

October 2021



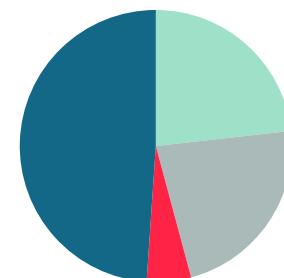
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	148,950	169,000	13.46%
Median Sale Price	148,009	169,000	14.18%
Median Percent of Selling Price to List Price	97.32%	98.11%	0.82%
Median Days on Market to Sale	35.50	8.00	-77.46%
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.

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 **14.18%** in October 2021 to \$169,000 versus the previous year at \$148,009.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 27.50 days or **77.46%** in October 2021 compared to last year's same month at **35.50** DOM.

Sales Success for October 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 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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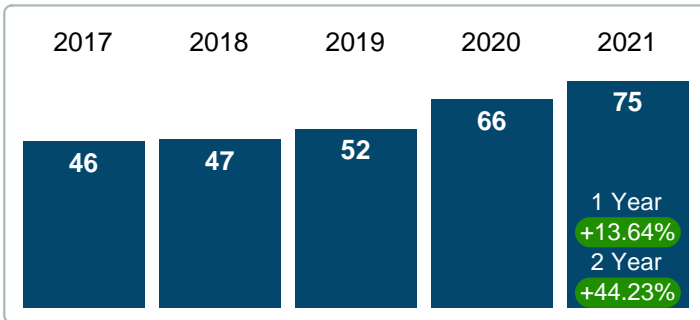
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



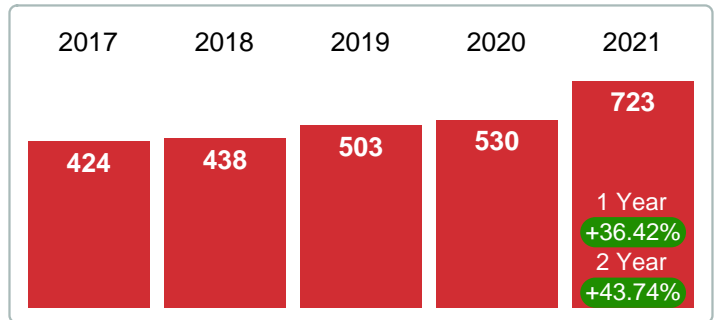
CLOSED LISTINGS

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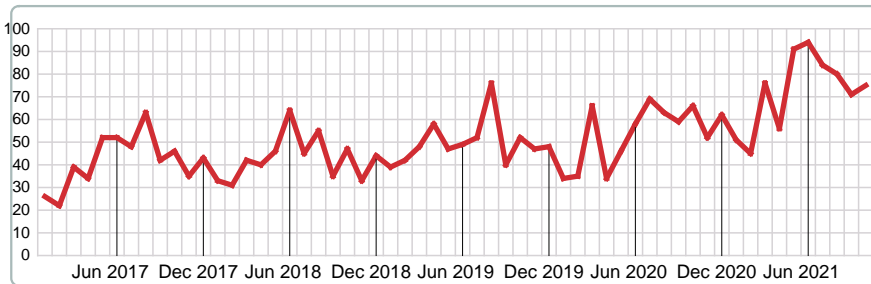
OCTOBER



YEAR TO DATE (YTD)

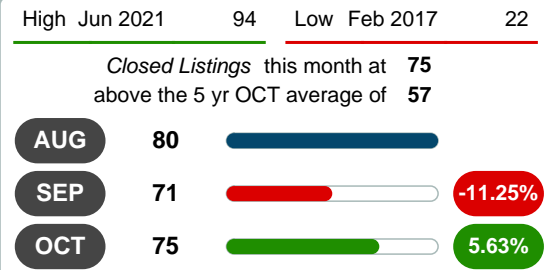


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.33%	22.0	6	1	0	0
\$75,001 - \$100,000	9	12.00%	10.0	3	4	2	0
\$100,001 - \$125,000	9	12.00%	4.0	3	6	0	0
\$125,001 - \$175,000	17	22.67%	16.0	3	10	4	0
\$175,001 - \$250,000	15	20.00%	9.0	2	11	1	1
\$250,001 - \$325,000	7	9.33%	10.0	0	5	2	0
\$325,001 and up	11	14.67%	6.0	0	6	3	2
Total Closed Units	75			17	43	12	3
Total Closed Volume	14,034,370	100%	8.0	1.68M	8.55M	2.72M	1.08M
Median Closed Price	\$169,000			\$99,000	\$185,000	\$185,500	\$410,000

