

## February 2022



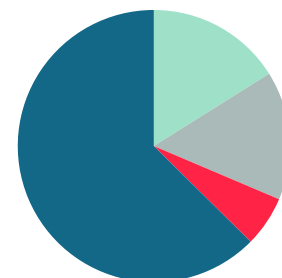
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



### 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%
Average List Price	191,645	194,060	1.26%
Average Sale Price	181,999	188,354	3.49%
Average Percent of Selling Price to List Price	93.99%	96.09%	2.23%
Average Days on Market to Sale	36.90	35.16	-4.72%
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.

##### 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 **3.49%** in February 2022 to \$188,354 versus the previous year at \$181,999.

##### Average Days on Market Shortens

The average number of **35.16** days that homes spent on the market before selling decreased by 1.74 days or **4.72%** in February 2022 compared to last year's same month at **36.90** DOM.

##### Sales Success for February 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 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.

#### 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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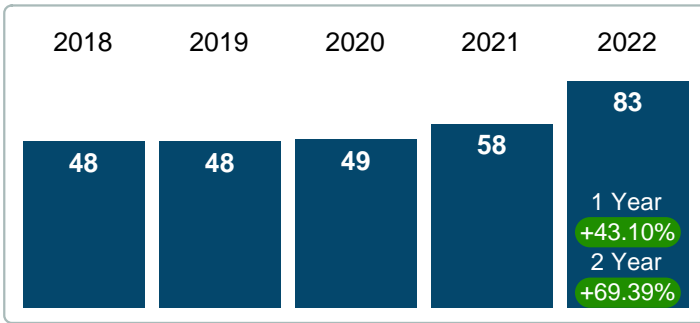
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



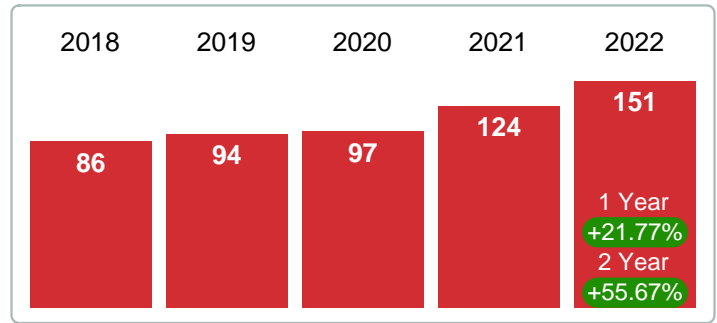
## CLOSED LISTINGS

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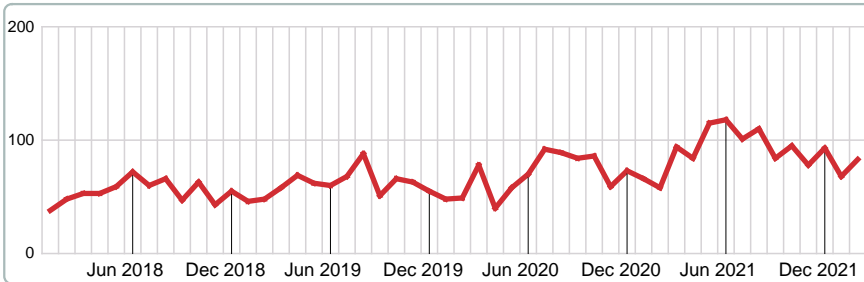
### FEBRUARY



### YEAR TO DATE (YTD)

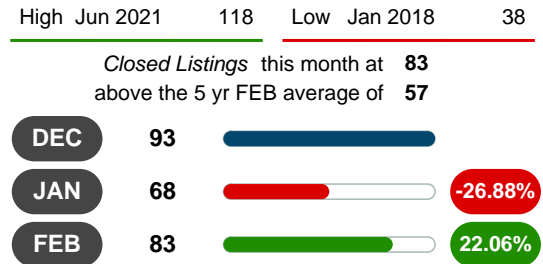


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.23%	41.8	6	0	0	0
\$50,001 - \$75,000	8	9.64%	36.9	5	3	0	0
\$75,001 - \$100,000	11	13.25%	28.6	7	3	1	0
\$100,001 - \$175,000	27	32.53%	35.7	13	12	2	0
\$175,001 - \$225,000	9	10.84%	46.9	0	7	2	0
\$225,001 - \$325,000	12	14.46%	20.3	1	8	3	0
\$325,001 and up	10	12.05%	42.7	3	1	6	0
<b>Total Closed Units</b>	<b>83</b>			<b>35</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>15,633,400</b>	<b>100%</b>	<b>35.2</b>	<b>5.35M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$188,354</b>			<b>\$152,950</b>	<b>\$175,393</b>	<b>\$308,343</b>	<b>\$0</b>

