

# September 2021



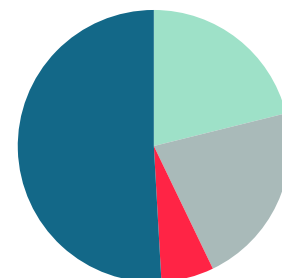
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	59	71	20.34%
Pending Listings	51	73	43.14%
New Listings	66	72	9.09%
Average List Price	151,569	214,342	41.42%
Average Sale Price	146,323	206,486	41.12%
Average Percent of Selling Price to List Price	96.19%	96.50%	0.33%
Average Days on Market to Sale	73.97	26.00	-64.85%
End of Month Inventory	150	171	14.00%
Months Supply of Inventory	2.95	2.48	-15.88%



■ Closed (21.13%)  
■ Pending (21.73%)  
■ Other OffMarket (6.25%)  
■ Active (50.89%)

**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of September 30, 2021 = **171**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2021 rose **14.00%** to 171 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **2.48** 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 **41.12%** in September 2021 to \$206,486 versus the previous year at \$146,323.

#### Average Days on Market Shortens

The average number of **26.00** days that homes spent on the market before selling decreased by 47.97 days or **64.85%** in September 2021 compared to last year's same month at **73.97** DOM.

#### Sales Success for September 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 72 New Listings in September 2021, up **9.09%** from last year at 66. Furthermore, there were 71 Closed Listings this month versus last year at 59, a **20.34%** increase.

Closed versus Listed trends yielded a **98.6%** ratio, up from previous year's, September 2020, at **89.4%**, a **10.31%** upswing. This will certainly create pressure on an increasing Month's 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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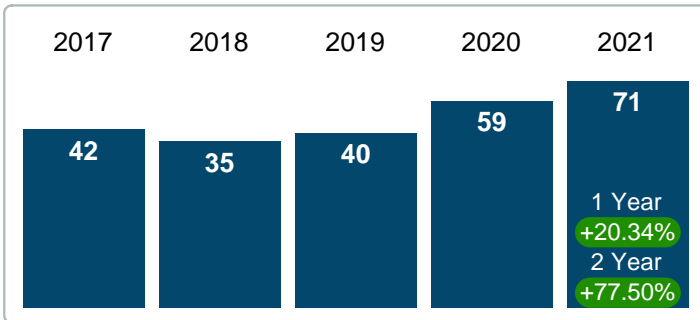
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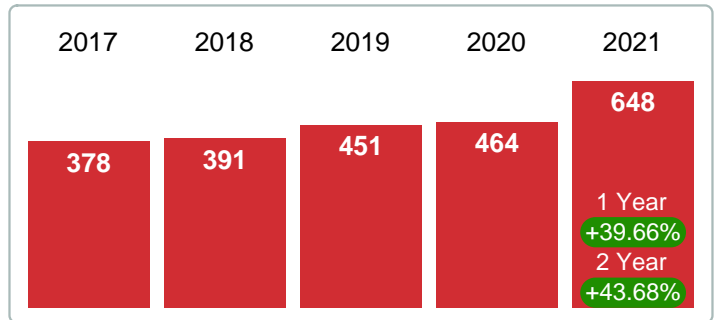
## CLOSED LISTINGS

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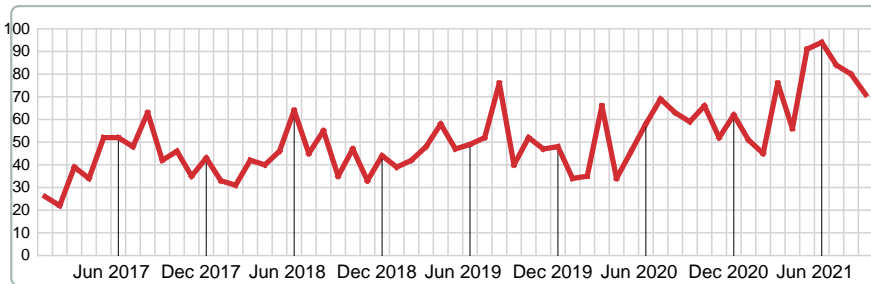
### SEPTEMBER



### YEAR TO DATE (YTD)

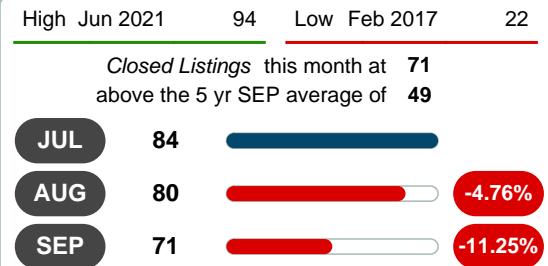


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.63%	28.3	2	2	0	0
\$50,001 - \$75,000	6	8.45%	72.7	2	4	0	0
\$75,001 - \$125,000	8	11.27%	19.9	2	6	0	0
\$125,001 - \$200,000	24	33.80%	19.7	5	13	6	0
\$200,001 - \$275,000	13	18.31%	15.9	0	9	4	0
\$275,001 - \$350,000	8	11.27%	34.0	0	3	5	0
\$350,001 and up	8	11.27%	23.4	1	3	3	1
<b>Total Closed Units</b>	<b>71</b>			<b>12</b>	<b>40</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,660,500</b>	<b>100%</b>	<b>26.0</b>	<b>1.64M</b>	<b>7.74M</b>	<b>4.67M</b>	<b>610.70K</b>
<b>Average Closed Price</b>	<b>\$206,486</b>			<b>\$137,042</b>	<b>\$193,425</b>	<b>\$259,350</b>	<b>\$610,700</b>

