

# April 2022



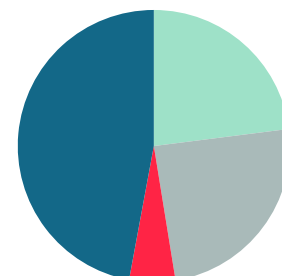
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	56	63	12.50%
Pending Listings	96	67	-30.21%
New Listings	107	81	-24.30%
Median List Price	152,500	169,900	11.41%
Median Sale Price	145,000	170,000	17.24%
Median Percent of Selling Price to List Price	98.68%	98.02%	-0.67%
Median Days on Market to Sale	10.50	11.00	4.76%
End of Month Inventory	269	129	-52.04%
Months Supply of Inventory	4.59	1.76	-61.65%



■ Closed (22.99%)  
■ Pending (24.45%)  
■ Other OffMarket (5.47%)  
■ Active (47.08%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of April 30, 2022 = **129**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2022 decreased **52.04%** to 129 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **1.76** 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 **17.24%** in April 2022 to \$170,000 versus the previous year at \$145,000.

#### Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 0.50 days or **4.76%** in April 2022 compared to last year's same month at **10.50** DOM.

#### Sales Success for April 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 81 New Listings in April 2022, down **24.30%** from last year at 107. Furthermore, there were 63 Closed Listings this month versus last year at 56, a **12.50%** increase.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, April 2021, at **52.3%**, a **48.61%** upswing. This will certainly create pressure on a decreasing 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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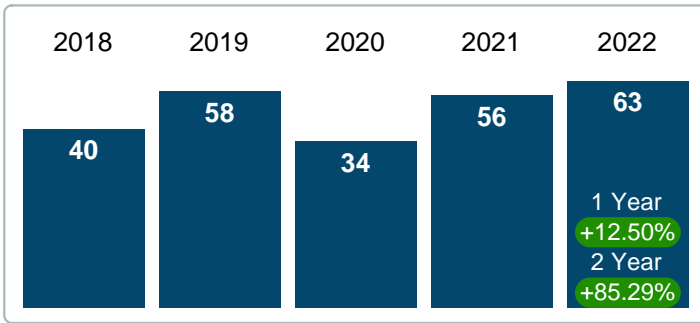
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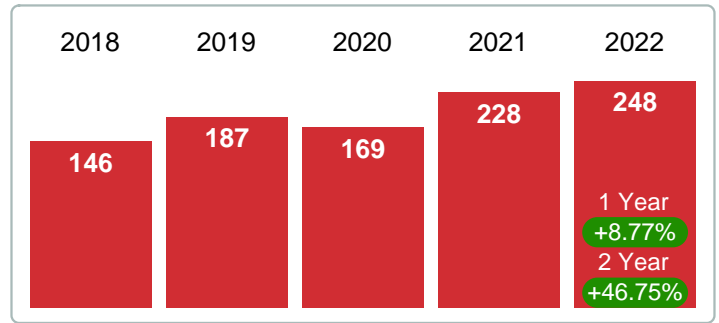
## CLOSED LISTINGS

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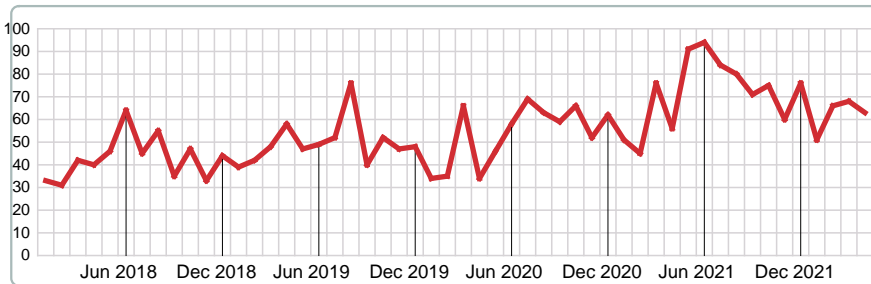
### APRIL



### YEAR TO DATE (YTD)

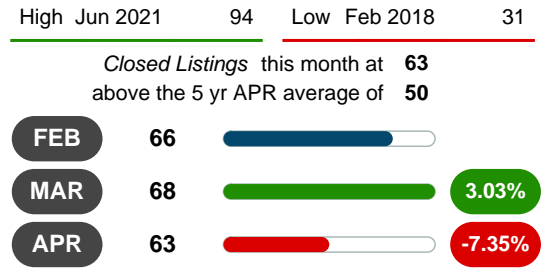


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 50



### 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	6	9.52%	83.5	1	5	0	0
\$75,001 - \$100,000	6	9.52%	7.5	3	3	0	0
\$100,001 - \$125,000	9	14.29%	13.0	4	5	0	0
\$125,001 - \$175,000	14	22.22%	3.5	2	9	2	1
\$175,001 - \$250,000	14	22.22%	5.5	0	9	4	1
\$250,001 - \$350,000	7	11.11%	5.0	1	5	1	0
\$350,001 and up	7	11.11%	23.0	0	4	1	2
<b>Total Closed Units</b>	<b>63</b>			<b>11</b>	<b>40</b>	<b>8</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>12,469,309</b>	<b>100%</b>	<b>11.0</b>	<b>1.30M</b>	<b>7.57M</b>	<b>1.93M</b>	<b>1.66M</b>
<b>Median Closed Price</b>	<b>\$170,000</b>			<b>\$115,000</b>	<b>\$170,000</b>	<b>\$210,000</b>	<b>\$395,000</b>

