

February 2022



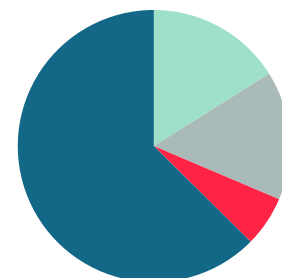
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	58	83	43.10%
Pending Listings	74	79	6.76%
New Listings	78	87	11.54%
Median List Price	151,950	135,000	-11.15%
Median Sale Price	140,000	133,500	-4.64%
Median Percent of Selling Price to List Price	97.23%	97.73%	0.51%
Median Days on Market to Sale	11.00	11.00	0.00%
End of Month Inventory	464	323	-30.39%
Months Supply of Inventory	6.53	3.45	-47.12%



■ Closed (16.09%)
■ Pending (15.31%)
■ Other OffMarket (6.01%)
■ Active (62.60%)

Absorption: Last 12 months, an Average of **94** Sales/Month
Active Inventory as of February 28, 2022 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **30.39%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 94 closed sales per month. This represents an unsold inventory index of **3.45** 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 **4.64%** in February 2022 to \$133,500 versus the previous year at \$140,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in February 2022 compared to last year's same month at **11.00** DOM.

Sales Success for February 2022 is Positive

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

There were 87 New Listings in February 2022, up **11.54%** from last year at 78. Furthermore, there were 83 Closed Listings this month versus last year at 58, a **43.10%** increase.

Closed versus Listed trends yielded a **95.4%** ratio, up from previous year's, February 2021, at **74.4%**, a **28.30%** 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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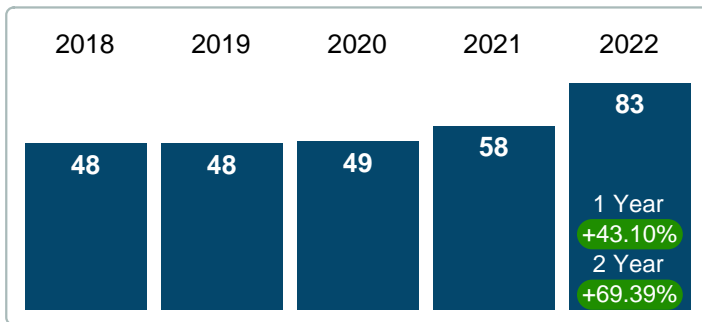
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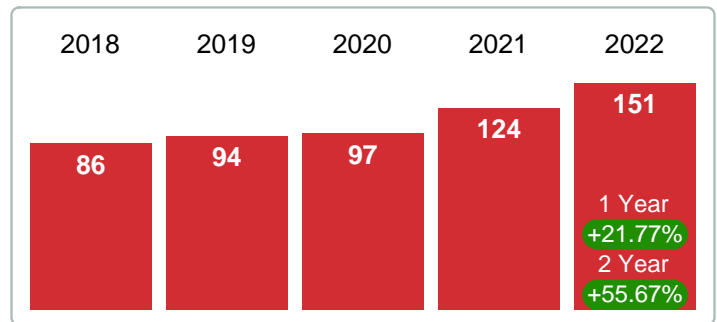
CLOSED LISTINGS

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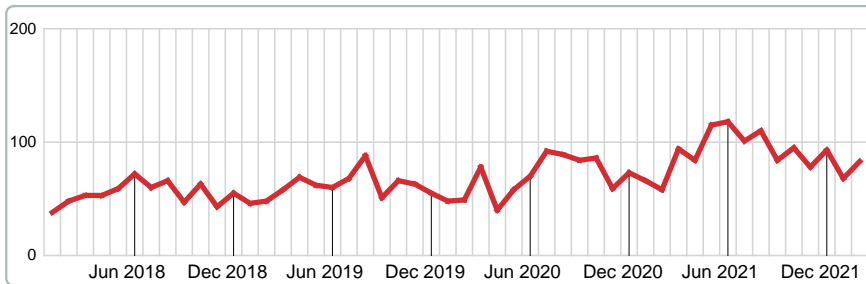
FEBRUARY



YEAR TO DATE (YTD)

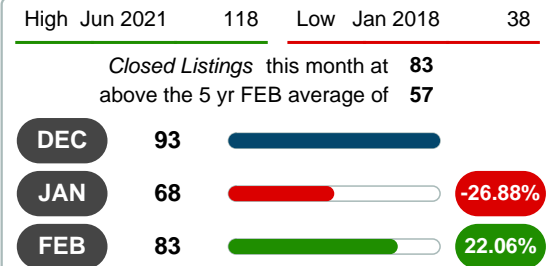


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



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	6	7.23%	10.0	6	0	0	0
\$50,001 - \$80,000	9	10.84%	8.0	5	4	0	0
\$80,001 - \$110,000	14	16.87%	14.0	8	5	1	0
\$110,001 - \$170,000	22	26.51%	5.0	12	8	2	0
\$170,001 - \$240,000	12	14.46%	8.5	0	9	3	0
\$240,001 - \$330,000	12	14.46%	16.0	2	7	3	0
\$330,001 and up	8	9.64%	49.0	2	1	5	0
Total Closed Units	83			35	34	14	0
Total Closed Volume	15,633,400	100%	11.0	5.35M	5.96M	4.32M	0.00B
Median Closed Price	\$133,500			\$98,500	\$172,500	\$280,000	\$0

