

October 2021



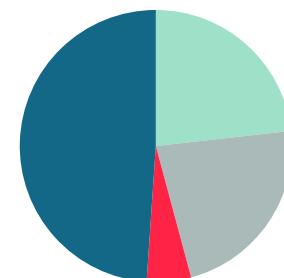
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	66	75	13.64%
Pending Listings	47	73	55.32%
New Listings	71	74	4.23%
Average List Price	179,562	193,724	7.89%
Average Sale Price	169,911	187,125	10.13%
Average Percent of Selling Price to List Price	94.47%	95.66%	1.26%
Average Days on Market to Sale	62.06	26.32	-57.59%
End of Month Inventory	156	158	1.28%
Months Supply of Inventory	3.00	2.27	-24.37%



■ Closed (23.22%)
■ Pending (22.60%)
■ Other OffMarket (5.26%)
■ Active (48.92%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of October 31, 2021 = **158**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **1.28%** to 158 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **2.27** 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 **10.13%** in October 2021 to \$187,125 versus the previous year at \$169,911.

Average Days on Market Shortens

The average number of **26.32** days that homes spent on the market before selling decreased by 35.74 days or **57.59%** in October 2021 compared to last year's same month at **62.06** DOM.

Sales Success for October 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 74 New Listings in October 2021, up **4.23%** from last year at 71. Furthermore, there were 75 Closed Listings this month versus last year at 66, a **13.64%** increase.

Closed versus Listed trends yielded a **101.4%** ratio, up from previous year's, October 2020, at **93.0%**, a **9.03%** upswing. This will certainly create pressure on an increasing 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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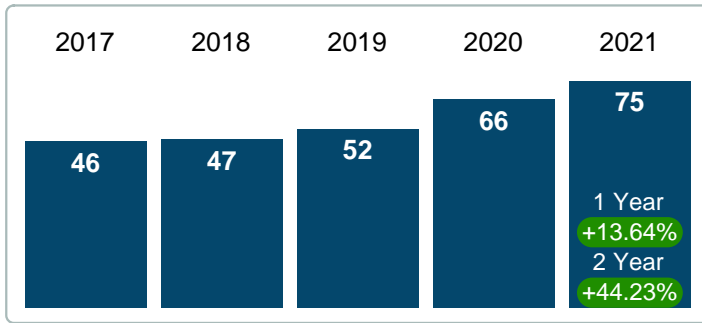
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



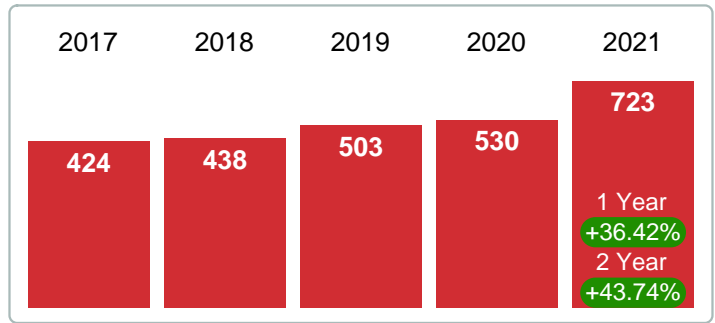
CLOSED LISTINGS

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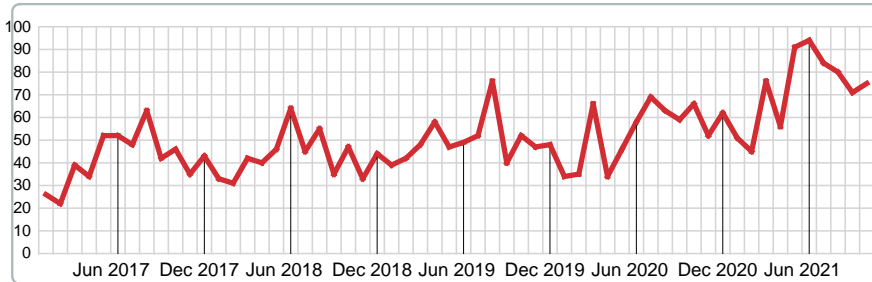
OCTOBER



YEAR TO DATE (YTD)

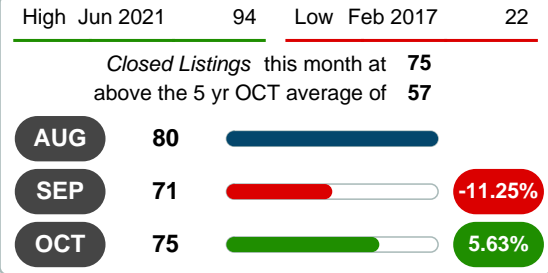


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.33%	83.1	6	1	0	0
\$75,001 - \$100,000	9	12.00%	21.4	3	4	2	0
\$100,001 - \$125,000	9	12.00%	9.7	3	6	0	0
\$125,001 - \$175,000	17	22.67%	24.1	3	10	4	0
\$175,001 - \$250,000	15	20.00%	21.8	2	11	1	1
\$250,001 - \$325,000	7	9.33%	26.9	0	5	2	0
\$325,001 and up	11	14.67%	17.0	0	6	3	2
Total Closed Units	75			17	43	12	3
Total Closed Volume	14,034,370	100%	26.3	1.68M	8.55M	2.72M	1.08M
Average Closed Price	\$187,125			\$99,100	\$198,777	\$226,583	\$361,083