# April 2022



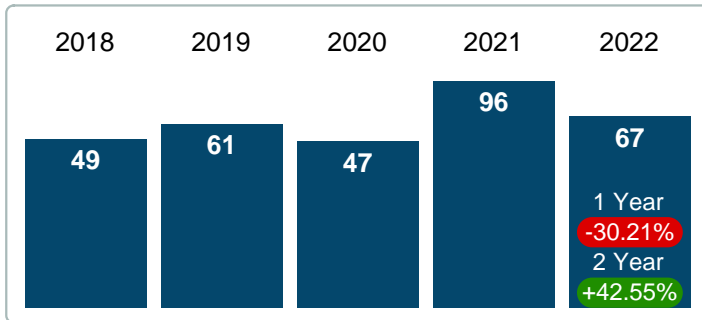
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



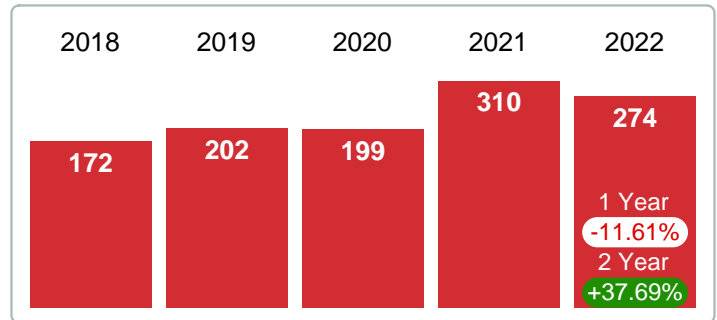
## PENDING LISTINGS

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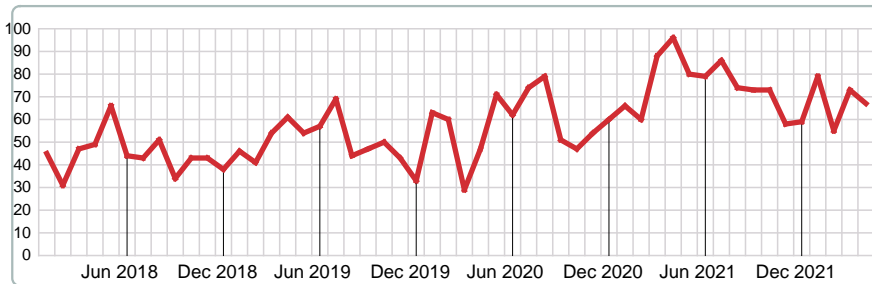
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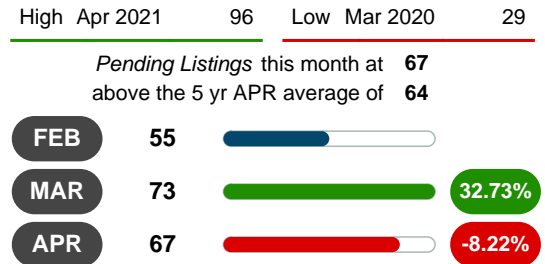


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 64



### 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	3	4.48%	2.0	2	1	0	0
\$50,001 - \$100,000	8	11.94%	4.5	5	3	0	0
\$100,001 - \$150,000	15	22.39%	6.0	5	10	0	0
\$150,001 - \$250,000	16	23.88%	6.5	1	10	2	3
\$250,001 - \$300,000	8	11.94%	10.0	0	5	3	0
\$300,001 - \$475,000	10	14.93%	10.5	0	6	3	1
\$475,001 and up	7	10.45%	6.0	1	1	3	2
<b>Total Pending Units</b>	<b>67</b>			<b>14</b>	<b>36</b>	<b>11</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>16,107,080</b>	<b>100%</b>	<b>6.0</b>	<b>1.78M</b>	<b>7.56M</b>	<b>4.45M</b>	<b>2.32M</b>
<b>Median Listing Price</b>	<b>\$190,000</b>			<b>\$107,895</b>	<b>\$194,450</b>	<b>\$339,500</b>	<b>\$360,000</b>