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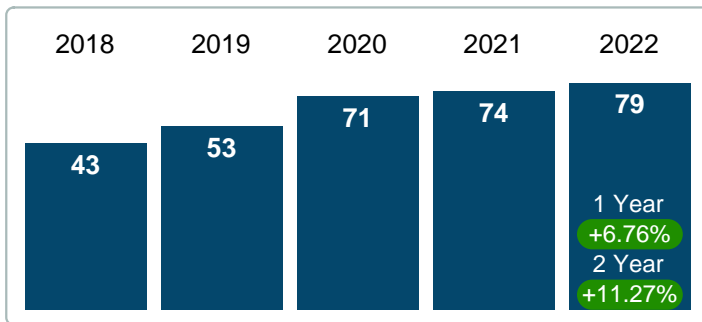
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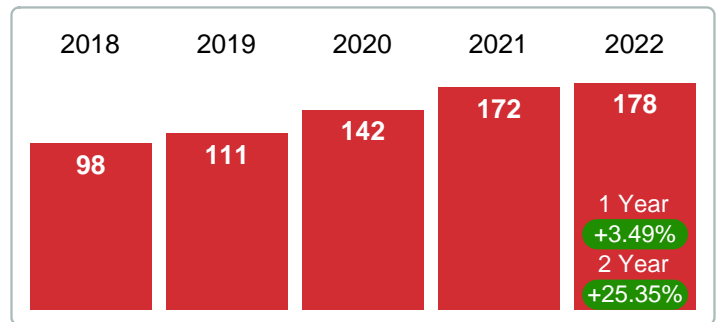
PENDING LISTINGS

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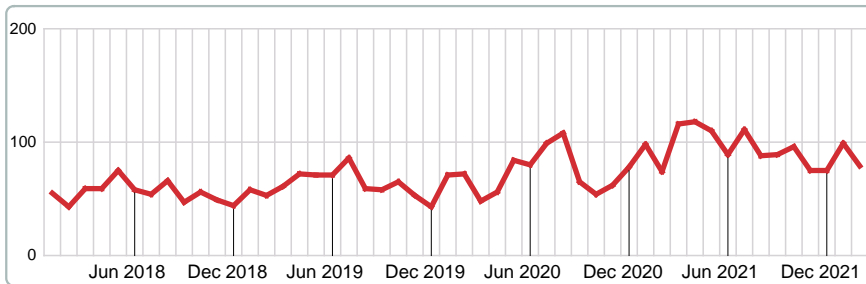
FEBRUARY



YEAR TO DATE (YTD)

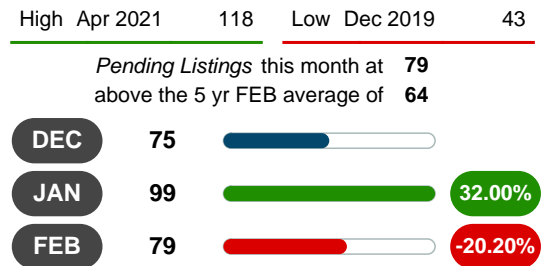


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$25,000 and less	4	5.06%	55.0	4	0	0	0
\$25,001 - \$75,000	12	15.19%	24.0	6	6	0	0
\$75,001 - \$125,000	12	15.19%	36.5	4	7	1	0
\$125,001 - \$200,000	22	27.85%	6.0	7	12	3	0
\$200,001 - \$300,000	10	12.66%	31.5	0	7	2	1
\$300,001 - \$475,000	11	13.92%	18.0	3	5	3	0
\$475,001 and up	8	10.13%	29.0	4	1	1	2
Total Pending Units	79			28	38	10	3
Total Pending Volume	17,817,600	100%	23.0	6.50M	7.17M	2.59M	1.56M
Median Listing Price	\$175,000			\$126,700	\$173,200	\$244,750	\$559,000