# February 2022



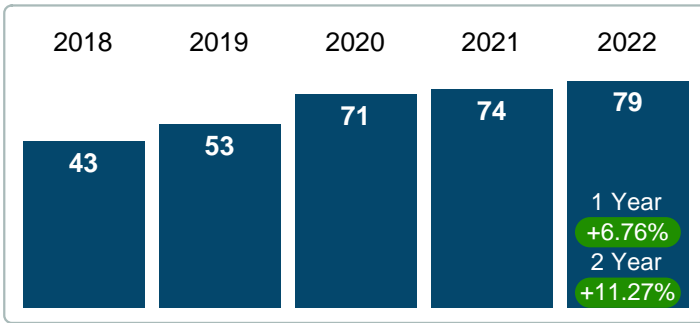
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



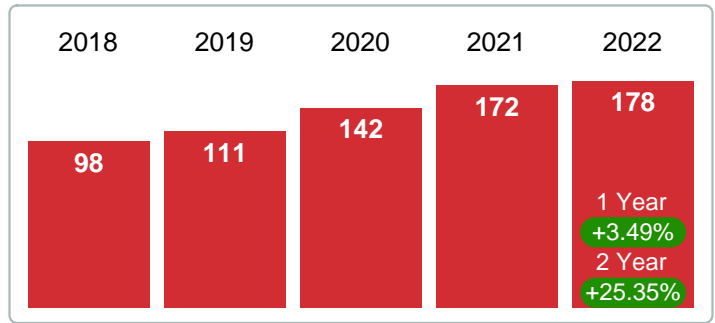
## PENDING LISTINGS

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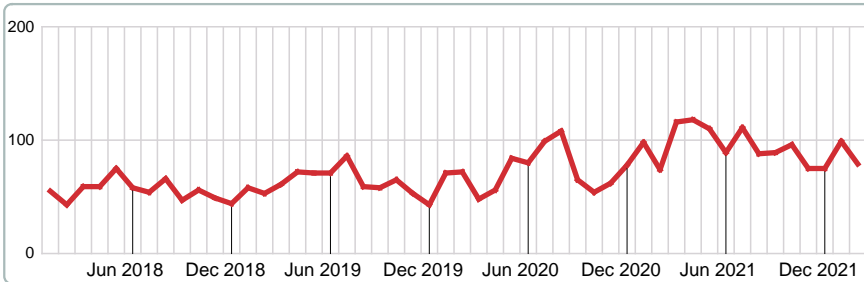
### FEBRUARY



### YEAR TO DATE (YTD)

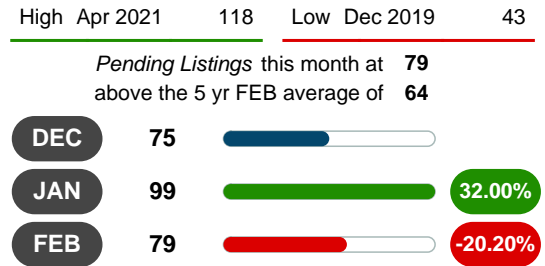


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 64



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.06%	60.0	4	0	0	0
\$25,001 - \$75,000	12	15.19%	65.5	6	6	0	0
\$75,001 - \$125,000	12	15.19%	77.3	4	7	1	0
\$125,001 - \$200,000	22	27.85%	31.5	7	12	3	0
\$200,001 - \$300,000	10	12.66%	47.0	0	7	2	1
\$300,001 - \$475,000	11	13.92%	68.4	3	5	3	0
\$475,001 and up	8	10.13%	87.9	4	1	1	2
<b>Total Pending Units</b>	<b>79</b>			<b>28</b>	<b>38</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>17,817,600</b>	<b>100%</b>	<b>64.5</b>	<b>6.50M</b>	<b>7.17M</b>	<b>2.59M</b>	<b>1.56M</b>
<b>Average Listing Price</b>	<b>\$302,675</b>			<b>\$232,234</b>	<b>\$188,573</b>	<b>\$259,076</b>	<b>\$519,500</b>

# February 2022



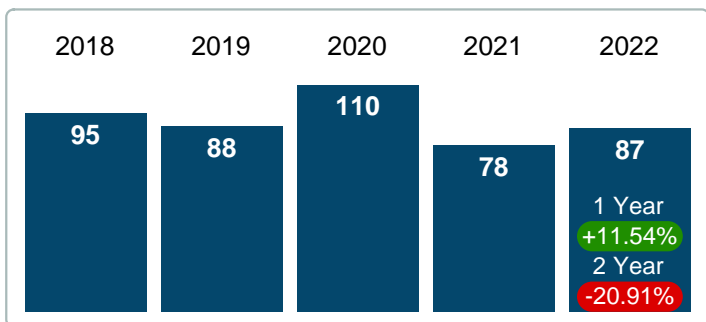
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