# April 2022



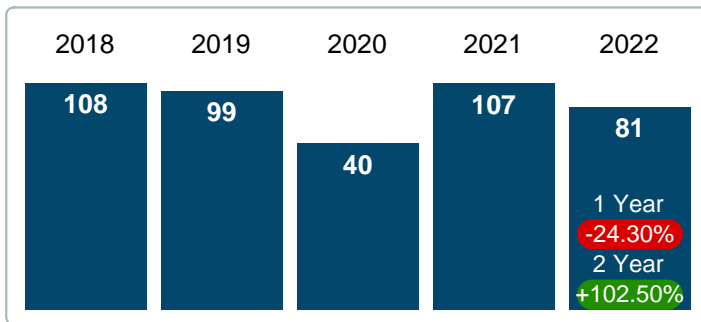
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



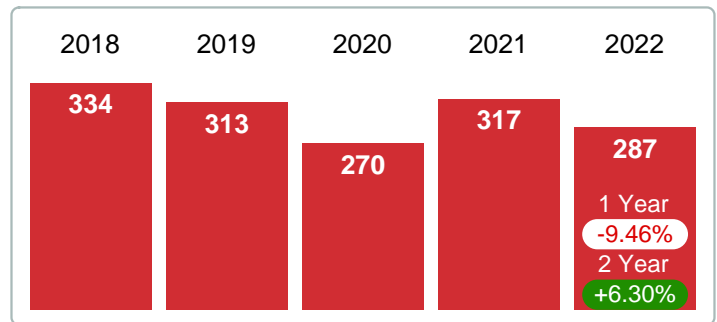
## NEW LISTINGS

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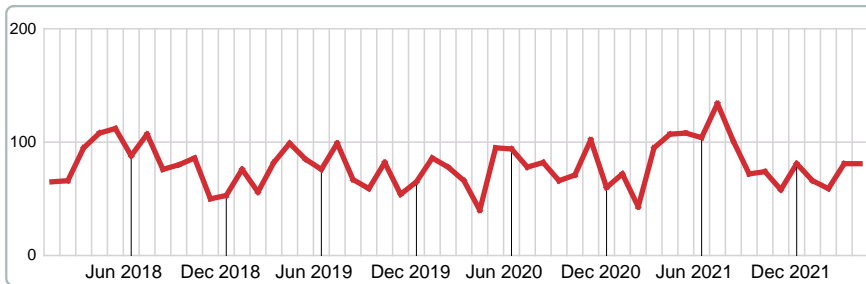
### APRIL



### YEAR TO DATE (YTD)

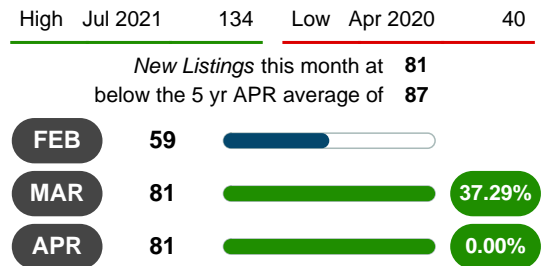


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 87



### 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	6.17%	4	1	0	0
\$75,001 - \$125,000	11	13.58%	6	5	0	0
\$125,001 - \$150,000	11	13.58%	3	8	0	0
\$150,001 - \$225,000	21	25.93%	3	12	3	3
\$225,001 - \$325,000	13	16.05%	1	9	1	2
\$325,001 - \$500,000	11	13.58%	1	6	4	0
\$500,001 and up	9	11.11%	0	3	5	1
<b>Total New Listed Units</b>	<b>81</b>		<b>18</b>	<b>44</b>	<b>13</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>23,019,079</b>	<b>100%</b>	<b>2.59M</b>	<b>11.08M</b>	<b>7.67M</b>	<b>1.69M</b>
<b>Median New Listed Listing Price</b>	<b>\$190,000</b>		<b>\$124,750</b>	<b>\$199,000</b>	<b>\$389,000</b>	<b>\$214,950</b>

# April 2022



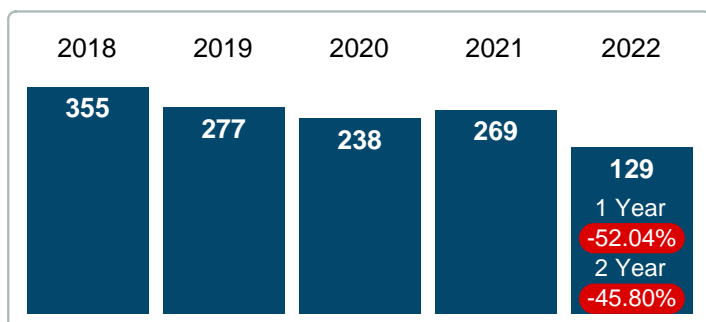
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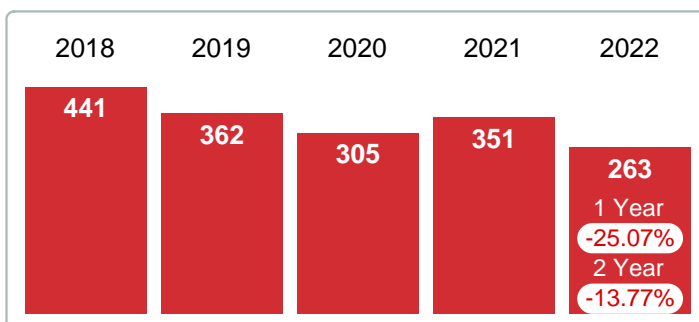
## ACTIVE INVENTORY