October 2021



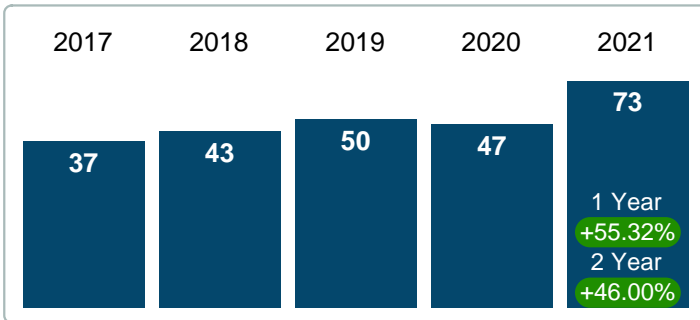
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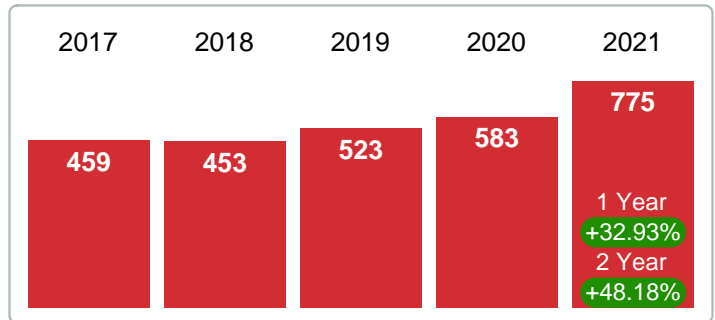
PENDING LISTINGS

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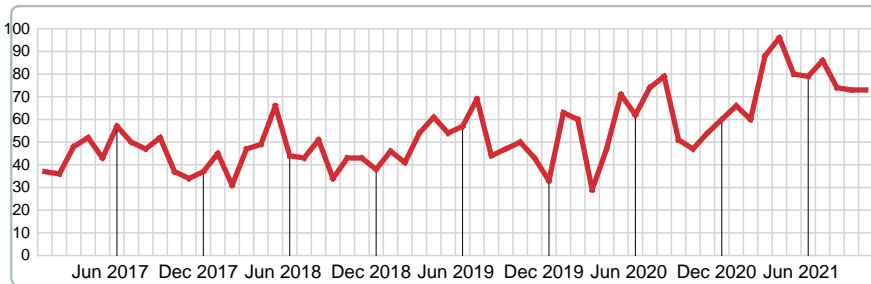
OCTOBER



YEAR TO DATE (YTD)

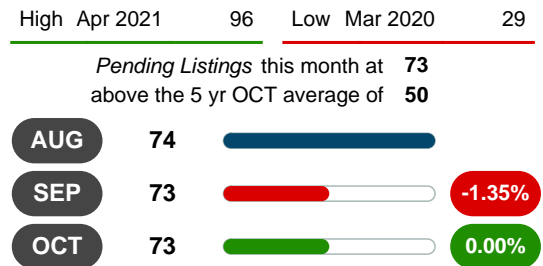


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



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	4	5.48%	46.5	3	1	0	0
\$50,001 - \$100,000	12	16.44%	30.9	4	8	0	0
\$100,001 - \$125,000	4	5.48%	38.5	0	4	0	0
\$125,001 - \$200,000	22	30.14%	40.4	1	14	6	1
\$200,001 - \$250,000	15	20.55%	48.7	1	9	4	1
\$250,001 - \$350,000	7	9.59%	21.0	0	4	3	0
\$350,001 and up	9	12.33%	60.7	2	5	2	0
Total Pending Units	73			11	45	15	2
Total Pending Volume	16,449,679	100%	41.2	2.68M	9.71M	3.67M	382.50K
Average Listing Price	\$225,725			\$243,627	\$215,884	\$244,833	\$191,250

October 2021



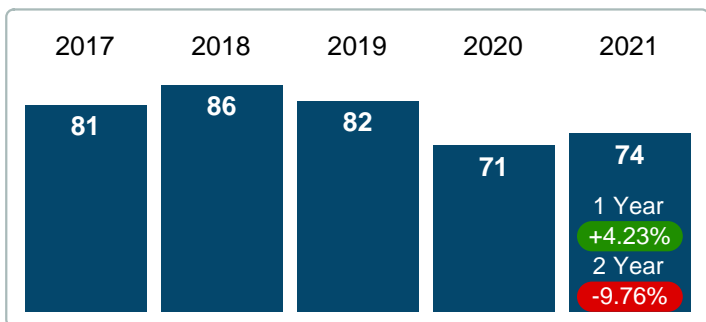
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



