

May 2021



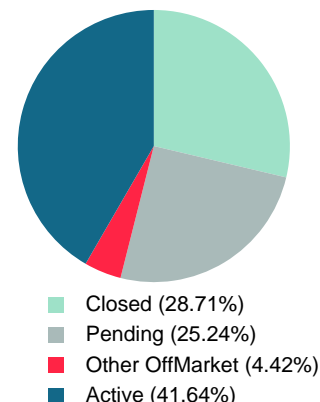
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	108,500	169,000	55.76%
Median Sale Price	107,500	158,000	46.98%
Median Percent of Selling Price to List Price	96.06%	99.78%	3.87%
Median Days on Market to Sale	20.50	3.00	-85.37%
End of Month Inventory	164	132	-19.51%
Months Supply of Inventory	3.40	2.12	-37.70%



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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **46.98%** in May 2021 to \$158,000 versus the previous year at \$107,500.

Median Days on Market Shortens

The median number of **3.00** days that homes spent on the market before selling decreased by 17.50 days or **85.37%** in May 2021 compared to last year's same month at **20.50** DOM.

Sales Success for May 2021 is Positive

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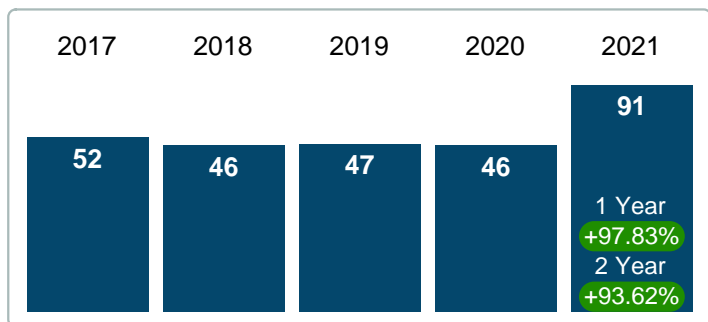
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



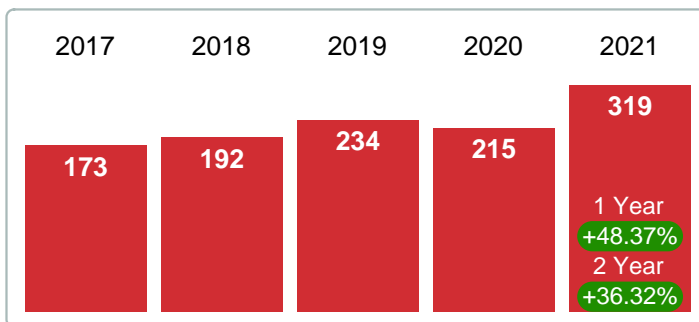
CLOSED LISTINGS

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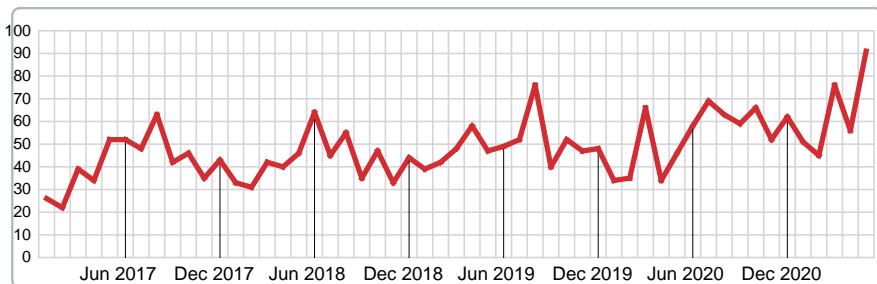
MAY



YEAR TO DATE (YTD)

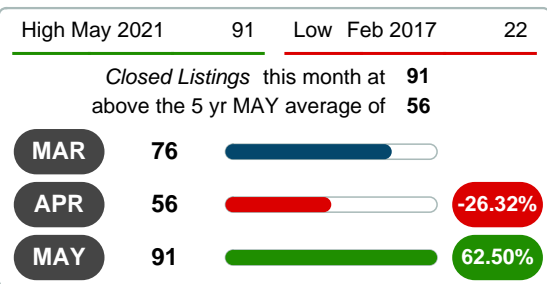


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.40%	43.0	3	1	0	0
\$25,001 - \$75,000	14	15.38%	12.5	6	8	0	0
\$75,001 - \$125,000	16	17.58%	1.0	3	13	0	0
\$125,001 - \$175,000	13	14.29%	4.0	0	11	1	1
\$175,001 - \$250,000	23	25.27%	3.0	3	16	2	2
\$250,001 - \$375,000	10	10.99%	1.0	2	4	3	1
\$375,001 and up	11	12.09%	9.0	4	2	5	0
Total Closed Units	91			21	55	11	4
Total Closed Volume	17,582,707	100%	3.0	3.65M	8.68M	4.37M	895.00K
Median Closed Price	\$158,000			\$98,000	\$149,999	\$357,000	\$201,000