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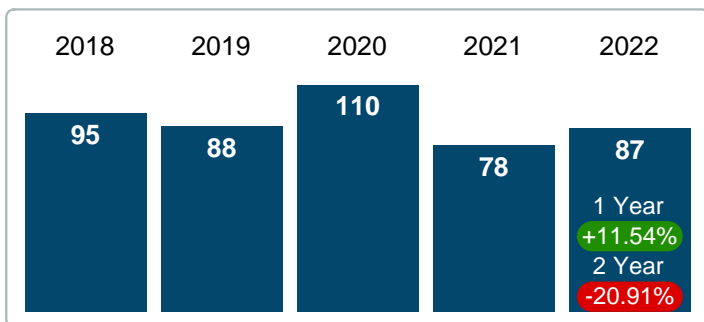
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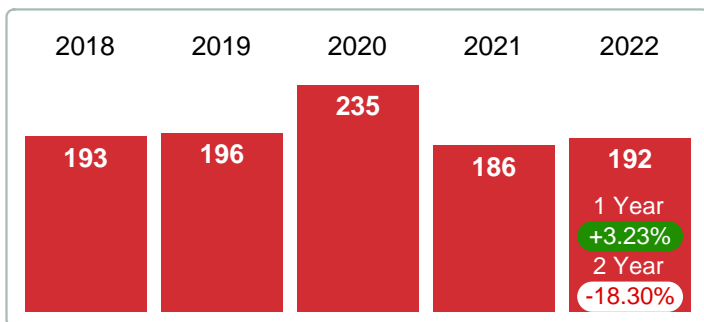
NEW LISTINGS

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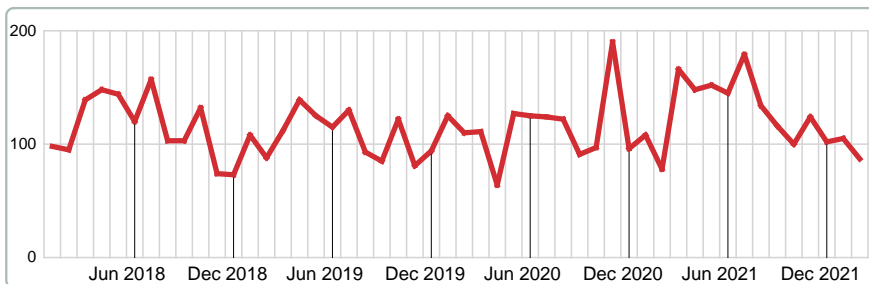
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 92

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 87
below the 5 yr FEB average of 92



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.20%	6	1	1	0
\$40,001 - \$80,000	12	13.79%	4	6	2	0
\$80,001 - \$120,000	12	13.79%	5	7	0	0
\$120,001 - \$210,000	22	25.29%	11	10	1	0
\$210,001 - \$380,000	13	14.94%	4	6	3	0
\$380,001 - \$740,000	11	12.64%	3	1	5	2
\$740,001 and up	9	10.34%	7	0	1	1
Total New Listed Units	87		40	31	13	3
Total New Listed Volume	22,549,850	100%	11.30M	4.89M	4.51M	1.86M
Median New Listed Listing Price	\$150,000		\$137,450	\$133,500	\$319,900	\$559,000

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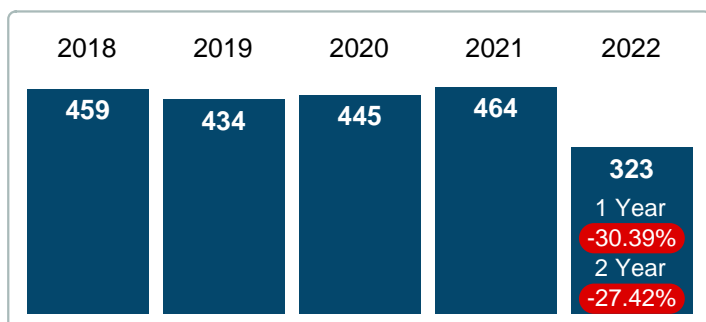
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



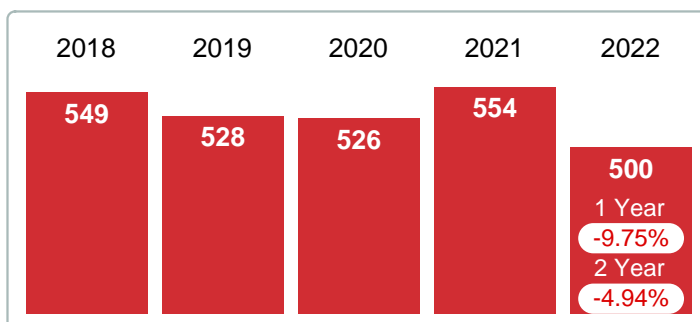
ACTIVE INVENTORY

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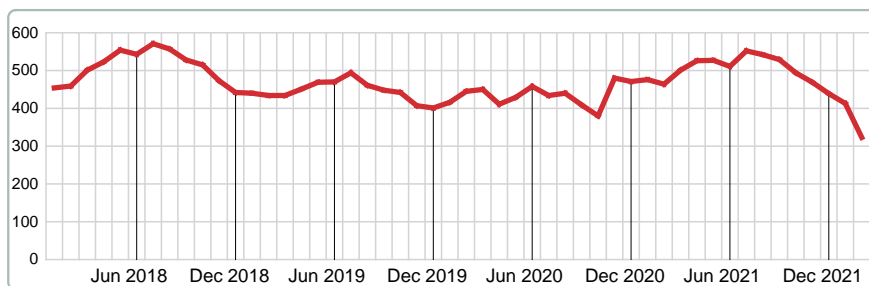
END OF FEBRUARY