October 2021



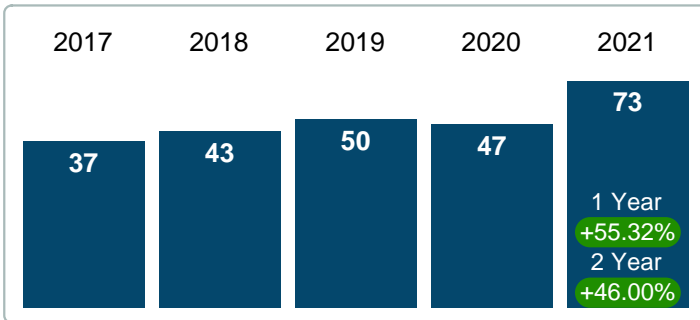
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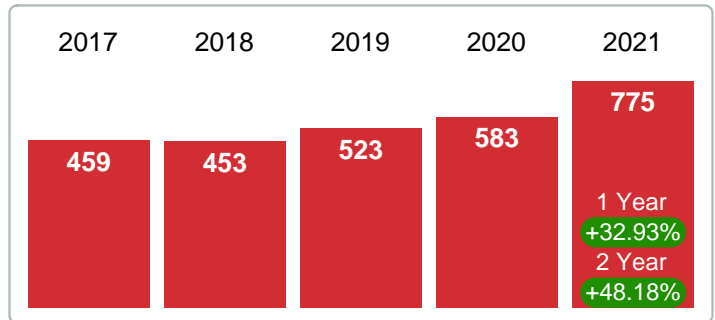
PENDING LISTINGS

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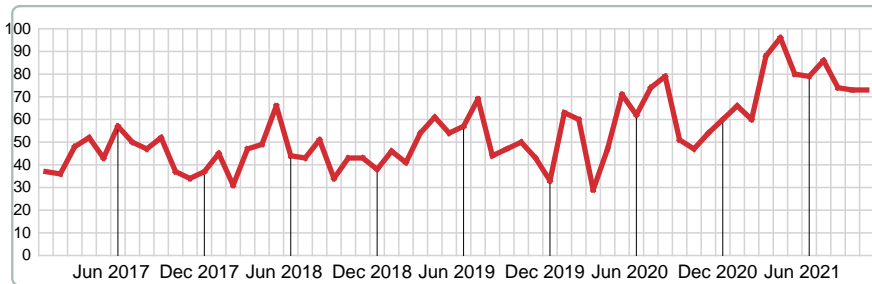
OCTOBER



YEAR TO DATE (YTD)

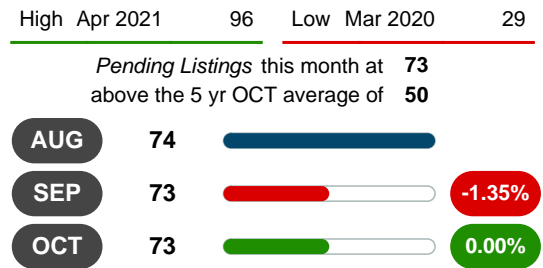


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.48%	35.0	3	1	0	0
\$50,001 - \$100,000	12	16.44%	27.5	4	8	0	0
\$100,001 - \$125,000	4	5.48%	33.0	0	4	0	0
\$125,001 - \$200,000	22	30.14%	16.0	1	14	6	1
\$200,001 - \$250,000	15	20.55%	28.0	1	9	4	1
\$250,001 - \$350,000	7	9.59%	16.0	0	4	3	0
\$350,001 and up	9	12.33%	58.0	2	5	2	0
Total Pending Units	73			11	45	15	2
Total Pending Volume	16,449,679	100%	27.0	2.68M	9.71M	3.67M	382.50K
Median Listing Price	\$179,900			\$89,500	\$169,900	\$249,000	\$191,250

October 2021



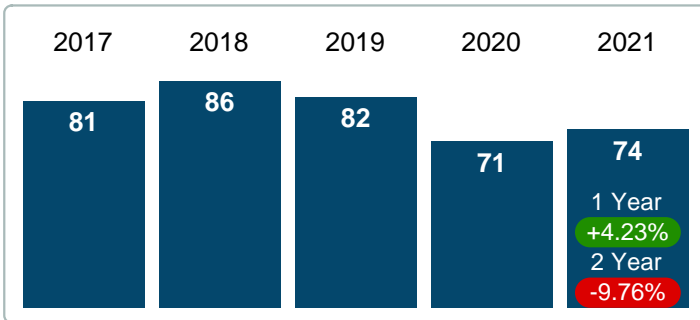
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