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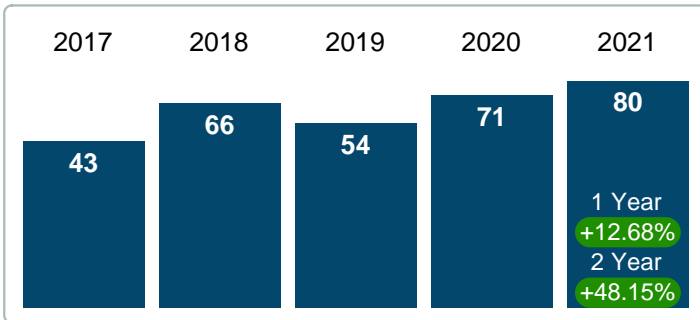
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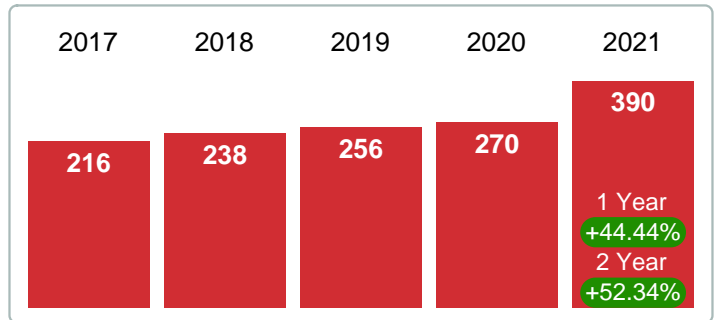
PENDING LISTINGS

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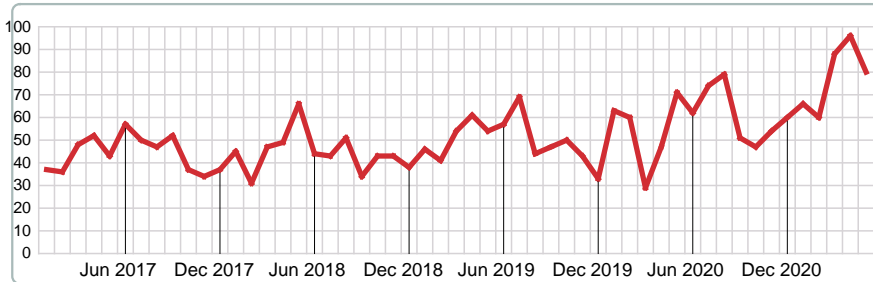
MAY



YEAR TO DATE (YTD)

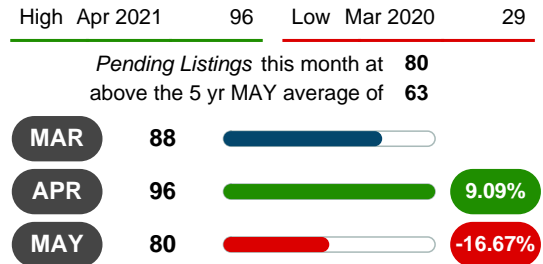


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 63



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	8	10.00%	33.0	3	5	0	0
\$50,001 - \$75,000	5	6.25%	58.0	0	5	0	0
\$75,001 - \$125,000	16	20.00%	1.0	7	7	2	0
\$125,001 - \$175,000	19	23.75%	2.0	2	16	0	1
\$175,001 - \$225,000	13	16.25%	2.0	3	7	2	1
\$225,001 - \$350,000	11	13.75%	11.0	0	6	4	1
\$350,001 and up	8	10.00%	2.5	0	3	4	1
Total Pending Units	80			15	49	12	4
Total Pending Volume	15,696,902	100%	3.0	1.74M	8.56M	4.25M	1.14M
Median Listing Price	\$164,950			\$115,000	\$140,000	\$271,000	\$257,500