ACTIVE DURING FEBRUARY

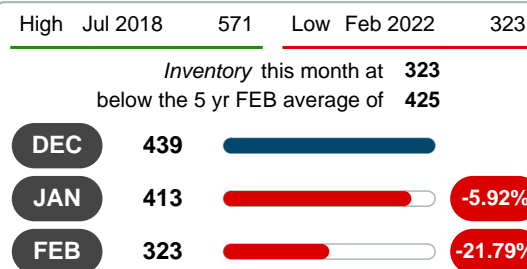


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 425



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	11.15%	110.0	36	0	0	0
\$20,001 \$30,000	28	8.67%	167.0	27	0	1	0
\$30,001 \$50,000	52	16.10%	189.0	45	7	0	0
\$50,001 \$170,000	85	26.32%	77.0	51	31	3	0
\$170,001 \$320,000	48	14.86%	61.5	18	23	5	2
\$320,001 \$590,000	41	12.69%	98.0	16	9	13	3
\$590,001 and up	33	10.22%	104.0	20	5	4	4
Total Active Inventory by Units			323	213	75	26	9
Total Active Inventory by Volume			78,593,225	39.92M	22.55M	10.27M	5.85M
Median Active Inventory Listing Price			\$90,000	\$50,000	\$170,000	\$390,000	\$579,000

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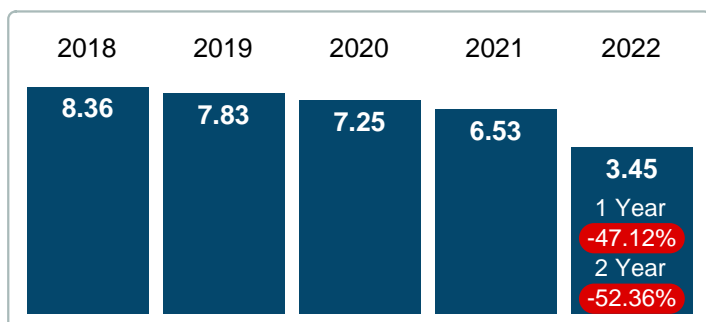
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



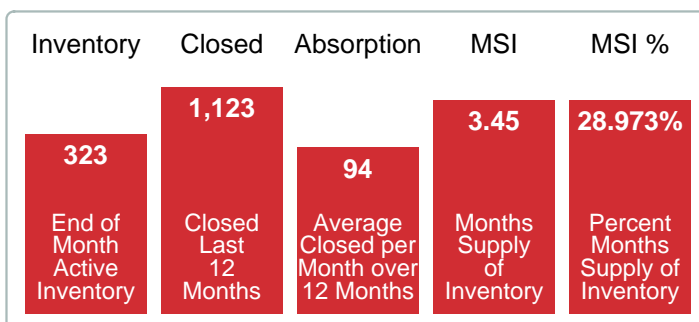
MONTHS SUPPLY of INVENTORY (MSI)

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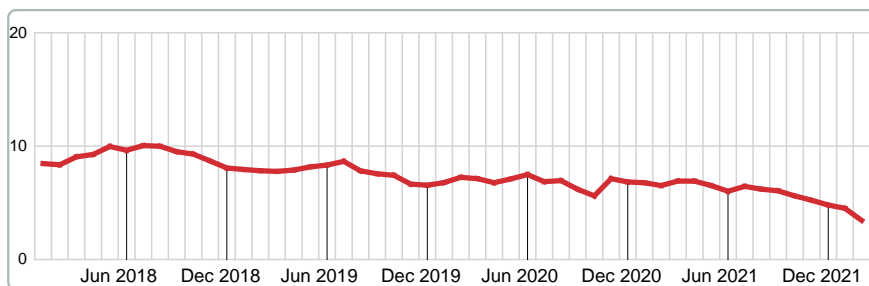
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