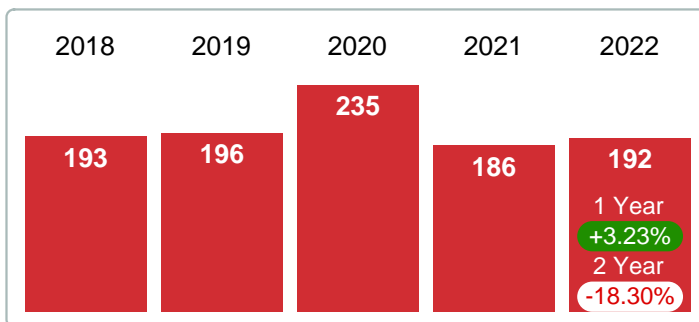
## NEW LISTINGS

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

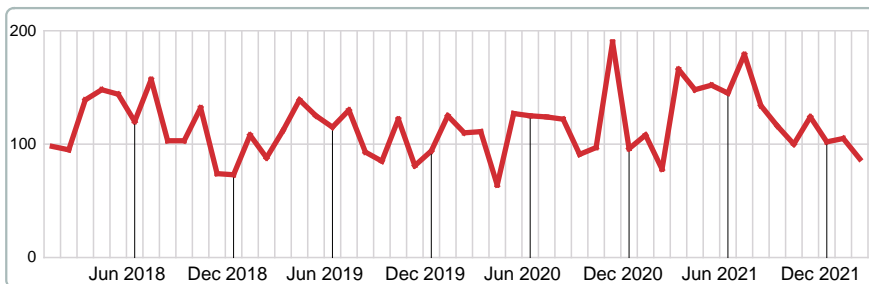
### FEBRUARY



### 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
\$25,000 and less	3	3.45%	3	0	0	0
\$25,001 - \$75,000	15	17.24%	7	6	2	0
\$75,001 - \$125,000	15	17.24%	6	8	1	0
\$125,001 - \$200,000	20	22.99%	10	9	1	0
\$200,001 - \$375,000	14	16.09%	4	7	3	0
\$375,001 - \$725,000	11	12.64%	3	1	5	2
\$725,001 and up	9	10.34%	7	0	1	1
<b>Total New Listed Units</b>	<b>87</b>		<b>40</b>	<b>31</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>22,549,850</b>	<b>100%</b>	<b>11.30M</b>	<b>4.89M</b>	<b>4.51M</b>	<b>1.86M</b>
<b>Average New Listed Listing Price</b>	<b>\$274,958</b>		<b>\$282,421</b>	<b>\$157,597</b>	<b>\$346,923</b>	<b>\$619,167</b>

# February 2022



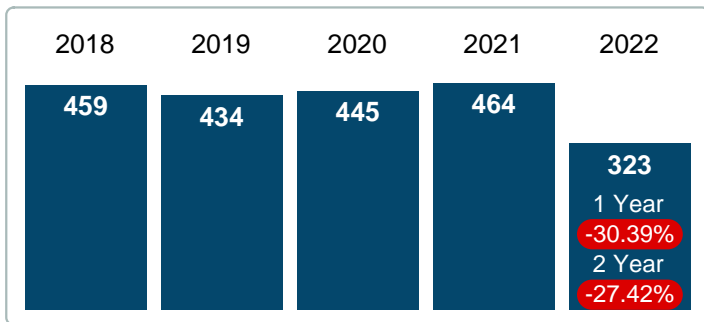
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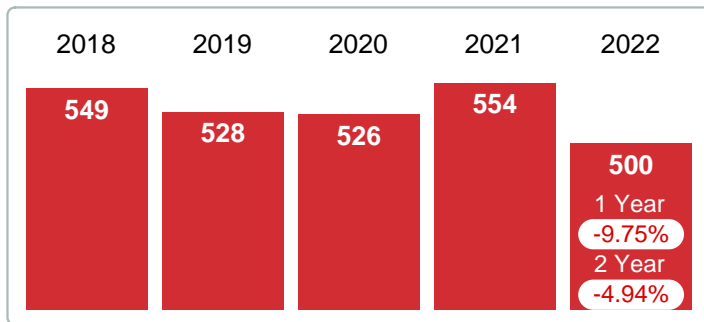
## ACTIVE INVENTORY