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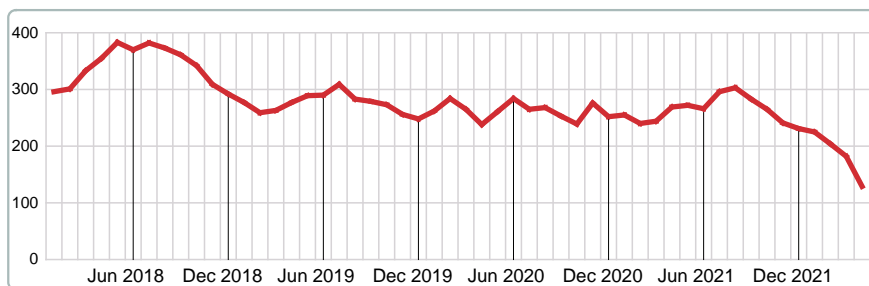
### END OF APRIL



### ACTIVE DURING APRIL

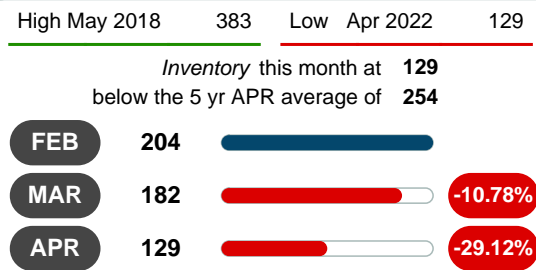


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 254



### 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	9.30%	80.5	6	4	2	0
\$50,001 - \$75,000	7	5.43%	95.0	2	4	1	0
\$75,001 - \$150,000	28	21.71%	58.5	10	15	3	0
\$150,001 - \$225,000	27	20.93%	36.0	4	17	4	2
\$225,001 - \$375,000	23	17.83%	33.0	1	15	5	2
\$375,001 - \$550,000	20	15.50%	34.5	4	5	9	2
\$550,001 and up	12	9.30%	49.0	0	3	6	3
<b>Total Active Inventory by Units</b>	<b>129</b>			<b>27</b>	<b>63</b>	<b>30</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>38,662,964</b>	<b>100%</b>	<b>49.0</b>	<b>4.43M</b>	<b>16.61M</b>	<b>13.33M</b>	<b>4.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,900</b>			<b>\$110,000</b>	<b>\$195,000</b>	<b>\$374,000</b>	<b>\$549,000</b>

# April 2022



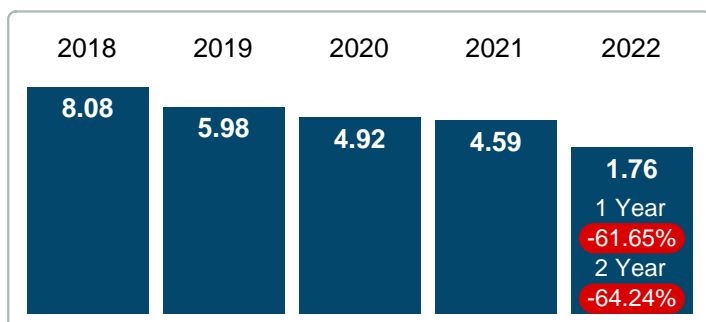
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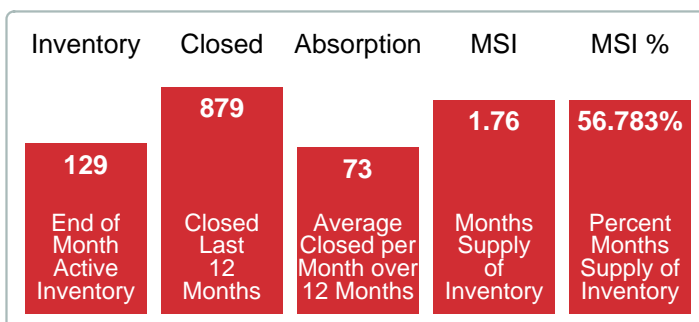
## MONTHS SUPPLY of INVENTORY (MSI)

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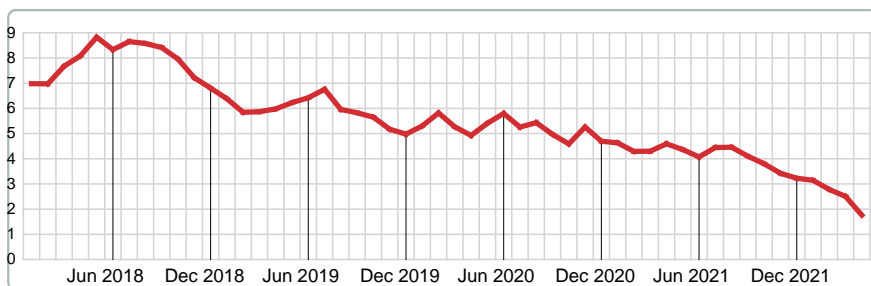
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.07