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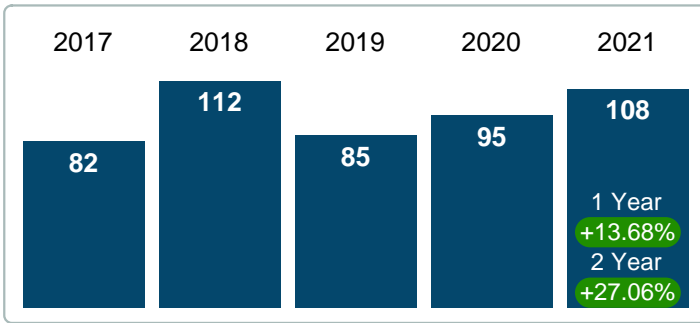
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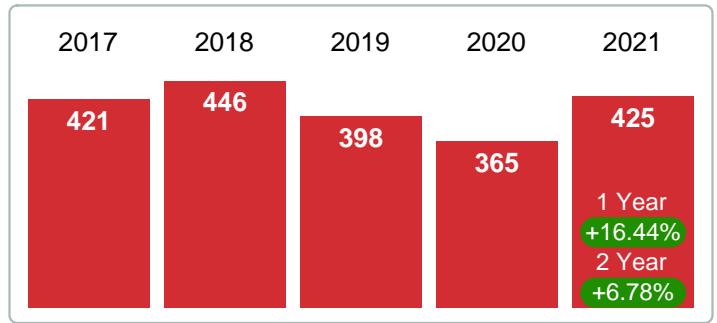
NEW LISTINGS

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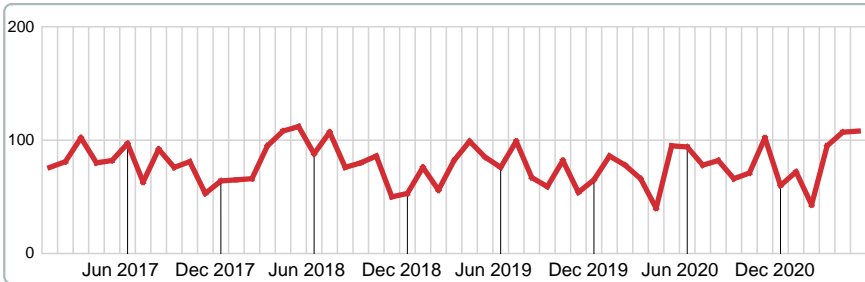
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YEAR TO DATE (YTD)

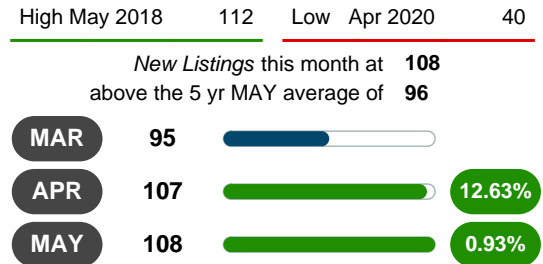


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 96



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
Median New Listed Listing Price	\$172,500		\$122,500	\$159,950	\$350,000	\$190,000

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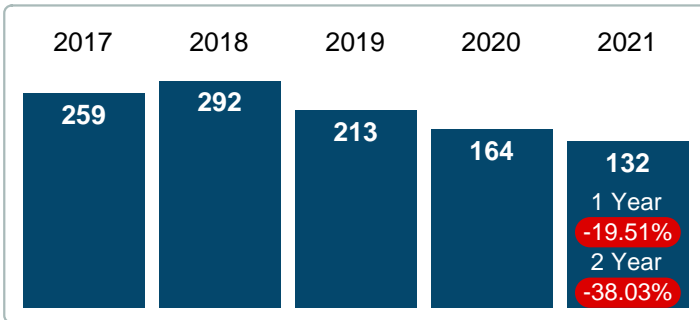
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



