

## March 2021



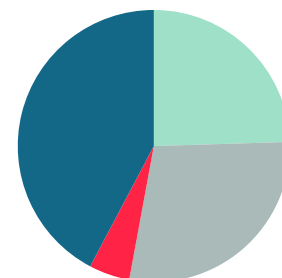
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### 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%
Median List Price	154,750	136,000	-12.12%
Median Sale Price	152,250	133,250	-12.48%
Median Percent of Selling Price to List Price	97.12%	97.44%	0.33%
Median Days on Market to Sale	30.50	23.50	-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.

##### 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 **12.48%** in March 2021 to \$133,250 versus the previous year at \$152,250.

##### Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 7.00 days or **22.95%** in March 2021 compared to last year's same month at **30.50** DOM.

##### Sales Success for March 2021 is Positive

Overall, with Median 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 Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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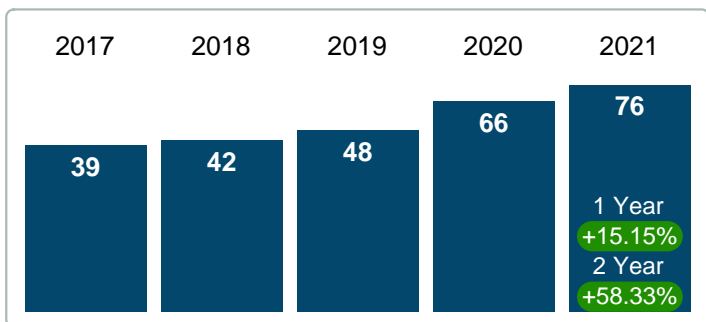
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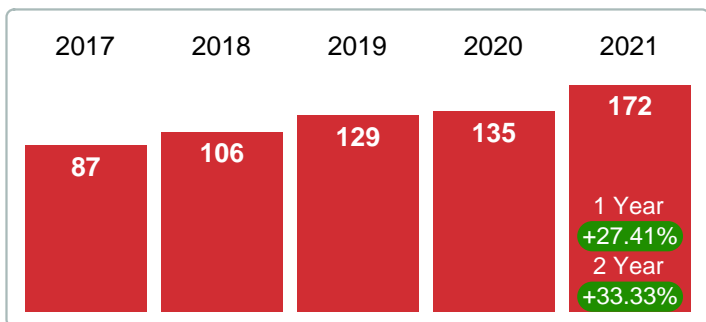
## CLOSED LISTINGS

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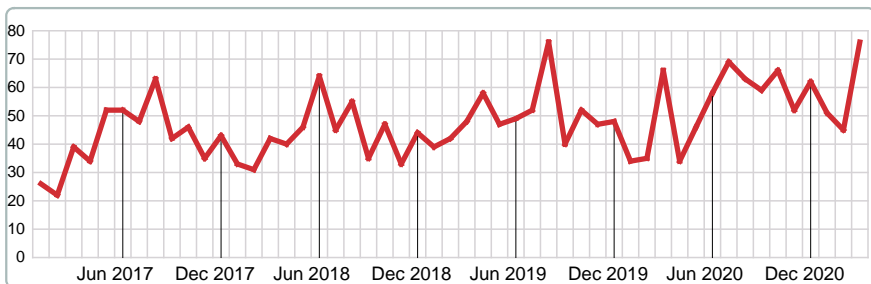
### MARCH



### YEAR TO DATE (YTD)

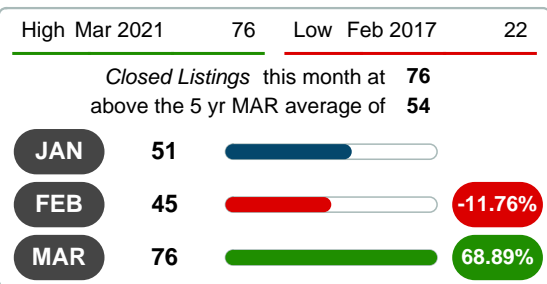


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 54



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.58%	86.0	3	2	0	0
\$50,001 - \$80,000	15	19.74%	24.0	7	8	0	0
\$80,001 - \$100,000	8	10.53%	50.5	1	6	1	0
\$100,001 - \$150,000	19	25.00%	8.0	2	11	6	0
\$150,001 - \$220,000	9	11.84%	63.0	0	6	3	0
\$220,001 - \$270,000	11	14.47%	13.0	1	3	5	2
\$270,001 and up	9	11.84%	60.0	0	5	3	1
<b>Total Closed Units</b>	<b>76</b>			<b>14</b>	<b>41</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,036,300</b>	<b>100%</b>	<b>23.5</b>	<b>1.18M</b>	<b>5.84M</b>	<b>4.25M</b>	<b>764.50K</b>
<b>Median Closed Price</b>	<b>\$133,250</b>			<b>\$73,450</b>	<b>\$127,000</b>	<b>\$187,500</b>	<b>\$254,500</b>

