

April 2022



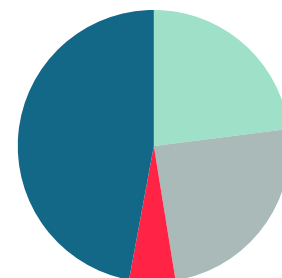
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Average List Price	187,156	203,714	8.85%
Average Sale Price	182,066	197,926	8.71%
Average Percent of Selling Price to List Price	95.87%	95.90%	0.03%
Average Days on Market to Sale	37.59	37.19	-1.06%
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.

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 **8.71%** in April 2022 to \$197,926 versus the previous year at \$182,066.

Average Days on Market Shortens

The average number of **37.19** days that homes spent on the market before selling decreased by 0.40 days or **1.06%** in April 2022 compared to last year's same month at **37.59** DOM.

Sales Success for April 2022 is Positive

Overall, with Average Prices going up and Days on Market decreasing, 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.

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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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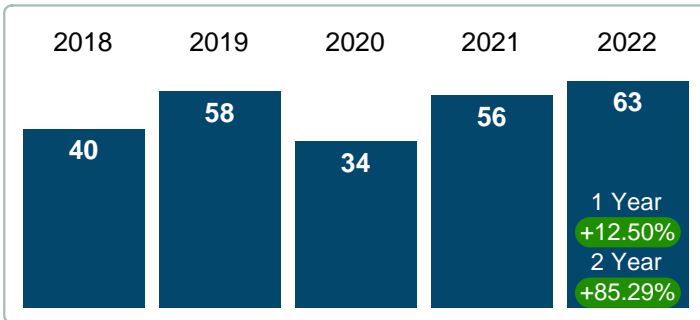
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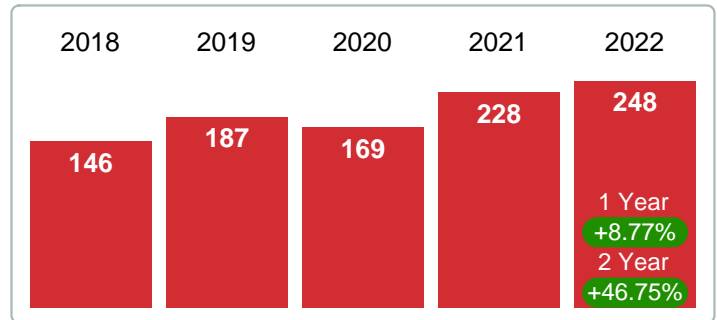
CLOSED LISTINGS

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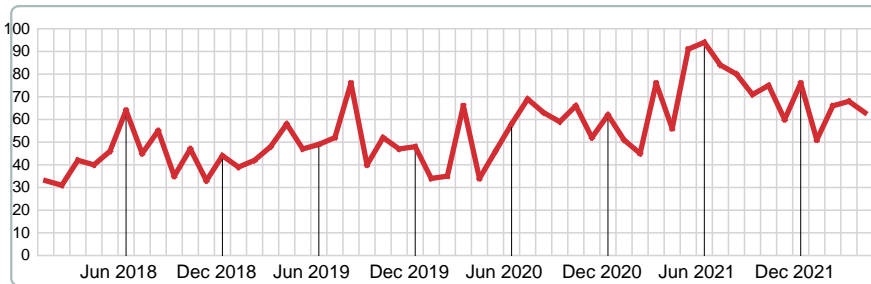
APRIL



YEAR TO DATE (YTD)

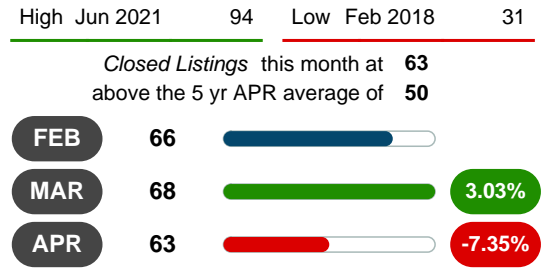


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.52%	70.0	1	5	0	0
\$75,001 - \$100,000	6	9.52%	33.2	3	3	0	0
\$100,001 - \$125,000	9	14.29%	33.3	4	5	0	0
\$125,001 - \$175,000	14	22.22%	36.1	2	9	2	1
\$175,001 - \$250,000	14	22.22%	25.4	0	9	4	1
\$250,001 - \$350,000	7	11.11%	22.6	1	5	1	0
\$350,001 and up	7	11.11%	57.9	0	4	1	2
Total Closed Units	63			11	40	8	4
Total Closed Volume	12,469,309	100%	37.2	1.30M	7.57M	1.93M	1.66M
Average Closed Price	\$197,926			\$118,536	\$189,341	\$241,594	\$414,750