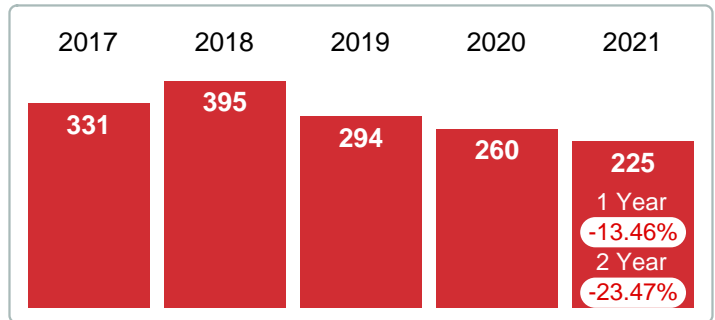
ACTIVE INVENTORY

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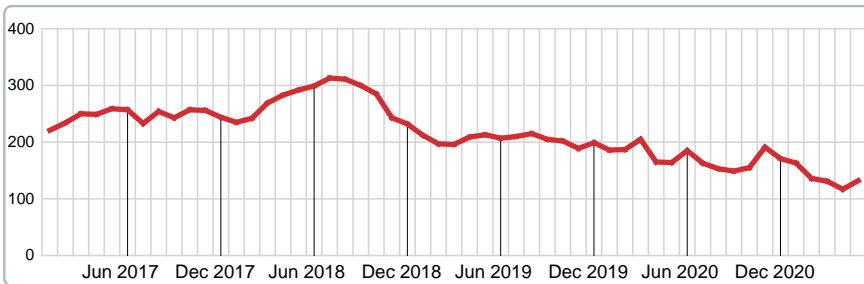
END OF MAY



ACTIVE DURING MAY

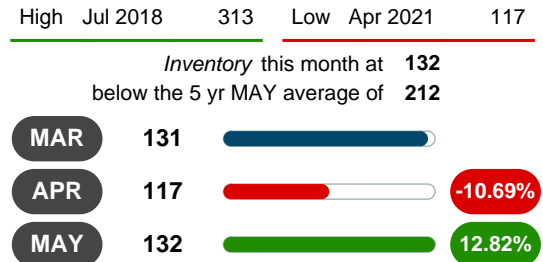


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 212



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	9.09%	38.5	8	3	1	0
\$50,001 - \$75,000	13	9.85%	78.0	7	5	1	0
\$75,001 - \$125,000	23	17.42%	62.0	4	16	2	1
\$125,001 - \$225,000	32	24.24%	27.5	10	16	4	2
\$225,001 - \$350,000	21	15.91%	32.0	3	11	5	2
\$350,001 - \$600,000	18	13.64%	32.0	1	7	9	1
\$600,001 and up	13	9.85%	42.0	0	8	3	2
Total Active Inventory by Units	132			33	66	25	8
Total Active Inventory by Volume	37,201,473	100%	39.0	4.00M	20.00M	9.42M	3.79M
Median Active Inventory Listing Price	\$172,450			\$89,900	\$159,900	\$349,000	\$282,000

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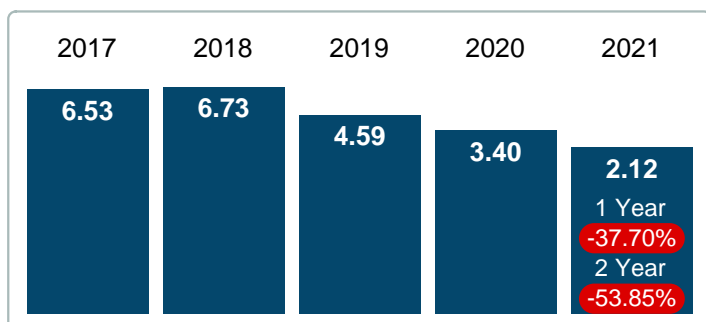
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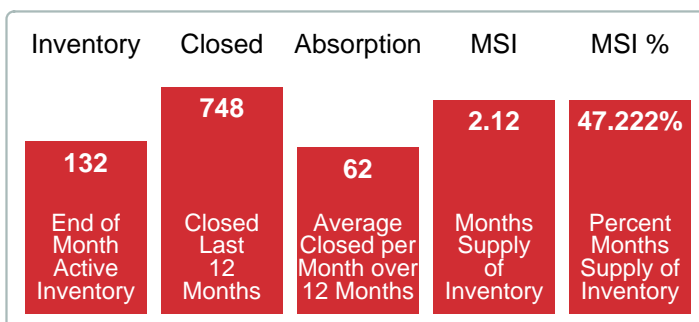
MONTHS SUPPLY of INVENTORY (MSI)

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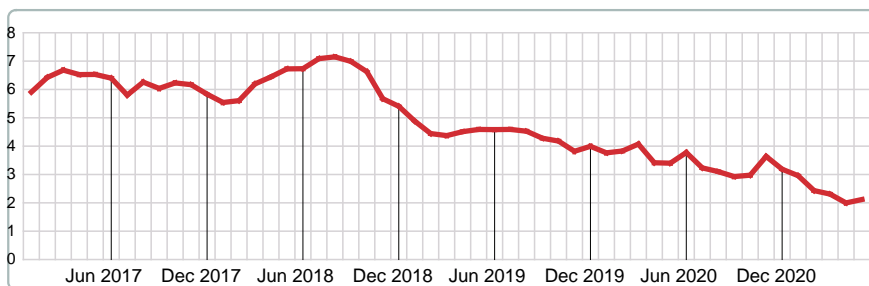
MSI FOR MAY



