

August 2022



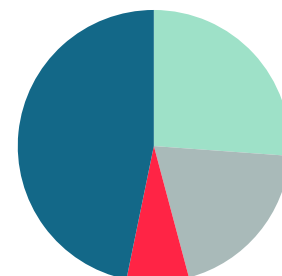
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	80	85	6.25%
Pending Listings	74	64	-13.51%
New Listings	101	69	-31.68%
Median List Price	179,075	175,000	-2.28%
Median Sale Price	175,500	170,000	-3.13%
Median Percent of Selling Price to List Price	100.00%	97.12%	-2.88%
Median Days on Market to Sale	5.00	12.00	140.00%
End of Month Inventory	306	152	-50.33%
Months Supply of Inventory	4.50	2.28	-49.40%



■ Closed (26.15%)
■ Pending (19.69%)
■ Other OffMarket (7.38%)
■ Active (46.77%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of August 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **50.33%** to 152 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **2.28** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.13%** in August 2022 to \$170,000 versus the previous year at \$175,500.

Median Days on Market Lengthens

The median number of **12.00** days that homes spent on the market before selling increased by 7.00 days or **140.00%** in August 2022 compared to last year's same month at **5.00** DOM.

Sales Success for August 2022 is Positive

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

There were 69 New Listings in August 2022, down **31.68%** from last year at 101. Furthermore, there were 85 Closed Listings this month versus last year at 80, a **6.25%** increase.

Closed versus Listed trends yielded a **123.2%** ratio, up from previous year's, August 2021, at **79.2%**, a **55.53%** 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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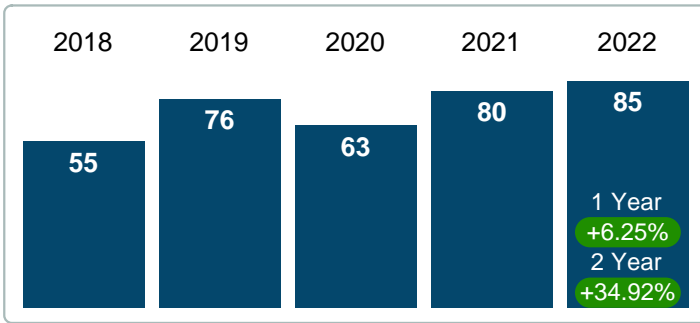
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



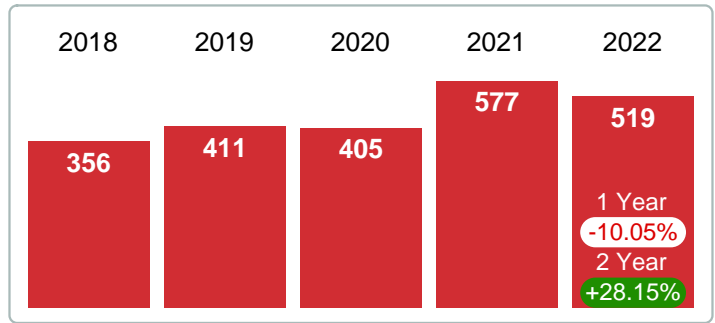
CLOSED LISTINGS

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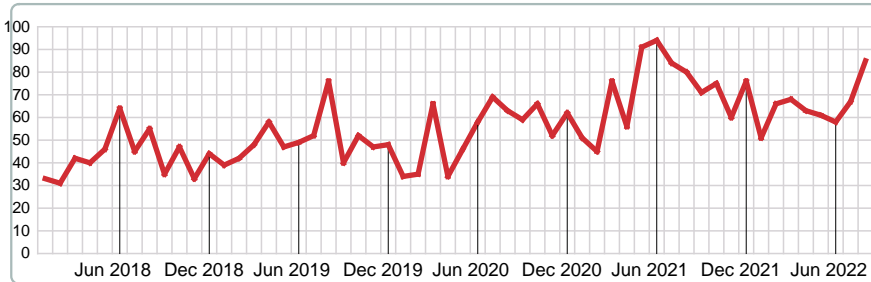
AUGUST



YEAR TO DATE (YTD)

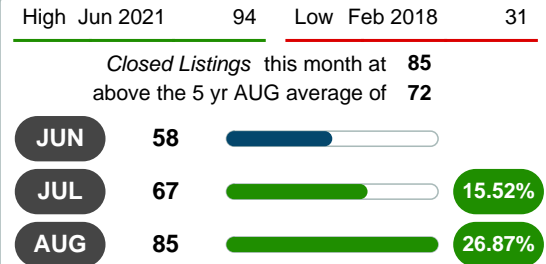


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.88%	12.0	5	0	0	0
\$25,001 - \$50,000	6	7.06%	17.5	4	2	0	0
\$50,001 - \$125,000	20	23.53%	5.0	7	12	1	0
\$125,001 - \$200,000	21	24.71%	4.0	4	16	1	0
\$200,001 - \$275,000	11	12.94%	16.0	1	9	1	0
\$275,001 - \$400,000	13	15.29%	12.0	0	6	5	2
\$400,001 and up	9	10.59%	64.0	1	6	2	0
Total Closed Units	85			22	51	10	2
Total Closed Volume	18,980,000	100%	12.0	2.06M	13.07M	3.18M	669.80K
Median Closed Price	\$170,000			\$60,750	\$190,000	\$283,500	\$334,900