# March 2021



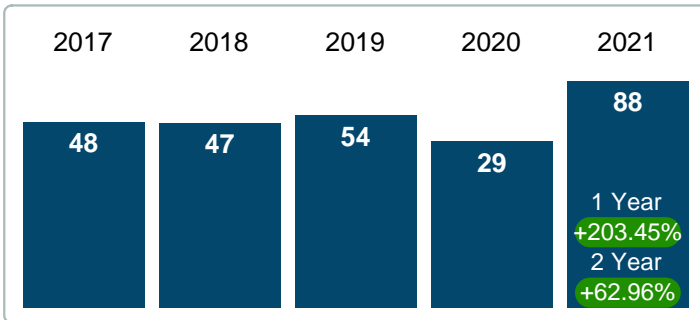
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



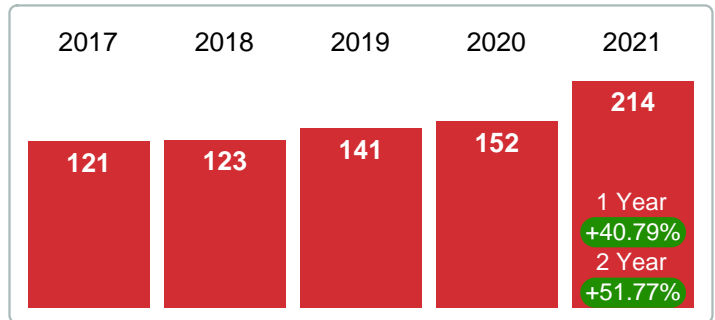
## PENDING LISTINGS

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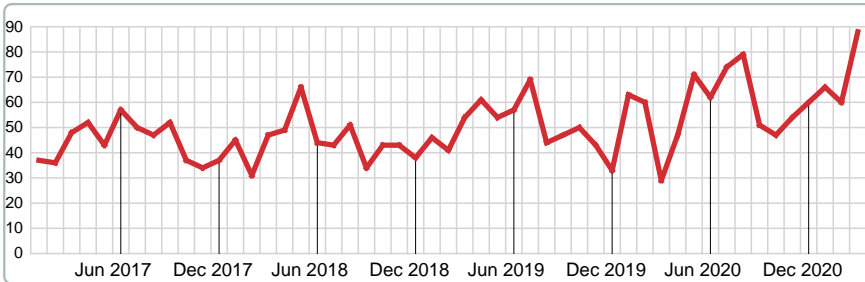
### MARCH



### YEAR TO DATE (YTD)

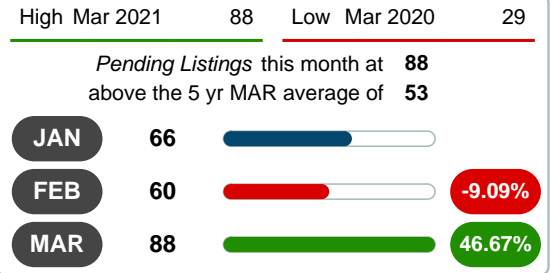


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 53



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	6.82%	61.5	4	1	1	0
\$40,001 - \$100,000	13	14.77%	8.0	4	8	1	0
\$100,001 - \$120,000	9	10.23%	3.0	0	9	0	0
\$120,001 - \$190,000	26	29.55%	11.0	2	22	2	0
\$190,001 - \$260,000	11	12.50%	4.0	2	5	3	1
\$260,001 - \$340,000	14	15.91%	1.0	0	8	6	0
\$340,001 and up	9	10.23%	1.0	4	2	3	0
<b>Total Pending Units</b>	<b>88</b>			<b>16</b>	<b>55</b>	<b>16</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>17,051,913</b>	<b>100%</b>	<b>4.0</b>	<b>2.70M</b>	<b>9.33M</b>	<b>4.77M</b>	<b>249.50K</b>
<b>Median Listing Price</b>	<b>\$149,500</b>			<b>\$118,700</b>	<b>\$140,000</b>	<b>\$284,750</b>	<b>\$249,500</b>

# March 2021



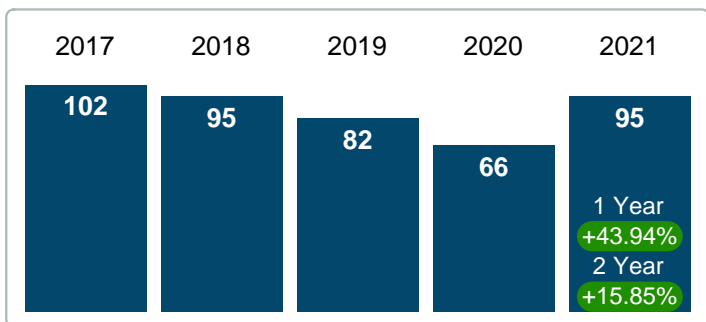
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