# September 2021



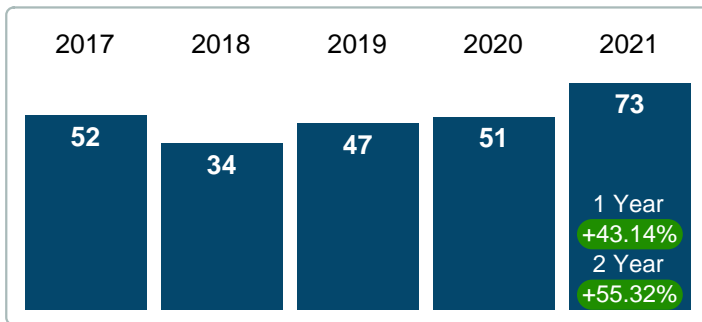
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



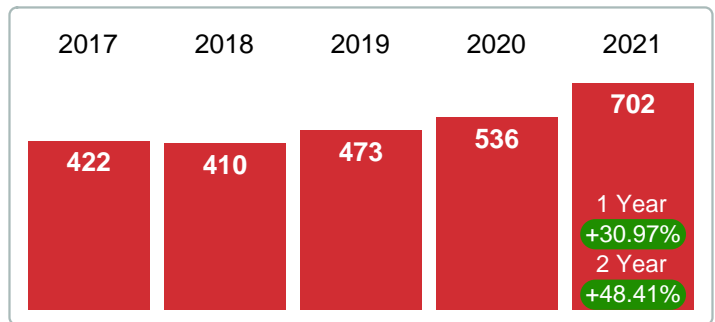
## PENDING LISTINGS

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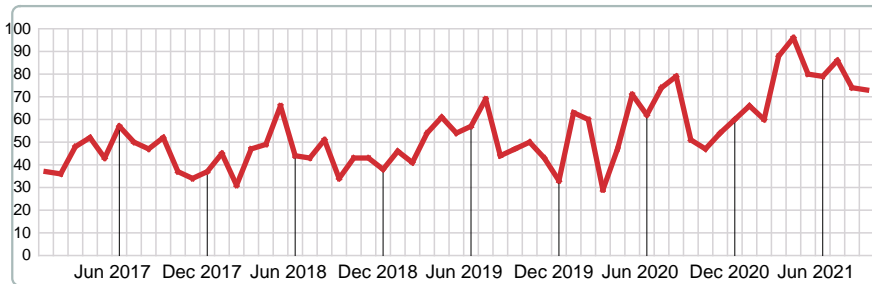
### SEPTEMBER



### YEAR TO DATE (YTD)

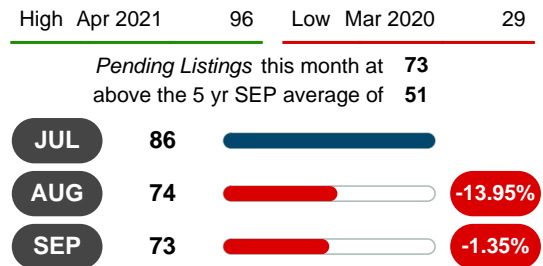


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.22%	109.3	6	0	0	0
\$75,001 - \$100,000	7	9.59%	33.1	3	2	1	1
\$100,001 - \$125,000	10	13.70%	19.6	4	5	1	0
\$125,001 - \$225,000	21	28.77%	27.5	4	14	3	0
\$225,001 - \$275,000	10	13.70%	30.5	0	9	1	0
\$275,001 - \$400,000	12	16.44%	32.5	0	6	6	0
\$400,001 and up	7	9.59%	24.4	0	4	1	2
<b>Total Pending Units</b>	<b>73</b>			<b>17</b>	<b>40</b>	<b>13</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>16,218,440</b>	<b>100%</b>	<b>34.8</b>	<b>1.63M</b>	<b>10.10M</b>	<b>3.53M</b>	<b>949.90K</b>
<b>Average Listing Price</b>	<b>\$220,332</b>			<b>\$96,100</b>	<b>\$252,606</b>	<b>\$271,585</b>	<b>\$316,633</b>