INDICATORS FOR MAY 2021

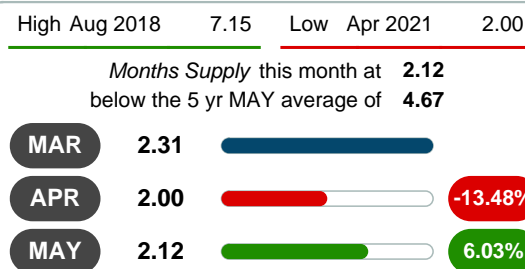


5 YEAR MARKET ACTIVITY TRENDS



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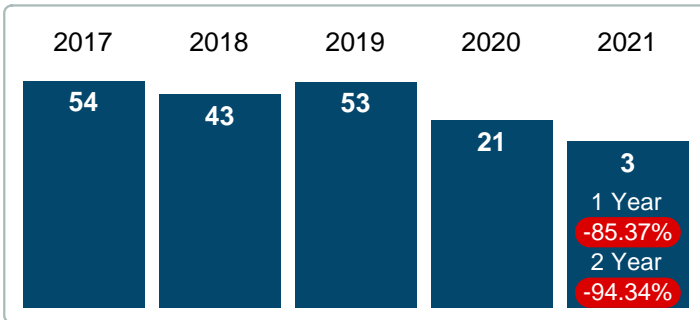
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



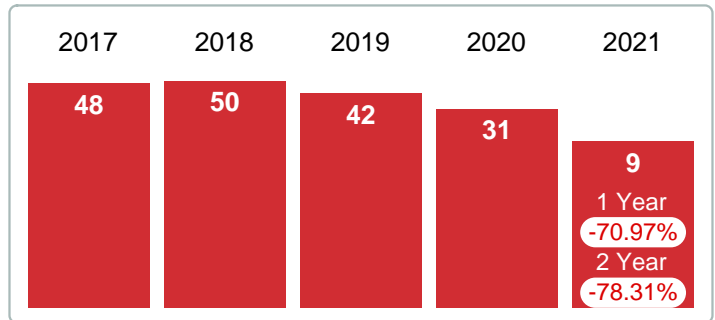
MEDIAN DAYS ON MARKET TO SALE

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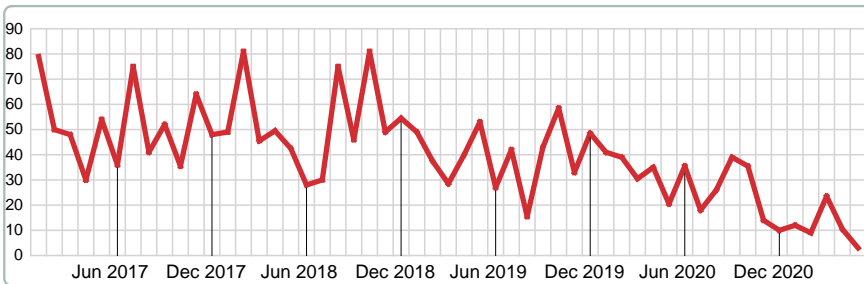
MAY



YEAR TO DATE (YTD)

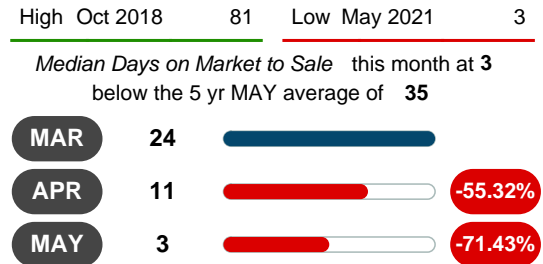


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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
\$25,000 and less	4.40%	43	77	5	0	0
\$25,001 - \$75,000	15.38%	13	83	8	0	0
\$75,001 - \$125,000	17.58%	1	1	1	0	0
\$125,001 - \$175,000	14.29%	4	0	4	1	1
\$175,001 - \$250,000	25.27%	3	1	4	3	4
\$250,001 - \$375,000	10.99%	1	86	1	1	6
\$375,001 and up	12.09%	9	53	5	9	0
Median Closed DOM		3	9	3	1	4
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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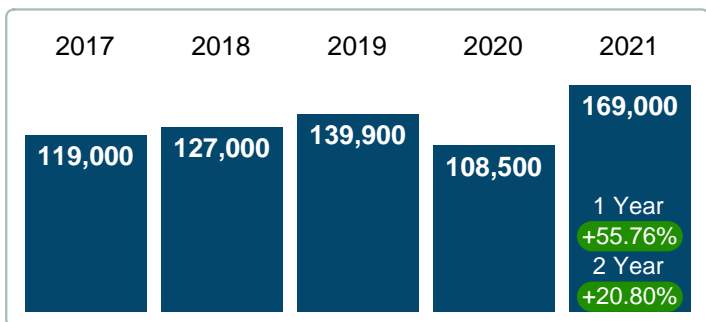
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



