

May 2021



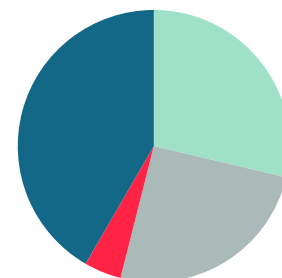
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	46	91	97.83%
Pending Listings	71	80	12.68%
New Listings	95	108	13.68%
Average List Price	140,353	200,405	42.79%
Average Sale Price	132,313	193,217	46.03%
Average Percent of Selling Price to List Price	94.09%	95.71%	1.72%
Average Days on Market to Sale	44.30	38.65	-12.77%
End of Month Inventory	164	132	-19.51%
Months Supply of Inventory	3.40	2.12	-37.70%



■ Closed (28.71%)
■ Pending (25.24%)
■ Other OffMarket (4.42%)
■ Active (41.64%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of May 31, 2021 = **132**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **19.51%** to 132 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **2.12** 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 **46.03%** in May 2021 to \$193,217 versus the previous year at \$132,313.

Average Days on Market Shortens

The average number of **38.65** days that homes spent on the market before selling decreased by 5.66 days or **12.77%** in May 2021 compared to last year's same month at **44.30** DOM.

Sales Success for May 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 108 New Listings in May 2021, up **13.68%** from last year at 95. Furthermore, there were 91 Closed Listings this month versus last year at 46, a **97.83%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, May 2020, at **48.4%**, a **74.01%** 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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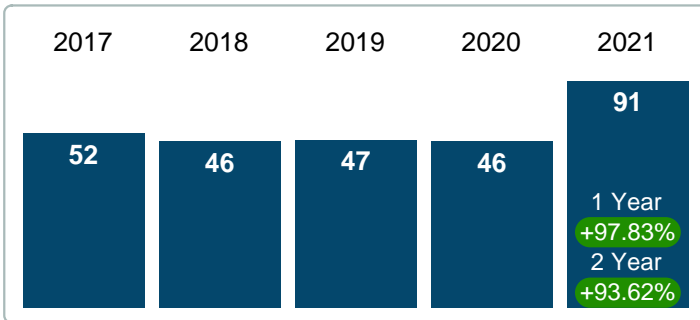
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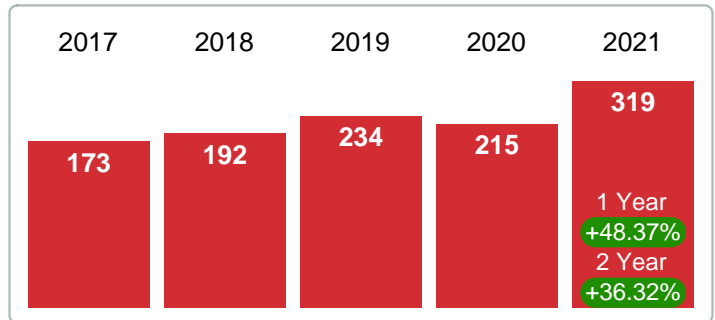
CLOSED LISTINGS

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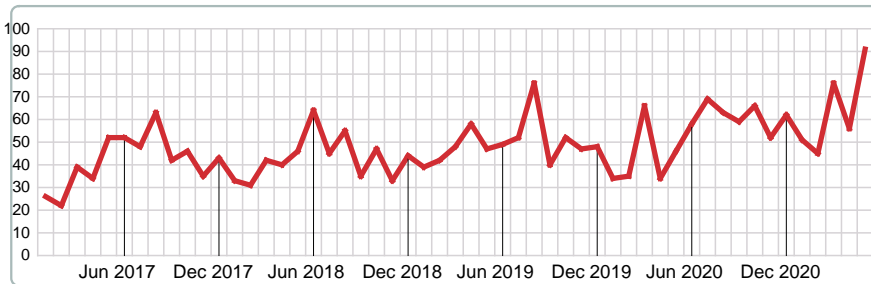
MAY



YEAR TO DATE (YTD)

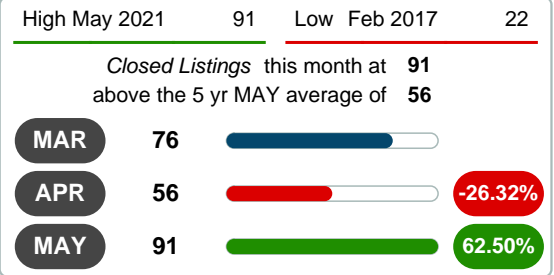


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.40%	75.0	3	1	0	0
\$25,001 - \$75,000	14	15.38%	69.8	6	8	0	0
\$75,001 - \$125,000	16	17.58%	31.9	3	13	0	0
\$125,001 - \$175,000	13	14.29%	42.0	0	11	1	1
\$175,001 - \$250,000	23	25.27%	15.9	3	16	2	2
\$250,001 - \$375,000	10	10.99%	19.8	2	4	3	1
\$375,001 and up	11	12.09%	56.4	4	2	5	0
Total Closed Units	91			21	55	11	4
Total Closed Volume	17,582,707	100%	38.6	3.65M	8.68M	4.37M	895.00K
Average Closed Price	\$193,217			\$173,677	\$157,736	\$396,818	\$223,750