# September 2021



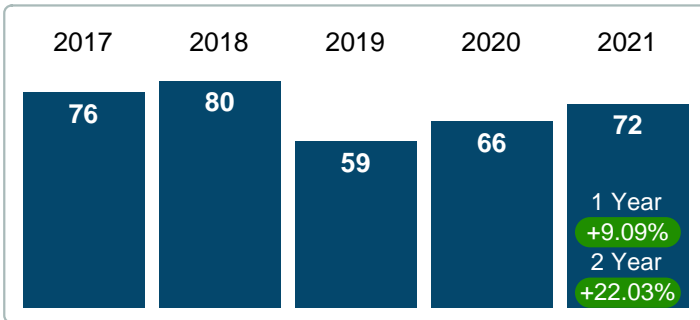
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



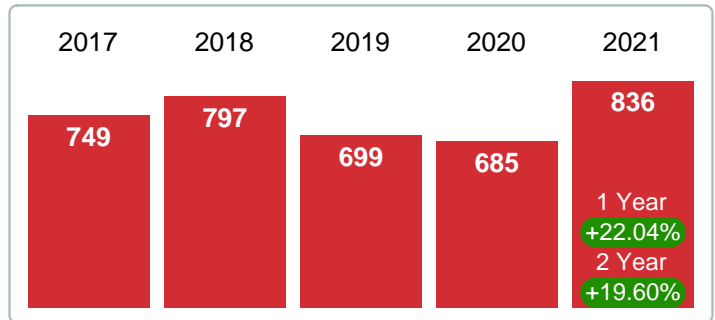
## NEW LISTINGS

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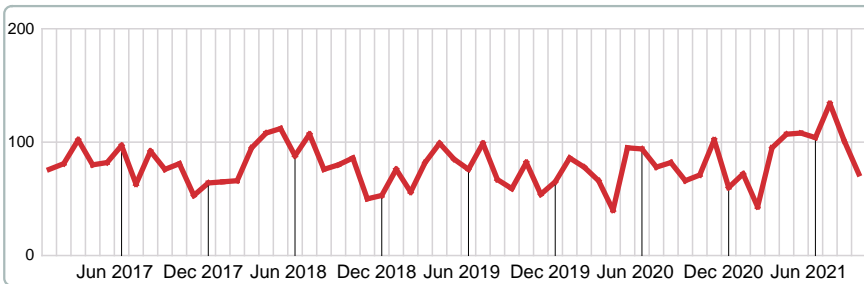
### SEPTEMBER



### YEAR TO DATE (YTD)

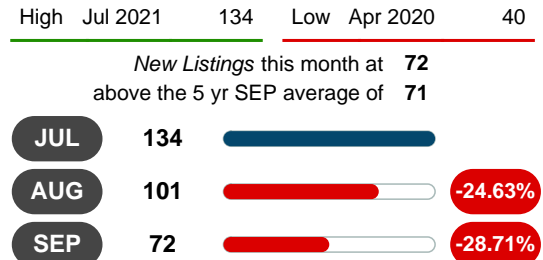


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 71



### 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	5	6.94%	3	2	0	0
\$75,001 - \$100,000	7	9.72%	5	2	0	0
\$100,001 - \$150,000	14	19.44%	5	8	1	0
\$150,001 - \$250,000	18	25.00%	2	16	0	0
\$250,001 - \$350,000	11	15.28%	0	5	6	0
\$350,001 - \$450,000	10	13.89%	1	4	5	0
\$450,001 and up	7	9.72%	0	3	4	0
<b>Total New Listed Units</b>	<b>72</b>		<b>16</b>	<b>40</b>	<b>16</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>18,687,420</b>	<b>100%</b>	<b>1.96M</b>	<b>10.11M</b>	<b>6.62M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$248,278</b>		<b>\$122,356</b>	<b>\$252,858</b>	<b>\$413,462</b>	<b>\$0</b>

# September 2021



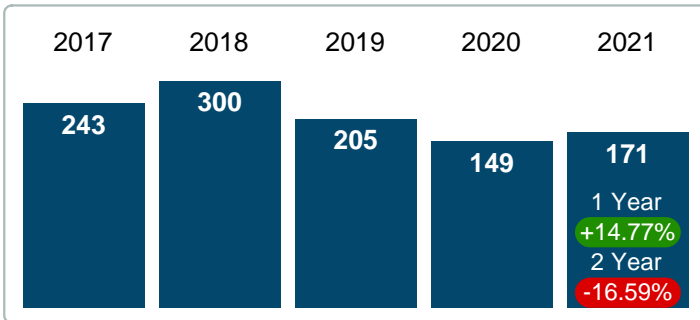
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