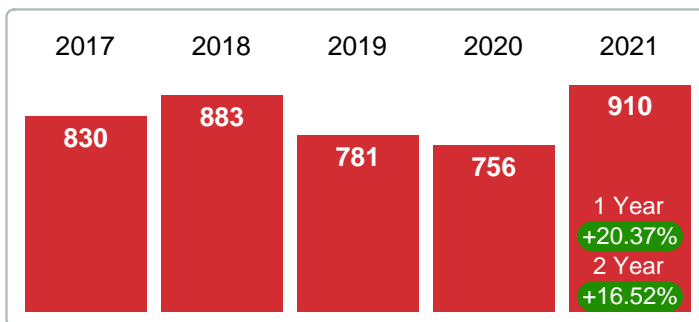
NEW LISTINGS

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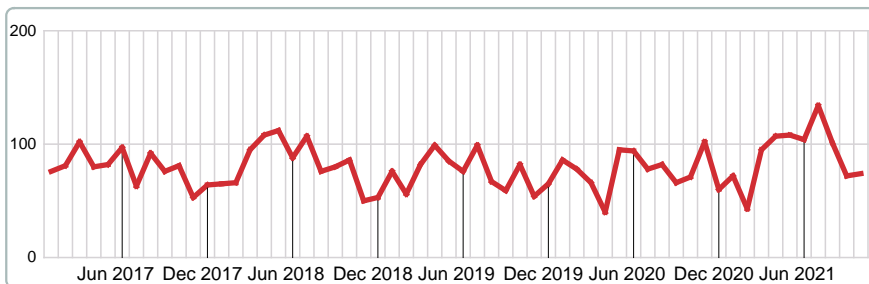
OCTOBER



YEAR TO DATE (YTD)

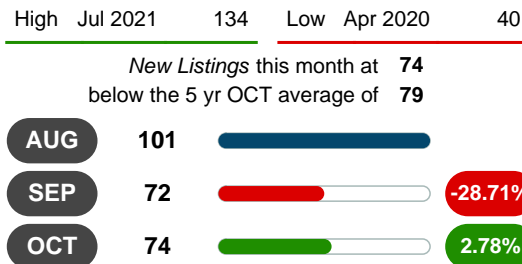


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 79



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	10.81%	2	6	0	0
\$75,001 - \$100,000	8	10.81%	3	5	0	0
\$100,001 - \$125,000	8	10.81%	2	6	0	0
\$125,001 - \$200,000	21	28.38%	2	14	5	0
\$200,001 - \$275,000	14	18.92%	0	9	4	1
\$275,001 - \$375,000	5	6.76%	0	4	1	0
\$375,001 and up	10	13.51%	0	6	1	3
Total New Listed Units	74		9	50	11	4
Total New Listed Volume	16,695,290	100%	862.90K	10.50M	2.53M	2.80M
Average New Listed Listing Price	\$193,347		\$95,878	\$210,094	\$229,973	\$699,500

October 2021



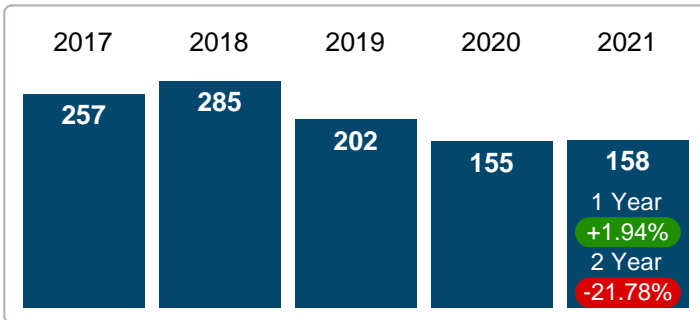
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