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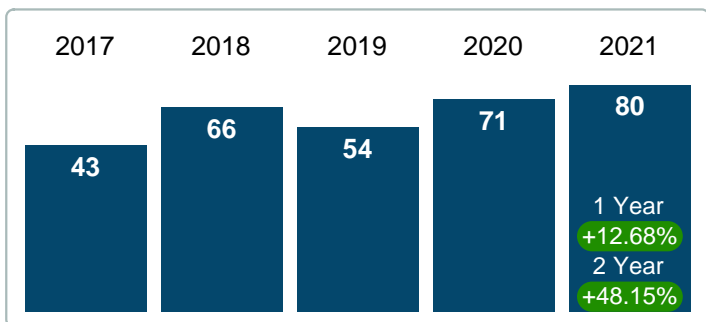
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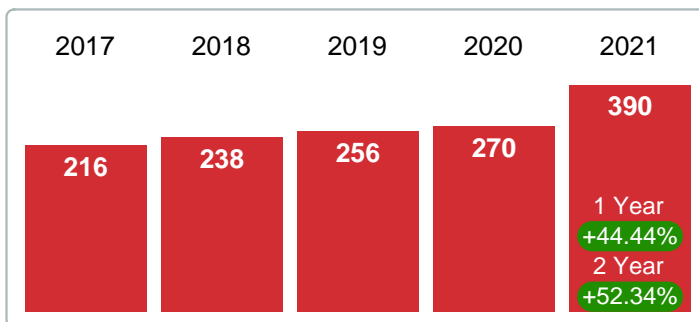
PENDING LISTINGS

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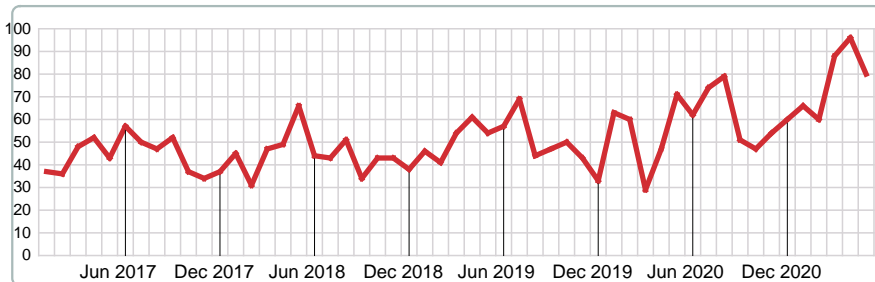
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 63

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **80**
above the 5 yr MAY average of **63**



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	8	10.00%	52.1	3	5	0	0
\$50,001 - \$75,000	5	6.25%	86.4	0	5	0	0
\$75,001 - \$125,000	16	20.00%	19.6	7	7	2	0
\$125,001 - \$175,000	19	23.75%	16.1	2	16	0	1
\$175,001 - \$225,000	13	16.25%	15.2	3	7	2	1
\$225,001 - \$350,000	11	13.75%	35.1	0	6	4	1
\$350,001 and up	8	10.00%	20.8	0	3	4	1
Total Pending Units	80			15	49	12	4
Total Pending Volume	15,696,902	100%	28.1	1.74M	8.56M	4.25M	1.14M
Average Listing Price	\$197,708			\$116,033	\$174,653	\$354,533	\$286,000

May 2021



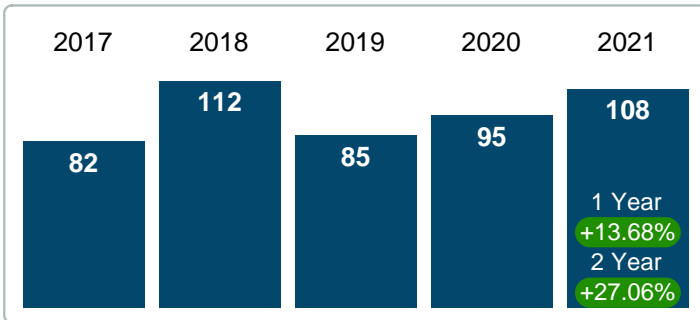
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