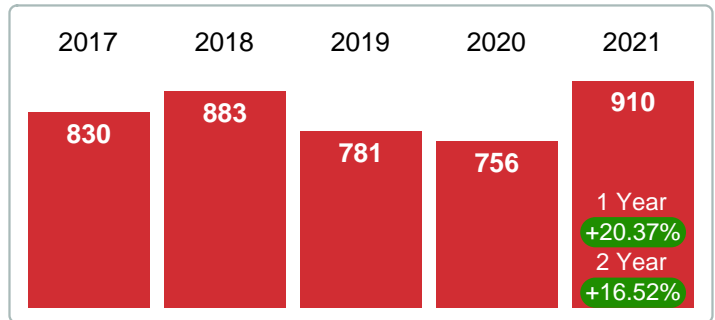
NEW LISTINGS

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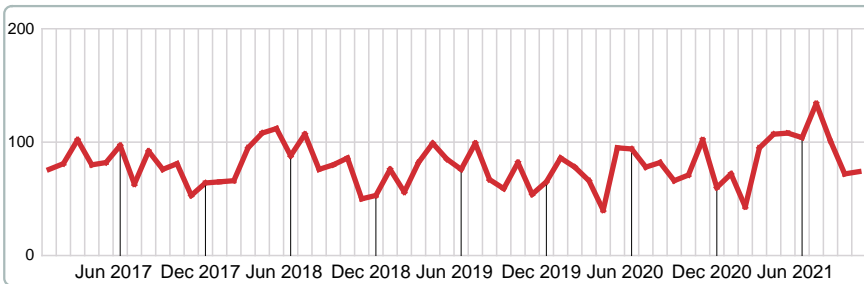
OCTOBER



YEAR TO DATE (YTD)

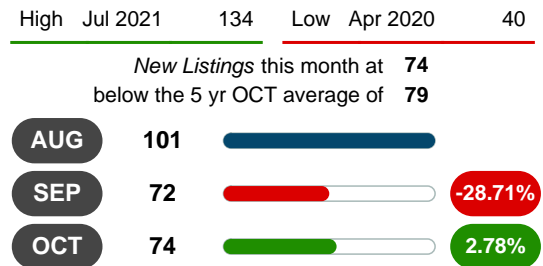


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$169,450		\$99,900	\$167,000	\$235,000	\$487,000

October 2021



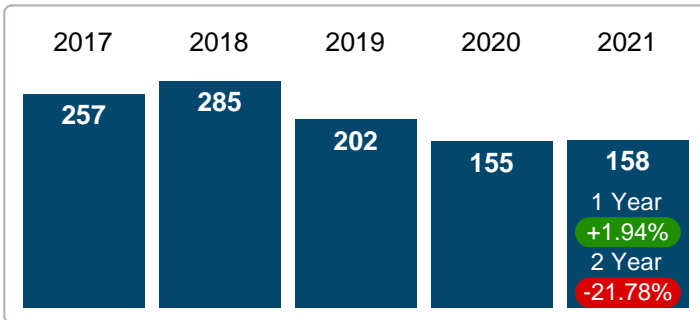
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



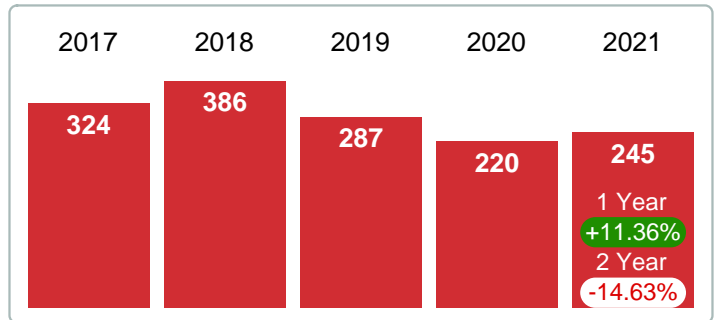
ACTIVE INVENTORY

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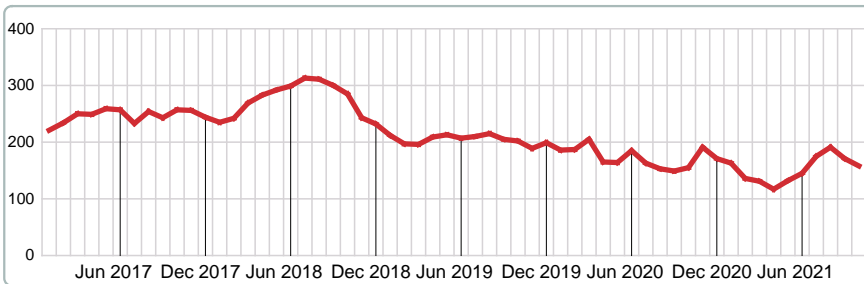
END OF OCTOBER