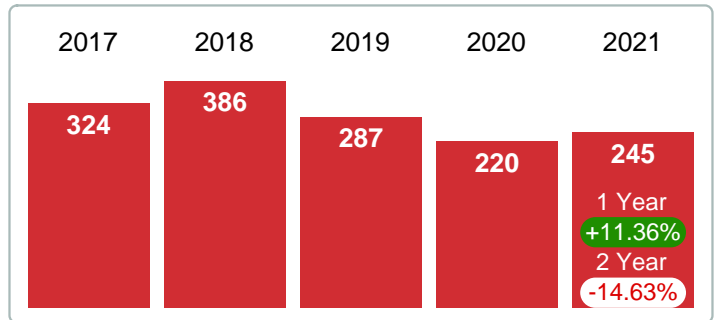
ACTIVE INVENTORY

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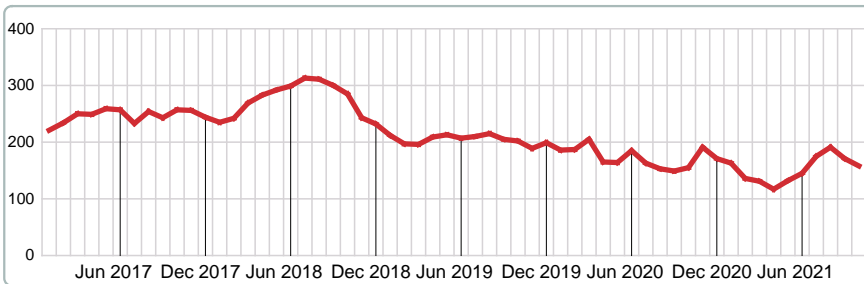
END OF OCTOBER



ACTIVE DURING OCTOBER

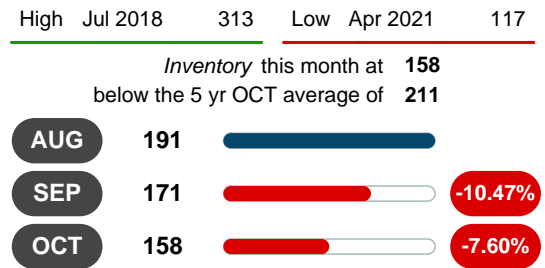


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 211



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	8	5.06%	110.9	6	1	1	0
\$50,001 - \$100,000	23	14.56%	82.3	8	12	3	0
\$100,001 - \$150,000	27	17.09%	77.0	8	18	1	0
\$150,001 - \$275,000	42	26.58%	69.8	6	23	11	2
\$275,001 - \$375,000	17	10.76%	87.4	0	9	7	1
\$375,001 - \$550,000	25	15.82%	74.7	0	11	12	2
\$550,001 and up	16	10.13%	139.4	0	8	5	3
Total Active Inventory by Units	158			28	82	40	8
Total Active Inventory by Volume	50,816,244	100%	84.7	2.99M	28.29M	14.01M	5.52M
Average Active Inventory Listing Price	\$321,622			\$106,828	\$345,054	\$350,204	\$690,313

October 2021



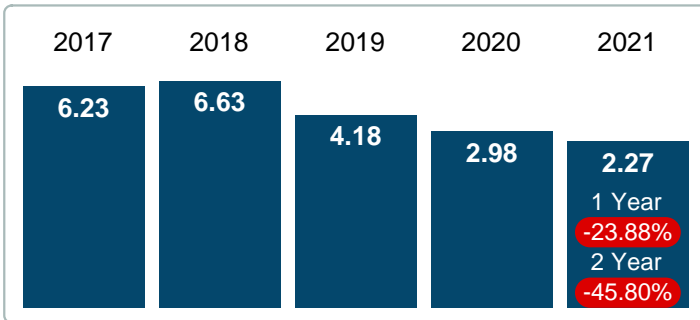
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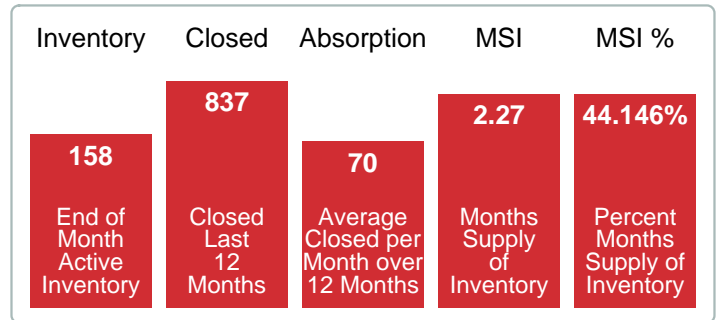
MONTHS SUPPLY of INVENTORY (MSI)

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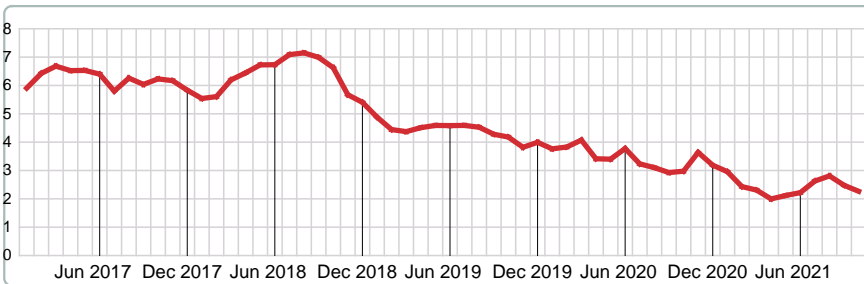
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