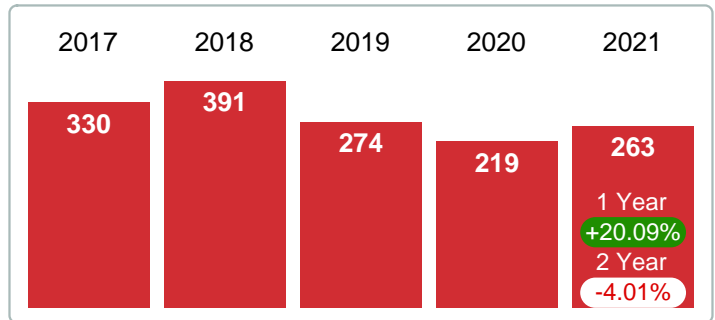
## ACTIVE INVENTORY

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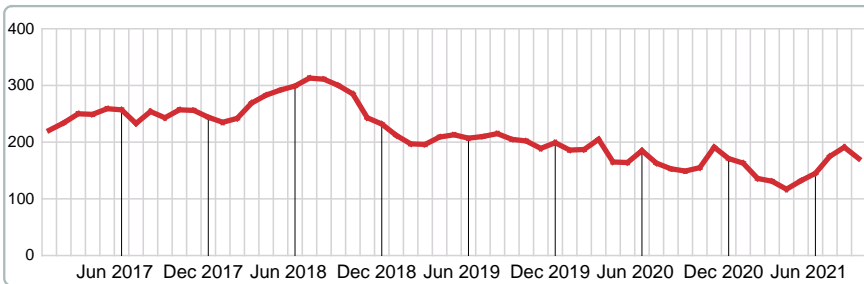
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

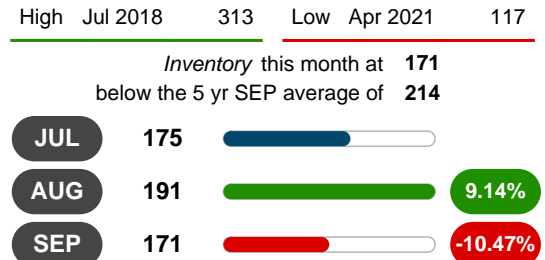


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 214



### 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	9	5.26%	112.2	7	1	1	0
\$50,001 - \$100,000	26	15.20%	73.8	10	13	3	0
\$100,001 - \$150,000	24	14.04%	78.5	6	16	1	1
\$150,001 - \$275,000	48	28.07%	61.0	6	26	14	2
\$275,001 - \$375,000	23	13.45%	68.8	1	11	10	1
\$375,001 - \$550,000	24	14.04%	68.9	0	10	13	1
\$550,001 and up	17	9.94%	116.2	1	8	6	2
<b>Total Active Inventory by Units</b>	<b>171</b>			<b>31</b>	<b>85</b>	<b>48</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>54,740,933</b>	<b>100%</b>	<b>75.7</b>	<b>4.88M</b>	<b>29.48M</b>	<b>16.84M</b>	<b>3.53M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$320,122</b>			<b>\$157,519</b>	<b>\$346,881</b>	<b>\$350,854</b>	<b>\$504,571</b>

# September 2021



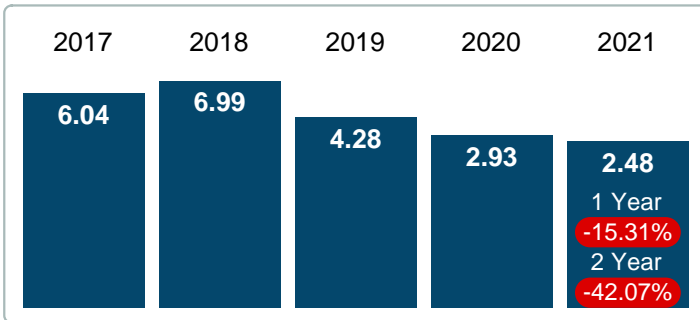
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



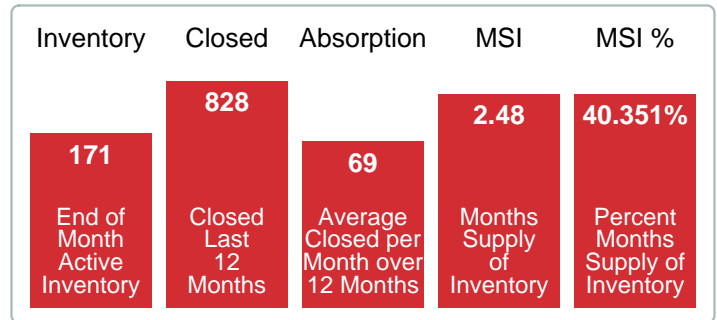
## MONTHS SUPPLY of INVENTORY (MSI)

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

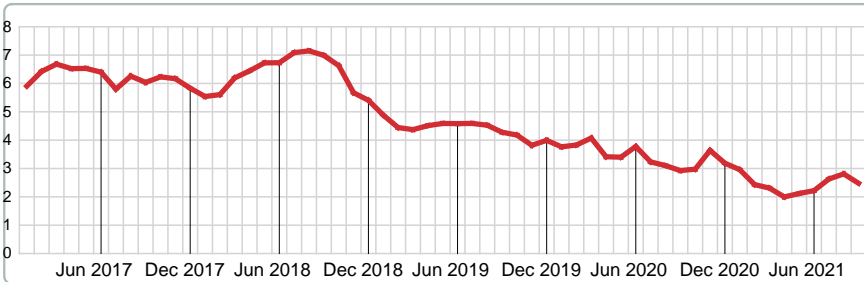
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