ACTIVE DURING OCTOBER

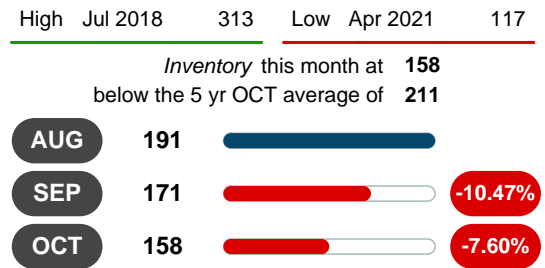


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.06%	91.5	6	1	1	0
\$50,001 - \$100,000	23	14.56%	80.0	8	12	3	0
\$100,001 - \$150,000	27	17.09%	53.0	8	18	1	0
\$150,001 - \$275,000	42	26.58%	68.0	6	23	11	2
\$275,001 - \$375,000	17	10.76%	80.0	0	9	7	1
\$375,001 - \$550,000	25	15.82%	59.0	0	11	12	2
\$550,001 and up	16	10.13%	147.5	0	8	5	3
Total Active Inventory by Units	158			28	82	40	8
Total Active Inventory by Volume	50,816,244	100%	68.5	2.99M	28.29M	14.01M	5.52M
Median Active Inventory Listing Price	\$199,700			\$109,900	\$194,250	\$334,250	\$487,000

October 2021



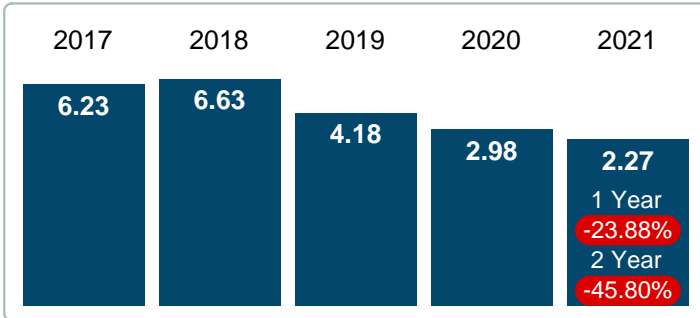
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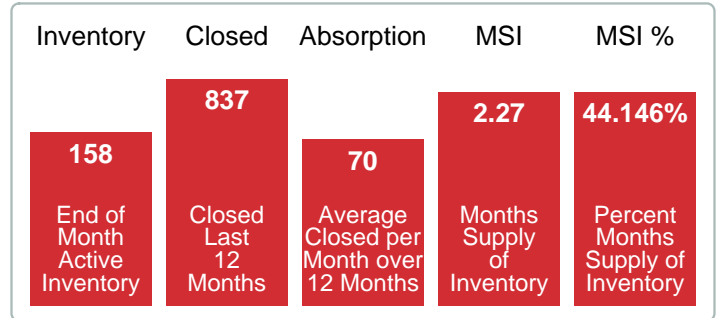
MONTHS SUPPLY of INVENTORY (MSI)

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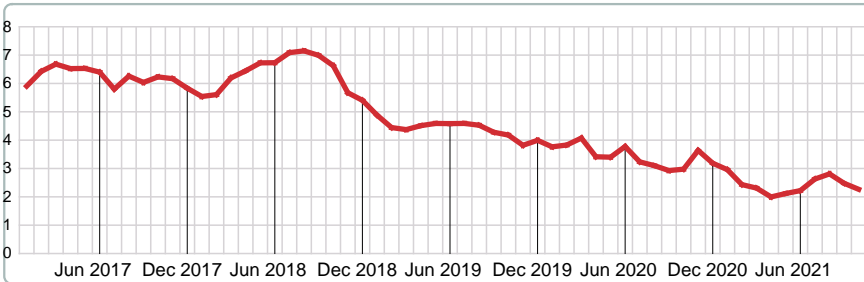
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

