

# September 2021



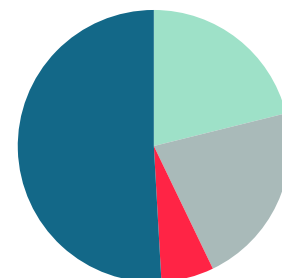
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## 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%
Median List Price	139,900	169,900	21.44%
Median Sale Price	133,500	172,000	28.84%
Median Percent of Selling Price to List Price	97.48%	98.22%	0.76%
Median Days on Market to Sale	39.00	9.00	-76.92%
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.

#### 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 **28.84%** in September 2021 to \$172,000 versus the previous year at \$133,500.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 30.00 days or **76.92%** in September 2021 compared to last year's same month at **39.00** DOM.

#### Sales Success for September 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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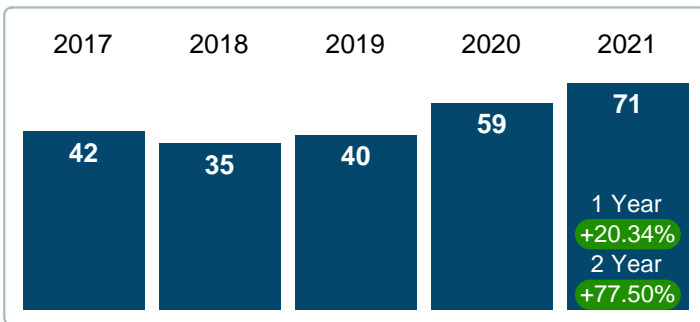
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



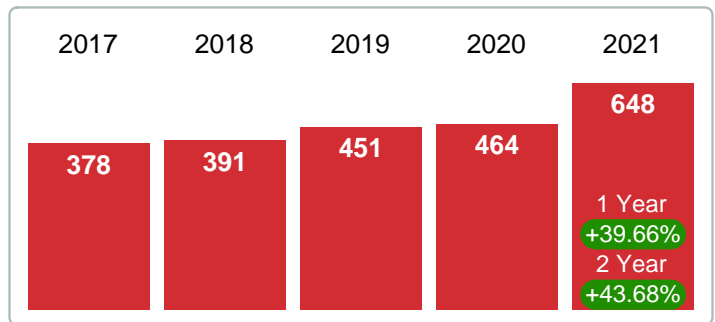
## CLOSED LISTINGS

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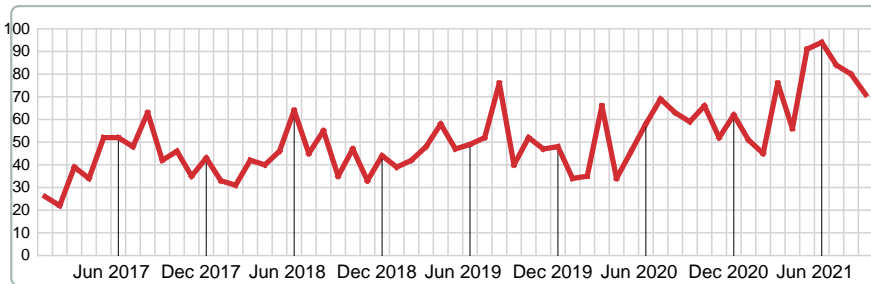
### SEPTEMBER



### YEAR TO DATE (YTD)

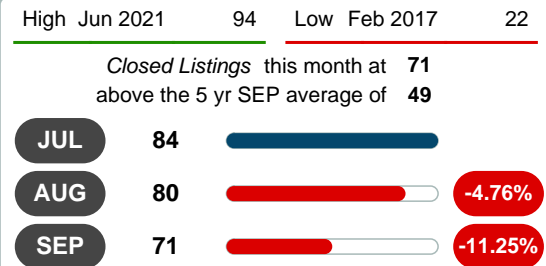


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	5.63%	17.0	2	2	0	0
\$50,001 - \$75,000	6	8.45%	27.5	2	4	0	0
\$75,001 - \$125,000	8	11.27%	13.5	2	6	0	0
\$125,001 - \$200,000	24	33.80%	4.0	5	13	6	0
\$200,001 - \$275,000	13	18.31%	10.0	0	9	4	0
\$275,001 - \$350,000	8	11.27%	7.0	0	3	5	0
\$350,001 and up	8	11.27%	15.5	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>9.0</b>	<b>1.64M</b>	<b>7.74M</b>	<b>4.67M</b>	<b>610.70K</b>
<b>Median Closed Price</b>	<b>\$172,000</b>			<b>\$115,000</b>	<b>\$163,000</b>	<b>\$264,450</b>	<b>\$610,700</b>