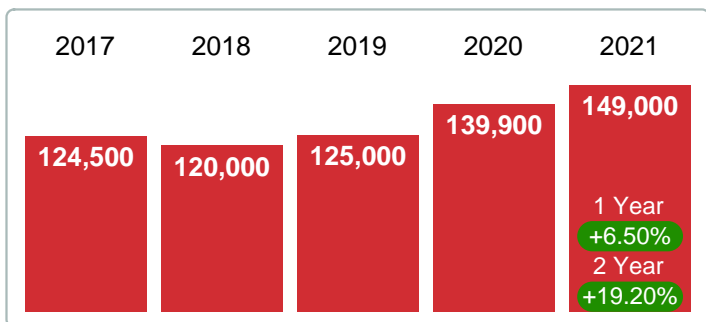
MEDIAN LIST PRICE AT CLOSING

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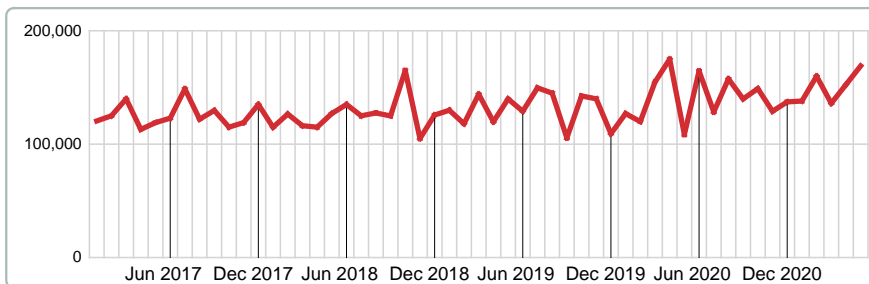
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 132,680

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

Median List Price at Closing this month at **169,000**
above the 5 yr MAY average of **132,680**

MAR	136,000	
APR	152,500	12.13%
MAY	169,000	10.82%

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
\$25,000 and less	3.30%	18,000	17,500	24,900	0	0
\$25,001 - \$75,000	15.38%	53,500	52,250	53,500	0	0
\$75,001 - \$125,000	19.78%	113,950	97,400	115,000	0	0
\$125,001 - \$175,000	15.38%	156,500	0	159,000	154,000	140,000
\$175,001 - \$250,000	21.98%	204,995	198,500	199,990	227,500	201,000
\$250,001 - \$375,000	9.89%	265,000	0	262,500	349,900	365,000
\$375,001 and up	14.29%	460,000	419,500	525,000	600,000	0
Median List Price		169,000	99,900	149,999	357,000	201,000
Total Closed Units	100%	169,000	21	55	11	4
Total Closed Volume		18,236,889	3.86M	8.95M	4.52M	907.00K

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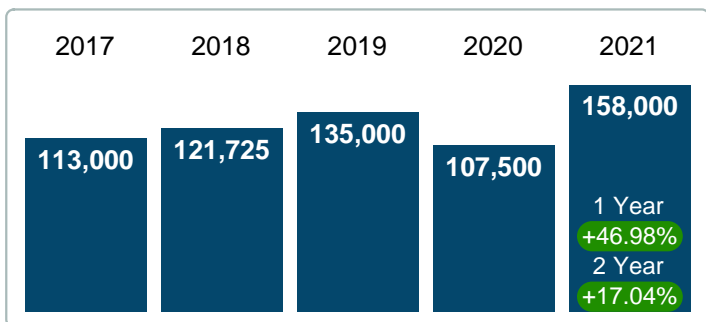
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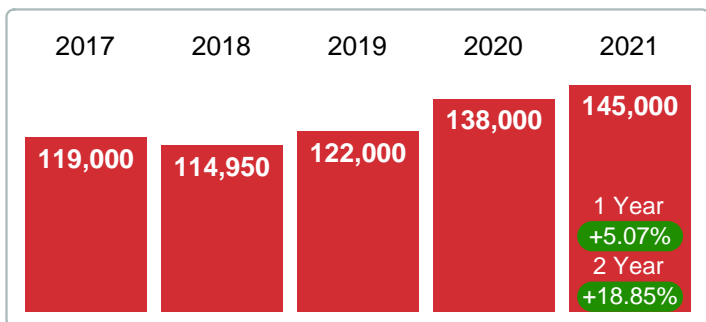
MEDIAN SOLD PRICE AT CLOSING