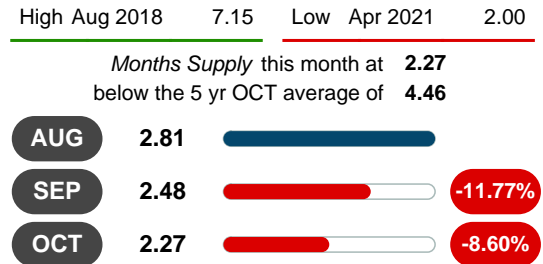


5 YEAR MARKET ACTIVITY TRENDS



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

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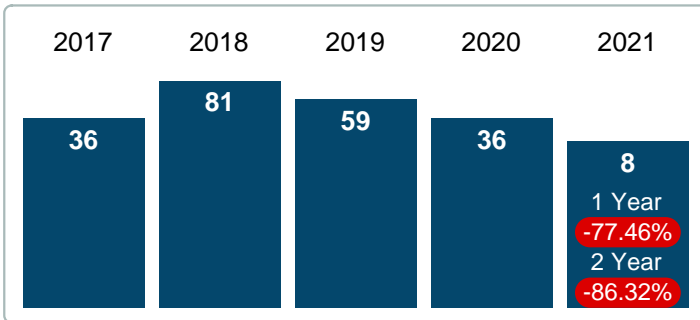
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



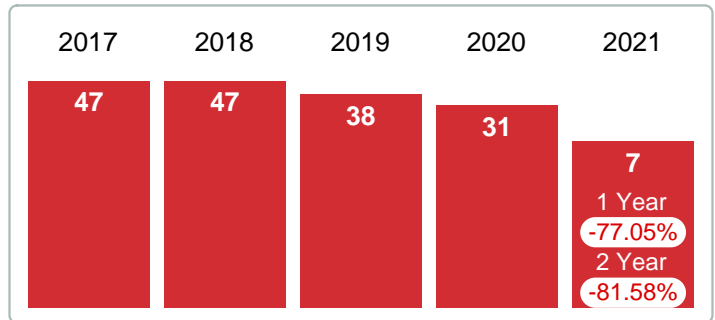
MEDIAN DAYS ON MARKET TO SALE

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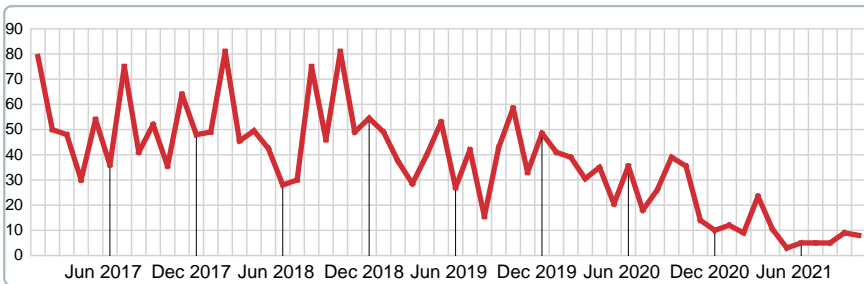
OCTOBER



YEAR TO DATE (YTD)

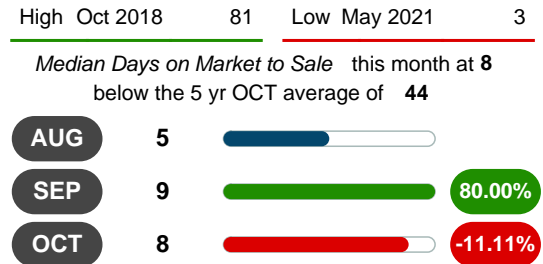


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 44



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
\$75,000 and less	9.33%	22	69	4	0	0
\$75,001 - \$100,000	12.00%	10	6	23	6	0
\$100,001 - \$125,000	12.00%	4	6	4	0	0
\$125,001 - \$175,000	22.67%	16	40	8	12	0
\$175,001 - \$250,000	20.00%	9	45	6	2	103
\$250,001 - \$325,000	9.33%	10	0	10	66	0
\$325,001 and up	14.67%	6	0	9	6	9
Median Closed DOM		8	34	6	7	15
Total Closed Units	100%	8.0	17	43	12	3
Total Closed Volume		14,034,370	1.68M	8.55M	2.72M	1.08M

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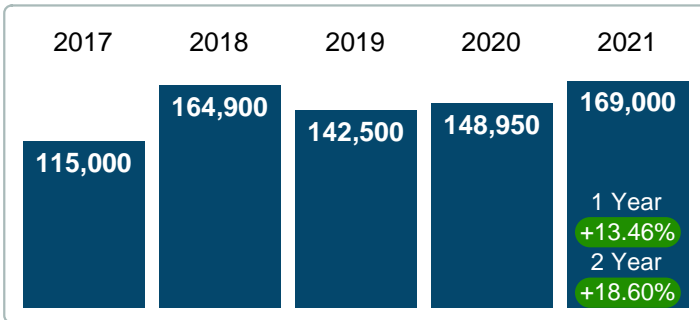
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