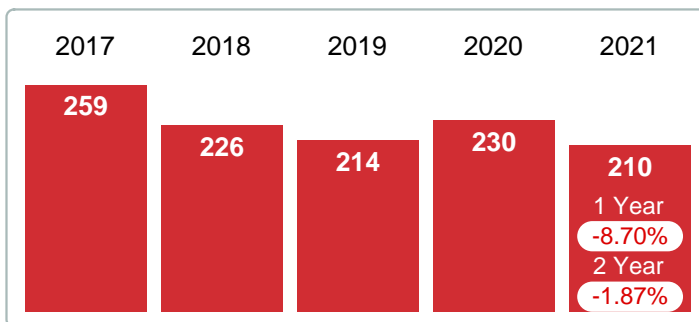
## NEW LISTINGS

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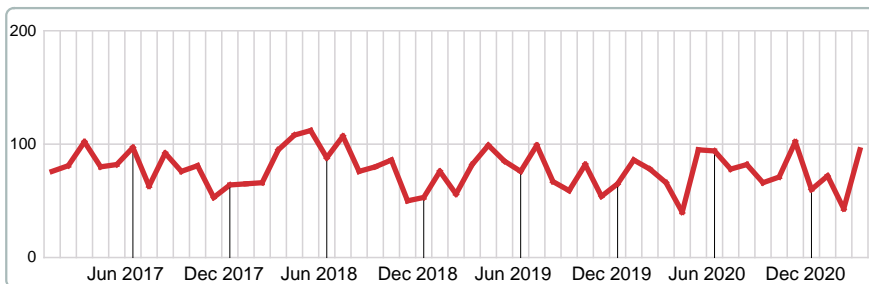
### MARCH



### 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			
<b>Total New Listed Units</b>	<b>95</b>		<b>20</b>				<b>53</b>				<b>16</b>				<b>6</b>			
<b>Total New Listed Volume</b>	<b>22,222,913</b>		<b>3.84M</b>				<b>10.04M</b>				<b>4.16M</b>				<b>4.19M</b>			
<b>Median New Listed Listing Price</b>	<b>\$179,900</b>		<b>\$165,000</b>				<b>\$140,000</b>				<b>\$259,750</b>				<b>\$512,000</b>			

# March 2021



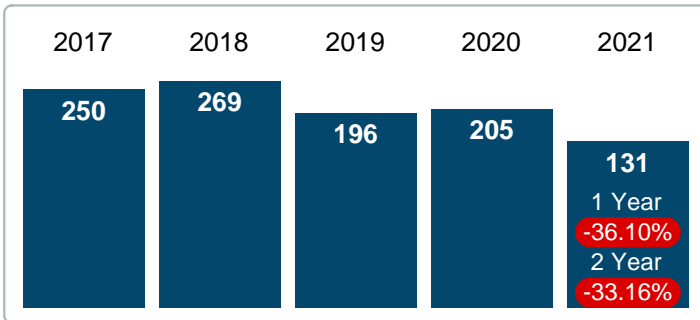
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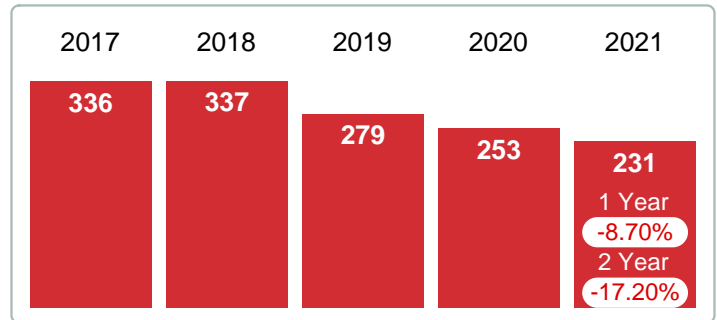
## ACTIVE INVENTORY

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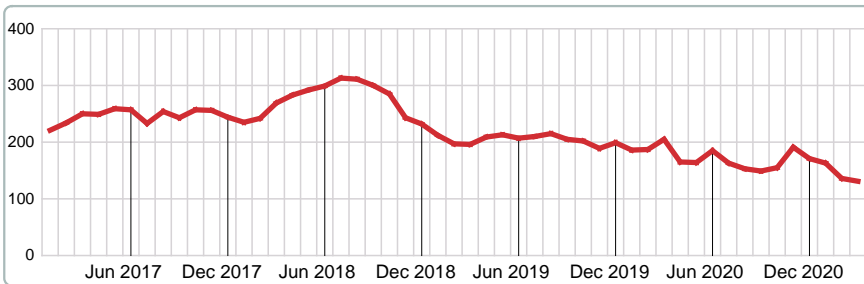
### END OF MARCH