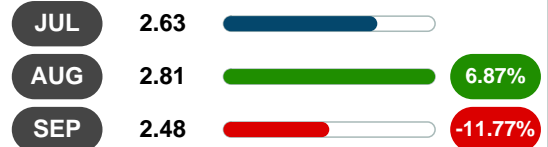


### 3 MONTHS

5 year SEP AVG = 4.54

High Aug 2018 7.15 Low Apr 2021 2.00

Months Supply this month at **2.48**  
below the 5 yr SEP average of **4.54**



### 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	9	5.26%	1.38	1.95	0.38	6.00	0.00
\$50,001 - \$100,000	26	15.20%	1.75	2.07	1.44	3.00	0.00
\$100,001 - \$150,000	24	14.04%	1.68	4.00	1.45	0.71	3.00
\$150,001 - \$275,000	48	28.07%	2.13	2.88	1.76	2.90	2.40
\$275,001 - \$375,000	23	13.45%	4.12	3.00	4.71	4.14	2.00
\$375,001 - \$550,000	24	14.04%	7.20	0.00	8.00	10.40	3.00
\$550,001 and up	17	9.94%	8.50	12.00	10.67	8.00	4.80
Market Supply of Inventory (MSI)			2.48	2.40	2.04	4.06	2.80
Total Active Inventory by Units		100%	2.48	31	85	48	7

# September 2021



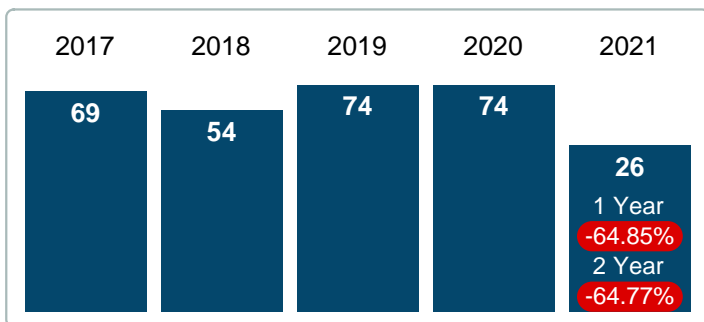
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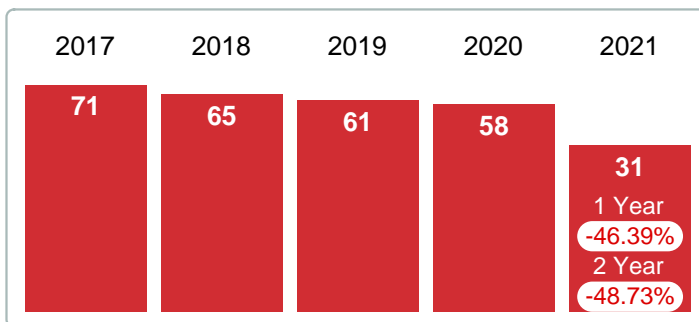
## AVERAGE DAYS ON MARKET TO SALE

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

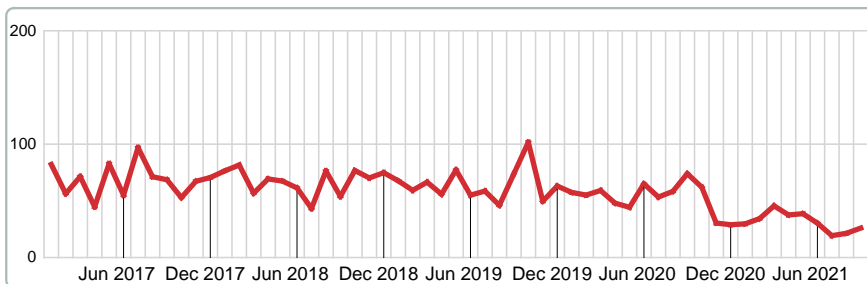
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

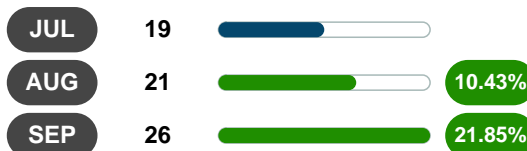


### 3 MONTHS

5 year SEP AVG = 59

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 26 below the 5 yr SEP average of 59



### 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
\$50,000 and less	4	5.63%	28	49	8	0	0
\$50,001 - \$75,000	6	8.45%	73	45	87	0	0
\$75,001 - \$125,000	8	11.27%	20	37	14	0	0
\$125,001 - \$200,000	24	33.80%	20	61	9	8	0
\$200,001 - \$275,000	13	18.31%	16	0	17	13	0
\$275,001 - \$350,000	8	11.27%	34	0	23	40	0
\$350,001 and up	8	11.27%	23	20	17	29	29
Average Closed DOM	26			49	21	22	29
Total Closed Units	71	100%	26	12	40	18	1
Total Closed Volume	14,660,500			1.64M	7.74M	4.67M	610.70K