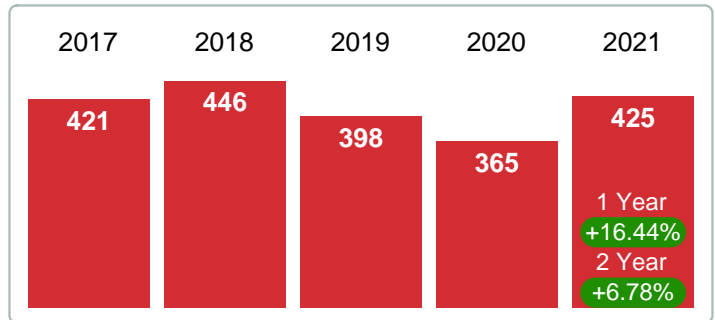
NEW LISTINGS

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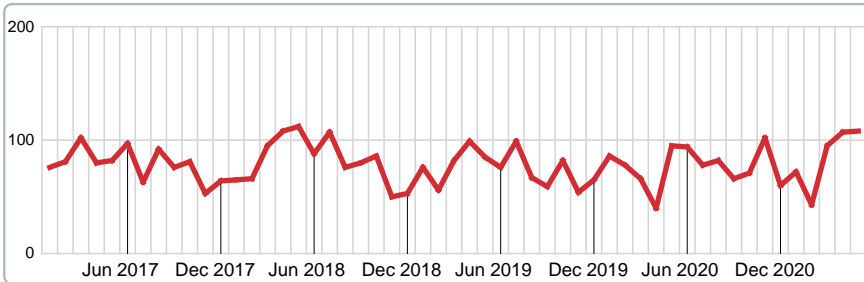
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 96

High May 2018 112 Low Apr 2020 40

New Listings this month at **108**
above the 5 yr MAY average of **96**

- MAR 95
- APR 107 (+12.63%)
- MAY 108 (+0.93%)

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	8	7.41%	5	2	1	0
\$50,001 - \$100,000	15	13.89%	6	9	0	0
\$100,001 - \$125,000	7	6.48%	2	4	1	0
\$125,001 - \$200,000	38	35.19%	9	23	2	4
\$200,001 - \$325,000	17	15.74%	2	9	5	1
\$325,001 - \$550,000	13	12.04%	0	5	8	0
\$550,001 and up	10	9.26%	0	4	6	0
Total New Listed Units	108		24	56	23	5
Total New Listed Volume	27,734,374	100%	2.99M	14.56M	9.24M	944.30K
Average New Listed Listing Price	\$211,617		\$124,541	\$260,059	\$401,643	\$188,860

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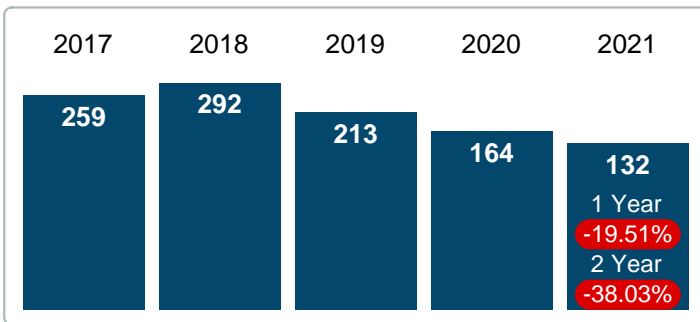
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



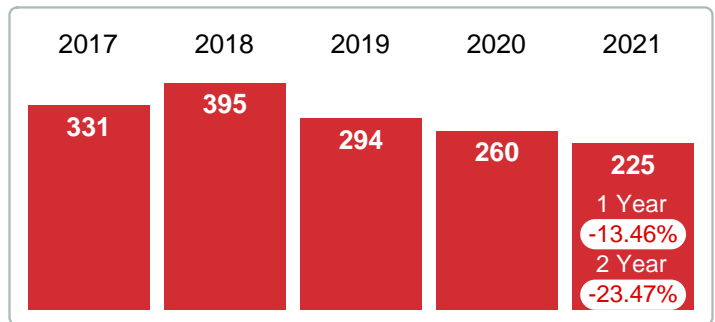
ACTIVE INVENTORY

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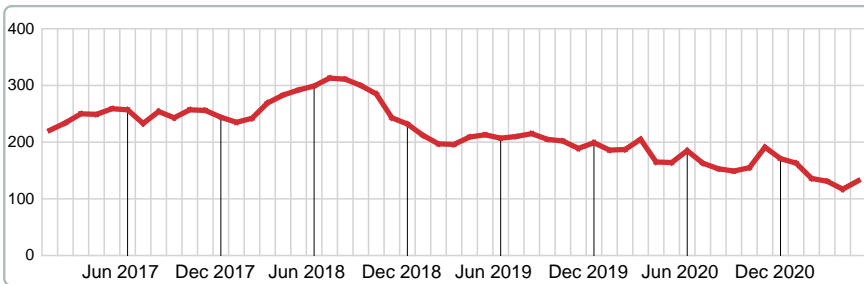
END OF MAY