### ACTIVE DURING MARCH

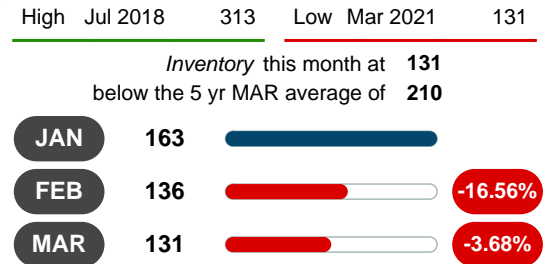


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 210



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	11	8.40%	133.0	8	2	1	0
\$40,001 - \$60,000	17	12.98%	133.0	9	7	1	0
\$60,001 - \$90,000	20	15.27%	91.0	6	12	1	1
\$90,001 - \$180,000	32	24.43%	60.0	8	23	1	0
\$180,001 - \$270,000	21	16.03%	44.0	3	8	9	1
\$270,001 - \$490,000	16	12.21%	122.0	4	6	4	2
\$490,001 and up	14	10.69%	37.5	0	5	5	4
<b>Total Active Inventory by Units</b>	<b>131</b>			<b>38</b>	<b>63</b>	<b>22</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>30,613,909</b>	<b>100%</b>	<b>79.0</b>	<b>4.59M</b>	<b>13.26M</b>	<b>7.32M</b>	<b>5.45M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$134,500</b>			<b>\$69,900</b>	<b>\$128,500</b>	<b>\$245,000</b>	<b>\$512,000</b>

# March 2021



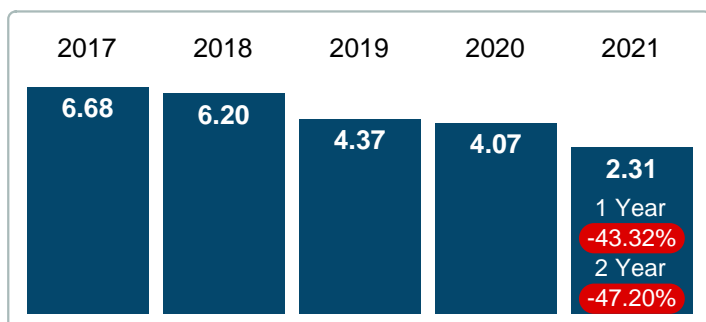
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



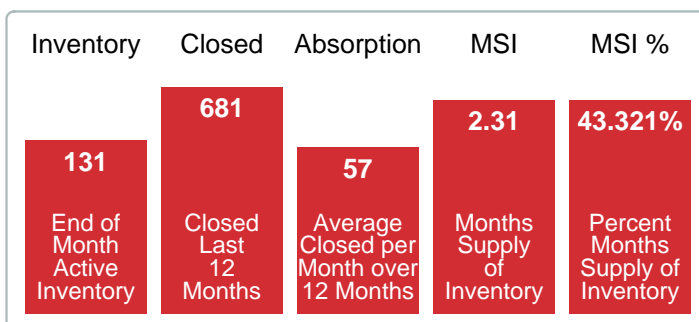
## MONTHS SUPPLY of INVENTORY (MSI)

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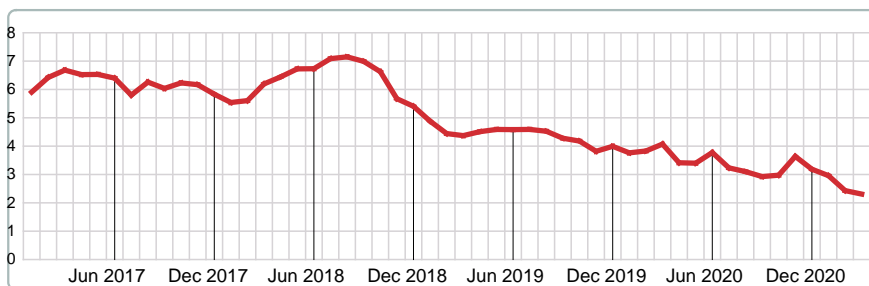
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021