# September 2021



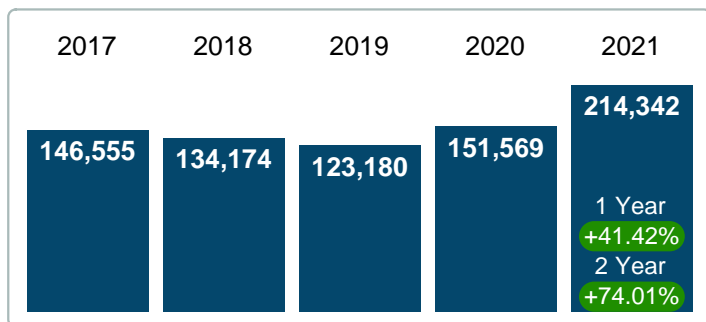
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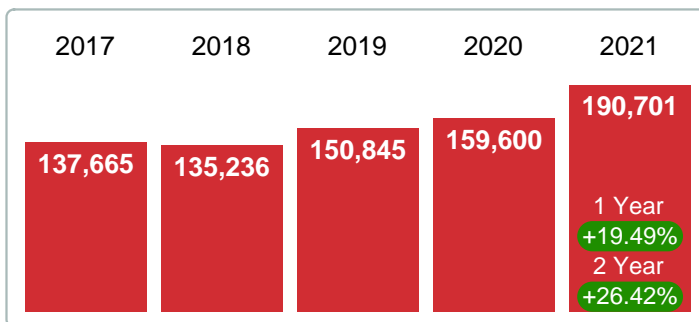
## AVERAGE LIST PRICE AT CLOSING

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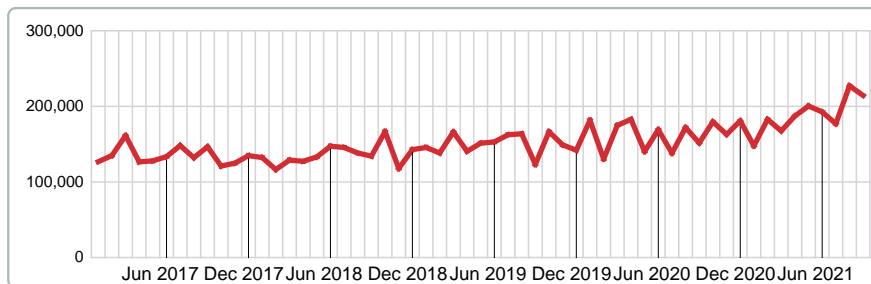
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

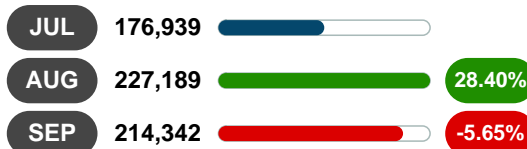


### 3 MONTHS

5 year SEP AVG = 153,964

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

Average List Price at Closing this month at **214,342** above the 5 yr SEP average of **153,964**



### 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		
\$50,000 and less	4	5.63%	37,975	31,250	44,700	0		
\$50,001 - \$75,000	4	5.63%	66,350	71,200	71,250	0		
\$75,001 - \$125,000	8	11.27%	92,650	97,950	108,033	0		
\$125,001 - \$200,000	24	33.80%	153,613	161,000	158,623	168,283		
\$200,001 - \$275,000	15	21.13%	247,093	0	244,078	263,675		
\$275,001 - \$350,000	5	7.04%	298,780	0	341,300	316,800		
\$350,001 and up	11	15.49%	470,255	499,900	575,000	397,967		
Average List Price		214,342		142,142	200,758	269,017	640,000	
Total Closed Units		71	100%	214,342	12	40	18	1
Total Closed Volume		15,218,299			1.71M	8.03M	4.84M	640.00K



# September 2021



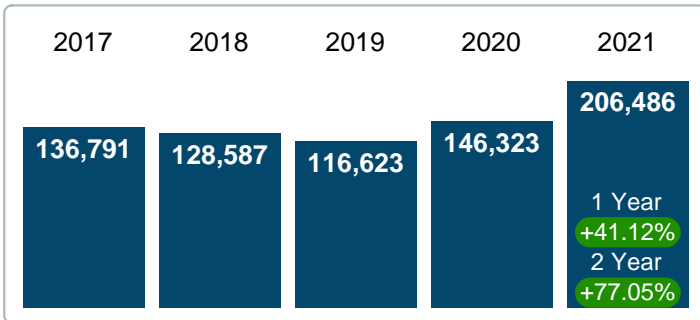
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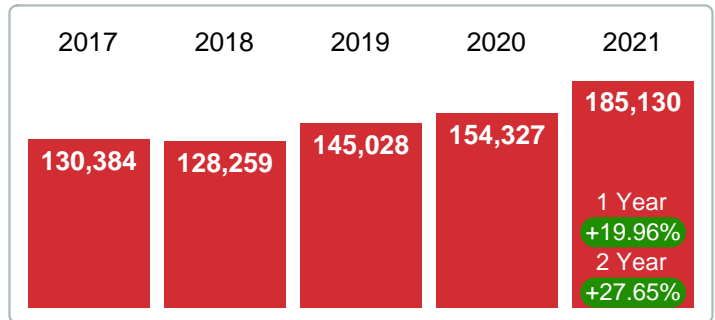
## AVERAGE SOLD PRICE AT CLOSING