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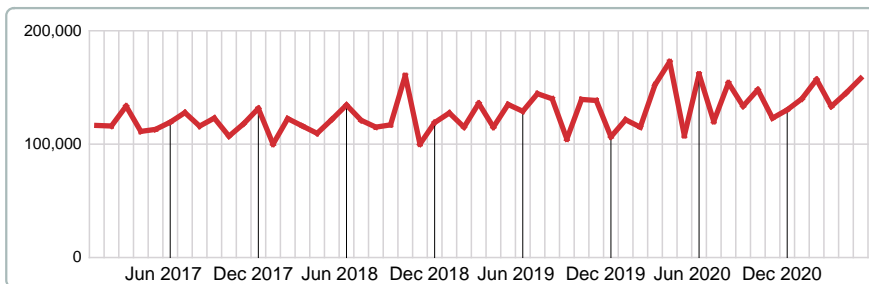
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 127,045

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

Median Sold Price at Closing this month at **158,000**
 above the 5 yr MAY average of **127,045**

MAR	133,250	<div style="width: 60%;"></div>
APR	145,000	<div style="width: 75%;"></div> 8.82%
MAY	158,000	<div style="width: 85%;"></div> 8.97%

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
\$25,000 and less	4.40%	16,550	17,100	10,000	0	0
\$25,001 - \$75,000	15.38%	54,500	55,250	48,500	0	0
\$75,001 - \$125,000	17.58%	108,750	98,000	110,000	0	0
\$125,001 - \$175,000	14.29%	149,999	0	149,999	154,000	140,000
\$175,001 - \$250,000	25.27%	199,990	198,500	194,995	222,500	201,000
\$250,001 - \$375,000	10.99%	329,500	367,500	262,500	349,000	353,000
\$375,001 and up	12.09%	465,000	392,500	471,000	570,000	0
Median Sold Price		158,000	98,000	149,999	357,000	201,000
Total Closed Units	100%	158,000	21	55	11	4
Total Closed Volume		17,582,707	3.65M	8.68M	4.37M	895.00K

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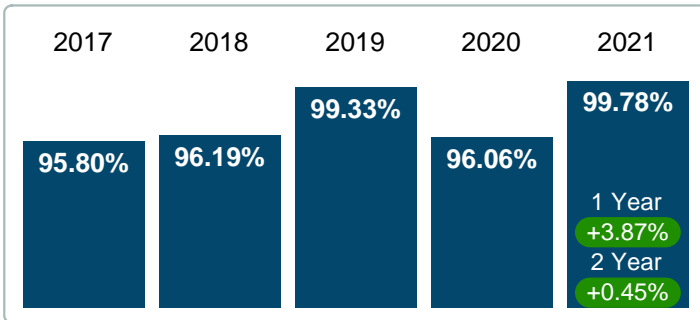
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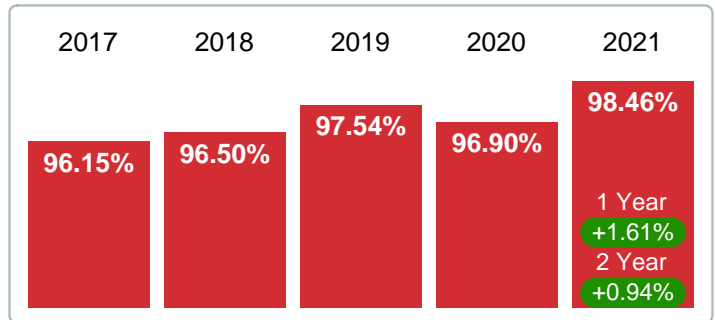
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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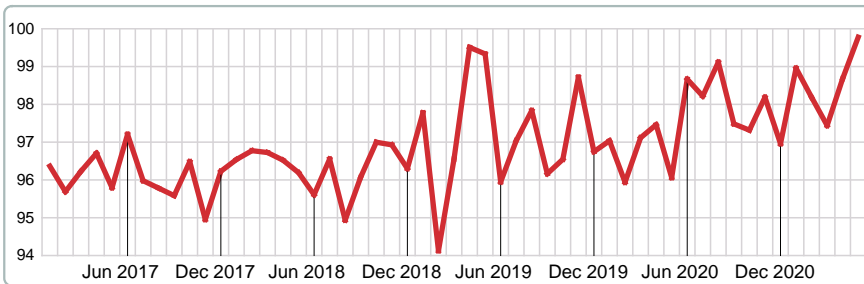
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