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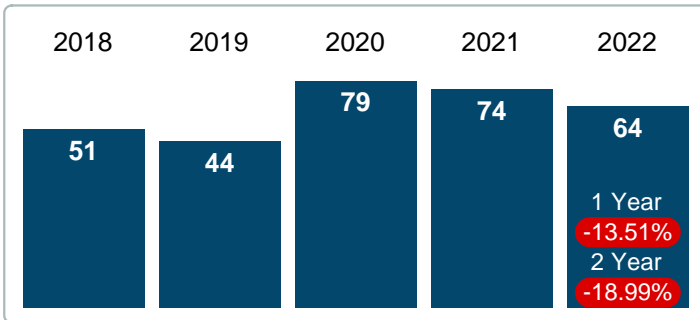
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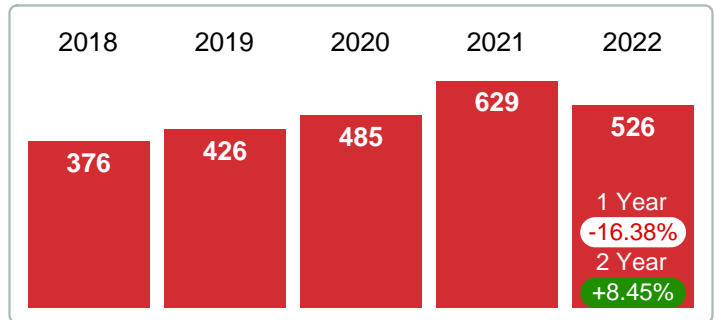
PENDING LISTINGS

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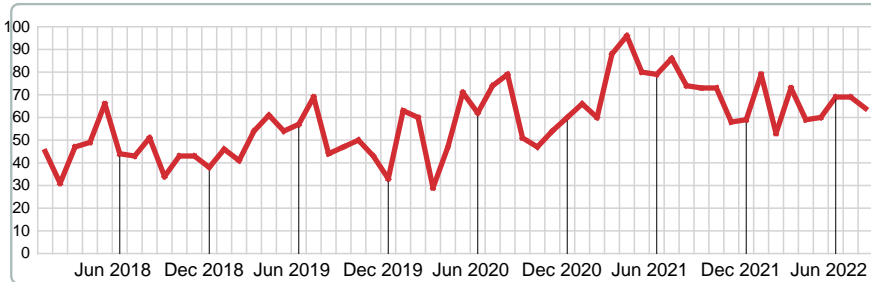
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

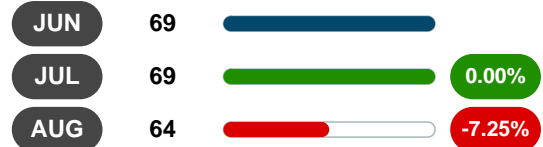


3 MONTHS

5 year AUG AVG = 62

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 64
above the 5 yr AUG average of 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.38%	16.0	6	0	0	0
\$40,001 - \$70,000	7	10.94%	9.0	4	3	0	0
\$70,001 - \$120,000	11	17.19%	19.0	6	4	1	0
\$120,001 - \$180,000	16	25.00%	6.5	2	12	2	0
\$180,001 - \$280,000	9	14.06%	34.0	0	7	2	0
\$280,001 - \$450,000	8	12.50%	52.0	2	2	4	0
\$450,001 and up	7	10.94%	32.0	0	4	3	0
Total Pending Units	64			20	32	12	0
Total Pending Volume	13,070,499	100%	21.5	2.01M	7.10M	3.96M	0.00B
Median Listing Price	\$144,900			\$69,900	\$172,450	\$290,000	\$0

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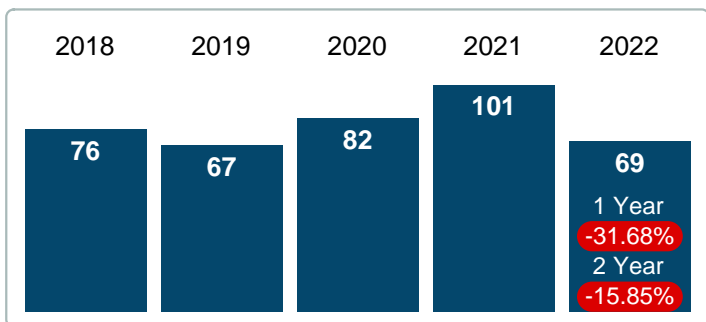
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