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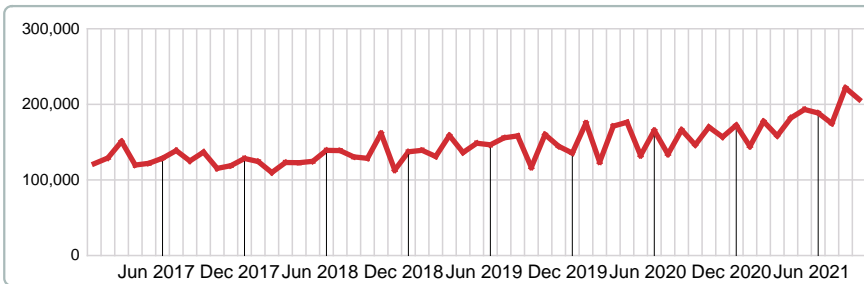
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

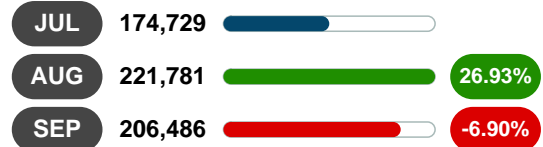


### 3 MONTHS

5 year SEP AVG = 146,962

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

Average Sold Price at Closing this month at **206,486**  
above the 5 yr SEP average of **146,962**



### 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
\$50,000 and less	5.63%	36,750	30,500	43,000	0	0
\$50,001 - \$75,000	8.45%	65,500	71,250	62,625	0	0
\$75,001 - \$125,000	11.27%	97,300	90,500	99,567	0	0
\$125,001 - \$200,000	33.80%	156,954	153,000	158,762	156,333	0
\$200,001 - \$275,000	18.31%	243,615	0	237,578	257,200	0
\$275,001 - \$350,000	11.27%	314,625	0	327,667	306,800	0
\$350,001 and up	11.27%	486,400	495,000	539,333	389,167	610,700
<b>Average Sold Price</b>		<b>206,486</b>	<b>137,042</b>	<b>193,425</b>	<b>259,350</b>	<b>610,700</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>206,486</b>	<b>12</b>	<b>40</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,660,500</b>	<b>1.64M</b>	<b>7.74M</b>	<b>4.67M</b>	<b>610.70K</b>

# September 2021



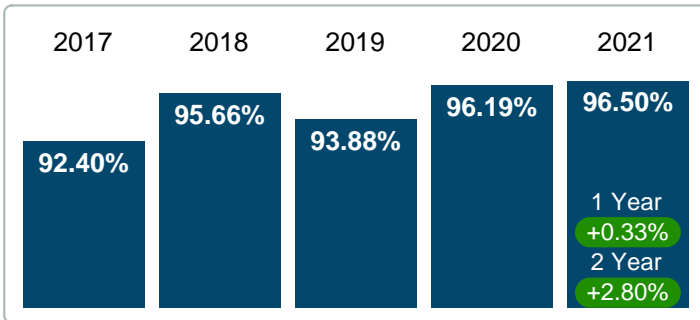
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



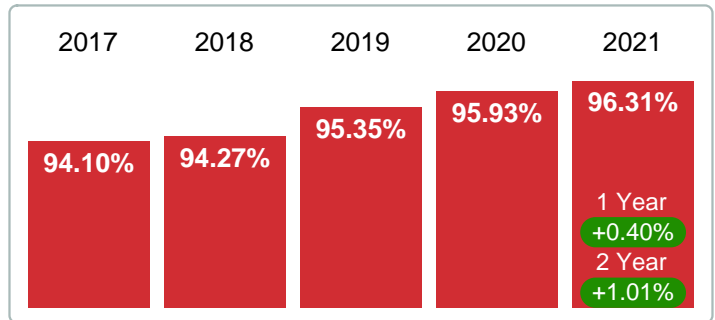
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

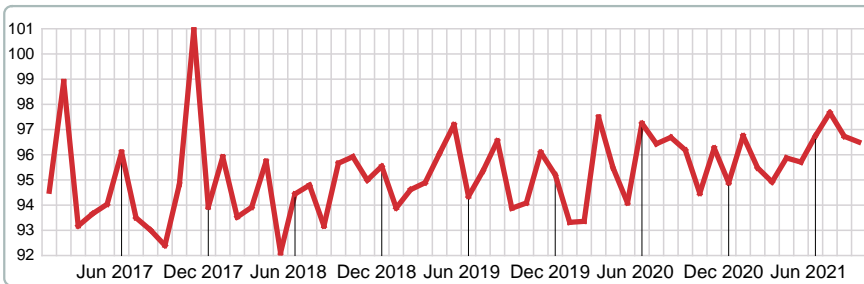
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