High May 2018 8.82 Low Apr 2022 1.76

Months Supply this month at 1.76 below the 5 yr APR average of 5.07



### 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	9.30%	2.29	1.89	2.00	24.00	0.00
\$50,001 - \$75,000	7	5.43%	1.15	0.86	1.12	6.00	0.00
\$75,001 - \$150,000	28	21.71%	1.29	1.69	1.10	1.57	0.00
\$150,001 - \$225,000	27	20.93%	1.45	2.18	1.29	1.30	4.00
\$225,001 - \$375,000	23	17.83%	1.57	1.71	1.71	1.02	4.80
\$375,001 - \$550,000	20	15.50%	4.29	6.00	3.00	4.91	4.00
\$550,001 and up	12	9.30%	5.14	0.00	3.27	8.00	6.00
Market Supply of Inventory (MSI)			1.76	1.84	1.44	2.35	4.15
Total Active Inventory by Units		100%	129	27	63	30	9

# April 2022



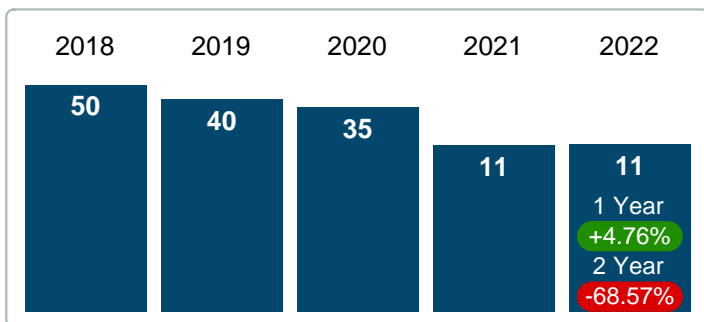
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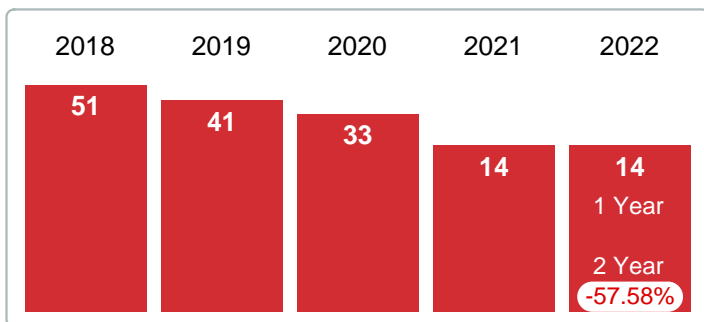
## MEDIAN DAYS ON MARKET TO SALE

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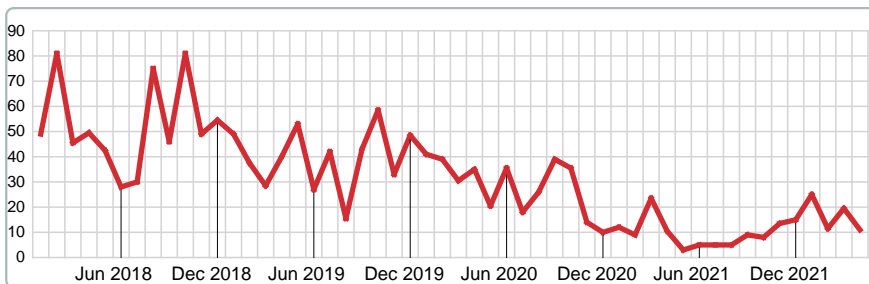
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 29

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 11 below the 5 yr APR average of 29

- FEB 12
- MAR 20 (69.57%)
- APR 11 (-43.59%)

### 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	9.52%	84	112	81	0	0
\$75,001 - \$100,000	9.52%	8	7	8	0	0
\$100,001 - \$125,000	14.29%	13	1	40	0	0
\$125,001 - \$175,000	22.22%	4	2	1	52	127
\$175,001 - \$250,000	22.22%	6	0	4	59	1
\$250,001 - \$350,000	11.11%	5	22	4	18	0
\$350,001 and up	11.11%	23	0	63	23	48
Median Closed DOM		11	2	11	21	48
Total Closed Units	100%	63	11	40	8	4
Total Closed Volume		12,469,309	1.30M	7.57M	1.93M	1.66M