ACTIVE DURING MAY

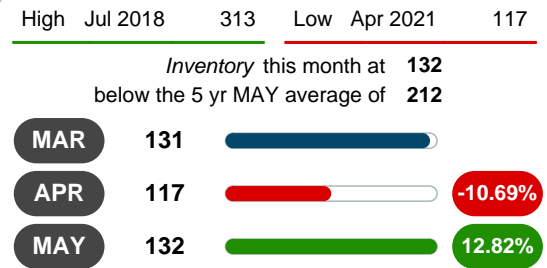


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 212



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	12	9.09%	58.5	8	3	1	0
\$50,001 - \$75,000	13	9.85%	95.1	7	5	1	0
\$75,001 - \$125,000	23	17.42%	83.6	4	16	2	1
\$125,001 - \$225,000	32	24.24%	48.0	10	16	4	2
\$225,001 - \$350,000	21	15.91%	52.0	3	11	5	2
\$350,001 - \$600,000	18	13.64%	57.2	1	7	9	1
\$600,001 and up	13	9.85%	78.8	0	8	3	2
Total Active Inventory by Units	132			33	66	25	8
Total Active Inventory by Volume	37,201,473	100%	64.7	4.00M	20.00M	9.42M	3.79M
Average Active Inventory Listing Price	\$281,829			\$121,090	\$302,964	\$376,748	\$473,900

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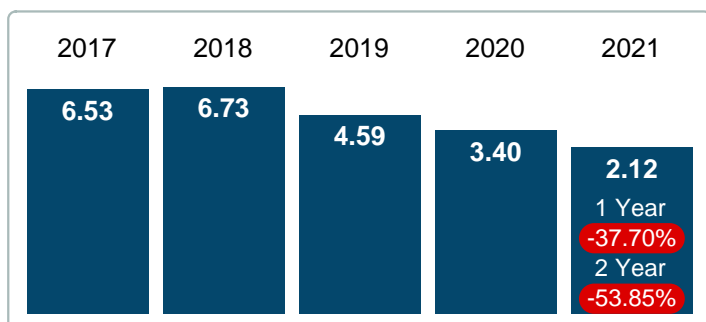
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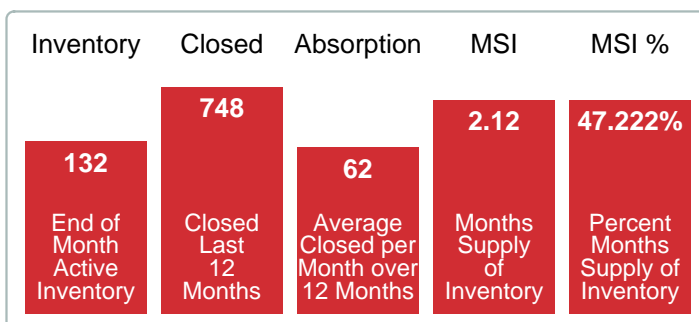
MONTHS SUPPLY of INVENTORY (MSI)

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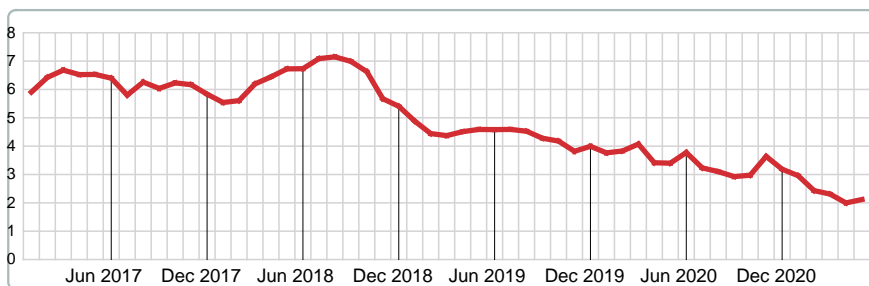
MSI FOR MAY