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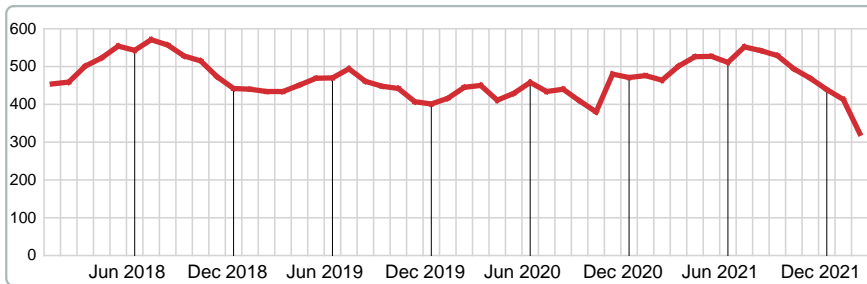
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

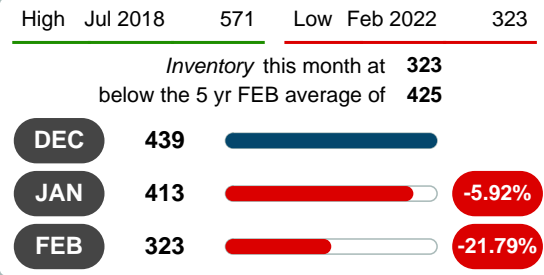


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 425



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	49	15.17%	119.6	49	0	0	0
\$25,001-\$50,000	67	20.74%	163.9	59	7	1	0
\$50,001-\$150,000	75	23.22%	85.8	47	26	2	0
\$150,001-\$325,000	60	18.58%	90.7	22	30	6	2
\$325,001-\$575,000	37	11.46%	123.0	16	7	12	2
\$575,001 and up	35	10.84%	110.3	20	5	5	5
Total Active Inventory by Units				213	75	26	9
Total Active Inventory by Volume				39.92M	22.55M	10.27M	5.85M
Average Active Inventory Listing Price				\$187,430	\$300,665	\$395,125	\$649,722

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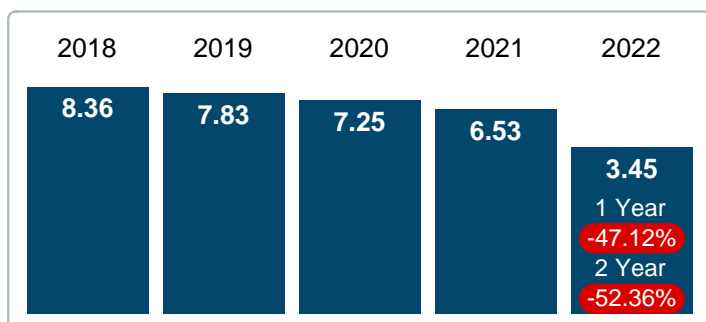
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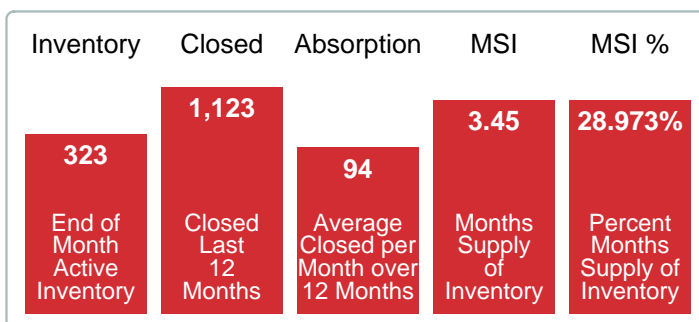
## MONTHS SUPPLY of INVENTORY (MSI)

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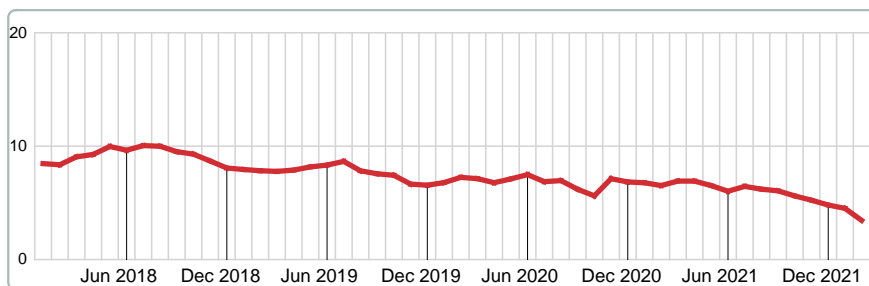
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