# April 2022



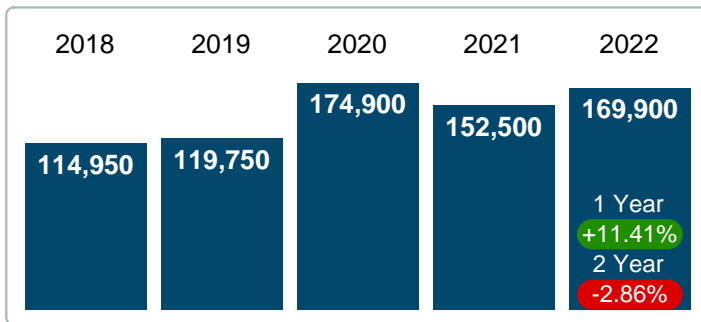
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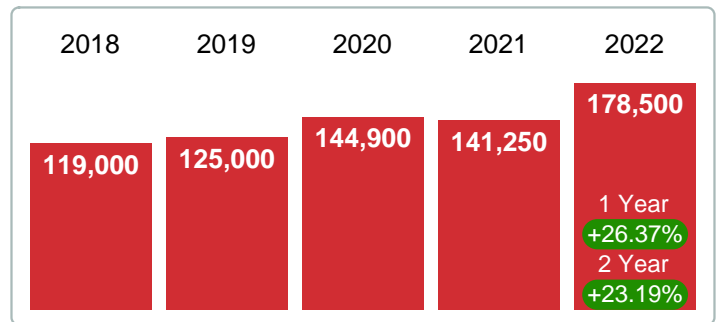
## MEDIAN LIST PRICE AT CLOSING

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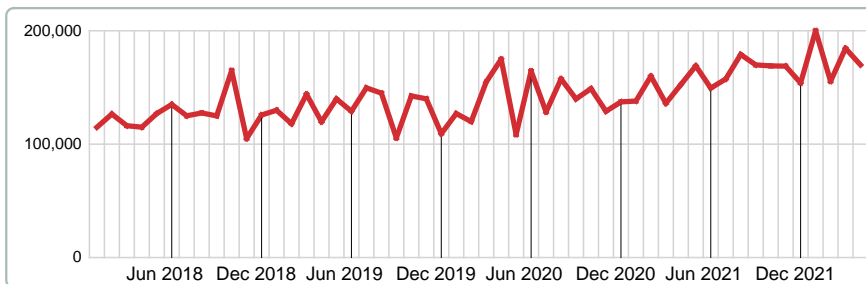
### APRIL



### YEAR TO DATE (YTD)

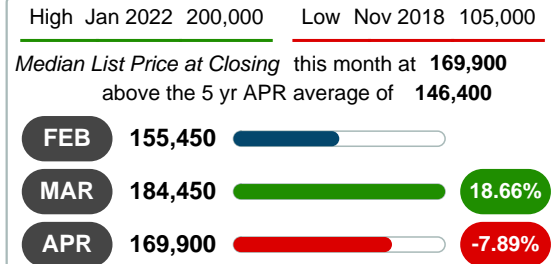


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 146,400



### 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	5	7.94%	52,000	14,900	57,750	0	0
\$75,001 - \$100,000	5	7.94%	89,500	89,500	87,450	0	0
\$100,001 - \$125,000	10	15.87%	124,500	119,500	125,000	0	0
\$125,001 - \$175,000	12	19.05%	151,000	138,450	158,000	155,000	0
\$175,001 - \$250,000	16	25.40%	199,200	0	199,400	208,000	184,000
\$250,001 - \$350,000	8	12.70%	293,500	299,000	299,500	288,000	0
\$350,001 and up	7	11.11%	472,000	0	417,000	499,900	649,500
Median List Price			169,900	115,000	167,450	225,250	395,000
Total Closed Units		100%	169,900	11	40	8	4
Total Closed Volume			12,834,000	1.33M	7.81M	2.02M	1.67M



# April 2022



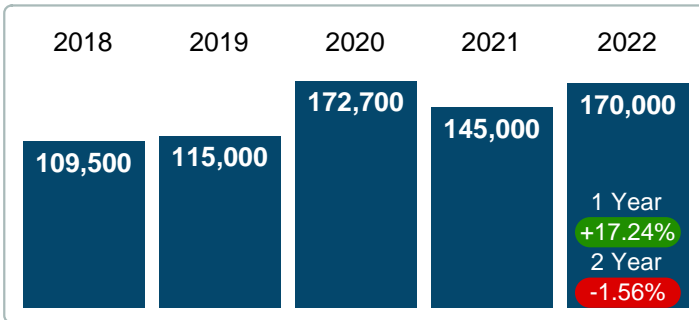
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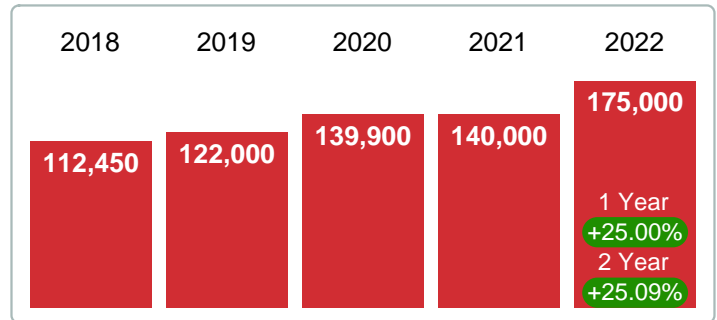
## MEDIAN SOLD PRICE AT CLOSING