INDICATORS FOR MAY 2021

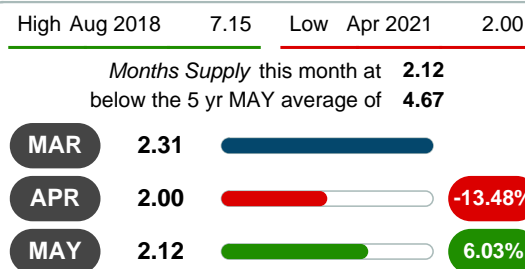


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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	12	9.09%	2.03	2.67	1.16	4.00	0.00
\$50,001 - \$75,000	13	9.85%	1.75	2.40	1.33	1.71	0.00
\$75,001 - \$125,000	23	17.42%	1.68	1.55	1.55	2.67	0.00
\$125,001 - \$225,000	32	24.24%	1.48	6.32	1.10	0.87	2.18
\$225,001 - \$350,000	21	15.91%	2.10	6.00	1.97	1.50	3.43
\$350,001 - \$600,000	18	13.64%	6.00	2.00	6.00	9.00	3.00
\$600,001 and up	13	9.85%	19.50	0.00	32.00	12.00	12.00
Market Supply of Inventory (MSI)			2.12	2.98	1.73	2.33	3.56
Total Active Inventory by Units		100%	2.12	33	66	25	8

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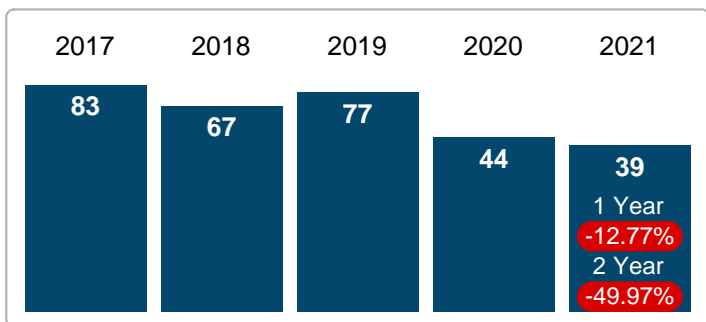
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



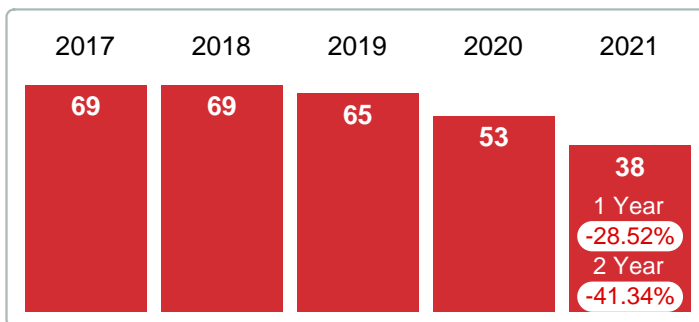
AVERAGE DAYS ON MARKET TO SALE

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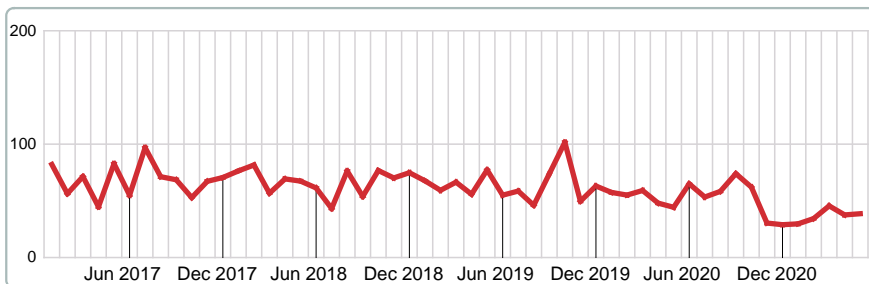
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 62

High Oct 2019 102 Low Dec 2020 29

Average Days on Market to Sale this month at 39 below the 5 yr MAY average of 62



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
\$25,000 and less	4.40%	75	98	5	0	0
\$25,001 - \$75,000	15.38%	70	95	51	0	0
\$75,001 - \$125,000	17.58%	32	1	39	0	0
\$125,001 - \$175,000	14.29%	42	0	49	1	1
\$175,001 - \$250,000	25.27%	16	1	22	3	4
\$250,001 - \$375,000	10.99%	20	86	1	6	6
\$375,001 and up	12.09%	56	61	5	73	0
Average Closed DOM		39	61	33	35	4
Total Closed Units	100%	39	21	55	11	4
Total Closed Volume		17,582,707	3.65M	8.68M	4.37M	895.00K

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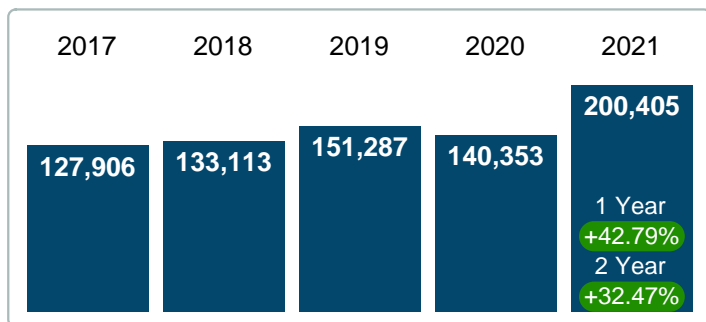
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