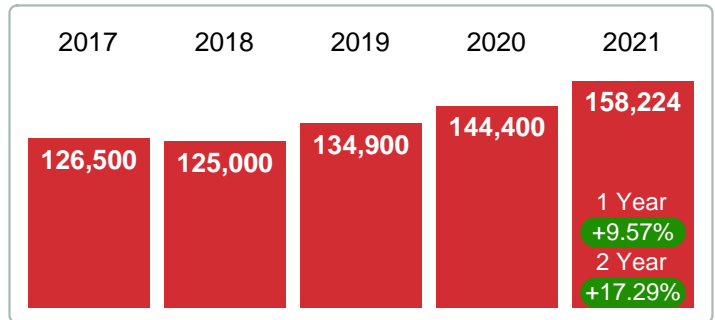
MEDIAN LIST PRICE AT CLOSING

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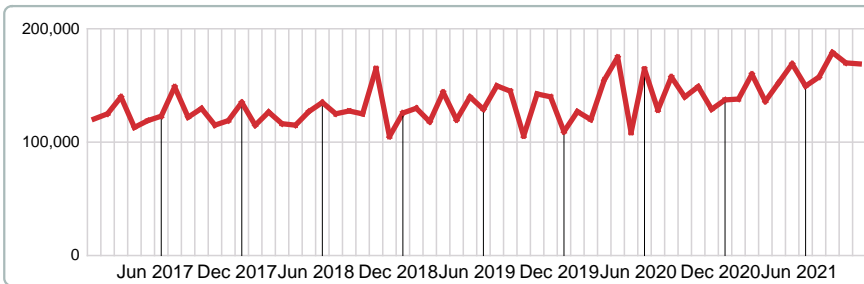
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

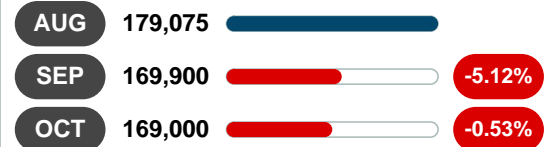


3 MONTHS

5 year OCT AVG = 148,070

High Aug 2021 179,075 Low Nov 2018 105,000

Median List Price at Closing this month at **169,000**
above the 5 yr OCT average of **148,070**



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
\$75,000 and less	7	9.33%	45,000	45,000	45,000	0	0
\$75,001 - \$100,000	6	8.00%	94,250	99,000	86,000	99,900	0
\$100,001 - \$125,000	12	16.00%	113,700	110,000	116,450	105,000	0
\$125,001 - \$175,000	14	18.67%	154,000	156,000	159,900	141,000	0
\$175,001 - \$250,000	17	22.67%	215,000	210,000	219,000	197,000	235,000
\$250,001 - \$325,000	6	8.00%	279,450	0	269,900	300,000	0
\$325,001 and up	13	17.33%	369,000	0	351,990	359,000	430,000
Median List Price			169,000	100,000	185,000	198,450	410,000
Total Closed Units		100%	169,000	17	43	12	3
Total Closed Volume			14,529,290	1.77M	8.83M	2.83M	1.10M

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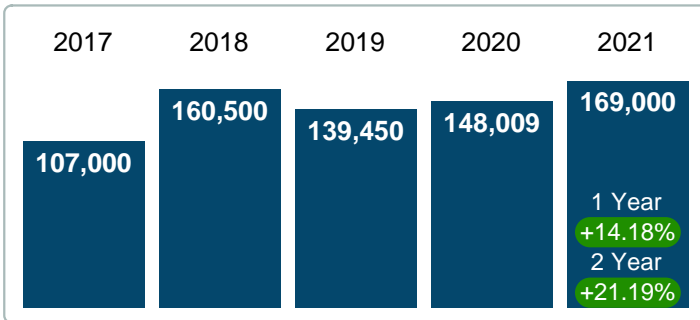
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