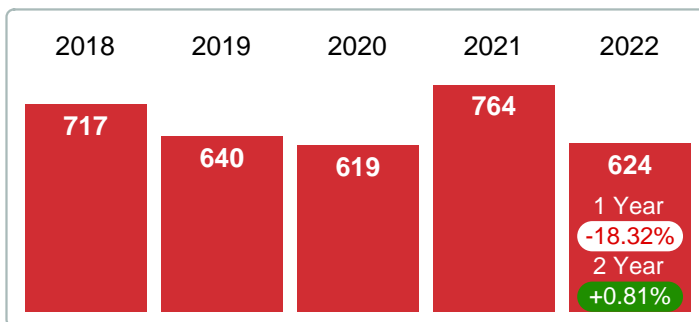
NEW LISTINGS

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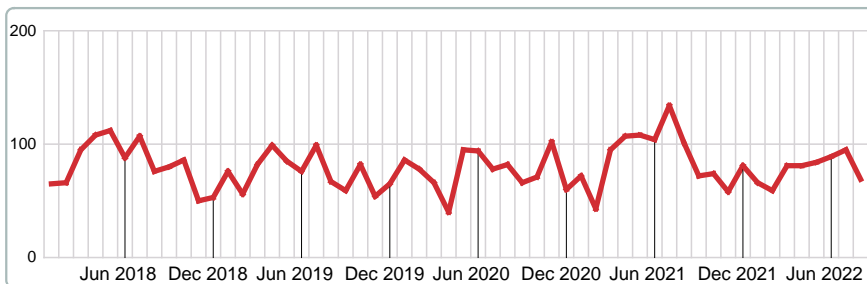
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 79

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 69 below the 5 yr AUG average of 79



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.25%	3	2	0	0
\$50,001 - \$75,000	6	8.70%	2	4	0	0
\$75,001 - \$125,000	13	18.84%	5	6	2	0
\$125,001 - \$175,000	12	17.39%	1	10	1	0
\$175,001 - \$275,000	17	24.64%	0	10	6	1
\$275,001 - \$425,000	9	13.04%	0	4	4	1
\$425,001 and up	7	10.14%	0	6	1	0
Total New Listed Units	69		11	42	14	2
Total New Listed Volume	18,064,200	100%	828.60K	12.71M	3.90M	624.00K
Median New Listed Listing Price	\$175,000		\$78,900	\$175,000	\$262,000	\$312,000

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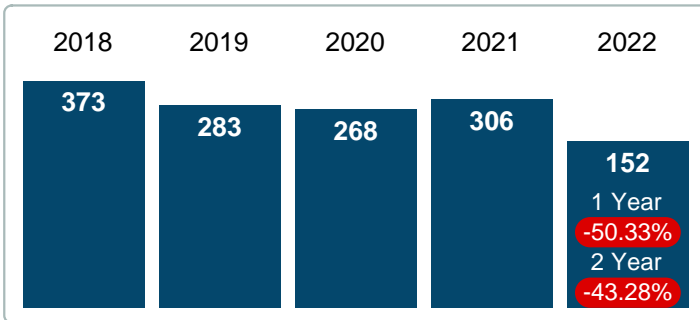
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



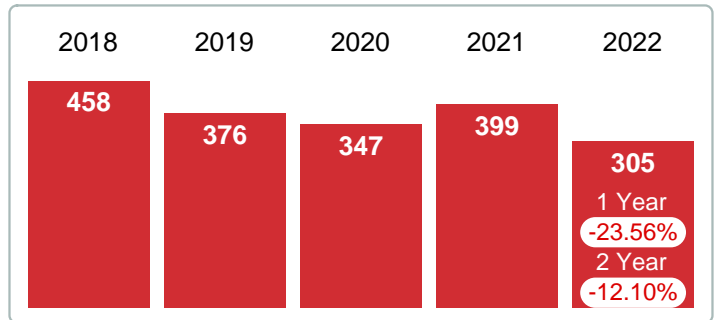
ACTIVE INVENTORY

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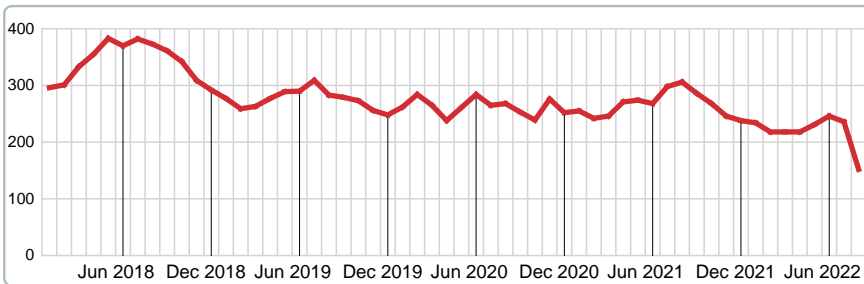
END OF AUGUST