# September 2021



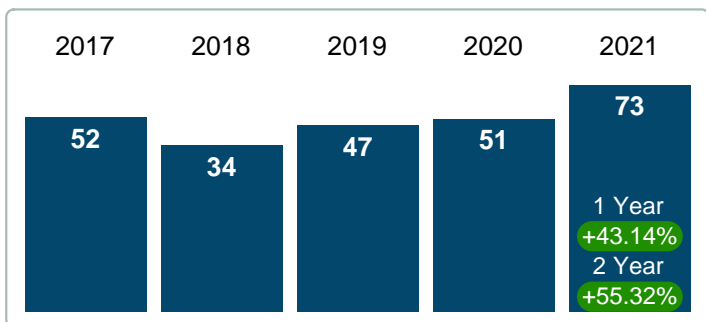
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



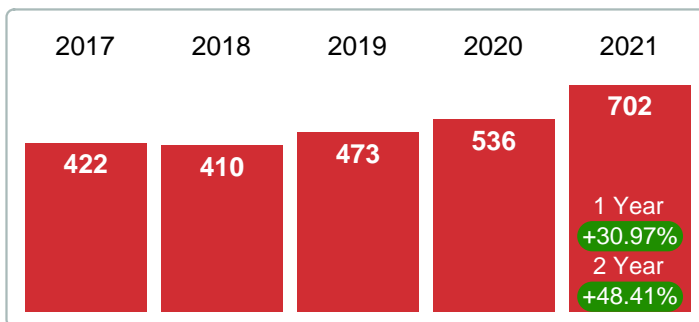
## PENDING LISTINGS

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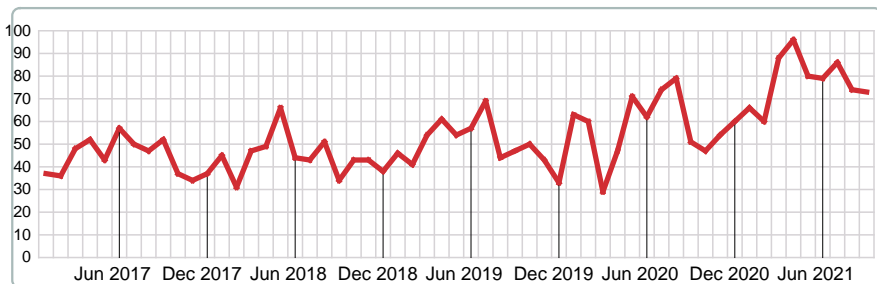
### SEPTEMBER



### YEAR TO DATE (YTD)

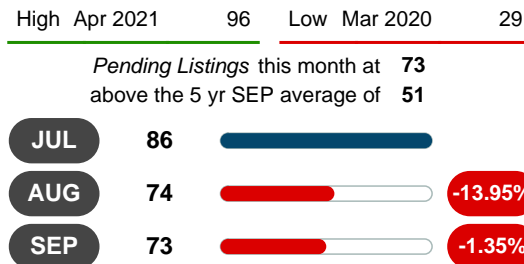


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.22%	80.5	6	0	0	0
\$75,001 - \$100,000	7	9.59%	9.0	3	2	1	1
\$100,001 - \$125,000	10	13.70%	11.5	4	5	1	0
\$125,001 - \$225,000	21	28.77%	17.0	4	14	3	0
\$225,001 - \$275,000	10	13.70%	9.0	0	9	1	0
\$275,001 - \$400,000	12	16.44%	8.5	0	6	6	0
\$400,001 and up	7	9.59%	15.0	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>15.0</b>	<b>1.63M</b>	<b>10.10M</b>	<b>3.53M</b>	<b>949.90K</b>
<b>Median Listing Price</b>	<b>\$174,500</b>			<b>\$99,000</b>	<b>\$214,750</b>	<b>\$295,000</b>	<b>\$410,000</b>

# September 2021



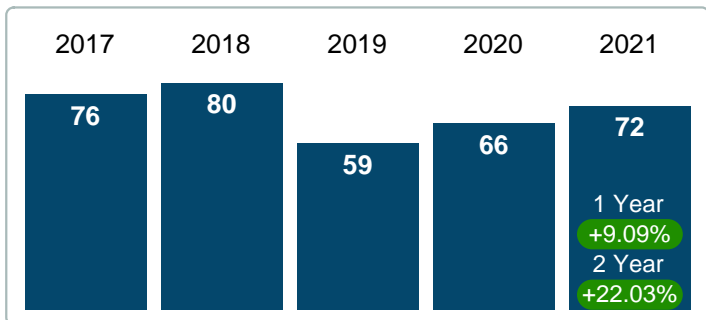
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