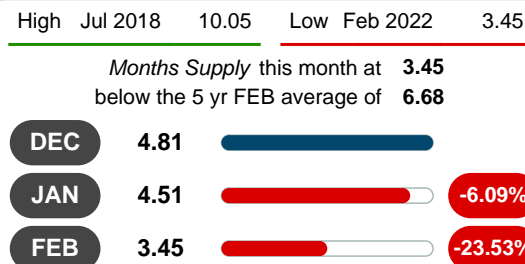


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# February 2022



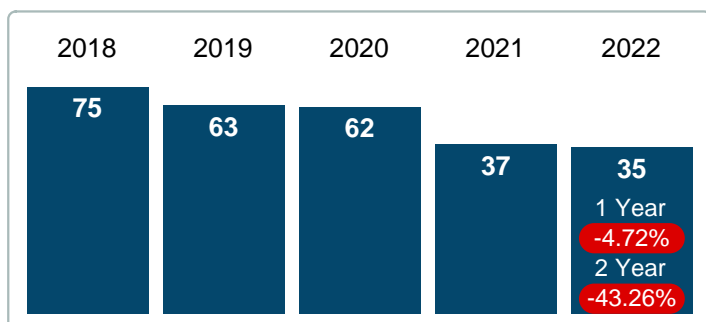
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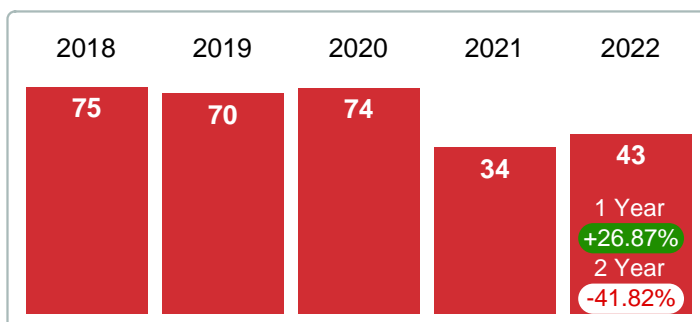
## AVERAGE DAYS ON MARKET TO SALE

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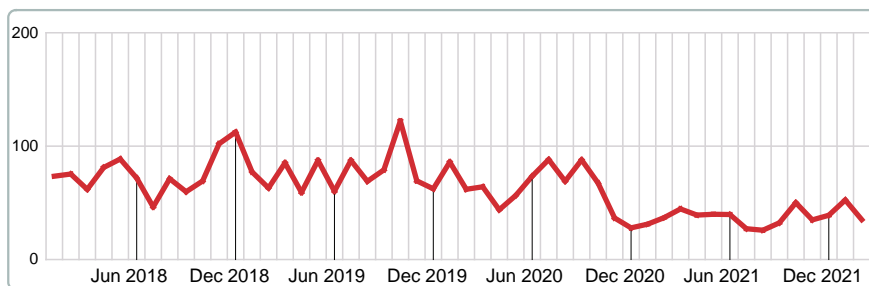
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

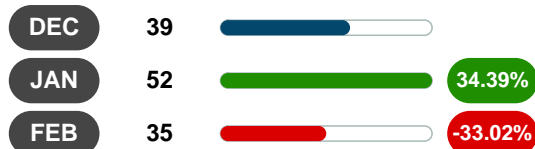


### 3 MONTHS

5 year FEB AVG = 55

High Oct 2019 122 Low Aug 2021 26

Average Days on Market to Sale this month at 35 below the 5 yr FEB average of 55



### 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
\$50,000 and less	7.23%	42	42	0	0	0
\$50,001 - \$75,000	9.64%	37	36	39	0	0
\$75,001 - \$100,000	13.25%	29	13	71	14	0
\$100,001 - \$175,000	32.53%	36	42	28	41	0
\$175,001 - \$225,000	10.84%	47	0	29	109	0
\$225,001 - \$325,000	14.46%	20	37	24	6	0
\$325,001 and up	12.05%	43	10	30	61	0
<b>Average Closed DOM</b>		<b>35</b>	<b>32</b>	<b>32</b>	<b>50</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>83</b>	<b>35</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>15,633,400</b>	<b>5.35M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>