ACTIVE DURING AUGUST

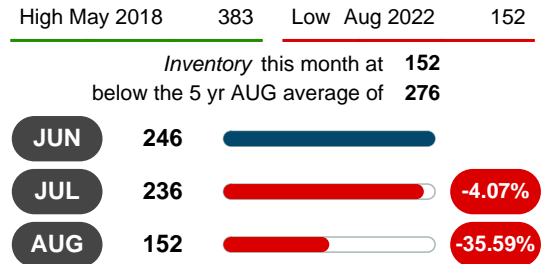


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 276



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	10.53%	56.0	8	6	2	0
\$75,001 - \$125,000	18	11.84%	30.5	5	12	1	0
\$125,001 - \$175,000	19	12.50%	57.0	2	12	4	1
\$175,001 - \$275,000	41	26.97%	42.0	3	23	14	1
\$275,001 - \$375,000	23	15.13%	65.0	2	15	6	0
\$375,001 - \$550,000	20	13.16%	81.5	3	12	4	1
\$550,001 and up	15	9.87%	96.0	0	8	5	2
Total Active Inventory by Units	152			23	88	36	5
Total Active Inventory by Volume	46,222,340	100%	54.5	3.93M	25.72M	13.60M	2.97M
Median Active Inventory Listing Price	\$224,700			\$89,000	\$222,950	\$267,000	\$549,000

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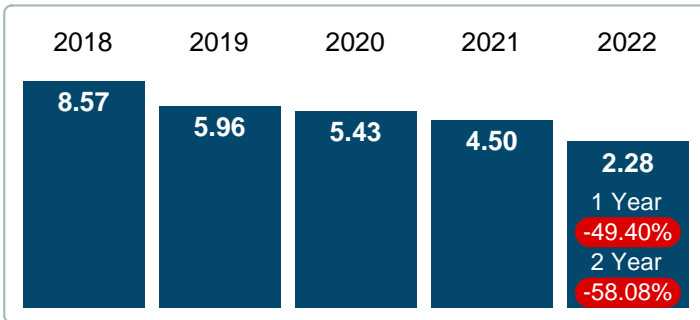
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



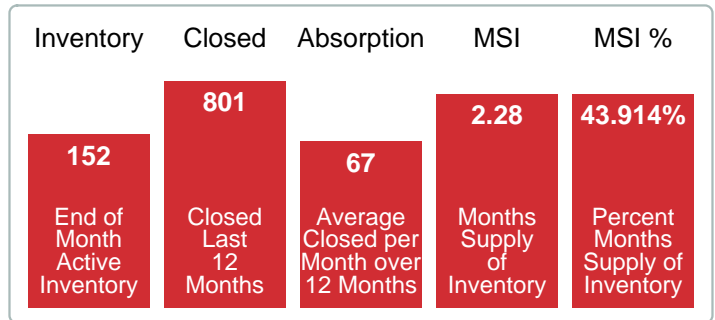
MONTHS SUPPLY of INVENTORY (MSI)

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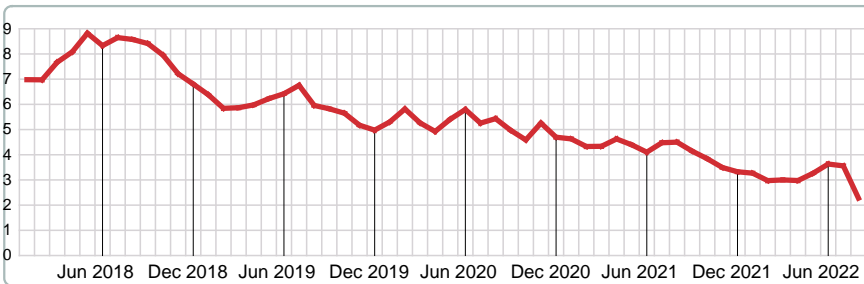
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

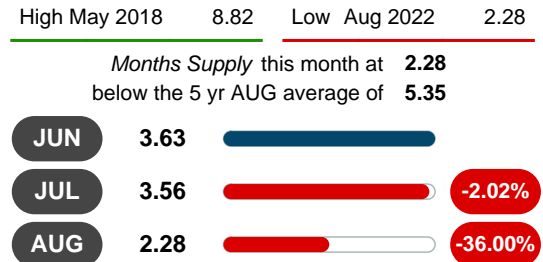


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.35



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
\$75,000 and less	16	10.53%	1.75	1.81	1.33	8.00	0.00
\$75,001 - \$125,000	18	11.84%	1.49	1.05	1.89	1.09	0.00
\$125,001 - \$175,000	19	12.50%	1.42	0.65	1.48	2.09	3.00
\$175,001 - \$275,000	41	26.97%	2.32	4.00	1.80	3.82	2.00
\$275,001 - \$375,000	23	15.13%	2.97	12.00	3.40	2.12	0.00
\$375,001 - \$550,000	20	13.16%	4.36	6.00	6.26	2.40	2.00
\$550,001 and up	15	9.87%	7.20	0.00	9.60	8.57	3.43
Market Supply of Inventory (MSI)			2.28	1.67	2.27	3.04	2.14
Total Active Inventory by Units		100%	2.28	23	88	36	5