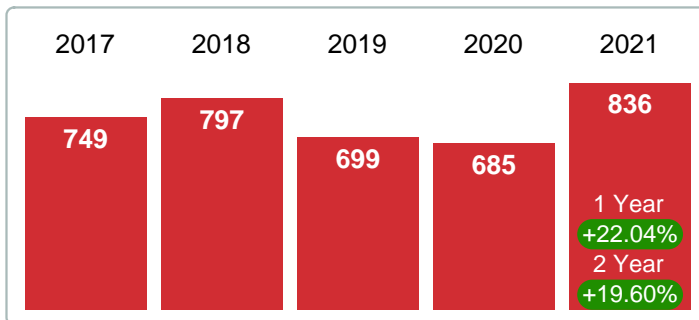
## NEW LISTINGS

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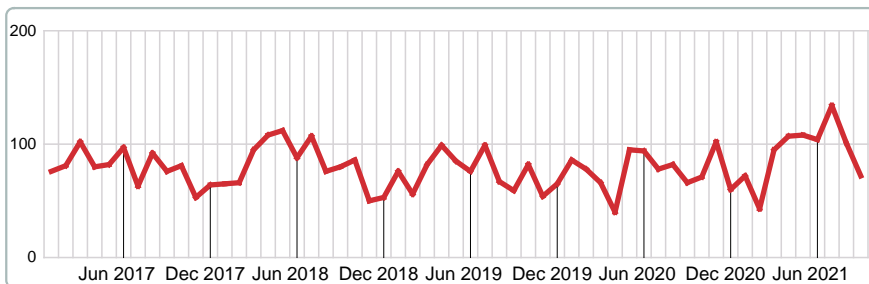
### SEPTEMBER



### YEAR TO DATE (YTD)

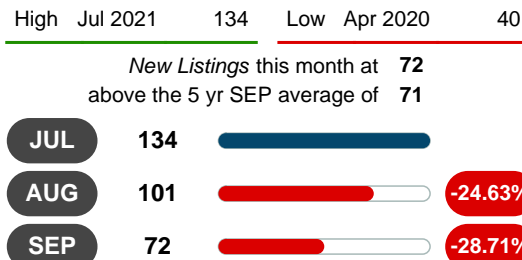


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$211,750</b>		<b>\$104,950</b>	<b>\$199,750</b>	<b>\$369,000</b>	<b>\$0</b>

# September 2021



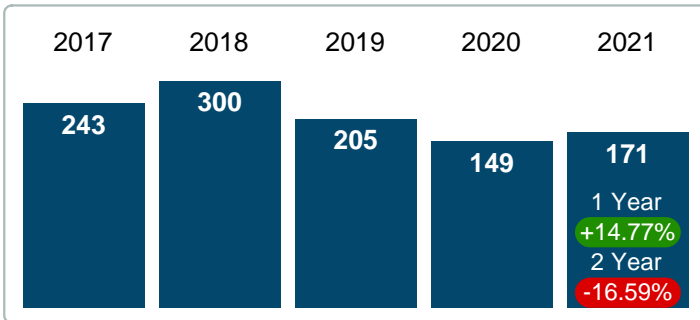
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



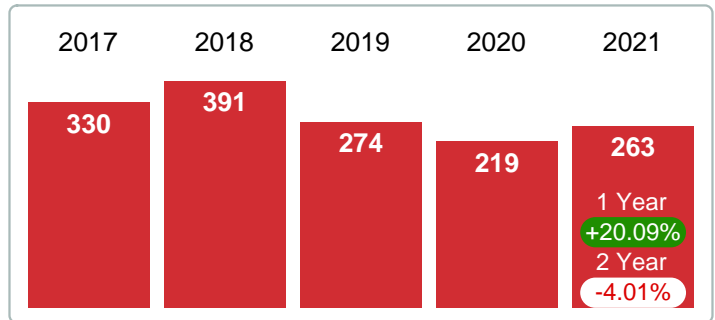
## ACTIVE INVENTORY

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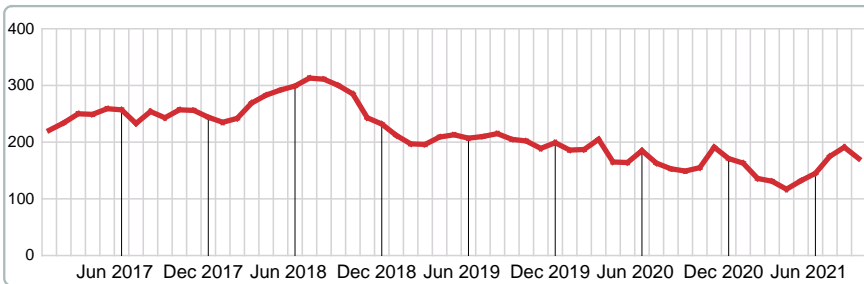
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