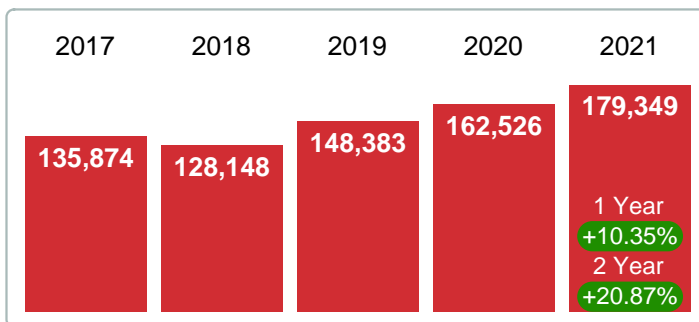
AVERAGE LIST PRICE AT CLOSING

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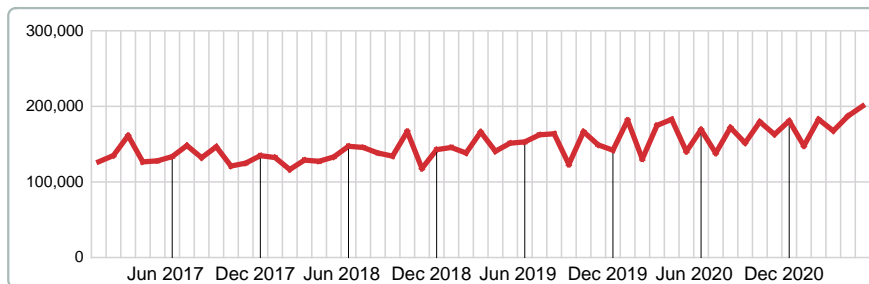
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 150,613

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

Average List Price at Closing this month at **200,405**
above the 5 yr MAY average of **150,613**

MAR	167,582	<div style="width: 80%;"></div>
APR	187,156	<div style="width: 95%;"></div> 11.68%
MAY	200,405	<div style="width: 100%;"></div> 7.08%

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
\$25,000 and less 3	3.30%	19,967	20,833	24,900	0	0
\$25,001 - \$75,000 14	15.38%	51,364	61,683	52,675	0	0
\$75,001 - \$125,000 18	19.78%	109,217	99,800	110,892	0	0
\$125,001 - \$175,000 14	15.38%	154,121	0	149,482	154,000	140,000
\$175,001 - \$250,000 20	21.98%	208,770	204,500	207,143	227,500	201,000
\$250,001 - \$375,000 9	9.89%	299,100	419,500	262,500	337,300	365,000
\$375,001 and up 13	14.29%	497,462	418,500	525,000	580,800	0
Average List Price		200,405	183,738	162,663	411,355	226,750
Total Closed Units		91	21	55	11	4
Total Closed Volume		18,236,889	3.86M	8.95M	4.52M	907.00K

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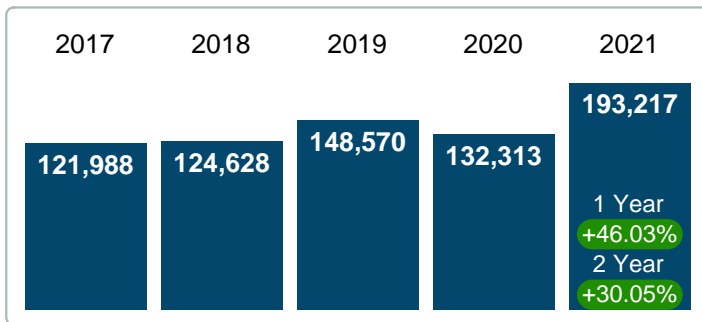
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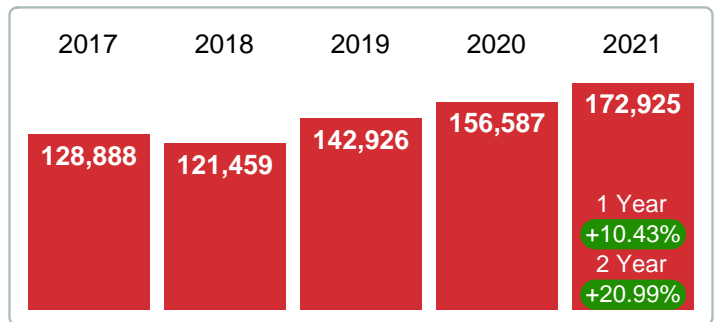
AVERAGE SOLD PRICE AT CLOSING