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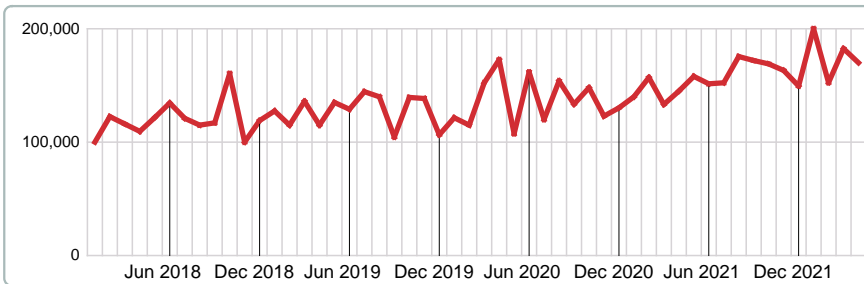
### APRIL



### YEAR TO DATE (YTD)

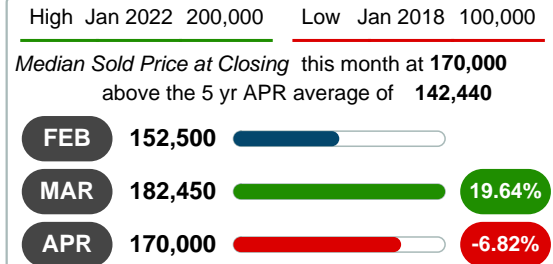


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 142,440



### 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	6	9.52%	51,000	15,500	57,000	0	0
\$75,001 - \$100,000	6	9.52%	89,750	89,500	90,000	0	0
\$100,001 - \$125,000	9	14.29%	115,000	118,500	113,000	0	0
\$125,001 - \$175,000	14	22.22%	160,000	133,950	160,000	167,500	170,000
\$175,001 - \$250,000	14	22.22%	200,000	0	205,000	210,000	190,000
\$250,001 - \$350,000	7	11.11%	280,000	280,000	315,000	260,000	0
\$350,001 and up	7	11.11%	477,000	0	417,000	490,000	649,500
Median Sold Price			170,000	115,000	170,000	210,000	395,000
Total Closed Units		100%	170,000	11	40	8	4
Total Closed Volume			12,469,309	1.30M	7.57M	1.93M	1.66M

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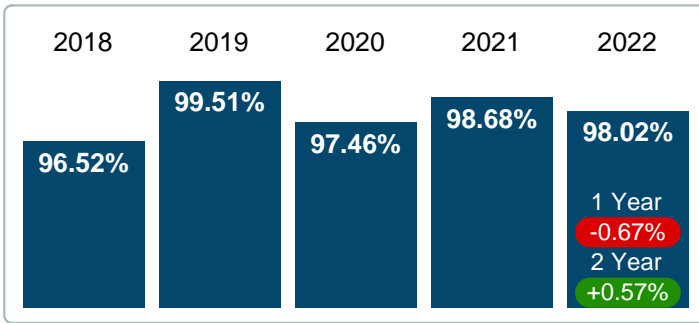
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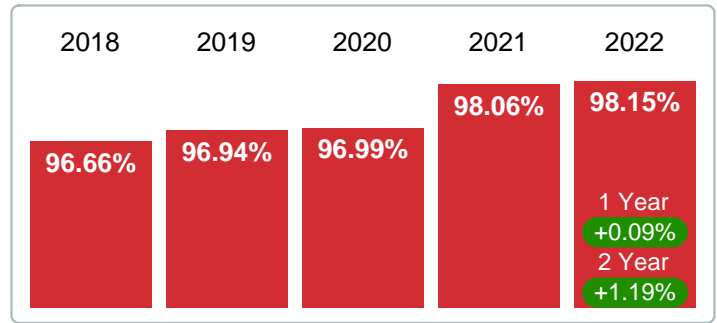
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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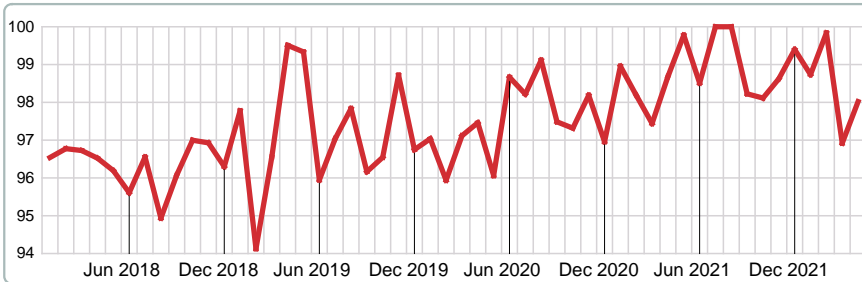
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