April 2022



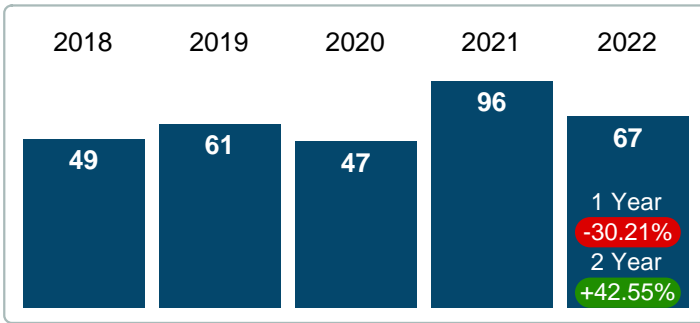
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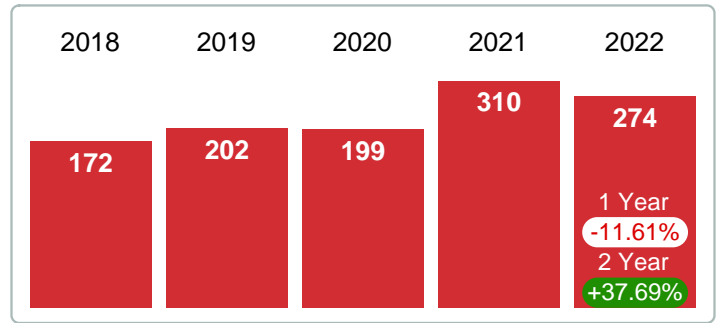
PENDING LISTINGS

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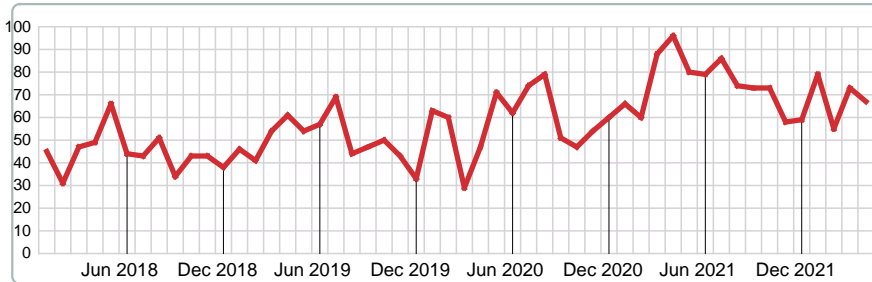
APRIL



YEAR TO DATE (YTD)

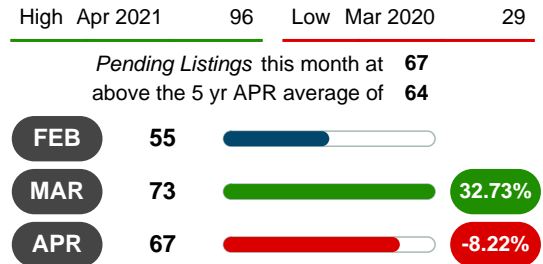


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 64



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.48%	3.3	2	1	0	0
\$50,001 - \$100,000	8	11.94%	26.8	5	3	0	0
\$100,001 - \$150,000	15	22.39%	37.6	5	10	0	0
\$150,001 - \$250,000	16	23.88%	26.3	1	10	2	3
\$250,001 - \$300,000	8	11.94%	14.1	0	5	3	0
\$300,001 - \$475,000	10	14.93%	54.9	0	6	3	1
\$475,001 and up	7	10.45%	8.0	1	1	3	2
Total Pending Units	67			14	36	11	6
Total Pending Volume	16,107,080	100%	17.1	1.78M	7.56M	4.45M	2.32M
Average Listing Price	\$194,057			\$126,964	\$210,072	\$404,364	\$386,500