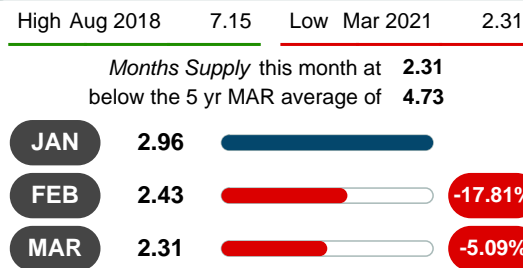


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# March 2021



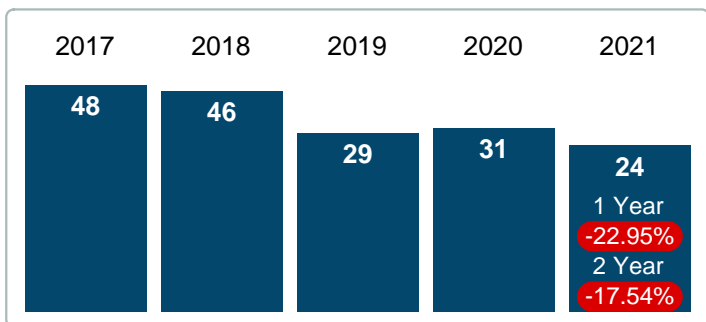
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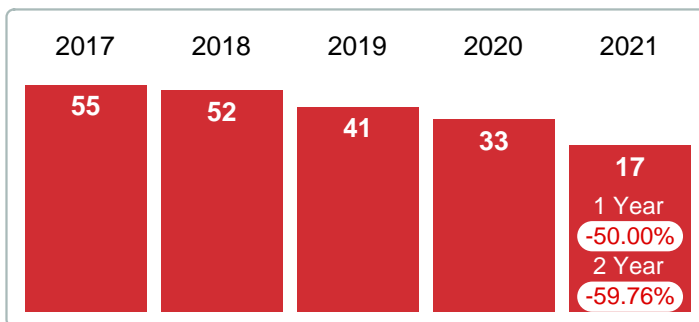
## MEDIAN DAYS ON MARKET TO SALE

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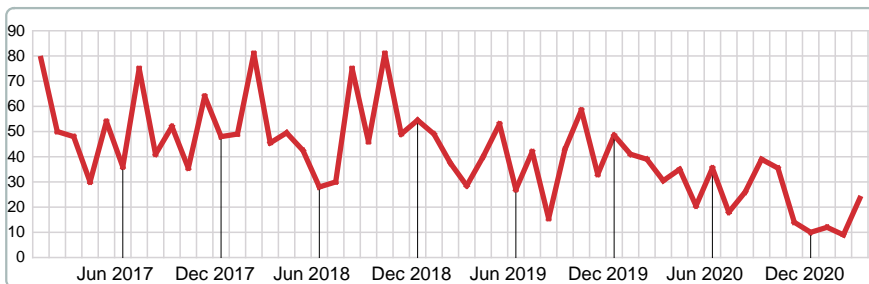
### MARCH



### YEAR TO DATE (YTD)

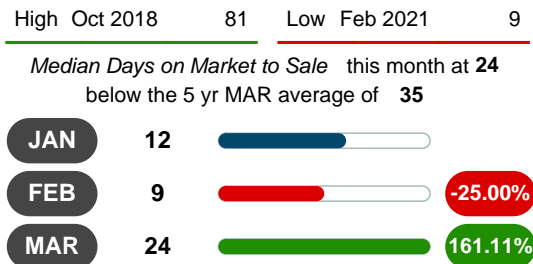


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 35



### 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	6.58%	86	124	44	0	0
\$50,001 - \$80,000	19.74%	24	18	45	0	0
\$80,001 - \$100,000	10.53%	51	120	34	140	0
\$100,001 - \$150,000	25.00%	8	5	23	2	0
\$150,001 - \$220,000	11.84%	63	0	42	81	0
\$220,001 - \$270,000	14.47%	13	24	13	8	32
\$270,001 and up	11.84%	60	0	60	4	229
<b>Median Closed DOM</b>		<b>24</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>23.5</b>	<b>14</b>	<b>41</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,036,300</b>	<b>1.18M</b>	<b>5.84M</b>	<b>4.25M</b>	<b>764.50K</b>