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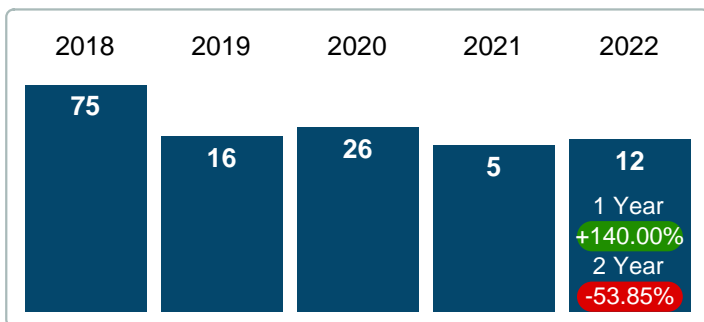
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



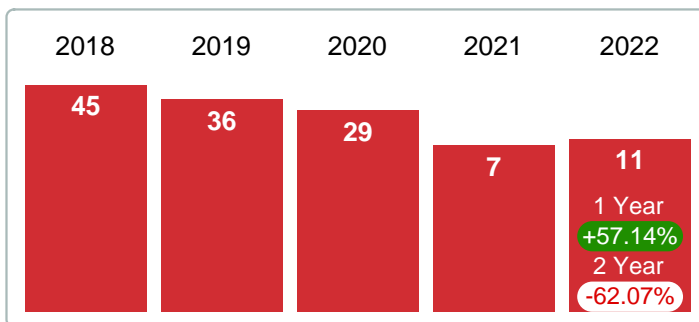
MEDIAN DAYS ON MARKET TO SALE

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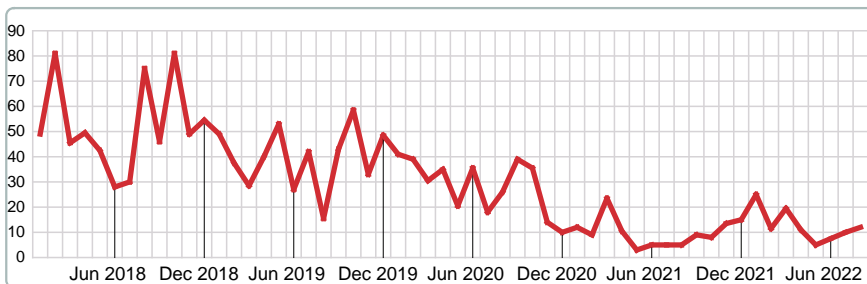
AUGUST



YEAR TO DATE (YTD)

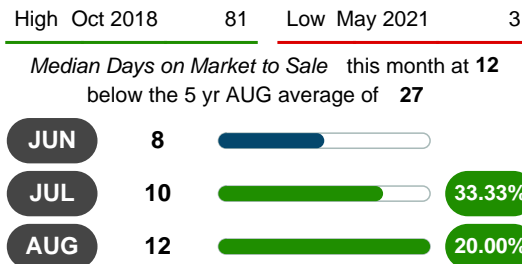


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 27



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
\$25,000 and less	5	5.88%	12	12	0	0	0
\$25,001 - \$50,000	6	7.06%	18	18	108	0	0
\$50,001 - \$125,000	20	23.53%	5	2	11	16	0
\$125,001 - \$200,000	21	24.71%	4	3	6	4	0
\$200,001 - \$275,000	11	12.94%	16	52	14	20	0
\$275,001 - \$400,000	13	15.29%	12	0	7	13	32
\$400,001 and up	9	10.59%	64	170	51	62	0
Median Closed DOM			12	8	12	15	32
Total Closed Units		100%	12.0	22	51	10	2
Total Closed Volume				2.06M	13.07M	3.18M	669.80K

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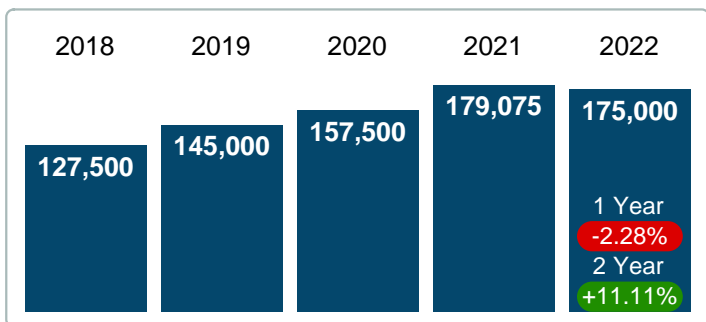
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