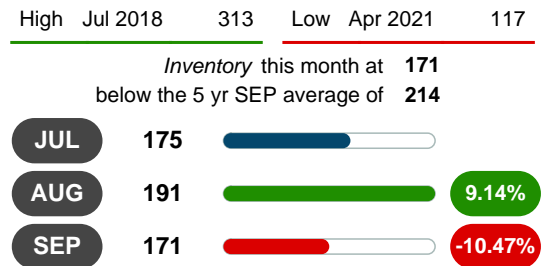


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 214



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	5.26%	85.0	7	1	1	0
\$50,001 - \$100,000	26	15.20%	58.5	10	13	3	0
\$100,001 - \$150,000	24	14.04%	47.0	6	16	1	1
\$150,001 - \$275,000	48	28.07%	51.0	6	26	14	2
\$275,001 - \$375,000	23	13.45%	62.0	1	11	10	1
\$375,001 - \$550,000	24	14.04%	63.0	0	10	13	1
\$550,001 and up	17	9.94%	105.0	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>61.0</b>	<b>4.88M</b>	<b>29.48M</b>	<b>16.84M</b>	<b>3.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$215,000</b>			<b>\$89,500</b>	<b>\$205,000</b>	<b>\$325,000</b>	<b>\$330,000</b>

# September 2021



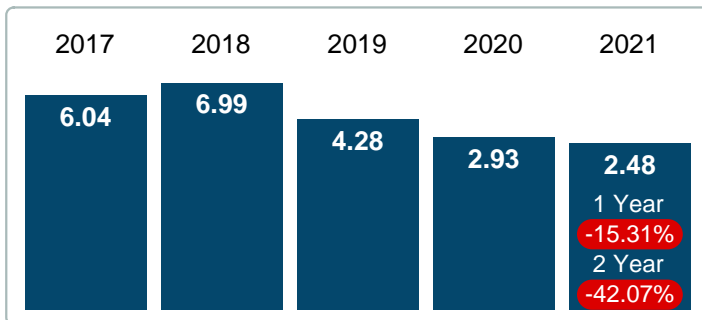
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



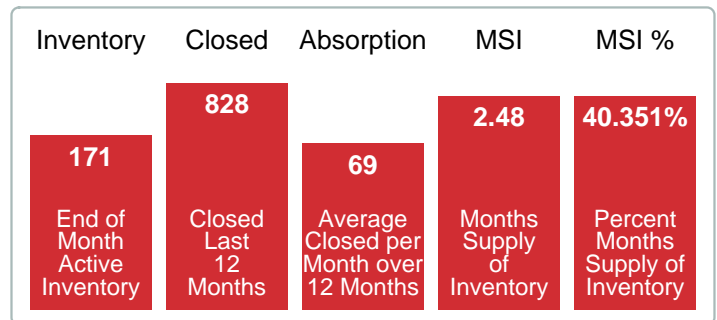
## MONTHS SUPPLY of INVENTORY (MSI)

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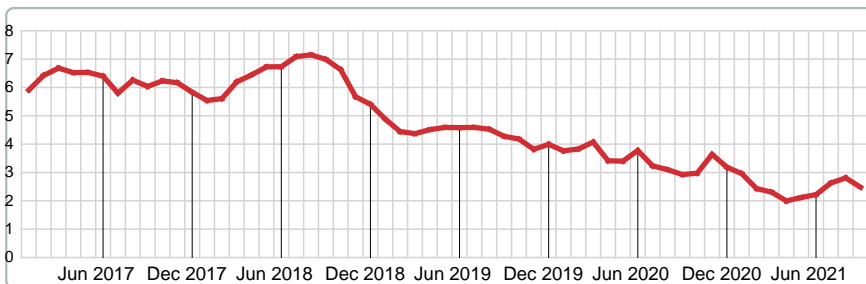
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

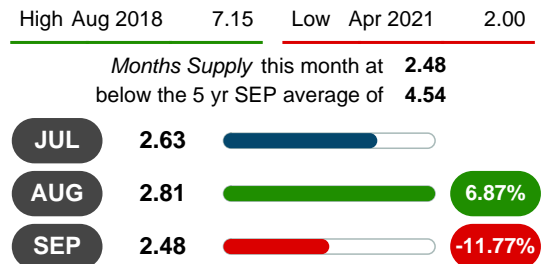


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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