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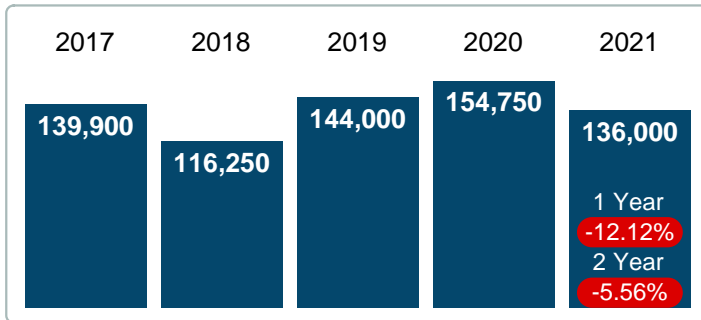
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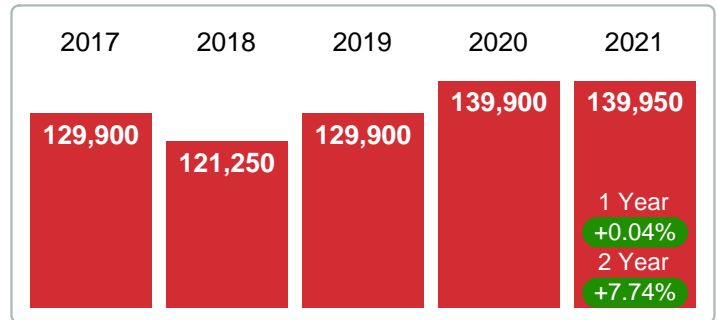
## MEDIAN LIST PRICE AT CLOSING

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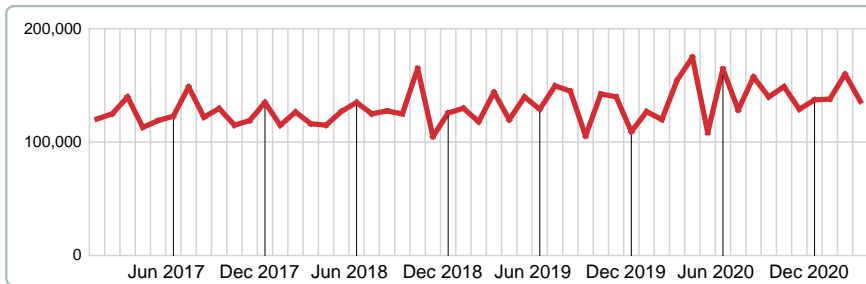
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

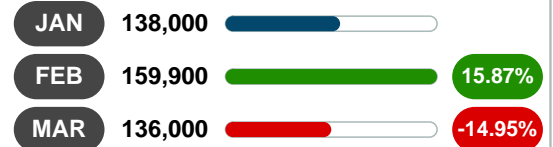


### 3 MONTHS

5 year MAR AVG = 138,180

High Apr 2020 174,900 Low Nov 2018 105,000

Median List Price at Closing this month at **136,000**  
below the 5 yr MAR average of **138,180**



### 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	4	41,500	43,500	39,500	0	0
\$50,001 - \$80,000	13	69,900	69,900	67,450	0	0
\$80,001 - \$100,000	10	98,650	84,900	99,000	95,000	0
\$100,001 - \$150,000	19	135,000	146,000	132,450	125,000	0
\$150,001 - \$220,000	8	179,450	0	189,900	166,000	0
\$220,001 - \$270,000	13	239,500	249,500	238,500	240,750	256,200
\$270,001 and up	9	299,000	0	285,000	550,000	289,000
<b>Median List Price</b>		<b>136,000</b>	<b>77,200</b>	<b>129,900</b>	<b>212,500</b>	<b>262,500</b>
<b>Total Closed Units</b>		<b>76</b>	<b>14</b>	<b>41</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,736,200</b>	<b>1.25M</b>	<b>6.05M</b>	<b>4.63M</b>	<b>801.40K</b>



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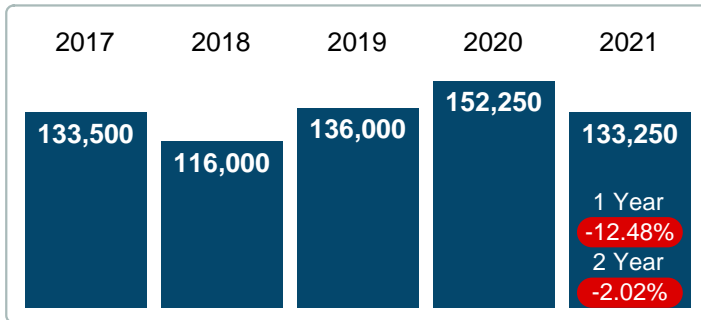
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



