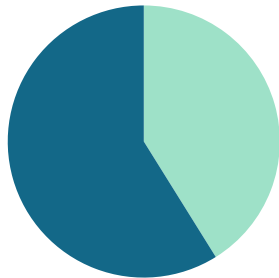
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

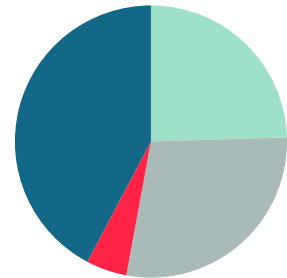


Inventory
 New Listings
95 = 41.13%
 Start Inventory
136
 Total Inventory Units
231
 Volume
\$52,067,722

Market Activity

Closed Sales
76 = 24.52%
 Pending Sales
88 = 28.39%
 Other Off Market
15 = 4.84%
 Active Inventory
131 = 42.26%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	66	76	15.15%	135	172	27.41%
Pending Sales	29	88	203.45%	152	214	40.79%
New Listings	66	95	43.94%	230	210	-8.70%
Average List Price	174,779	167,582	-4.12%	164,973	165,667	0.42%
Average Sale Price	171,195	158,372	-7.49%	159,894	159,213	-0.43%
Average Percent of Selling Price to List Price	97.49%	94.92%	-2.64%	95.37%	95.61%	0.25%
Average Days on Market to Sale	59.14	45.57	-22.95%	57.65	37.92	-34.22%
Monthly Inventory	206	131	-36.41%	206	131	-36.41%
Months Supply of Inventory	4.09	2.31	-43.60%	4.09	2.31	-43.60%

Absorption: Last 12 months, an Average of **57** Sales/Month

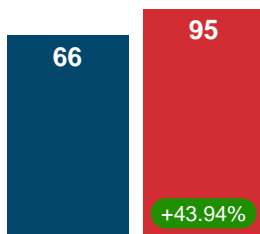
Inventory on March 31, 2021 = **131**

2020 **2021**

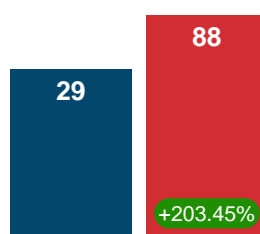
MARCH MARKET

AVERAGE PRICES

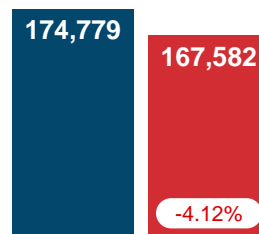
New Listings



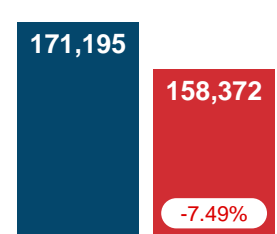
Pending Listings



List Price



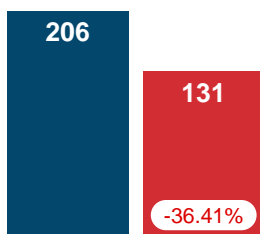
Sale Price



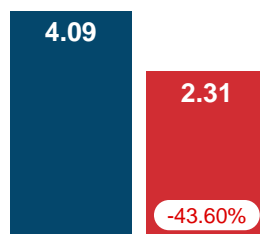
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

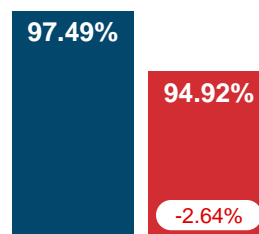
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