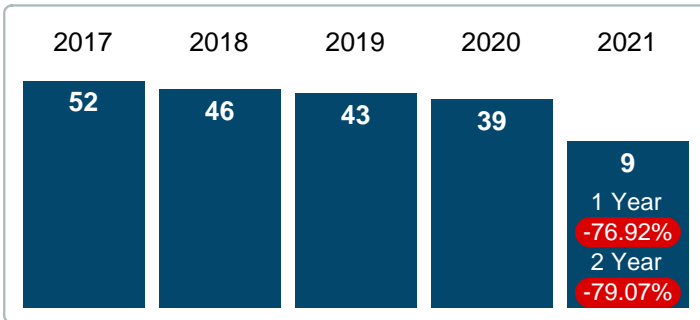
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



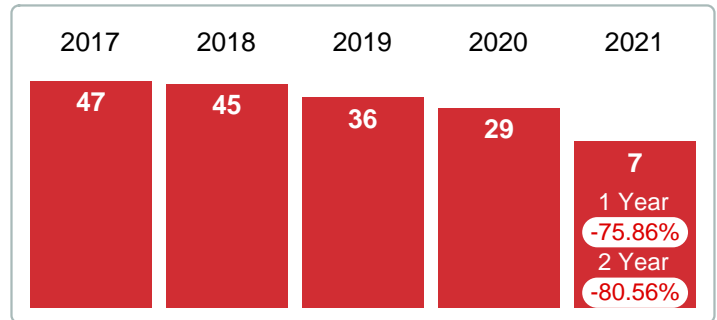
## MEDIAN DAYS ON MARKET TO SALE

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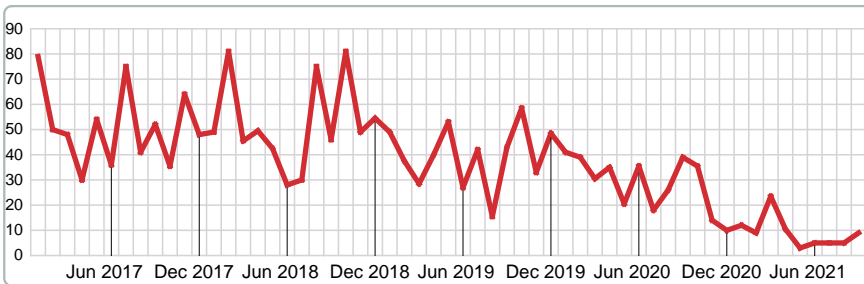
### SEPTEMBER



### YEAR TO DATE (YTD)

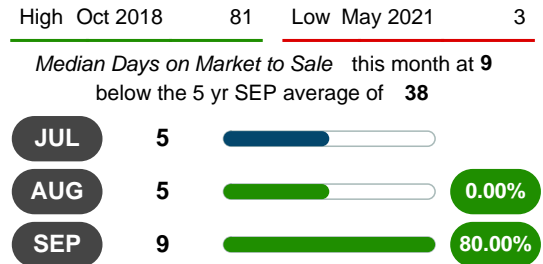


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 38



### 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
\$50,000 and less	5.63%	17	49	8	0	0
\$50,001 - \$75,000	8.45%	28	45	28	0	0
\$75,001 - \$125,000	11.27%	14	37	12	0	0
\$125,001 - \$200,000	33.80%	4	80	4	4	0
\$200,001 - \$275,000	18.31%	10	0	10	8	0
\$275,001 - \$350,000	11.27%	7	0	12	1	0
\$350,001 and up	11.27%	16	20	11	5	29
Median Closed DOM		9	43	8	6	29
Total Closed Units	100%	9.0	12	40	18	1
Total Closed Volume		14,660,500	1.64M	7.74M	4.67M	610.70K



# September 2021



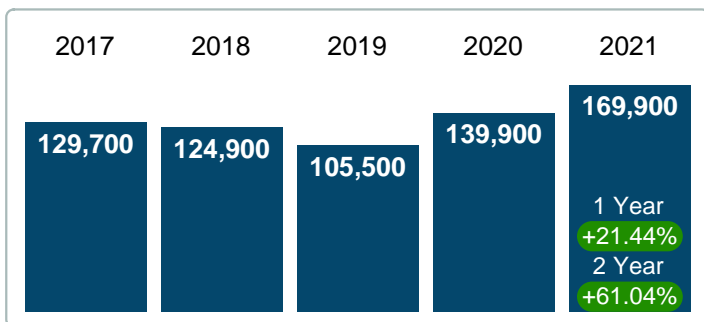
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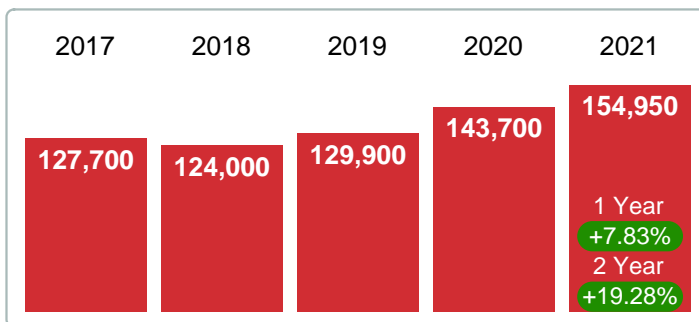
## MEDIAN LIST PRICE AT CLOSING