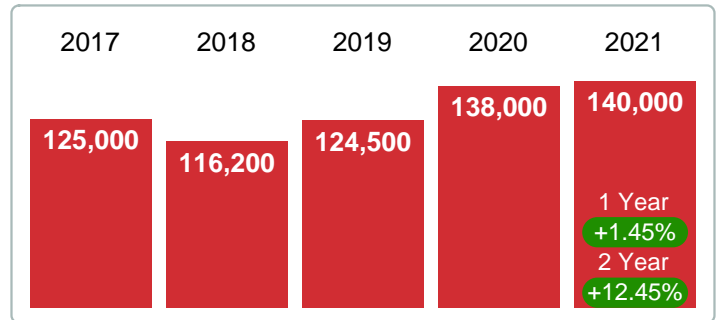
## MEDIAN SOLD PRICE AT CLOSING

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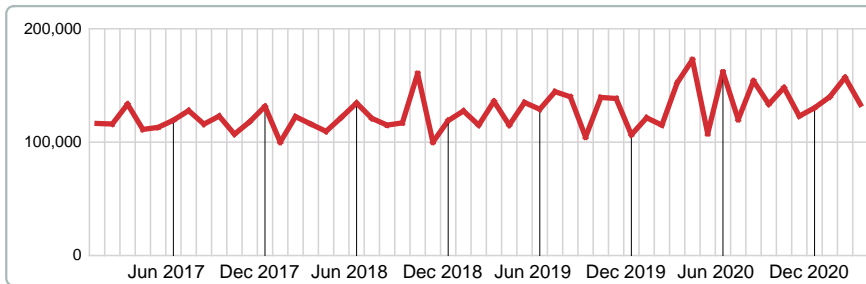
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

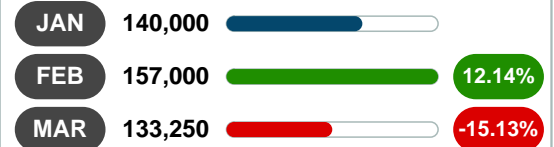


### 3 MONTHS

5 year MAR AVG = 134,200

High Apr 2020 172,700 Low Jan 2018 100,000

Median Sold Price at Closing this month at 133,250 below the 5 yr MAR average of 134,200



### 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	6.58%	36,500	35,000	44,000	0	0
\$50,001 - \$80,000	19.74%	70,000	72,000	66,750	0	0
\$80,001 - \$100,000	10.53%	95,000	85,000	95,000	100,000	0
\$100,001 - \$150,000	25.00%	133,000	146,250	133,000	129,450	0
\$150,001 - \$220,000	11.84%	185,000	0	187,500	155,000	0
\$220,001 - \$270,000	14.47%	239,500	235,000	237,500	250,000	239,750
\$270,001 and up	11.84%	285,900	0	275,000	450,000	285,000
<b>Median Sold Price</b>		<b>133,250</b>	<b>73,450</b>	<b>127,000</b>	<b>187,500</b>	<b>254,500</b>
<b>Total Closed Units</b>		<b>76</b>	<b>14</b>	<b>41</b>	<b>18</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,036,300</b>	<b>1.18M</b>	<b>5.84M</b>	<b>4.25M</b>	<b>764.50K</b>

# March 2021



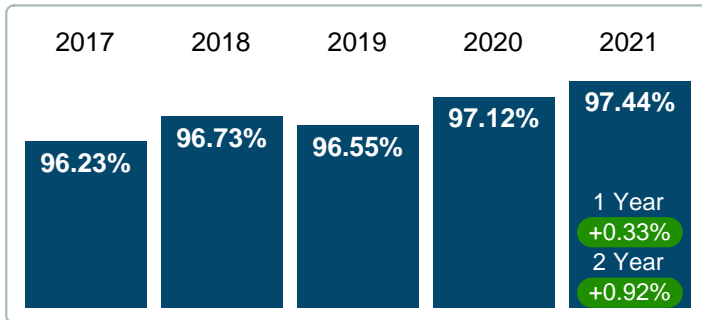
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



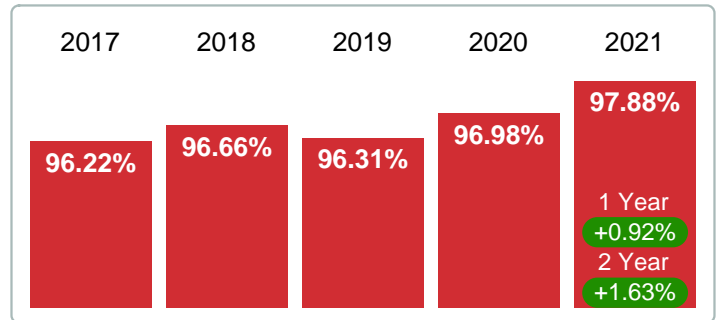
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

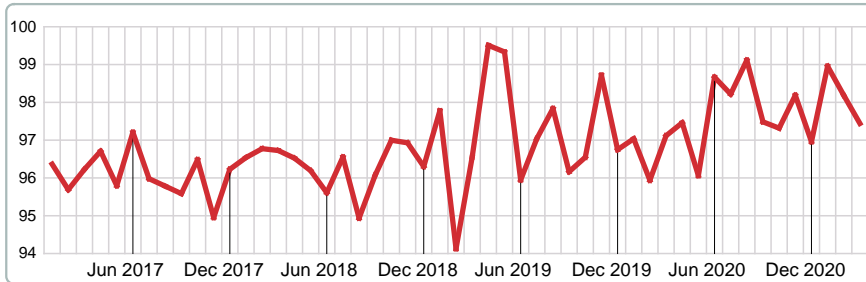
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