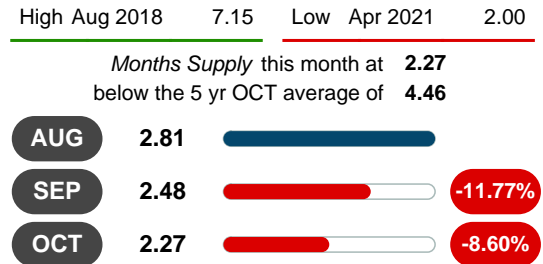


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.46



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	8	5.06%	1.23	1.57	0.41	6.00	0.00
\$50,001 - \$100,000	23	14.56%	1.61	1.68	1.43	2.77	0.00
\$100,001 - \$150,000	27	17.09%	1.85	4.57	1.61	0.75	0.00
\$150,001 - \$275,000	42	26.58%	1.85	2.77	1.54	2.32	2.18
\$275,001 - \$375,000	17	10.76%	2.65	0.00	3.18	2.55	2.00
\$375,001 - \$550,000	25	15.82%	7.32	0.00	9.43	9.60	4.00
\$550,001 and up	16	10.13%	8.73	0.00	12.00	6.67	9.00
Market Supply of Inventory (MSI)			2.27	2.09	1.97	3.31	3.00
Total Active Inventory by Units		100%	2.27	28	82	40	8

October 2021



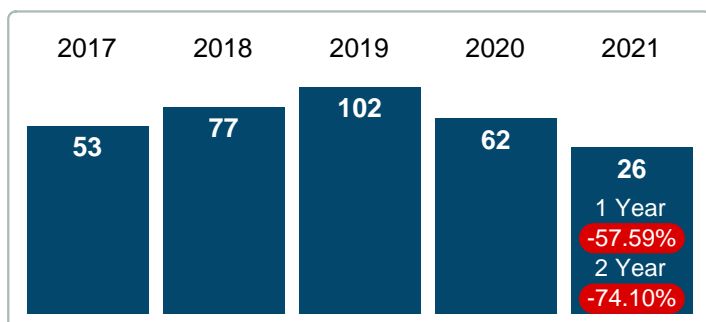
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



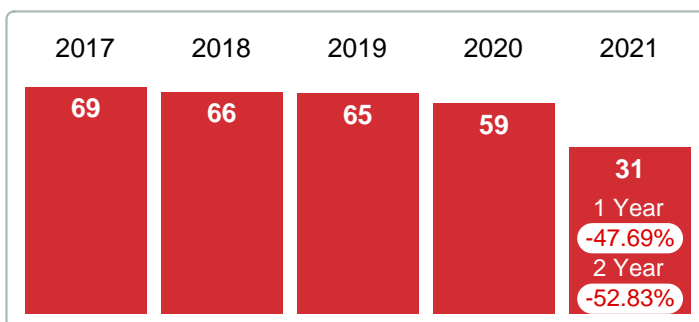
AVERAGE DAYS ON MARKET TO SALE

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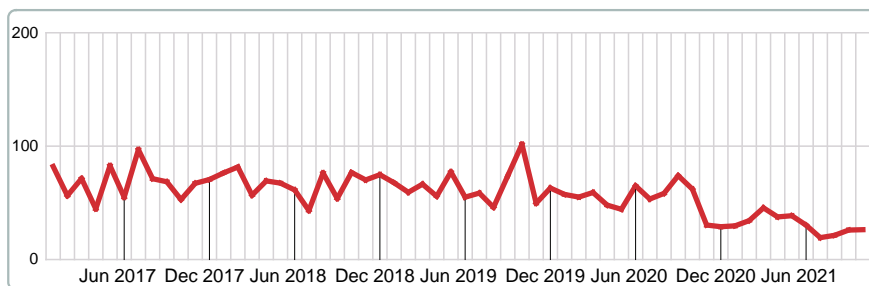
OCTOBER



YEAR TO DATE (YTD)

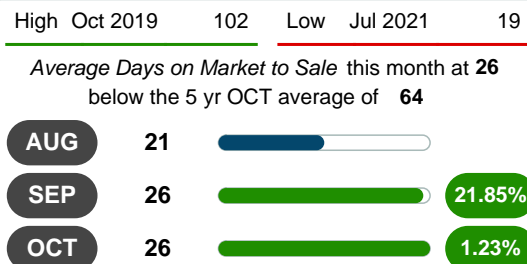


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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
\$75,000 and less	9.33%	83	96	4	0	0
\$75,001 - \$100,000	12.00%	21	34	20	6	0
\$100,001 - \$125,000	12.00%	10	14	8	0	0
\$125,001 - \$175,000	22.67%	24	65	17	12	0
\$175,001 - \$250,000	20.00%	22	45	12	2	103
\$250,001 - \$325,000	9.33%	27	0	11	66	0
\$325,001 and up	14.67%	17	0	26	5	9
Average Closed DOM		26	59	15	17	40
Total Closed Units	100%	26	17	43	12	3
Total Closed Volume		14,034,370	1.68M	8.55M	2.72M	1.08M