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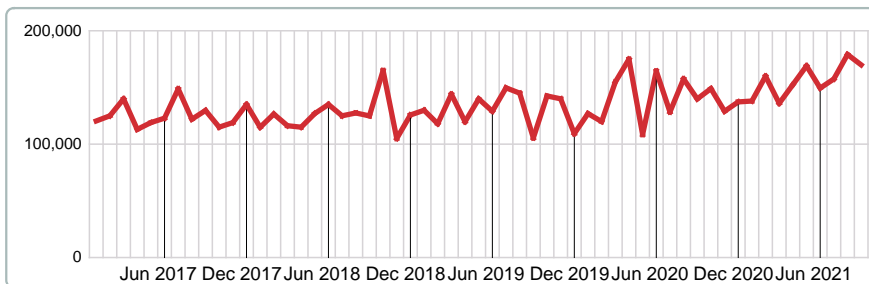
### SEPTEMBER



### YEAR TO DATE (YTD)

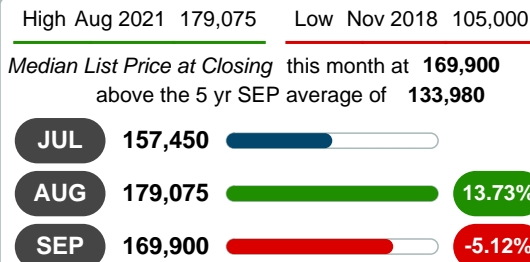


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 133,980



### 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
\$50,000 and less	4	5.63%	37,250	31,250	44,700	0	0
\$50,001 - \$75,000	4	5.63%	68,750	71,200	61,500	0	0
\$75,001 - \$125,000	8	11.27%	89,900	97,950	87,450	0	0
\$125,001 - \$200,000	24	33.80%	152,450	165,000	142,500	150,000	0
\$200,001 - \$275,000	15	21.13%	250,000	0	244,450	259,900	0
\$275,001 - \$350,000	5	7.04%	299,000	0	279,900	304,500	0
\$350,001 and up	11	15.49%	425,000	499,900	425,000	372,500	640,000
Median List Price			169,900	116,950	164,500	267,450	640,000
Total Closed Units		100%	169,900	12	40	18	1
Total Closed Volume			15,218,299	1.71M	8.03M	4.84M	640.00K



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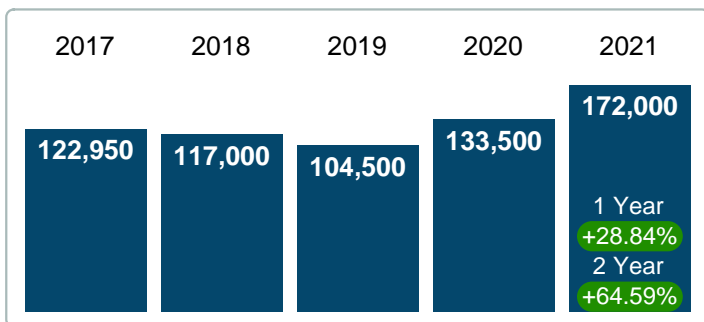
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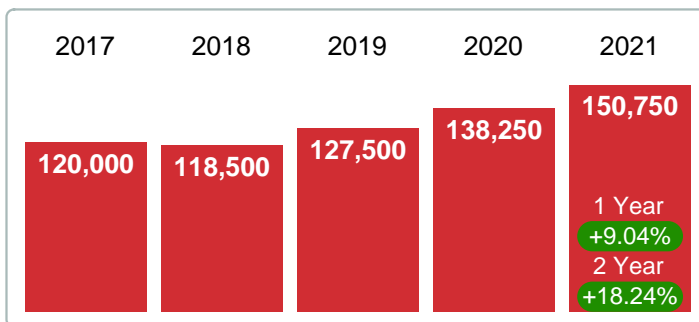
## MEDIAN SOLD PRICE AT CLOSING