April 2022



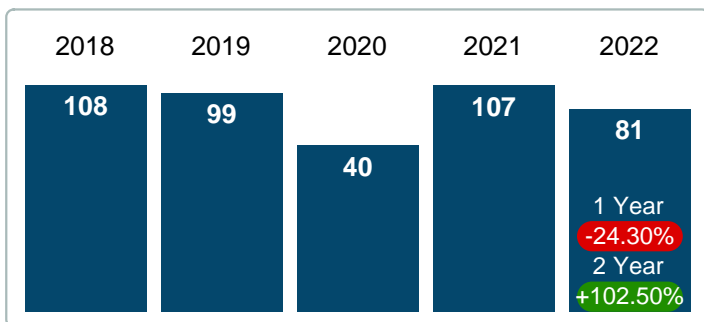
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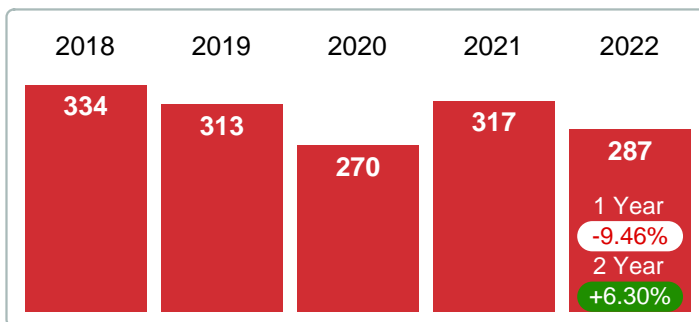
NEW LISTINGS

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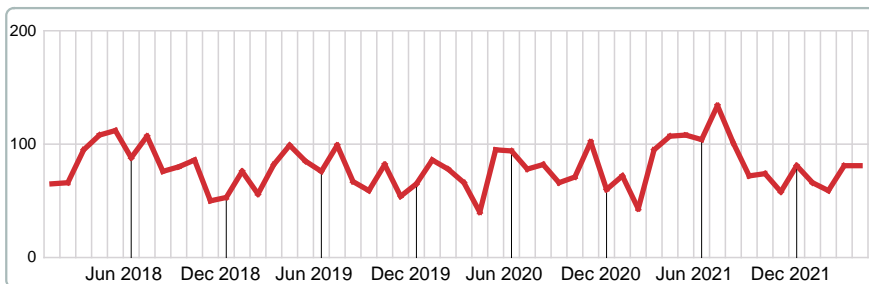
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

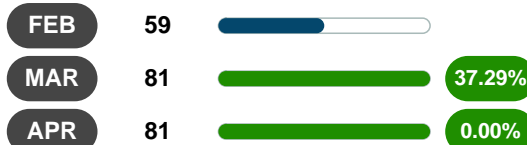


3 MONTHS

5 year APR AVG = 87

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 81
below the 5 yr APR average of 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
Total New Listed Units	81		18	44	13	6
Total New Listed Volume	23,019,079	100%	2.59M	11.08M	7.67M	1.69M
Average New Listed Listing Price	\$245,000		\$143,622	\$251,748	\$589,861	\$281,467

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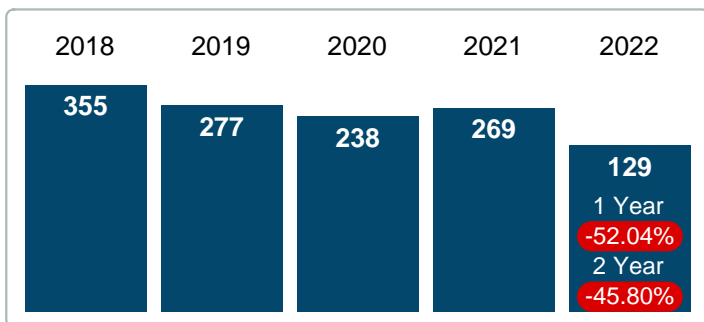
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