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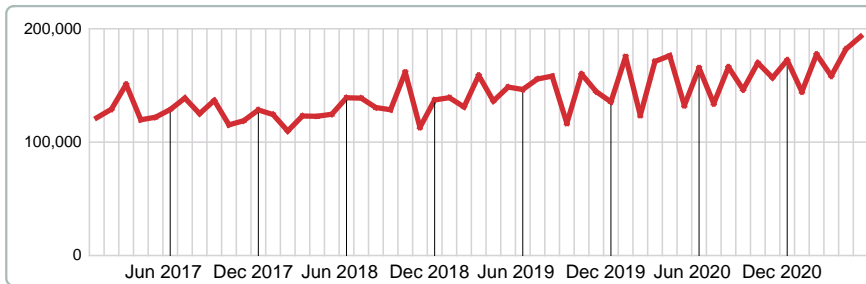
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

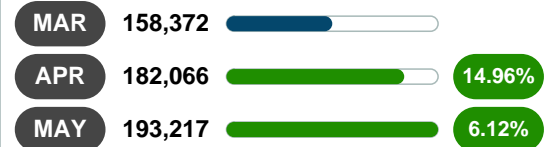


3 MONTHS

5 year MAY AVG = 144,143

High May 2021 193,217 Low Feb 2018 109,807

Average Sold Price at Closing this month at 193,217 above the 5 yr MAY average of 144,143



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
\$25,000 and less	4.40%	16,025	18,033	10,000	0	0
\$25,001 - \$75,000	15.38%	50,258	53,853	47,563	0	0
\$75,001 - \$125,000	17.58%	106,931	99,333	108,685	0	0
\$125,001 - \$175,000	14.29%	146,685	0	146,627	154,000	140,000
\$175,001 - \$250,000	25.27%	205,769	206,167	204,199	222,500	201,000
\$250,001 - \$375,000	10.99%	315,400	367,500	262,500	338,667	353,000
\$375,001 and up	12.09%	482,773	404,625	471,000	550,000	0
Average Sold Price		193,217	173,677	157,736	396,818	223,750
Total Closed Units	100%	91	21	55	11	4
Total Closed Volume		17,582,707	3.65M	8.68M	4.37M	895.00K

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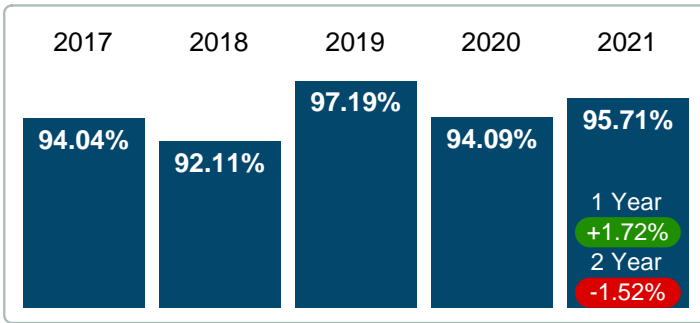
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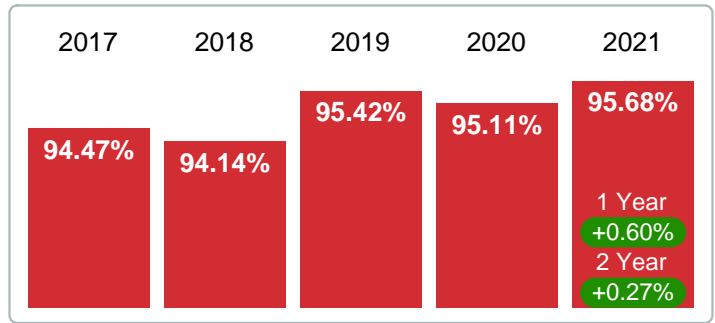
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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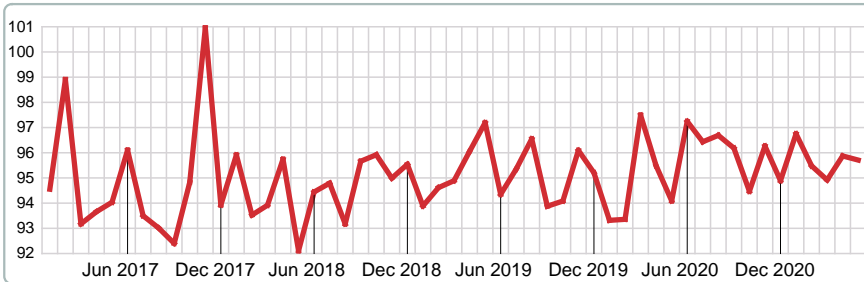
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 94.63%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.71%** above the 5 yr MAY average of **94.63%**