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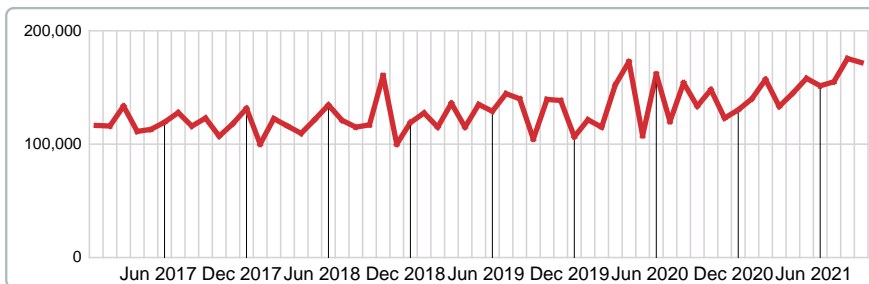
### SEPTEMBER



### YEAR TO DATE (YTD)

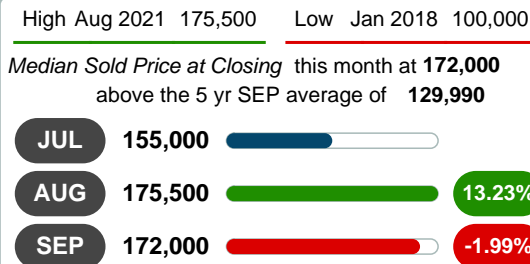


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 129,990



### 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
\$50,000 and less	4	5.63%	40,000	30,500	43,000	0	0
\$50,001 - \$75,000	6	8.45%	68,000	71,250	61,750	0	0
\$75,001 - \$125,000	8	11.27%	91,950	90,500	91,950	0	0
\$125,001 - \$200,000	24	33.80%	149,500	147,000	157,900	145,000	0
\$200,001 - \$275,000	13	18.31%	250,000	0	239,900	254,450	0
\$275,001 - \$350,000	8	11.27%	310,000	0	350,000	310,000	0
\$350,001 and up	8	11.27%	470,000	495,000	575,000	367,500	610,700
Median Sold Price			172,000	115,000	163,000	264,450	610,700
Total Closed Units		100%	172,000	12	40	18	1
Total Closed Volume			14,660,500	1.64M	7.74M	4.67M	610.70K

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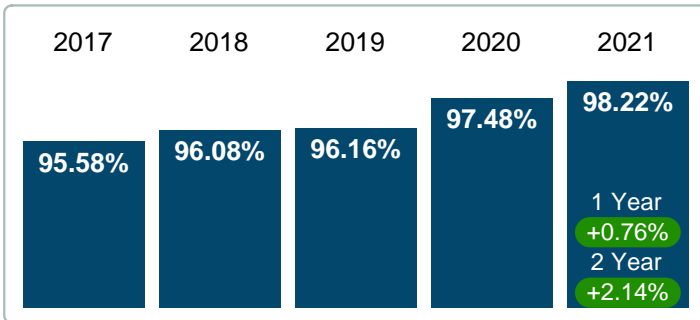
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



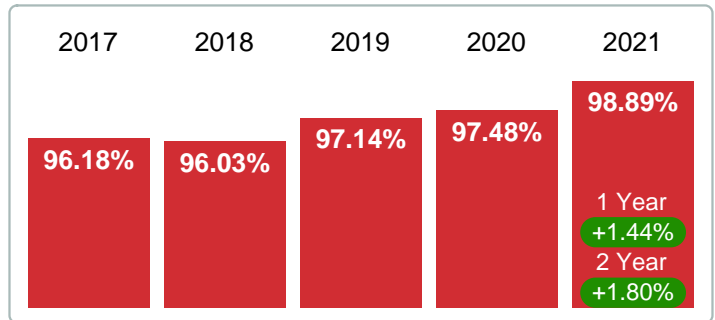
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

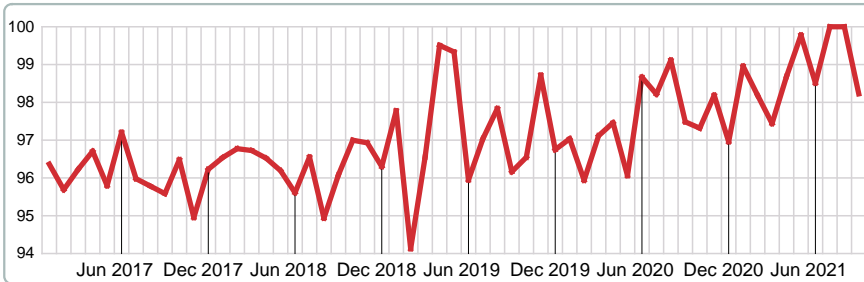
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