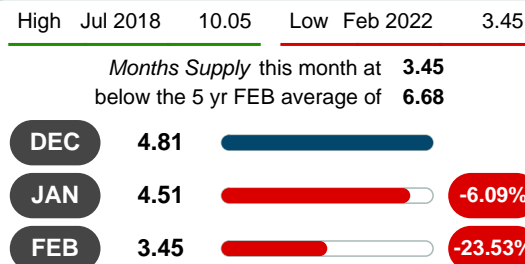


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6.68



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
\$20,000 and less	36	11.15%	8.15	8.82	0.00	0.00	0.00
\$20,001 - \$30,000	28	8.67%	14.00	14.09	0.00	0.00	0.00
\$30,001 - \$50,000	52	16.10%	7.80	8.71	4.94	0.00	0.00
\$50,001 - \$170,000	85	26.32%	2.12	3.54	1.41	0.90	0.00
\$170,001 - \$320,000	48	14.86%	1.78	4.00	1.47	0.83	2.40
\$320,001 - \$590,000	41	12.69%	4.07	5.19	3.00	4.11	3.60
\$590,001 and up	33	10.22%	9.90	10.91	6.67	8.00	16.00
Market Supply of Inventory (MSI)			3.45	6.09	1.74	1.97	4.00
Total Active Inventory by Units		100%	323	213	75	26	9

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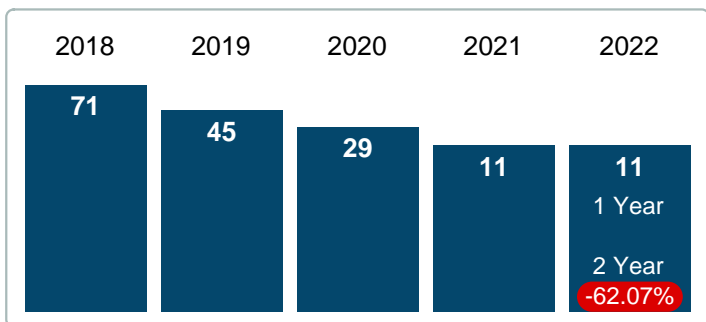
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



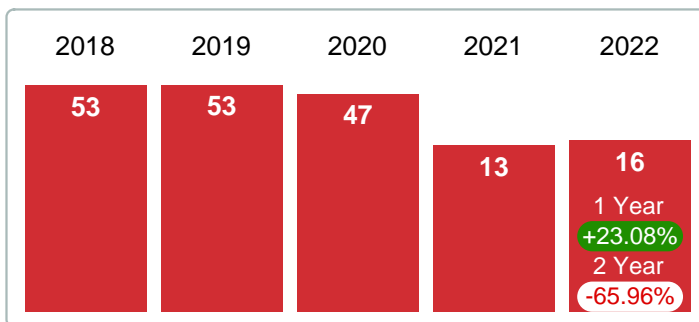
MEDIAN DAYS ON MARKET TO SALE

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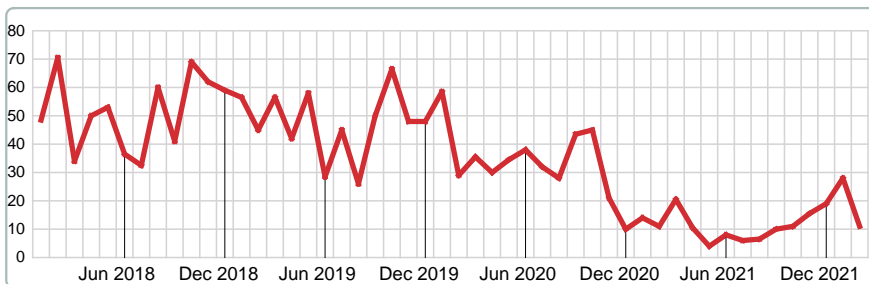
FEBRUARY



YEAR TO DATE (YTD)

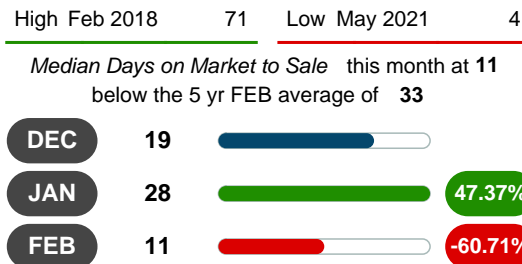


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33



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	7.23%	10	10	0	0	0
\$50,001 - \$80,000	10.84%	8	4	26	0	0
\$80,001 - \$110,000	16.87%	14	12	56	14	0
\$110,001 - \$170,000	26.51%	5	12	5	41	0
\$170,001 - \$240,000	14.46%	9	0	7	60	0
\$240,001 - \$330,000	14.46%	16	32	21	1	0
\$330,001 and up	9.64%	49	1	30	80	0
Median Closed DOM		11	8	11	37	0
Total Closed Units	100%	83	35	34	14	
Total Closed Volume		15,633,400	5.35M	5.96M	4.32M	0.00B