# February 2022



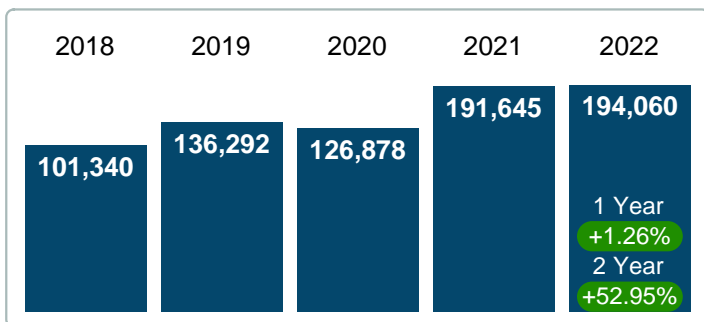
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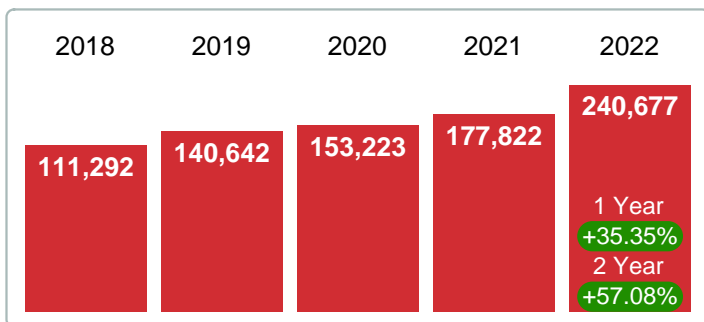
## AVERAGE LIST PRICE AT CLOSING

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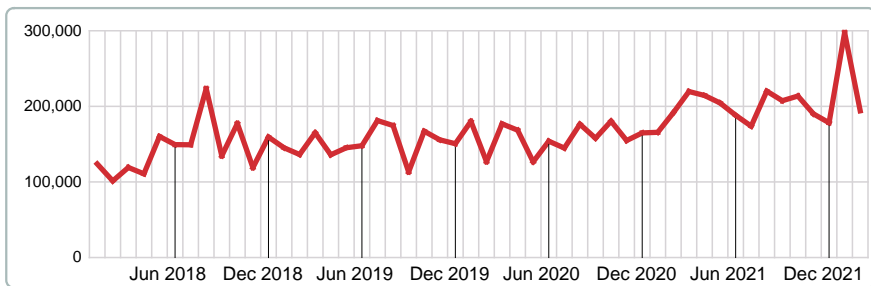
### FEBRUARY



### YEAR TO DATE (YTD)

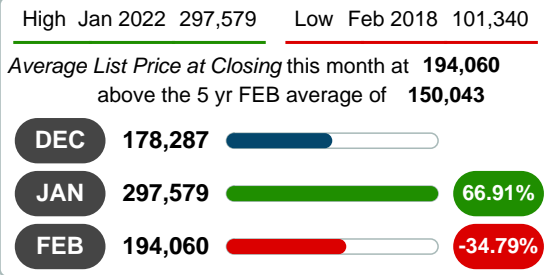


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 150,043



### 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
\$50,000 and less	7.23%	35,333	35,333	0	0	0
\$50,001 - \$75,000	6.02%	63,580	65,180	81,333	0	0
\$75,001 - \$100,000	13.25%	88,873	93,657	93,800	104,999	0
\$100,001 - \$175,000	33.73%	132,205	136,665	138,483	155,450	0
\$175,001 - \$225,000	13.25%	202,436	0	205,471	239,750	0
\$225,001 - \$325,000	16.87%	284,364	287,000	273,013	270,000	0
\$325,001 and up	9.64%	586,225	750,667	325,000	459,633	0
<b>Average List Price</b>		<b>194,060</b>	<b>157,404</b>	<b>180,429</b>	<b>318,800</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>194,060</b>	<b>35</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>16,106,949</b>	<b>5.51M</b>	<b>6.13M</b>	<b>4.46M</b>	<b>0.00B</b>



# February 2022



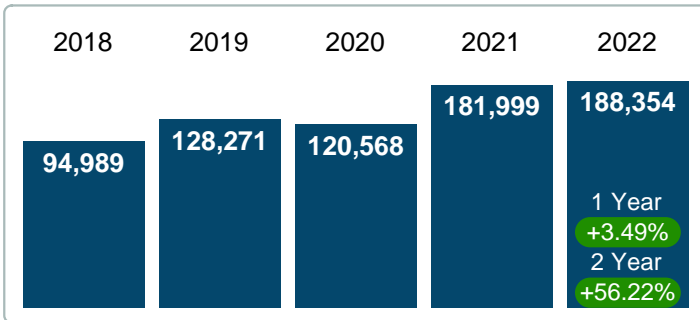
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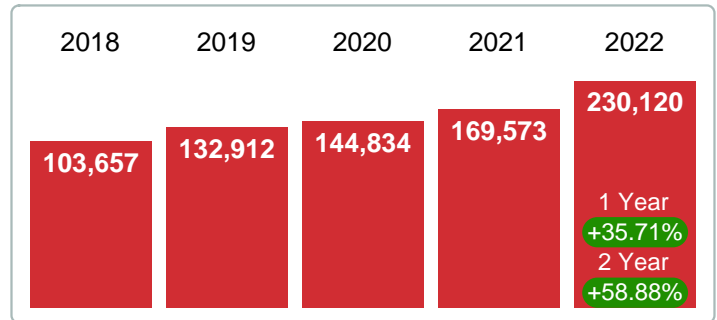
## AVERAGE SOLD PRICE AT CLOSING