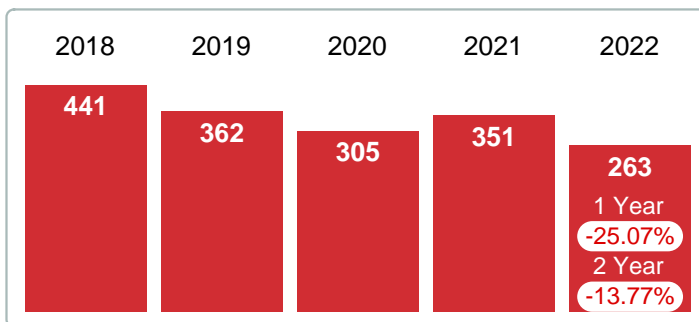
ACTIVE INVENTORY

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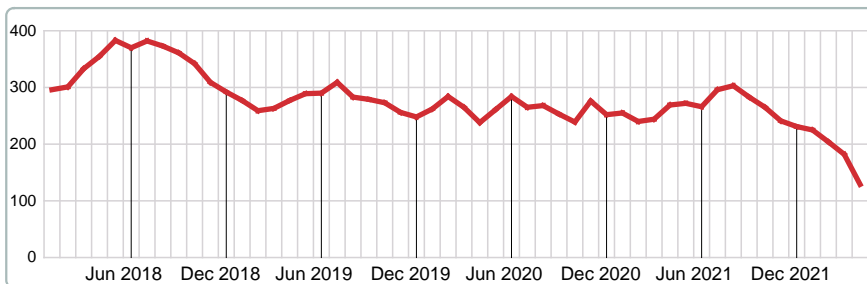
END OF APRIL



ACTIVE DURING APRIL

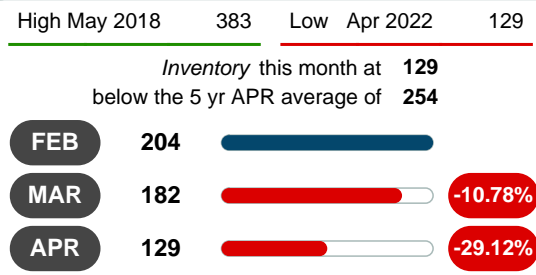


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 254



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	9.30%	90.4	6	4	2	0
\$50,001 - \$75,000	7	5.43%	118.0	2	4	1	0
\$75,001 - \$150,000	28	21.71%	73.1	10	15	3	0
\$150,001 - \$225,000	27	20.93%	62.5	4	17	4	2
\$225,001 - \$375,000	23	17.83%	63.4	1	15	5	2
\$375,001 - \$550,000	20	15.50%	47.2	4	5	9	2
\$550,001 and up	12	9.30%	72.8	0	3	6	3
Total Active Inventory by Units	129			27	63	30	9
Total Active Inventory by Volume	38,662,964	100%	69.1	4.43M	16.61M	13.33M	4.30M
Average Active Inventory Listing Price	\$299,713			\$164,021	\$263,592	\$444,330	\$477,578

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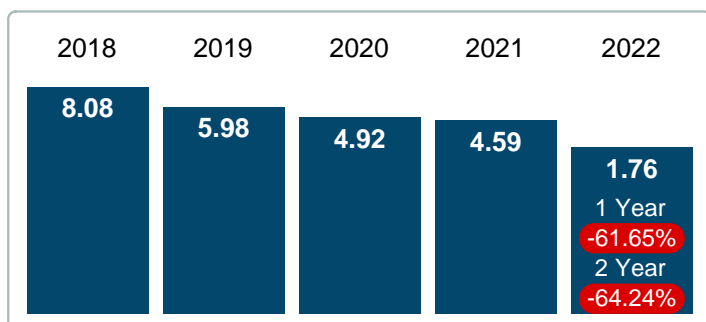
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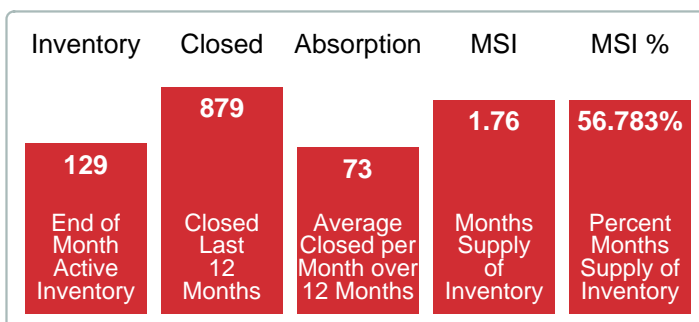
MONTHS SUPPLY of INVENTORY (MSI)

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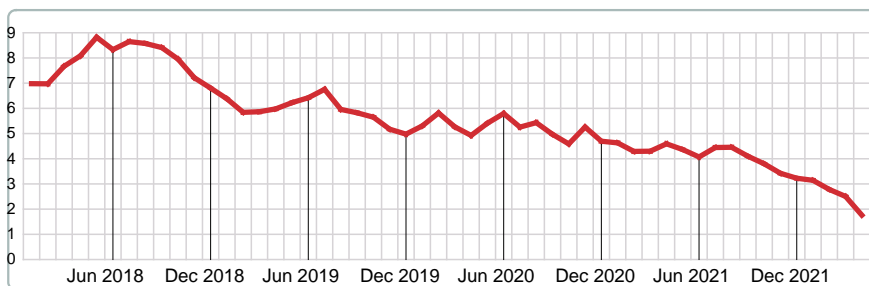
MSI FOR APRIL