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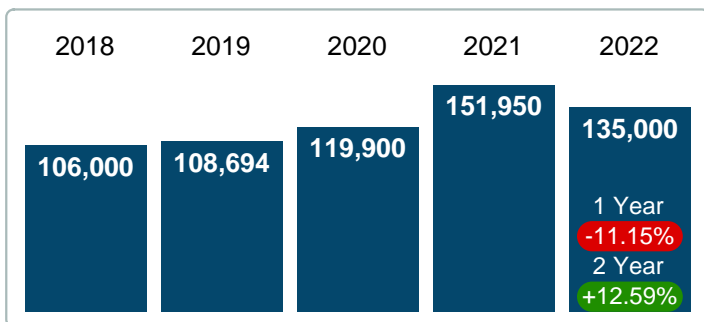
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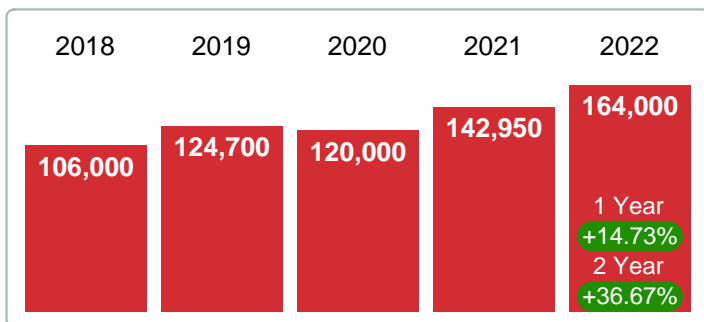
MEDIAN LIST PRICE AT CLOSING

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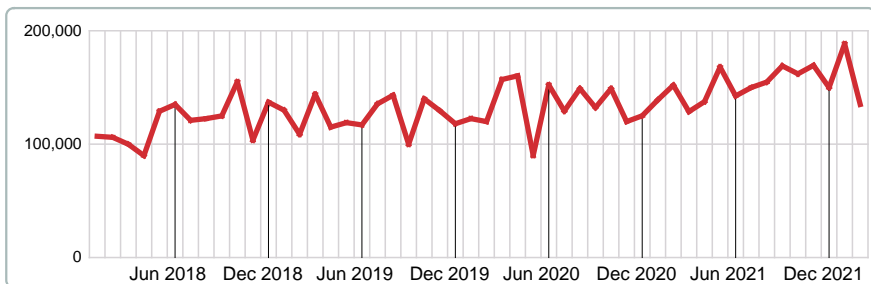
FEBRUARY



YEAR TO DATE (YTD)

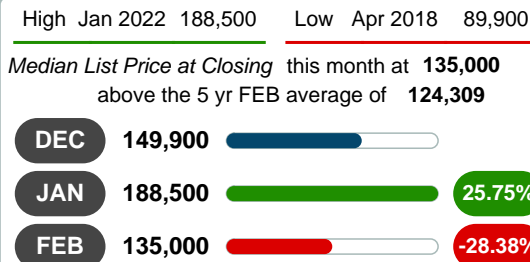


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 124,309



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	6	7.23%	42,000	42,000	0	0	0
\$50,001 - \$80,000	8	9.64%	72,450	68,450	75,000	0	0
\$80,001 - \$110,000	12	14.46%	98,250	98,250	95,000	104,999	0
\$110,001 - \$170,000	24	28.92%	132,375	131,250	129,900	155,450	0
\$170,001 - \$240,000	11	13.25%	199,500	0	202,250	199,500	0
\$240,001 - \$330,000	14	16.87%	283,500	303,500	287,450	267,000	0
\$330,001 and up	8	9.64%	499,900	966,000	0	496,950	0
Median List Price			135,000	109,900	179,450	293,500	0
Total Closed Units		100%	135,000	35	34	14	
Total Closed Volume			16,106,949	5.51M	6.13M	4.46M	0.00B

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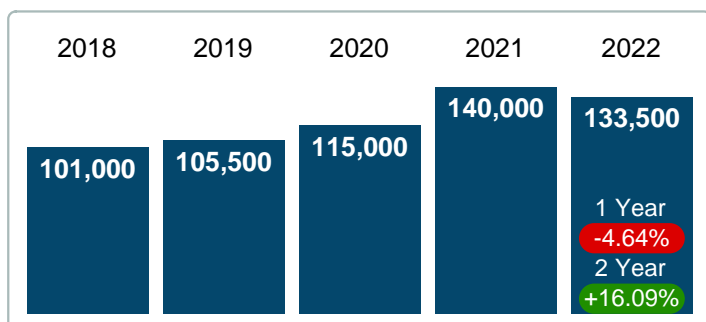
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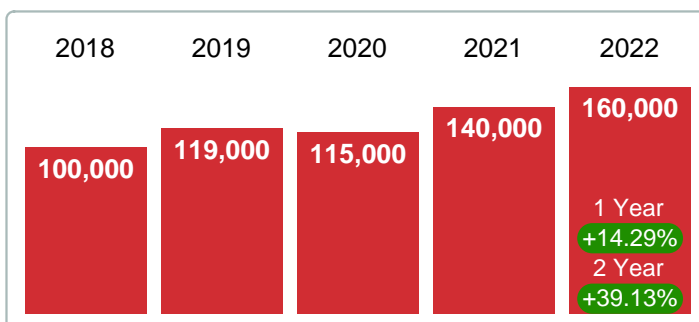
MEDIAN SOLD PRICE AT CLOSING