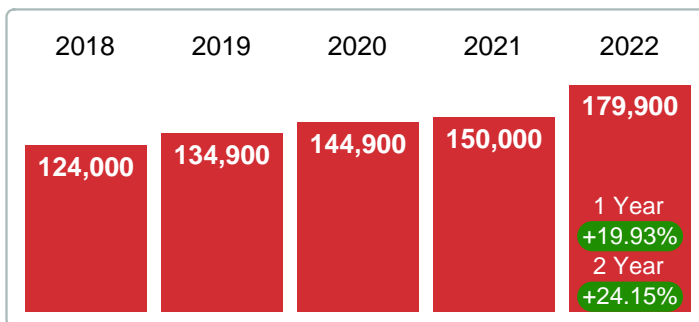
MEDIAN LIST PRICE AT CLOSING

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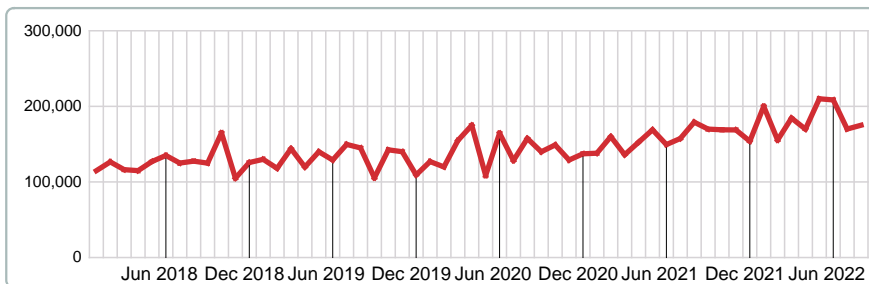
AUGUST



YEAR TO DATE (YTD)

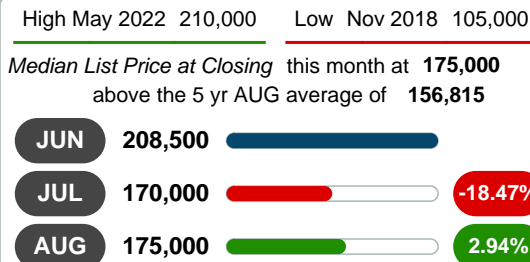


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 156,815



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
\$25,000 and less	3.53%	10,000	10,000	0	0	0
\$25,001 - \$50,000	7.06%	46,000	39,500	49,945	0	0
\$50,001 - \$125,000	25.88%	76,950	74,000	75,700	80,000	0
\$125,001 - \$200,000	23.53%	163,450	134,500	169,900	194,900	0
\$200,001 - \$275,000	14.12%	232,500	275,000	229,500	239,500	0
\$275,001 - \$400,000	14.12%	322,450	0	325,000	298,000	334,900
\$400,001 and up	11.76%	467,000	459,000	475,000	617,500	0
Median List Price		175,000	66,950	190,000	296,500	334,900
Total Closed Units	100%	175,000	22	51	10	2
Total Closed Volume		20,410,690	2.21M	14.22M	3.31M	669.80K

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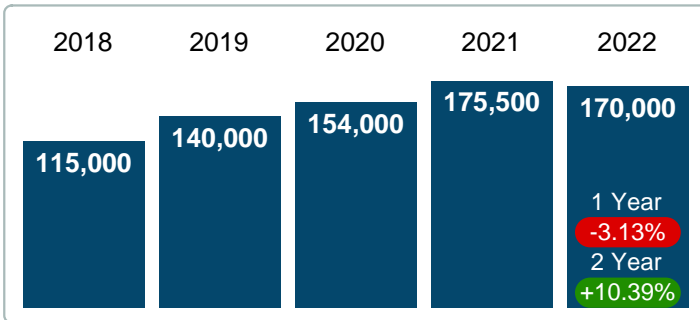
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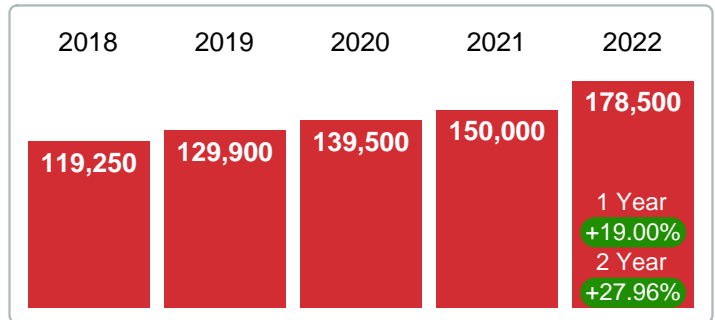
MEDIAN SOLD PRICE AT CLOSING