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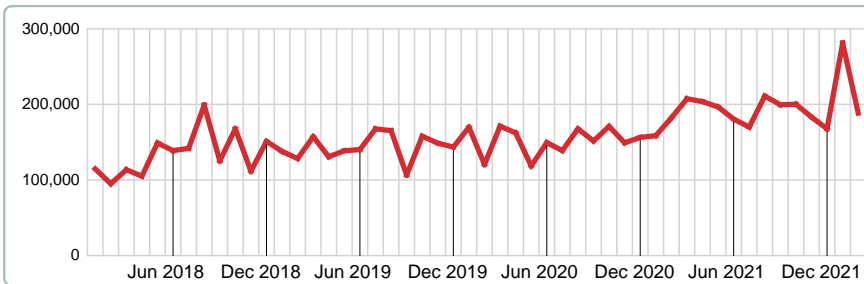
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

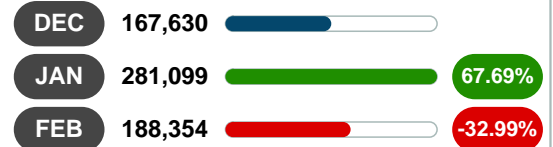


### 3 MONTHS

5 year FEB AVG = 142,836

High Jan 2022 281,099 Low Feb 2018 94,989

Average Sold Price at Closing this month at **188,354**  
above the 5 yr FEB average of **142,836**



### 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
\$50,000 and less	7.23%	33,917	33,917	0	0	0
\$50,001 - \$75,000	9.64%	63,925	63,000	65,467	0	0
\$75,001 - \$100,000	13.25%	89,445	90,143	84,967	98,000	0
\$100,001 - \$175,000	32.53%	133,874	130,365	134,571	152,500	0
\$175,001 - \$225,000	10.84%	204,144	0	201,900	212,000	0
\$225,001 - \$325,000	14.46%	268,408	279,000	268,238	265,333	0
\$325,001 and up	12.05%	526,180	743,333	338,000	448,967	0
<b>Average Sold Price</b>		<b>188,354</b>	<b>152,950</b>	<b>175,393</b>	<b>308,343</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>188,354</b>	<b>35</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>15,633,400</b>	<b>5.35M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>

# February 2022



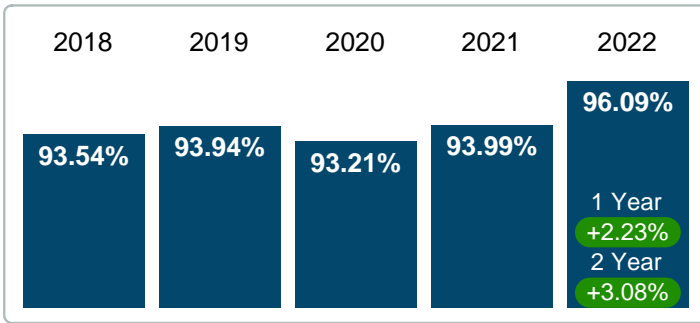
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



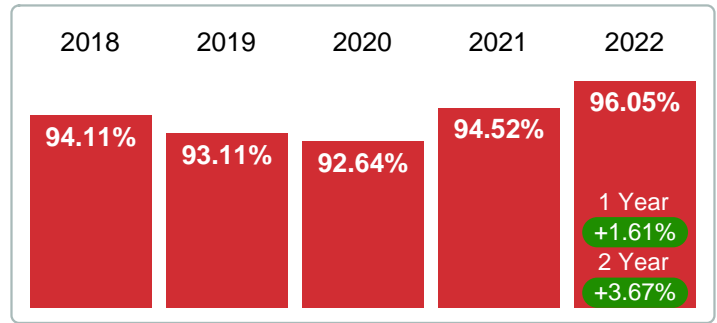
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

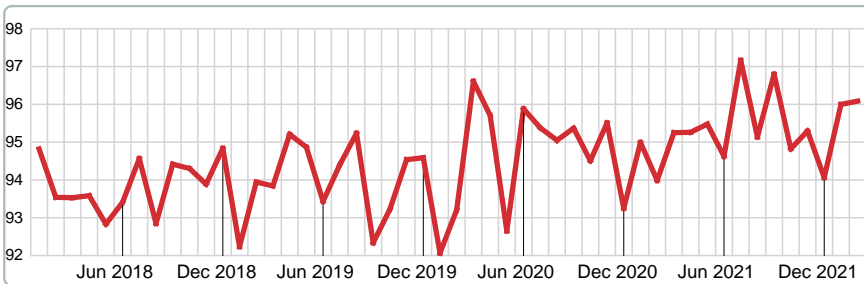
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