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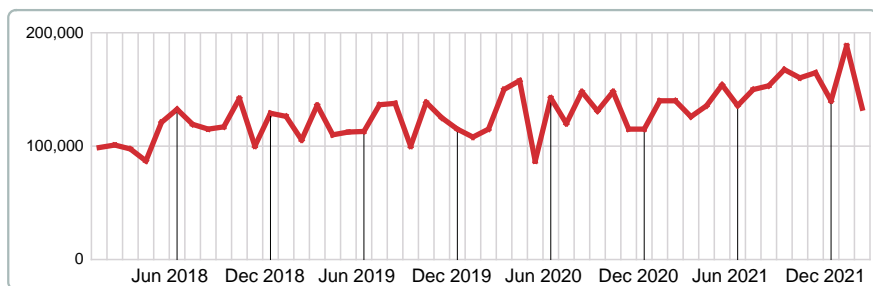
FEBRUARY



YEAR TO DATE (YTD)

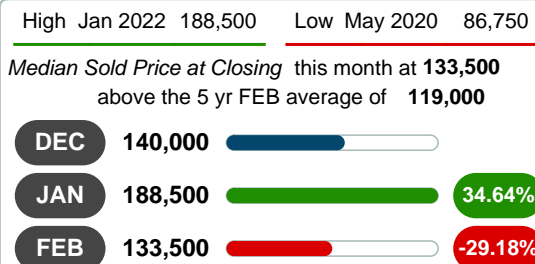


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 119,000



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	7.23%	40,000	40,000	0	0	0
\$50,001 - \$80,000	10.84%	70,000	60,000	70,000	0	0
\$80,001 - \$110,000	16.87%	94,250	91,750	110,000	98,000	0
\$110,001 - \$170,000	26.51%	131,375	126,250	134,250	152,500	0
\$170,001 - \$240,000	14.46%	202,000	0	200,000	220,000	0
\$240,001 - \$330,000	14.46%	279,950	304,500	279,900	306,000	0
\$330,001 and up	9.64%	499,900	950,000	338,000	499,900	0
Median Sold Price		133,500	98,500	172,500	280,000	0
Total Closed Units	100%	83	35	34	14	
Total Closed Volume		15,633,400	5.35M	5.96M	4.32M	0.00B

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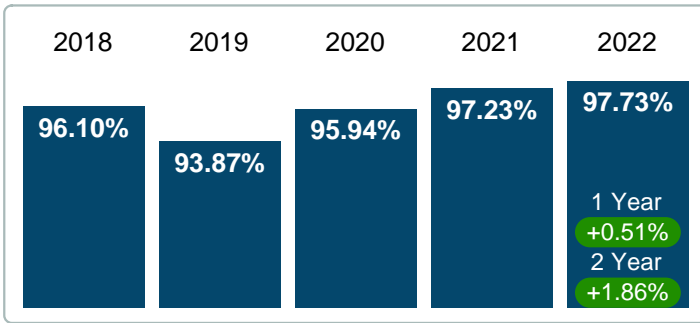
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



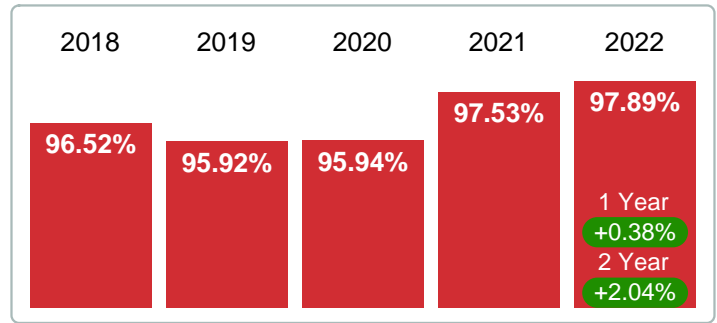
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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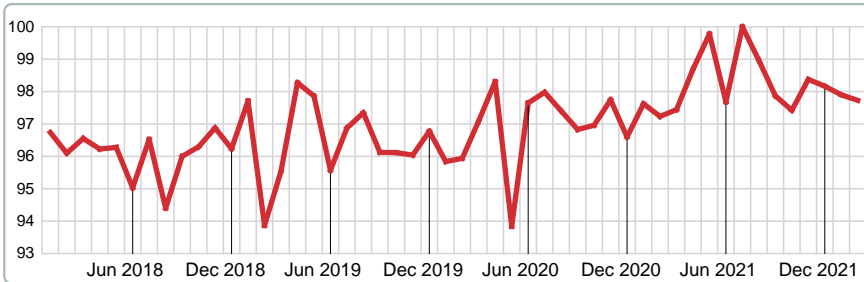
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