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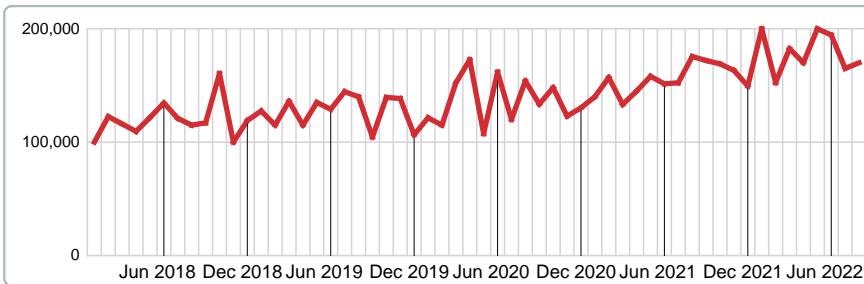
AUGUST



YEAR TO DATE (YTD)

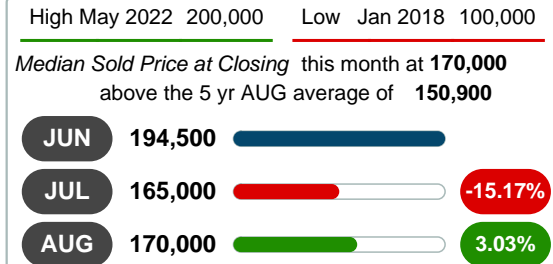


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 150,900



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
\$25,000 and less	5	5.88%	15,000	15,000	0	0	0
\$25,001 - \$50,000	6	7.06%	47,000	42,750	47,500	0	0
\$50,001 - \$125,000	20	23.53%	71,500	75,000	65,750	75,000	0
\$125,001 - \$200,000	21	24.71%	165,000	133,000	167,500	194,900	0
\$200,001 - \$275,000	11	12.94%	220,000	265,000	220,000	234,500	0
\$275,001 - \$400,000	13	15.29%	319,900	0	320,000	285,000	334,900
\$400,001 and up	9	10.59%	436,000	417,000	437,500	565,500	0
Median Sold Price			170,000	60,750	190,000	283,500	334,900
Total Closed Units		100%	170,000	22	51	10	2
Total Closed Volume			18,980,000	2.06M	13.07M	3.18M	669.80K

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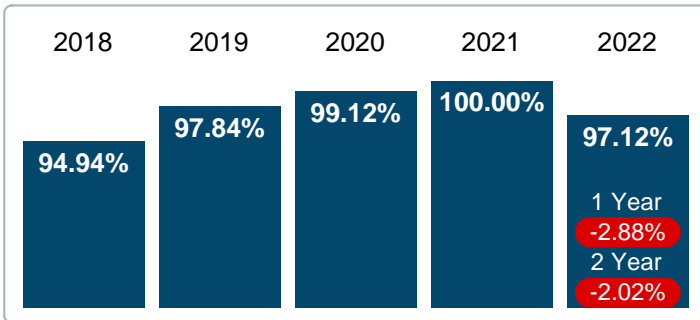
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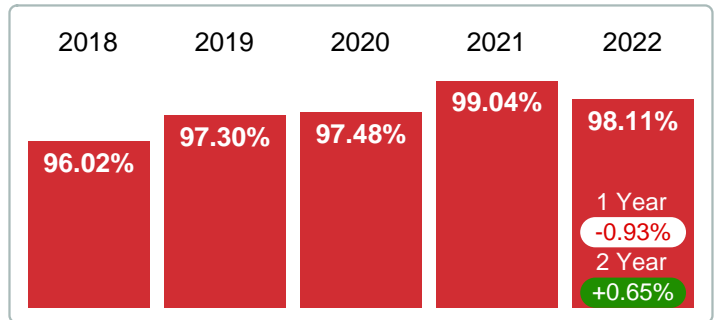
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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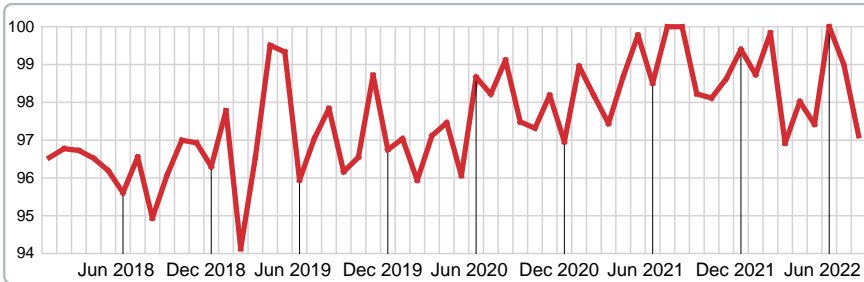
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