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

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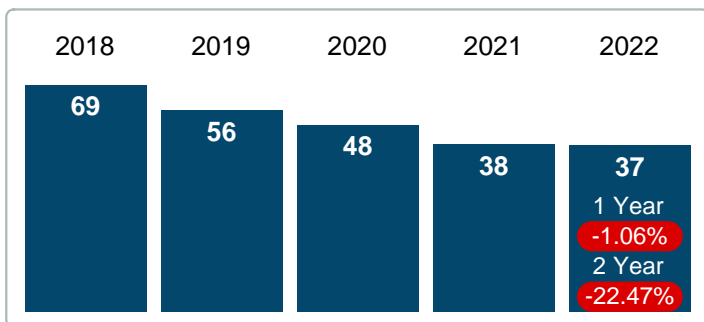
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



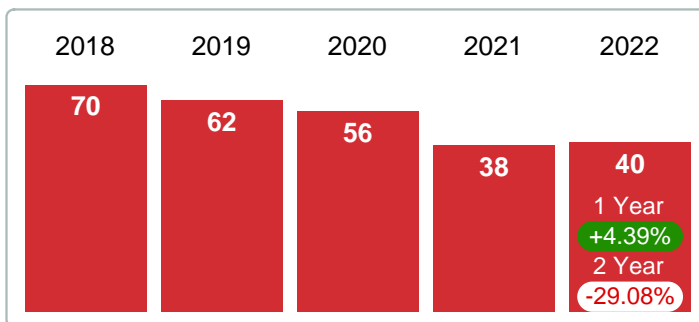
AVERAGE DAYS ON MARKET TO SALE

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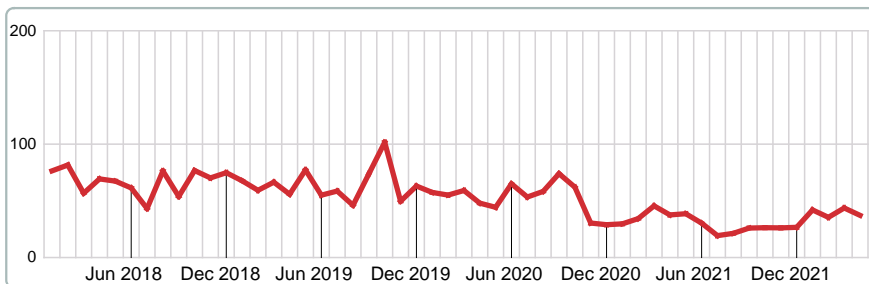
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 50

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 37 below the 5 yr APR average of 50



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	9.52%	70	112	62	0	0
\$75,001 - \$100,000	9.52%	33	11	55	0	0
\$100,001 - \$125,000	14.29%	33	2	58	0	0
\$125,001 - \$175,000	22.22%	36	2	30	52	127
\$175,001 - \$250,000	22.22%	25	0	12	62	1
\$250,001 - \$350,000	11.11%	23	22	24	18	0
\$350,001 and up	11.11%	58	0	72	23	48
Average Closed DOM		37				
Total Closed Units	100%	63	11	40	8	4
Total Closed Volume		12,469,309	1.30M	7.57M	1.93M	1.66M

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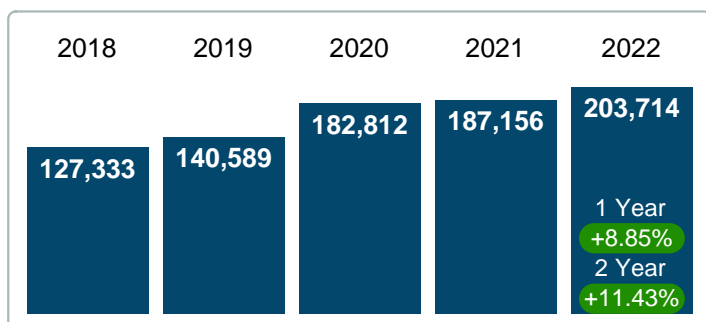
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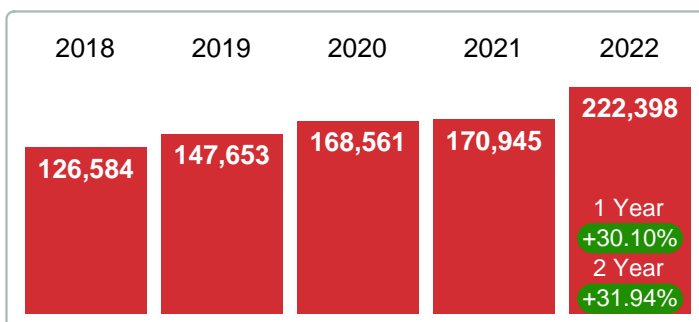
AVERAGE LIST PRICE AT CLOSING