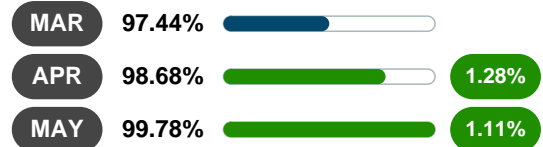


3 MONTHS

5 year MAY AVG = 97.43%

High May 2021 99.78% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **99.78%** above the 5 yr MAY average of **97.43%**



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
\$25,000 and less	4	4.40%	82.63%	88.89%	40.16%	0.00%	0.00%
\$25,001 - \$75,000	14	15.38%	92.03%	91.65%	92.03%	0.00%	0.00%
\$75,001 - \$125,000	16	17.58%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	13	14.29%	100.00%	0.00%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	23	25.27%	100.00%	100.00%	100.00%	97.73%	100.00%
\$250,001 - \$375,000	10	10.99%	100.00%	88.22%	100.00%	100.00%	96.71%
\$375,001 and up	11	12.09%	93.78%	96.78%	90.46%	93.19%	0.00%
Median Sold/List Ratio		99.78%		98.17%	100.00%	99.74%	100.00%
Total Closed Units		91	100%	21	55	11	4
Total Closed Volume		17,582,707		3.65M	8.68M	4.37M	895.00K

May 2021



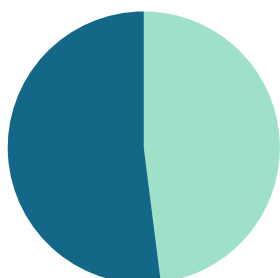
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

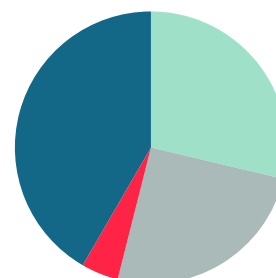


Inventory
 New Listings **108 = 48.00%**
 Start Inventory **117**
 Total Inventory Units **225**
 Volume **\$55,677,583**

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%
Median List Price	108,500	169,000	55.76%	139,900	149,000	6.50%
Median Sale Price	107,500	158,000	46.98%	138,000	145,000	5.07%
Median Percent of Selling Price to List Price	96.06%	99.78%	3.87%	96.90%	98.46%	1.61%
Median Days on Market to Sale	20.50	3.00	-85.37%	31.00	9.00	-70.97%
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

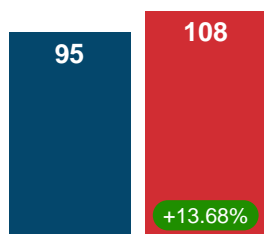
Inventory on May 31, 2021 = **132**

2020 **2021**

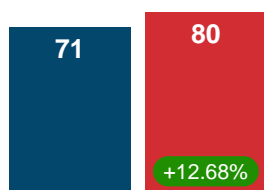
MAY MARKET

MEDIAN PRICES

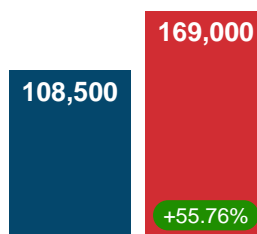
New Listings



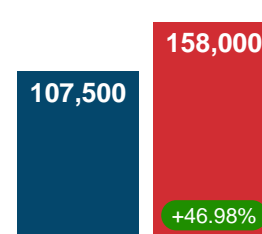
Pending Listings



List Price



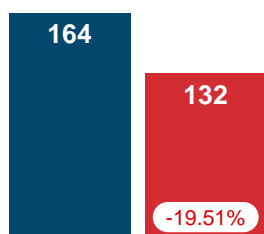
Sale Price



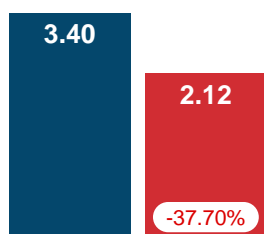
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

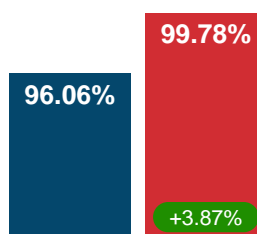
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