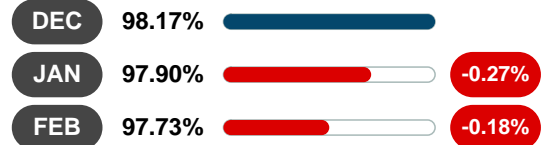


3 MONTHS

5 year FEB AVG = 96.17%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.73%**
above the 5 yr FEB average of **96.17%**



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	6	7.23%	94.36%	94.36%	0.00%	0.00%	0.00%
\$50,001 - \$80,000	9	10.84%	94.87%	96.77%	83.16%	0.00%	0.00%
\$80,001 - \$110,000	14	16.87%	94.92%	95.50%	94.74%	93.33%	0.00%
\$110,001 - \$170,000	22	26.51%	96.48%	95.77%	100.00%	98.03%	0.00%
\$170,001 - \$240,000	12	14.46%	99.72%	0.00%	100.00%	94.78%	0.00%
\$240,001 - \$330,000	12	14.46%	98.89%	100.17%	98.11%	99.67%	0.00%
\$330,001 and up	8	9.64%	100.00%	98.65%	104.00%	100.00%	0.00%
Median Sold/List Ratio		97.73%		96.77%	99.72%	99.84%	0.00%
Total Closed Units		83	100%	35	34	14	
Total Closed Volume		15,633,400		5.35M	5.96M	4.32M	0.00B

February 2022



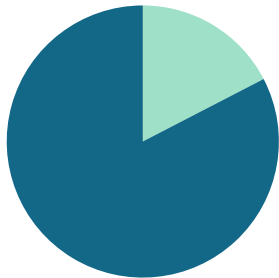
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

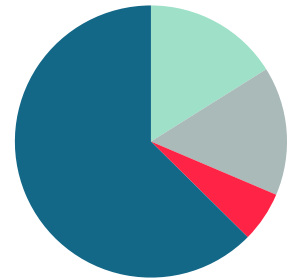


Inventory
 New Listings
87 = 17.40%
 Start Inventory
413
 Total Inventory Units
500
 Volume
\$130,021,663

Market Activity

Closed Sales
83 = 16.09%
 Pending Sales
79 = 15.31%
 Other Off Market
31 = 6.01%
 Active Inventory
323 = 62.60%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	58	83	43.10%	124	151	21.77%
Pending Sales	74	79	6.76%	172	178	3.49%
New Listings	78	87	11.54%	186	192	3.23%
Median List Price	151,950	135,000	-11.15%	142,950	164,000	14.73%
Median Sale Price	140,000	133,500	-4.64%	140,000	160,000	14.29%
Median Percent of Selling Price to List Price	97.23%	97.73%	0.51%	97.53%	97.89%	0.38%
Median Days on Market to Sale	11.00	11.00	0.00%	13.00	16.00	23.08%
Monthly Inventory	464	323	-30.39%	464	323	-30.39%
Months Supply of Inventory	6.53	3.45	-47.12%	6.53	3.45	-47.12%

Absorption: Last 12 months, an Average of **94** Sales/Month

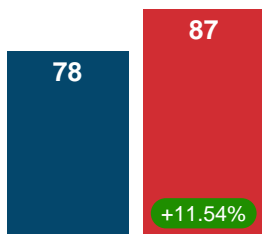
Inventory on February 28, 2022 = **323**

2021 **2022**

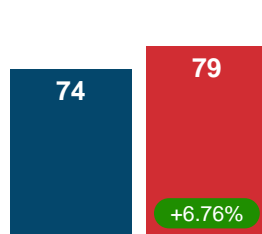
FEBRUARY MARKET

MEDIAN PRICES

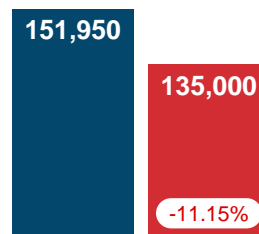
New Listings



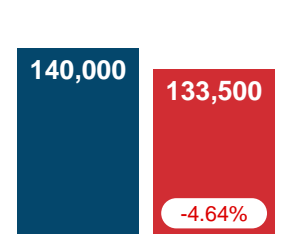
Pending Listings



List Price



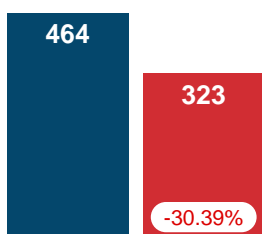
Sale Price



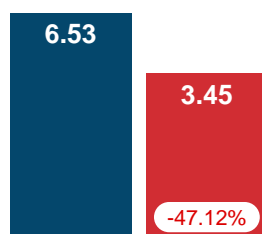
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

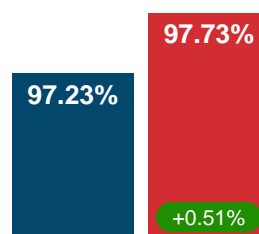
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%