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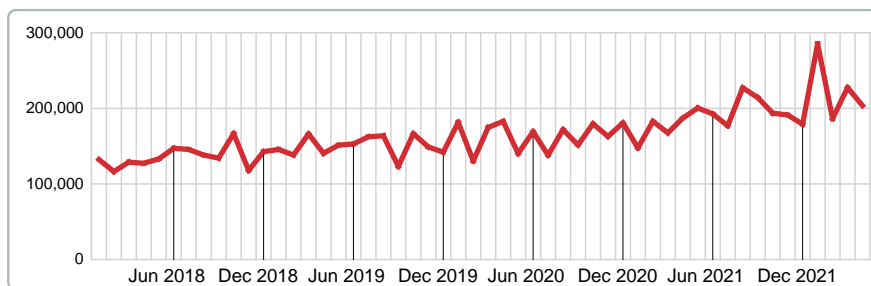
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

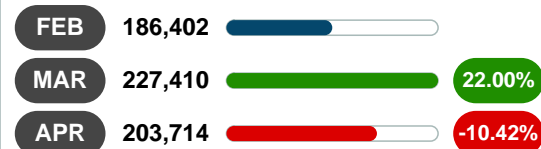


3 MONTHS

5 year APR AVG = 168,321

High Jan 2022 285,380 Low Feb 2018 116,420

Average List Price at Closing this month at **203,714**
above the 5 yr APR average of **168,321**



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	7.94%	48,360	14,900	62,380	0	0
\$75,001 - \$100,000	7.94%	88,380	89,000	109,933	0	0
\$100,001 - \$125,000	15.87%	120,990	119,000	124,600	0	0
\$125,001 - \$175,000	19.05%	150,650	138,450	160,700	167,450	178,000
\$175,001 - \$250,000	25.40%	205,169	0	210,989	224,125	190,000
\$250,001 - \$350,000	12.70%	295,000	299,000	302,600	288,000	0
\$350,001 and up	11.11%	498,557	0	422,750	499,900	649,500
Average List Price		203,714	121,255	195,348	252,413	416,750
Total Closed Units	100%	203,714	11	40	8	4
Total Closed Volume		12,834,000	1.33M	7.81M	2.02M	1.67M

April 2022



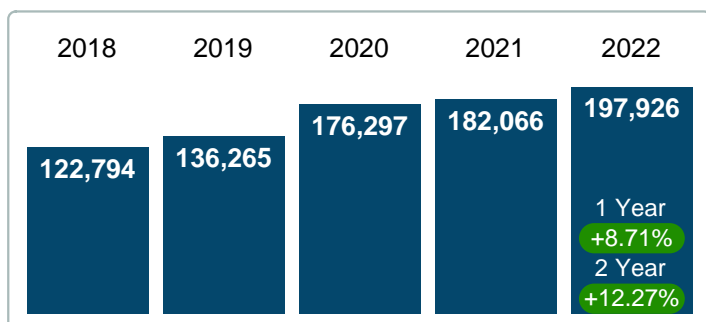
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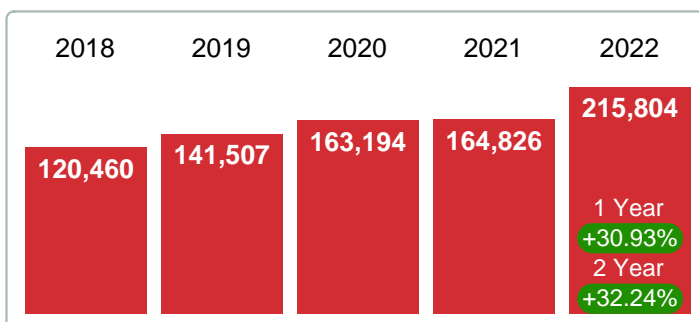
AVERAGE SOLD PRICE AT CLOSING