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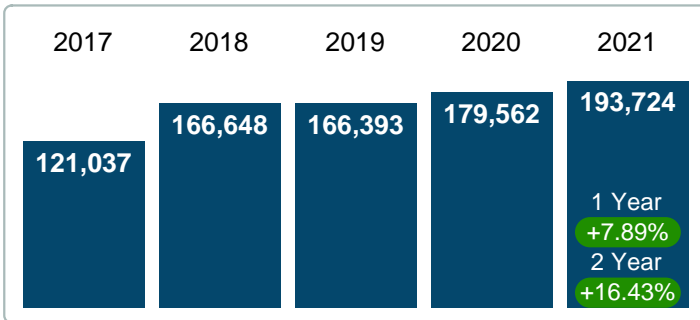
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



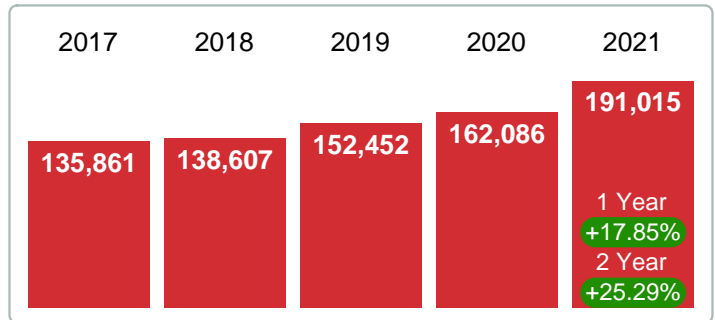
AVERAGE LIST PRICE AT CLOSING

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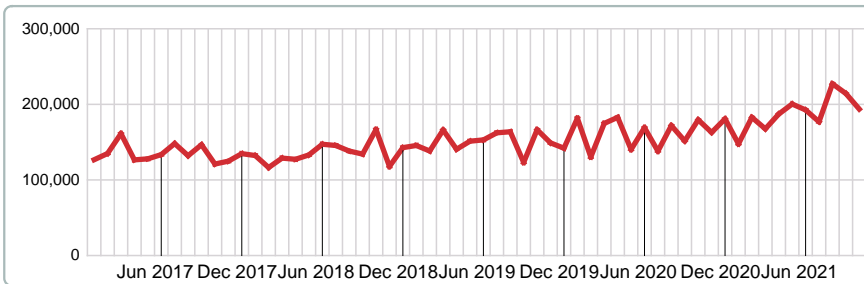
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

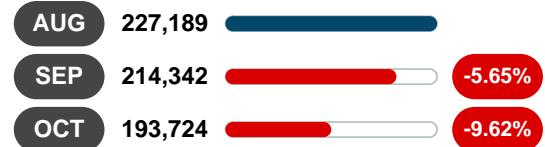


3 MONTHS

5 year OCT AVG = 165,473

High Aug 2021 227,189 Low Feb 2018 116,420

Average List Price at Closing this month at **193,724** above the 5 yr OCT average of **165,473**



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
\$75,000 and less	9.33%	45,986	46,150	45,000	0	0
\$75,001 - \$100,000	8.00%	91,650	92,667	97,375	102,450	0
\$100,001 - \$125,000	16.00%	113,925	110,300	120,633	0	0
\$125,001 - \$175,000	18.67%	151,871	154,967	154,710	165,450	0
\$175,001 - \$250,000	22.67%	213,706	210,000	225,255	197,000	235,000
\$250,001 - \$325,000	8.00%	277,233	0	289,760	324,500	0
\$325,001 and up	17.33%	374,445	0	366,815	372,667	430,000
Average List Price		193,724	104,159	205,416	235,892	365,000
Total Closed Units	100%	193,724	17	43	12	3
Total Closed Volume		14,529,290	1.77M	8.83M	2.83M	1.10M

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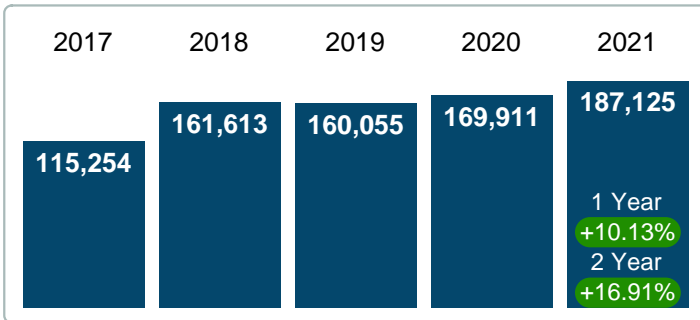
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