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
\$25,000 and less	4	4.40%	76.50%	88.61%	40.16%	0.00%	0.00%
\$25,001 - \$75,000	14	15.38%	89.48%	89.03%	89.82%	0.00%	0.00%
\$75,001 - \$125,000	16	17.58%	98.40%	99.41%	98.17%	0.00%	0.00%
\$125,001 - \$175,000	13	14.29%	98.64%	0.00%	98.39%	100.00%	100.00%
\$175,001 - \$250,000	23	25.27%	99.13%	100.71%	98.90%	97.73%	100.00%
\$250,001 - \$375,000	10	10.99%	97.45%	88.22%	100.00%	100.46%	96.71%
\$375,001 and up	11	12.09%	94.50%	96.70%	90.46%	94.36%	0.00%
Average Sold/List Ratio		95.70%		93.50%	96.01%	97.15%	99.18%
Total Closed Units		91	100%	21	55	11	4
Total Closed Volume		17,582,707		3.65M	8.68M	4.37M	895.00K

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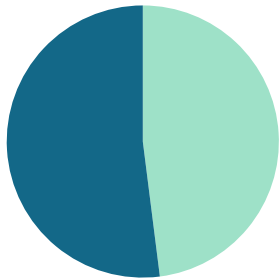
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

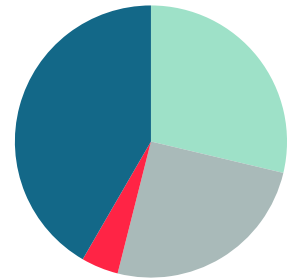


Inventory
 New Listings
108 = 48.00%
 Start Inventory
117
 Total Inventory Units
225
 Volume
\$55,677,583

Market Activity

Closed Sales
91 = 28.71%
 Pending Sales
80 = 25.24%
 Other Off Market
14 = 4.42%
 Active Inventory
132 = 41.64%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	46	91	97.83%	215	319	48.37%
Pending Sales	71	80	12.68%	270	390	44.44%
New Listings	95	108	13.68%	365	425	16.44%
Average List Price	140,353	200,405	42.79%	162,526	179,349	10.35%
Average Sale Price	132,313	193,217	46.03%	156,587	172,925	10.43%
Average Percent of Selling Price to List Price	94.09%	95.71%	1.72%	95.11%	95.68%	0.60%
Average Days on Market to Sale	44.30	38.65	-12.77%	53.27	38.07	-28.52%
Monthly Inventory	164	132	-19.51%	164	132	-19.51%
Months Supply of Inventory	3.40	2.12	-37.70%	3.40	2.12	-37.70%

Absorption: Last 12 months, an Average of **62** Sales/Month

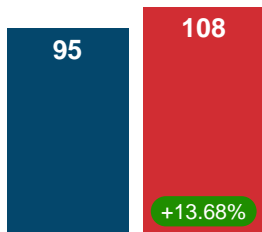
Inventory on May 31, 2021 = **132**

2020 **2021**

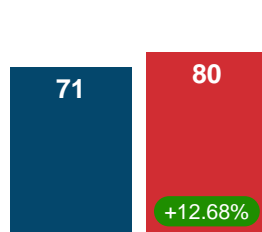
MAY MARKET

AVERAGE PRICES

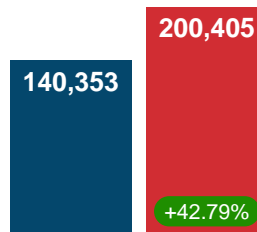
New Listings



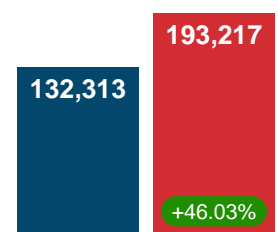
Pending Listings



List Price



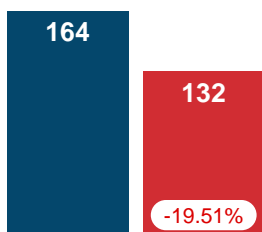
Sale Price



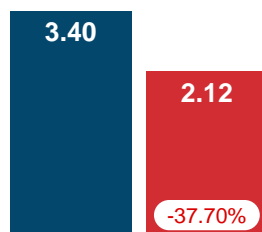
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

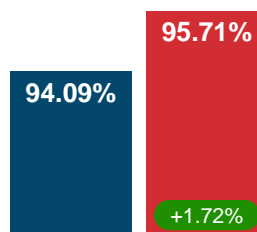
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