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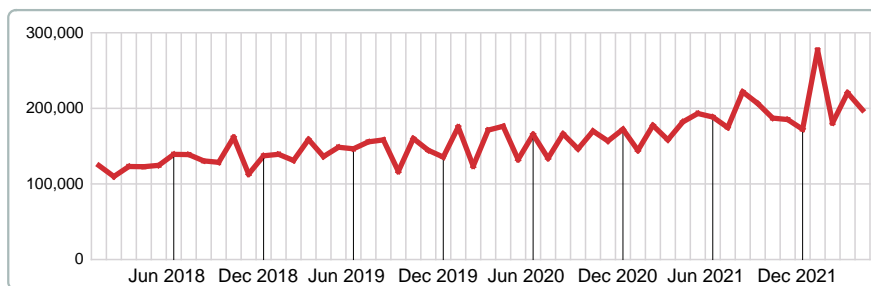
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

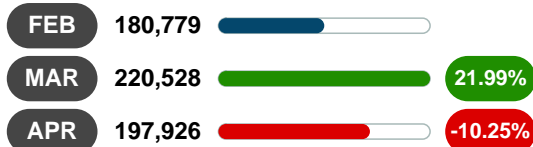


3 MONTHS

5 year APR AVG = 163,069

High Jan 2022 276,918 Low Feb 2018 109,807

Average Sold Price at Closing this month at 197,926 above the 5 yr APR average of 163,069



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	9.52%	44,917	15,500	50,800	0	0
\$75,001 - \$100,000	9.52%	89,083	88,167	90,000	0	0
\$100,001 - \$125,000	14.29%	117,000	119,000	115,400	0	0
\$125,001 - \$175,000	22.22%	156,850	133,950	158,111	167,500	170,000
\$175,001 - \$250,000	22.22%	208,332	0	208,767	211,938	190,000
\$250,001 - \$350,000	11.11%	290,680	280,000	298,952	260,000	0
\$350,001 and up	11.11%	495,000	0	419,000	490,000	649,500
Average Sold Price		197,926	118,536	189,341	241,594	414,750
Total Closed Units	100%	197,926	11	40	8	4
Total Closed Volume		12,469,309	1.30M	7.57M	1.93M	1.66M

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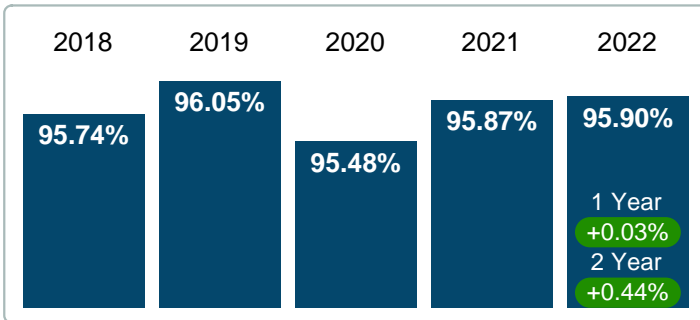
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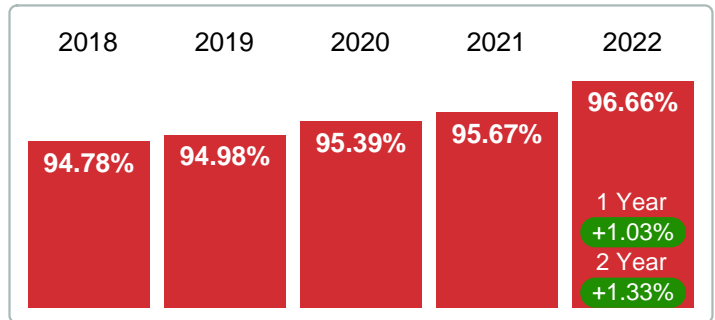
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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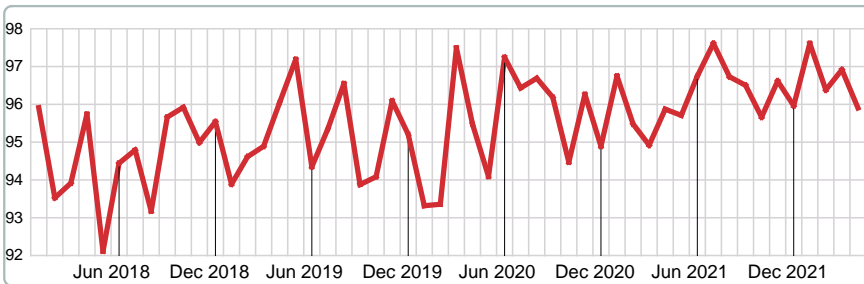
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