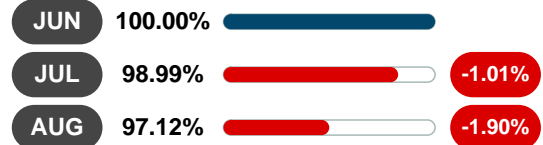


3 MONTHS

5 year AUG AVG = 97.80%

High Jun 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.12%**
 below the 5 yr AUG average of **97.80%**



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
\$25,000 and less	5	5.88%	75.00%	75.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	7.06%	83.21%	82.38%	87.46%	0.00%	0.00%
\$50,001 - \$125,000	20	23.53%	93.95%	100.00%	92.43%	93.75%	0.00%
\$125,001 - \$200,000	21	24.71%	100.00%	98.72%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	11	12.94%	96.36%	96.36%	94.18%	97.91%	0.00%
\$275,001 - \$400,000	13	15.29%	100.00%	0.00%	97.35%	100.00%	100.00%
\$400,001 and up	9	10.59%	92.63%	90.85%	94.07%	93.49%	0.00%
Median Sold/List Ratio		97.12%		94.26%	97.12%	98.96%	100.00%
Total Closed Units		85	100%	22	51	10	2
Total Closed Volume		18,980,000		2.06M	13.07M	3.18M	669.80K

August 2022



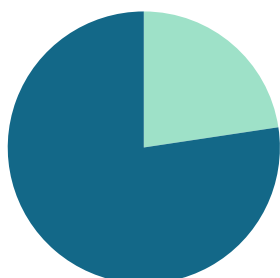
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

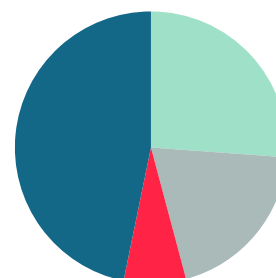


Inventory
 New Listings **69 = 22.62%**
 Start Inventory **236**
 Total Inventory Units **305**
 Volume **\$84,753,329**

Market Activity

Closed Sales **85 = 26.15%**
 Pending Sales **64 = 19.69%**
 Other Off Market **24 = 7.38%**
 Active Inventory **152 = 46.77%**

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	80	85	6.25%	577	519	-10.05%
Pending Sales	74	64	-13.51%	629	526	-16.38%
New Listings	101	69	-31.68%	764	624	-18.32%
Median List Price	179,075	175,000	-2.28%	150,000	179,900	19.93%
Median Sale Price	175,500	170,000	-3.13%	150,000	178,500	19.00%
Median Percent of Selling Price to List Price	100.00%	97.12%	-2.88%	99.04%	98.11%	-0.93%
Median Days on Market to Sale	5.00	12.00	140.00%	7.00	11.00	57.14%
Monthly Inventory	306	152	-50.33%	306	152	-50.33%
Months Supply of Inventory	4.50	2.28	-49.40%	4.50	2.28	-49.40%

Absorption: Last 12 months, an Average of **67** Sales/Month

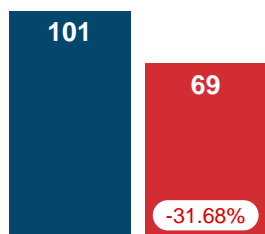
Inventory on August 31, 2022 = **152**

2021 **2022**

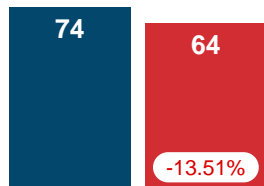
AUGUST MARKET

MEDIAN PRICES

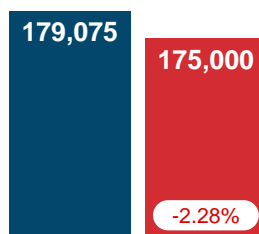
New Listings



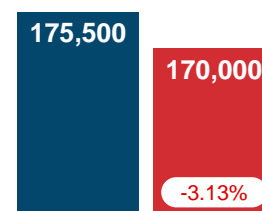
Pending Listings



List Price



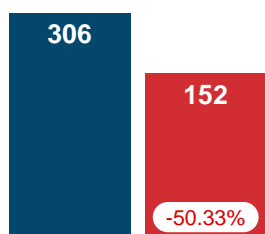
Sale Price



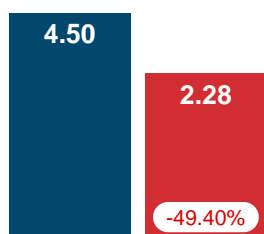
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

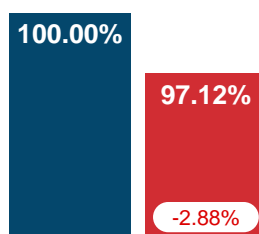
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