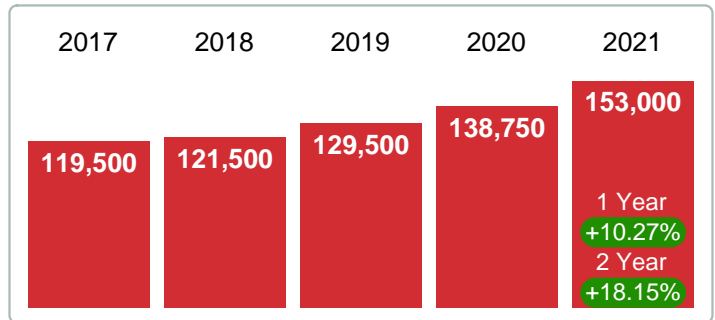
MEDIAN SOLD PRICE AT CLOSING

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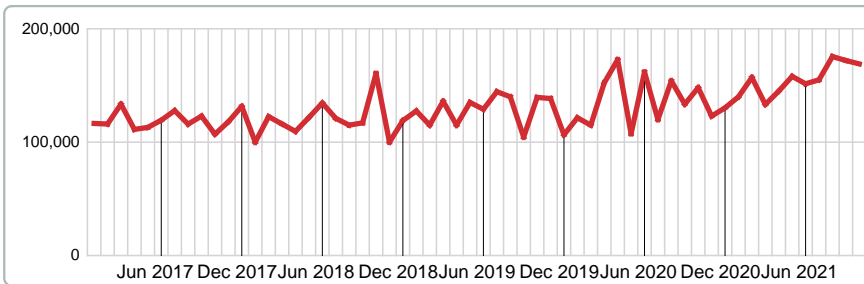
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

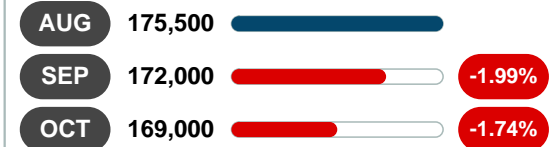


3 MONTHS

5 year OCT AVG = 144,792

High Aug 2021 175,500 Low Jan 2018 100,000

Median Sold Price at Closing this month at **169,000** above the 5 yr OCT average of **144,792**



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
\$75,000 and less	7	9.33%	39,000	37,000	45,000	0	0
\$75,001 - \$100,000	9	12.00%	89,000	98,000	88,150	92,500	0
\$100,001 - \$125,000	9	12.00%	114,900	103,400	121,950	0	0
\$125,001 - \$175,000	17	22.67%	160,000	148,000	162,615	160,000	0
\$175,001 - \$250,000	15	20.00%	210,000	202,500	210,000	196,000	235,000
\$250,001 - \$325,000	7	9.33%	300,000	0	289,000	310,000	0
\$325,001 and up	11	14.67%	375,000	0	359,395	353,000	424,125
Median Sold Price			169,000	99,000	185,000	185,500	410,000
Total Closed Units		100%	169,000	17	43	12	3
Total Closed Volume			14,034,370	1.68M	8.55M	2.72M	1.08M

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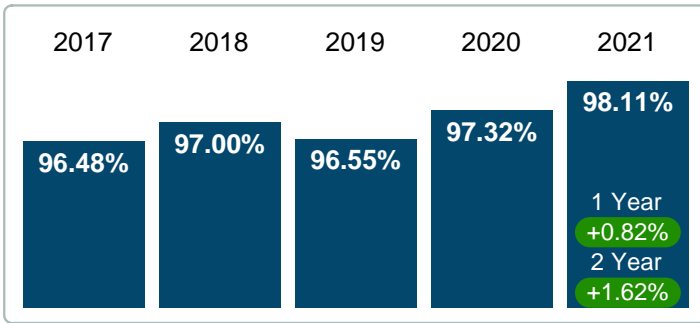
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



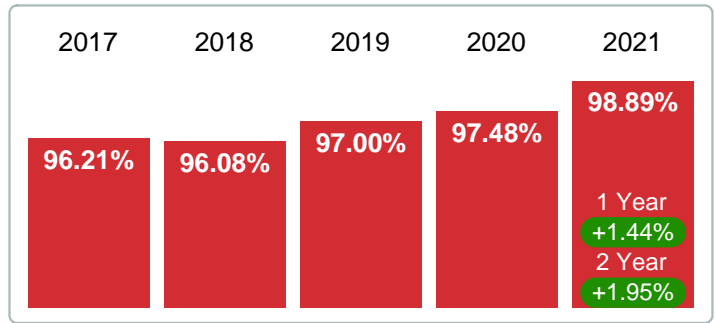
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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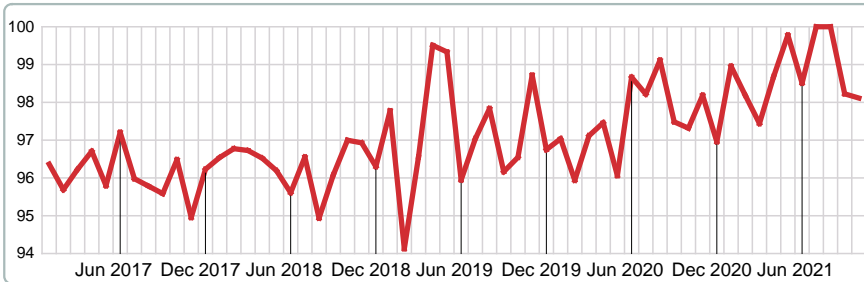
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