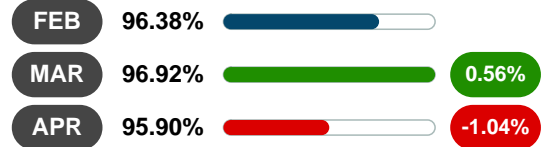


3 MONTHS

5 year APR AVG = 95.81%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.90%**
equal to 5 yr APR average of **95.81%**



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	6	9.52%	85.30%	104.03%	81.56%	0.00%	0.00%
\$75,001 - \$100,000	6	9.52%	90.89%	99.10%	82.67%	0.00%	0.00%
\$100,001 - \$125,000	9	14.29%	95.93%	100.07%	92.62%	0.00%	0.00%
\$125,001 - \$175,000	14	22.22%	98.43%	96.94%	98.69%	100.25%	95.51%
\$175,001 - \$250,000	14	22.22%	97.99%	0.00%	99.28%	94.57%	100.00%
\$250,001 - \$350,000	7	11.11%	96.77%	93.65%	98.69%	90.28%	0.00%
\$350,001 and up	7	11.11%	99.16%	0.00%	99.03%	98.02%	100.00%
Average Sold/List Ratio		95.90%		99.01%	94.76%	95.89%	98.88%
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



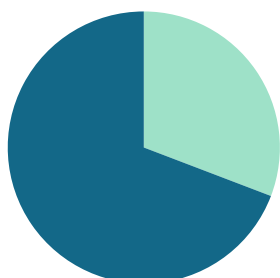
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

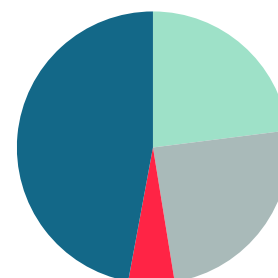


Inventory
 New Listings **81 = 30.80%**
 Start Inventory **182**
 Total Inventory Units **263**
 Volume **\$68,968,944**

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%
Average List Price	187,156	203,714	8.85%	170,945	222,398	30.10%
Average Sale Price	182,066	197,926	8.71%	164,826	215,804	30.93%
Average Percent of Selling Price to List Price	95.87%	95.90%	0.03%	95.67%	96.66%	1.03%
Average Days on Market to Sale	37.59	37.19	-1.06%	37.84	39.50	4.39%
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

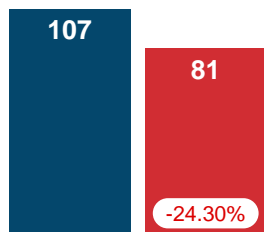
Inventory on April 30, 2022 = **129**

2021 **2022**

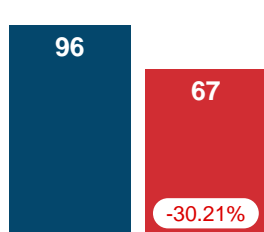
APRIL MARKET

AVERAGE PRICES

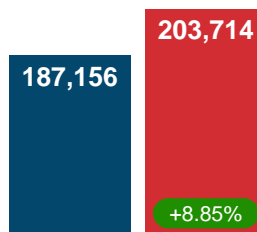
New Listings



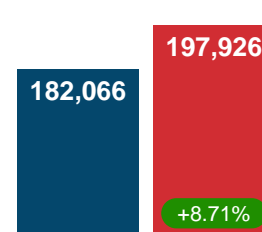
Pending Listings



List Price



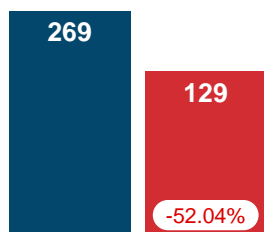
Sale Price



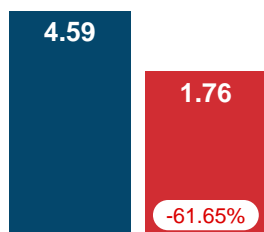
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

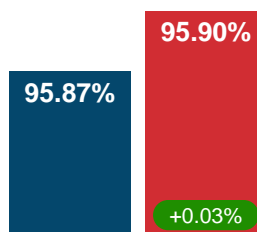
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