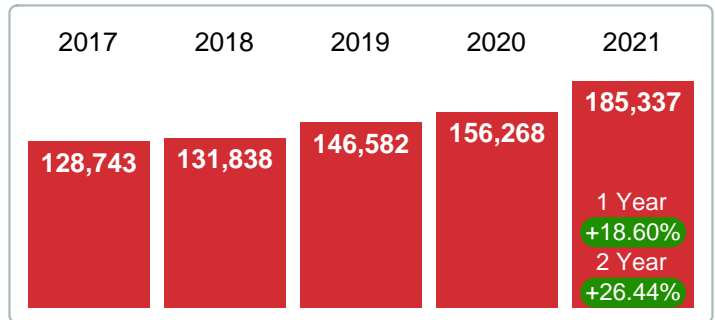
AVERAGE SOLD PRICE AT CLOSING

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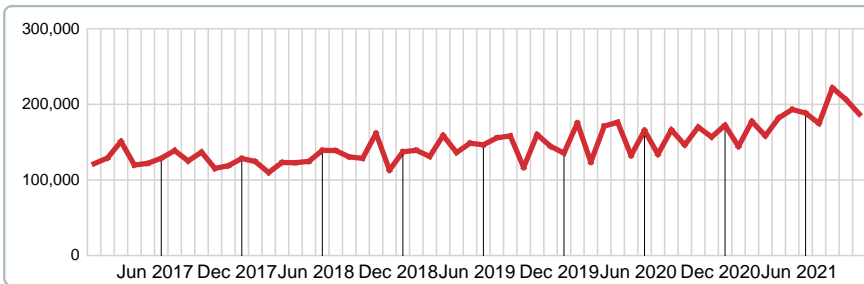
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

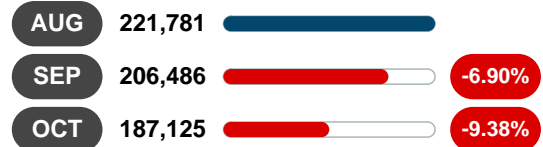


3 MONTHS

5 year OCT AVG = 158,792

High Aug 2021 221,781 Low Feb 2018 109,807

Average Sold Price at Closing this month at 187,125 above the 5 yr OCT average of 158,792



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
\$75,000 and less	9.33%	40,200	39,400	45,000	0	0
\$75,001 - \$100,000	12.00%	90,644	92,000	88,700	92,500	0
\$100,001 - \$125,000	12.00%	113,689	103,467	118,800	0	0
\$125,001 - \$175,000	22.67%	154,422	152,300	154,328	156,250	0
\$175,001 - \$250,000	20.00%	209,500	202,500	209,682	196,000	235,000
\$250,001 - \$325,000	9.33%	292,557	0	285,580	310,000	0
\$325,001 and up	14.67%	372,581	0	359,523	364,333	424,125
Average Sold Price		187,125	99,100	198,777	226,583	361,083
Total Closed Units	100%	187,125	17	43	12	3
Total Closed Volume		14,034,370	1.68M	8.55M	2.72M	1.08M

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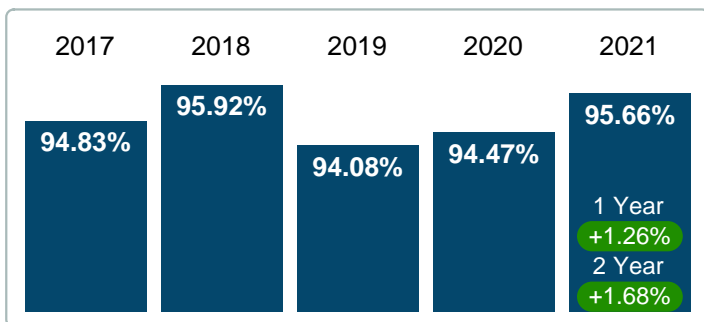
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



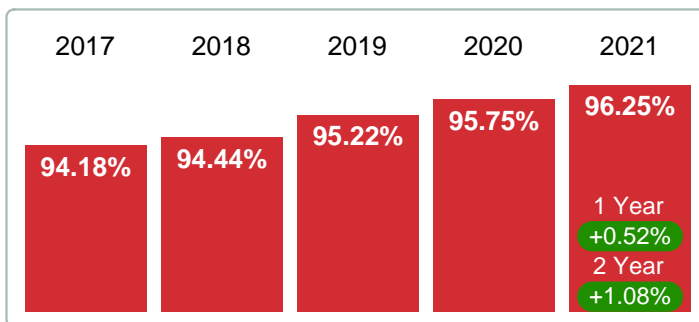
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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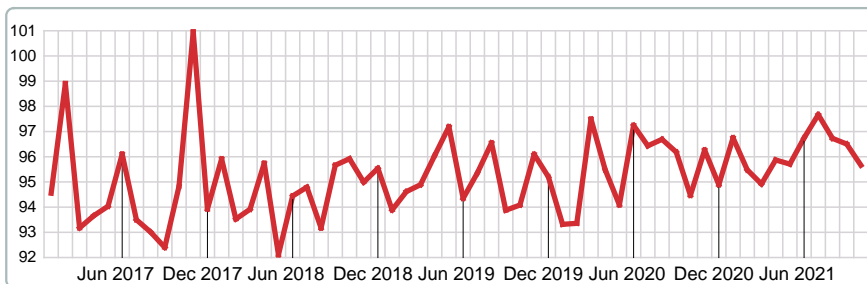
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