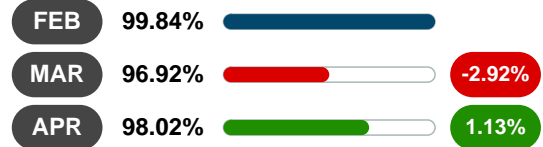


### 3 MONTHS

5 year APR AVG = 98.04%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.02%**  
equal to 5 yr APR average of **98.04%**



## 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	6	9.52%	84.04%	104.03%	81.55%	0.00%	0.00%
\$75,001 - \$100,000	6	9.52%	93.14%	100.00%	87.03%	0.00%	0.00%
\$100,001 - \$125,000	9	14.29%	97.60%	100.00%	92.25%	0.00%	0.00%
\$125,001 - \$175,000	14	22.22%	99.09%	96.94%	100.00%	100.25%	95.51%
\$175,001 - \$250,000	14	22.22%	100.00%	0.00%	100.00%	94.72%	100.00%
\$250,001 - \$350,000	7	11.11%	100.00%	93.65%	100.00%	90.28%	0.00%
\$350,001 and up	7	11.11%	100.00%	0.00%	99.39%	98.02%	100.00%
Median Sold/List Ratio		98.02%		100.00%	97.95%	96.97%	100.00%
Total Closed Units		63	100%	11	40	8	4
Total Closed Volume		12,469,309		1.30M	7.57M	1.93M	1.66M

# April 2022



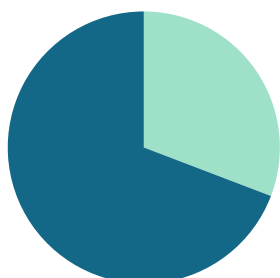
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

### INVENTORY

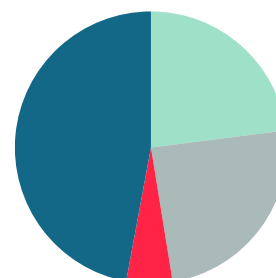


**Inventory**  
 New Listings **81 = 30.80%**  
 Start Inventory **182**  
 Total Inventory Units **263**  
 Volume **\$68,968,944**

### Market Activity

Closed Sales **63 = 22.99%**  
 Pending Sales **67 = 24.45%**  
 Other Off Market **15 = 5.47%**  
 Active Inventory **129 = 47.08%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	63	12.50%	228	248	8.77%
Pending Sales	96	67	-30.21%	310	274	-11.61%
New Listings	107	81	-24.30%	317	287	-9.46%
Median List Price	152,500	169,900	11.41%	141,250	178,500	26.37%
Median Sale Price	145,000	170,000	17.24%	140,000	175,000	25.00%
Median Percent of Selling Price to List Price	98.68%	98.02%	-0.67%	98.06%	98.15%	0.09%
Median Days on Market to Sale	10.50	11.00	4.76%	14.00	14.00	0.00%
Monthly Inventory	269	129	-52.04%	269	129	-52.04%
Months Supply of Inventory	4.59	1.76	-61.65%	4.59	1.76	-61.65%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

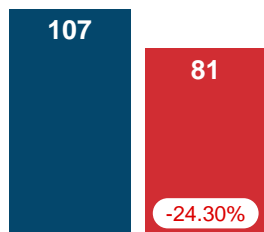
**Inventory** on April 30, 2022 = **129**

**2021** **2022**

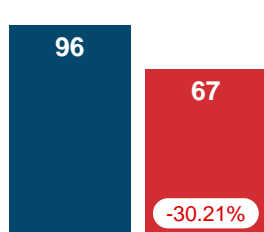
### APRIL MARKET

### MEDIAN PRICES

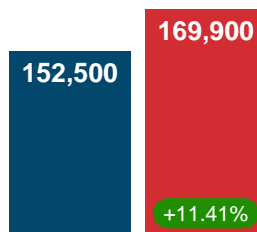
#### New Listings



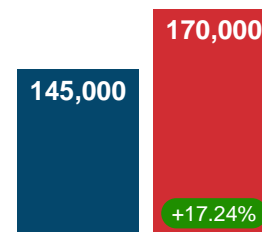
#### Pending Listings



#### List Price



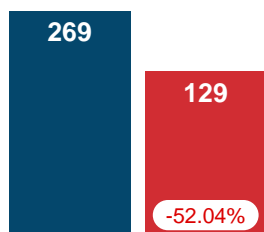
#### Sale Price



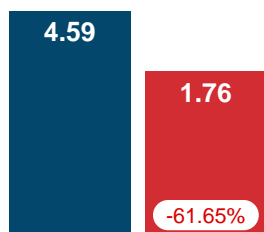
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

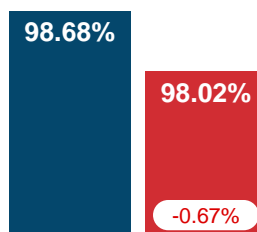
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