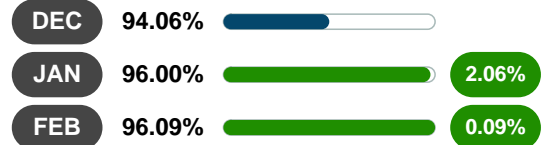


### 3 MONTHS

5 year FEB AVG = 94.15%

High Jul 2021 97.16% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **96.09%**  
above the 5 yr FEB average of **94.15%**



### 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
\$50,000 and less	6	7.23%	93.49%	93.49%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	8	9.64%	91.58%	97.02%	82.50%	0.00%	0.00%
\$75,001 - \$100,000	11	13.25%	94.92%	96.75%	91.18%	93.33%	0.00%
\$100,001 - \$175,000	27	32.53%	96.32%	95.19%	97.25%	98.03%	0.00%
\$175,001 - \$225,000	9	10.84%	96.61%	0.00%	98.37%	90.41%	0.00%
\$225,001 - \$325,000	12	14.46%	98.14%	97.21%	98.25%	98.15%	0.00%
\$325,001 and up	10	12.05%	98.98%	100.14%	104.00%	97.56%	0.00%
Average Sold/List Ratio		96.10%		95.95%	96.08%	96.43%	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



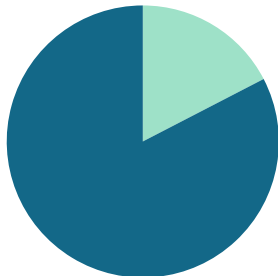
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

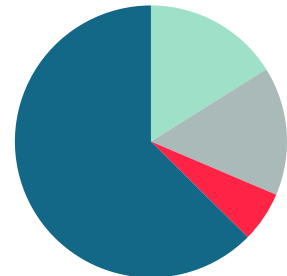


**Inventory**  
 New Listings  
**87 = 17.40%**  
 Start Inventory  
**413**  
 Total Inventory Units  
**500**  
 Volume  
**\$130,021,663**

### 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%
Average List Price	191,645	194,060	1.26%	177,822	240,677	35.35%
Average Sale Price	181,999	188,354	3.49%	169,573	230,120	35.71%
Average Percent of Selling Price to List Price	93.99%	96.09%	2.23%	94.52%	96.05%	1.61%
Average Days on Market to Sale	36.90	35.16	-4.72%	33.86	42.96	26.87%
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

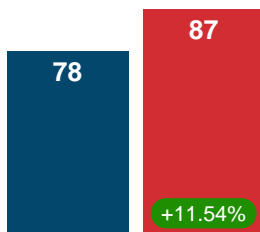
**Inventory** on February 28, 2022 = **323**

**2021** **2022**

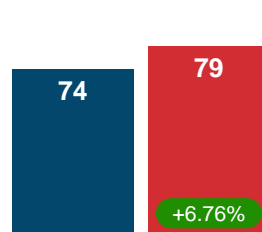
### FEBRUARY MARKET

### AVERAGE PRICES

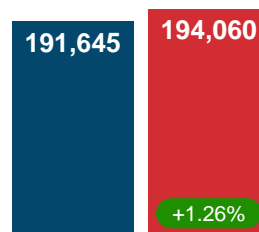
#### New Listings



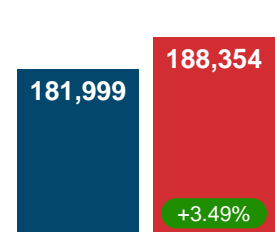
#### Pending Listings



#### List Price



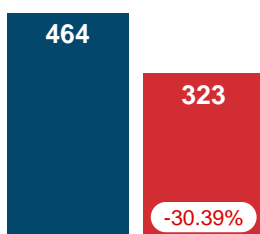
#### Sale Price



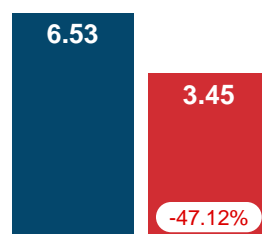
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

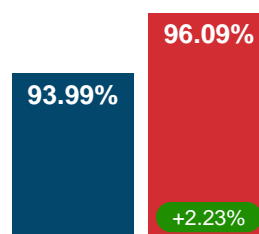
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