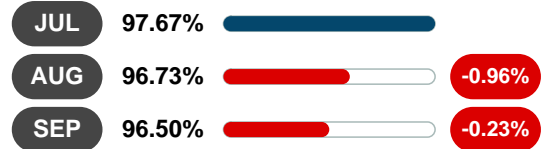


### 3 MONTHS

5 year SEP AVG = 94.93%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.50%**  
above the 5 yr SEP average of **94.93%**



## 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	
\$50,000 and less	4	5.63%	99.66%	102.34%	96.99%	0.00%	0.00%	
\$50,001 - \$75,000	6	8.45%	92.35%	100.07%	88.49%	0.00%	0.00%	
\$75,001 - \$125,000	8	11.27%	93.21%	92.54%	93.43%	0.00%	0.00%	
\$125,001 - \$200,000	24	33.80%	97.69%	95.10%	100.26%	94.30%	0.00%	
\$200,001 - \$275,000	13	18.31%	97.32%	0.00%	97.24%	97.52%	0.00%	
\$275,001 - \$350,000	8	11.27%	96.97%	0.00%	96.43%	97.30%	0.00%	
\$350,001 and up	8	11.27%	95.97%	99.02%	93.23%	97.88%	95.42%	
Average Sold/List Ratio		96.50%		97.04%	96.40%	96.44%	95.42%	
Total Closed Units		71	100%	96.50%	12	40	18	1
Total Closed Volume		14,660,500			1.64M	7.74M	4.67M	610.70K

# September 2021



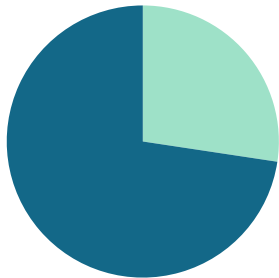
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

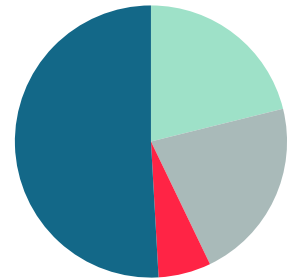


**Inventory**  
 New Listings  
**72 = 27.38%**  
 Start Inventory  
**191**  
 Total Inventory Units  
**263**  
 Volume  
**\$77,590,373**

### Market Activity

Closed Sales  
**71 = 21.13%**  
 Pending Sales  
**73 = 21.73%**  
 Other Off Market  
**21 = 6.25%**  
 Active Inventory  
**171 = 50.89%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	71	20.34%	464	648	39.66%
Pending Sales	51	73	43.14%	536	702	30.97%
New Listings	66	72	9.09%	685	836	22.04%
Average List Price	151,569	214,342	41.42%	159,600	190,701	19.49%
Average Sale Price	146,323	206,486	41.12%	154,327	185,130	19.96%
Average Percent of Selling Price to List Price	96.19%	96.50%	0.33%	95.93%	96.31%	0.40%
Average Days on Market to Sale	73.97	26.00	-64.85%	58.07	31.13	-46.39%
Monthly Inventory	150	171	14.00%	150	171	14.00%
Months Supply of Inventory	2.95	2.48	-15.88%	2.95	2.48	-15.88%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

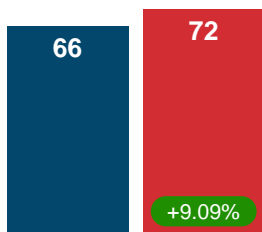
**Inventory** on September 30, 2021 = **171**

**2020** **2021**

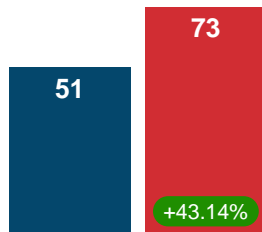
### SEPTEMBER MARKET

### AVERAGE PRICES

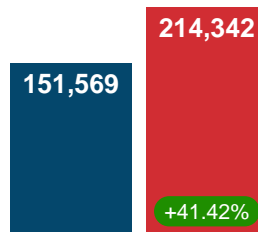
#### New Listings



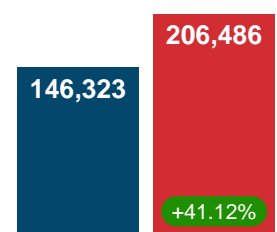
#### Pending Listings



#### List Price



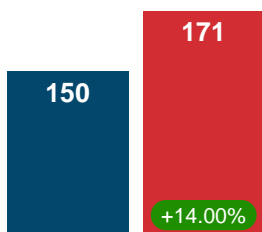
#### Sale Price



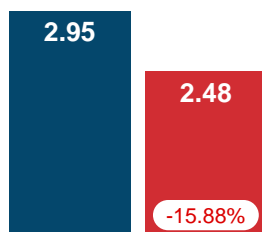
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

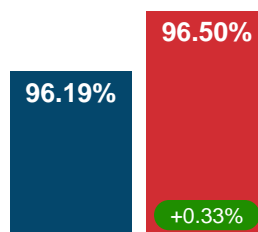
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