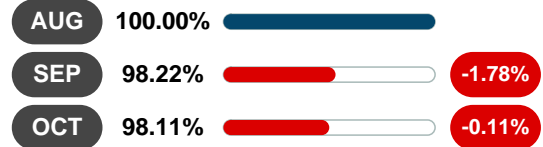


3 MONTHS

5 year OCT AVG = 97.09%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.11%**
above the 5 yr OCT average of **97.09%**



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
\$75,000 and less	7	9.33%	86.76%	86.72%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	9	12.00%	95.24%	100.00%	88.47%	90.16%	0.00%
\$100,001 - \$125,000	9	12.00%	97.64%	92.73%	98.66%	0.00%	0.00%
\$125,001 - \$175,000	17	22.67%	100.00%	100.00%	100.04%	94.47%	0.00%
\$175,001 - \$250,000	15	20.00%	97.87%	96.15%	95.48%	99.49%	100.00%
\$250,001 - \$325,000	7	9.33%	100.00%	0.00%	100.00%	95.85%	0.00%
\$325,001 and up	11	14.67%	97.67%	0.00%	98.42%	97.42%	98.69%
Median Sold/List Ratio		98.11%		95.83%	99.20%	96.54%	100.00%
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



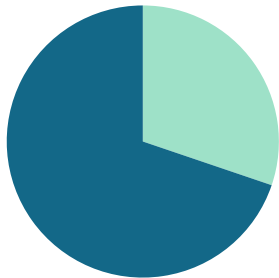
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

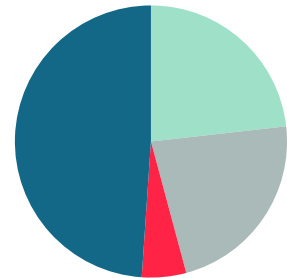


Inventory
 New Listings
74 = 30.20%
 Start Inventory
171
 Total Inventory Units
245
 Volume
\$71,436,223

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%
Median List Price	148,950	169,000	13.46%	144,400	158,224	9.57%
Median Sale Price	148,009	169,000	14.18%	138,750	153,000	10.27%
Median Percent of Selling Price to List Price	97.32%	98.11%	0.82%	97.48%	98.89%	1.44%
Median Days on Market to Sale	35.50	8.00	-77.46%	30.50	7.00	-77.05%
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

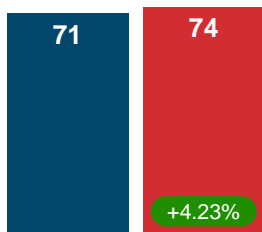
Inventory on October 31, 2021 = **158**

2020 **2021**

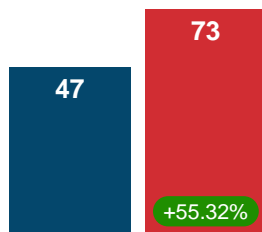
OCTOBER MARKET

MEDIAN PRICES

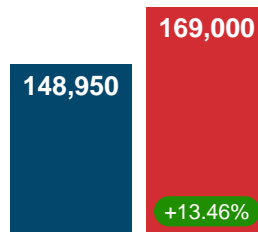
New Listings



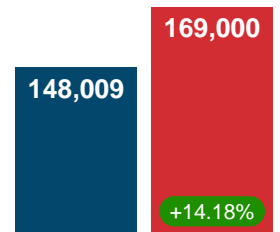
Pending Listings



List Price



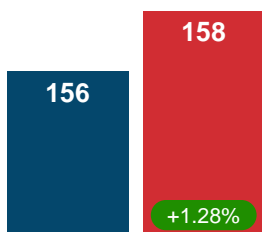
Sale Price



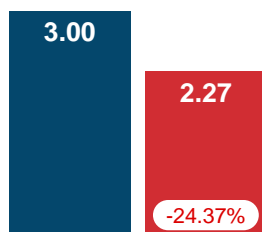
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

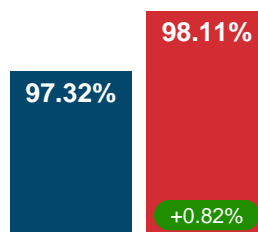
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