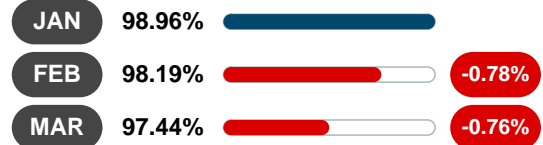


### 3 MONTHS

5 year MAR AVG = 96.81%

High Apr 2019 99.51% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.44%**  
equal to 5 yr MAR average of **96.81%**



### 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	5	6.58%	81.11%	80.46%	91.20%	0.00%	0.00%
\$50,001 - \$80,000	15	19.74%	96.39%	98.09%	94.30%	0.00%	0.00%
\$80,001 - \$100,000	8	10.53%	95.25%	94.55%	94.44%	105.26%	0.00%
\$100,001 - \$150,000	19	25.00%	98.52%	100.17%	98.52%	97.89%	0.00%
\$150,001 - \$220,000	9	11.84%	97.63%	0.00%	97.53%	97.78%	0.00%
\$220,001 - \$270,000	11	14.47%	100.00%	94.19%	100.00%	100.00%	93.78%
\$270,001 and up	9	11.84%	96.66%	0.00%	96.66%	81.82%	98.62%
Median Sold/List Ratio		97.44%		95.47%	97.42%	98.25%	98.62%
Total Closed Units		76	100%	14	41	18	3
Total Closed Volume		12,036,300		1.18M	5.84M	4.25M	764.50K

# March 2021



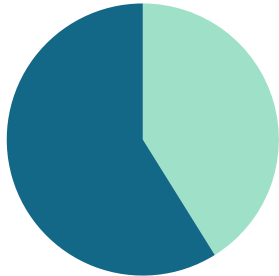
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

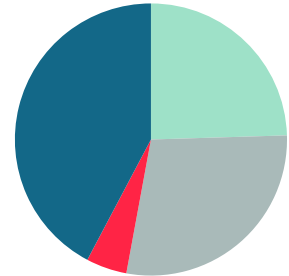


**Inventory**  
 New Listings  
**95 = 41.13%**  
 Start Inventory  
**136**  
 Total Inventory Units  
**231**  
 Volume  
**\$52,067,722**

### 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%
Median List Price	154,750	136,000	-12.12%	139,900	139,950	0.04%
Median Sale Price	152,250	133,250	-12.48%	138,000	140,000	1.45%
Median Percent of Selling Price to List Price	97.12%	97.44%	0.33%	96.98%	97.88%	0.92%
Median Days on Market to Sale	30.50	23.50	-22.95%	33.00	16.50	-50.00%
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

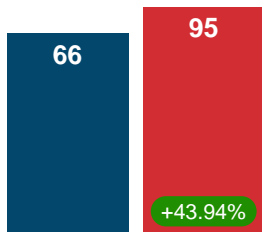
**Inventory** on March 31, 2021 = **131**

**2020** **2021**

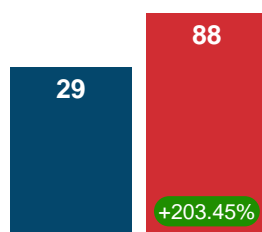
### MARCH MARKET

### MEDIAN PRICES

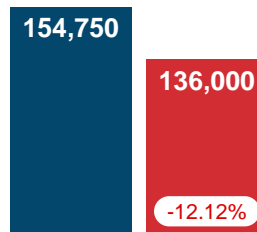
#### New Listings



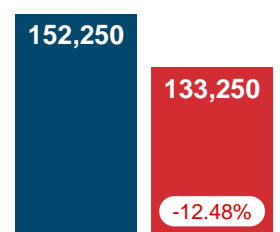
#### Pending Listings



#### List Price



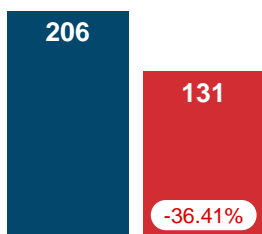
#### Sale Price



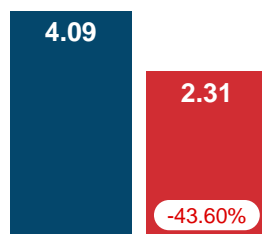
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

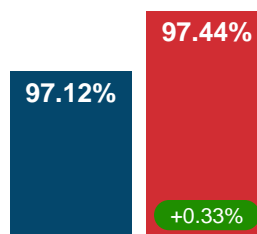
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