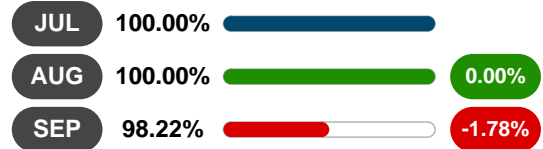


### 3 MONTHS

5 year SEP AVG = 96.71%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.22%** above the 5 yr SEP average of **96.71%**



## 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
\$50,000 and less	4	5.63%	96.99%	102.34%	96.99%	0.00%	0.00%
\$50,001 - \$75,000	6	8.45%	96.23%	100.07%	88.66%	0.00%	0.00%
\$75,001 - \$125,000	8	11.27%	97.54%	92.54%	97.54%	0.00%	0.00%
\$125,001 - \$200,000	24	33.80%	100.00%	100.00%	100.00%	96.70%	0.00%
\$200,001 - \$275,000	13	18.31%	96.53%	0.00%	96.53%	96.96%	0.00%
\$275,001 - \$350,000	8	11.27%	100.00%	0.00%	94.85%	100.00%	0.00%
\$350,001 and up	8	11.27%	97.38%	99.02%	93.10%	98.00%	95.42%
Median Sold/List Ratio		98.22%		100.00%	97.50%	97.87%	95.42%
Total Closed Units		71	100%	12	40	18	1
Total Closed Volume		14,660,500		1.64M	7.74M	4.67M	610.70K

# September 2021



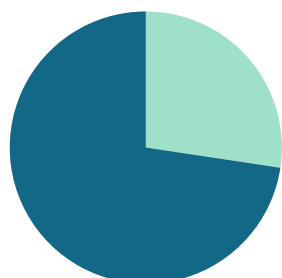
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

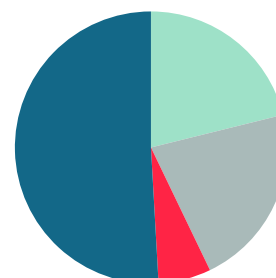


**Inventory**  
 New Listings  
**72 = 27.38%**  
 Start Inventory  
**191**  
 Total Inventory Units  
**263**  
 Volume  
**\$77,590,373**

### 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%
Median List Price	139,900	169,900	21.44%	143,700	154,950	7.83%
Median Sale Price	133,500	172,000	28.84%	138,250	150,750	9.04%
Median Percent of Selling Price to List Price	97.48%	98.22%	0.76%	97.48%	98.89%	1.44%
Median Days on Market to Sale	39.00	9.00	-76.92%	29.00	7.00	-75.86%
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

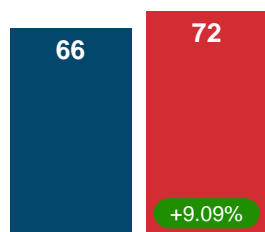
**Inventory** on September 30, 2021 = **171**

**2020** **2021**

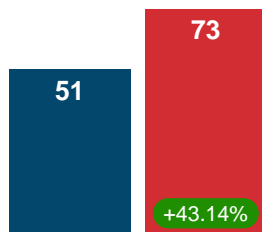
### SEPTEMBER MARKET

### MEDIAN PRICES

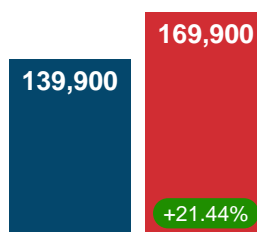
#### New Listings



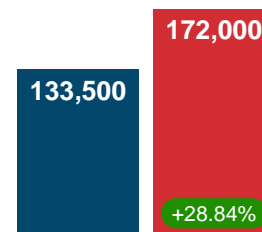
#### Pending Listings



#### List Price



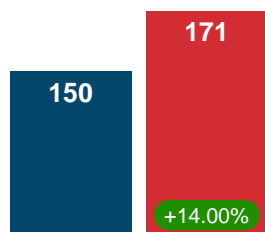
#### Sale Price



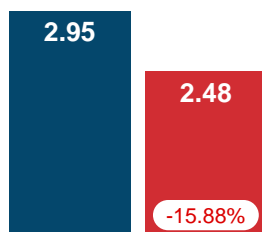
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

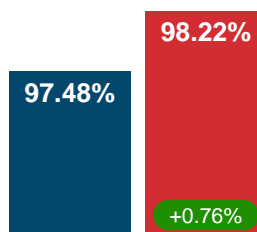
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