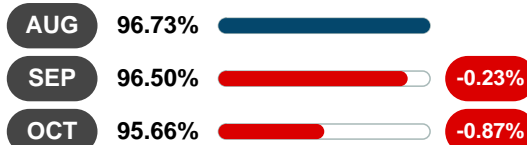


3 MONTHS

5 year OCT AVG = 94.99%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.66%**
above the 5 yr OCT average of **94.99%**



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
\$75,000 and less	7	9.33%	85.09%	82.60%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	9	12.00%	93.98%	99.33%	91.88%	90.16%	0.00%
\$100,001 - \$125,000	9	12.00%	97.06%	93.89%	98.64%	0.00%	0.00%
\$125,001 - \$175,000	17	22.67%	98.51%	98.29%	99.81%	95.44%	0.00%
\$175,001 - \$250,000	15	20.00%	94.71%	96.15%	93.53%	99.49%	100.00%
\$250,001 - \$325,000	7	9.33%	97.97%	0.00%	98.83%	95.85%	0.00%
\$325,001 and up	11	14.67%	98.05%	0.00%	98.01%	97.70%	98.69%
Average Sold/List Ratio		95.70%		91.91%	96.94%	95.53%	99.13%
Total Closed Units		75	100%	17	43	12	3
Total Closed Volume		14,034,370		1.68M	8.55M	2.72M	1.08M

October 2021



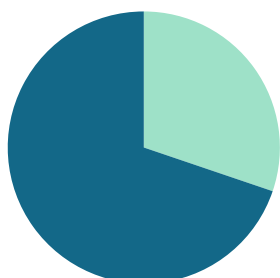
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

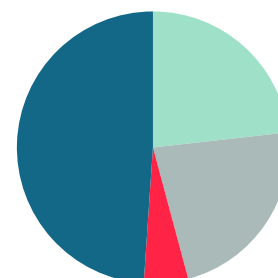


Inventory
 New Listings
74 = 30.20%
 Start Inventory
171
 Total Inventory Units
245
 Volume
\$71,436,223

Market Activity

Closed Sales
75 = 23.22%
 Pending Sales
73 = 22.60%
 Other Off Market
17 = 5.26%
 Active Inventory
158 = 48.92%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	66	75	13.64%	530	723	36.42%
Pending Sales	47	73	55.32%	583	775	32.93%
New Listings	71	74	4.23%	756	910	20.37%
Average List Price	179,562	193,724	7.89%	162,086	191,015	17.85%
Average Sale Price	169,911	187,125	10.13%	156,268	185,337	18.60%
Average Percent of Selling Price to List Price	94.47%	95.66%	1.26%	95.75%	96.25%	0.52%
Average Days on Market to Sale	62.06	26.32	-57.59%	58.56	30.63	-47.69%
Monthly Inventory	156	158	1.28%	156	158	1.28%
Months Supply of Inventory	3.00	2.27	-24.37%	3.00	2.27	-24.37%

Absorption: Last 12 months, an Average of **70** Sales/Month

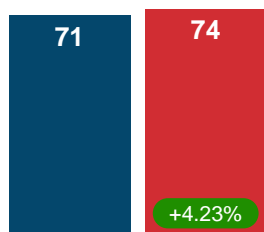
Inventory on October 31, 2021 = **158**

2020 **2021**

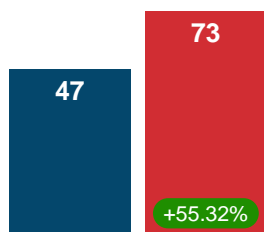
OCTOBER MARKET

AVERAGE PRICES

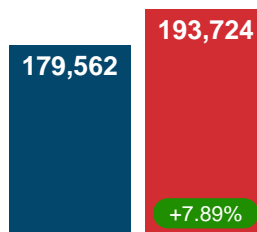
New Listings



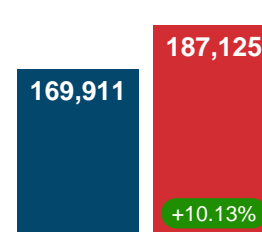
Pending Listings



List Price



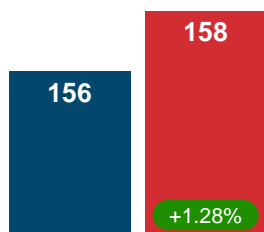
Sale Price



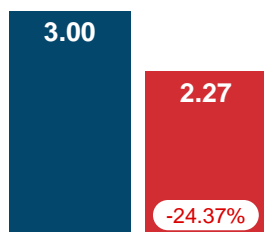
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

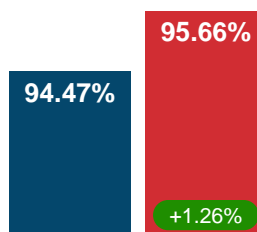
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

