

June 2022



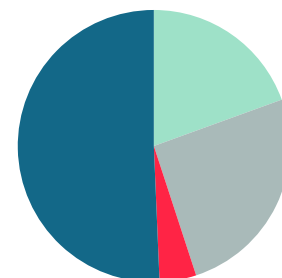
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	94	58	-38.30%
Pending Listings	79	76	-3.80%
New Listings	104	89	-14.42%
Median List Price	149,450	208,500	39.51%
Median Sale Price	151,450	194,500	28.43%
Median Percent of Selling Price to List Price	98.51%	100.00%	1.51%
Median Days on Market to Sale	5.00	7.50	50.00%
End of Month Inventory	266	151	-43.23%
Months Supply of Inventory	4.07	2.23	-45.26%



■ Closed (19.46%)
■ Pending (25.50%)
■ Other OffMarket (4.36%)
■ Active (50.67%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of June 30, 2022 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **43.23%** to 151 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **2.23** 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 **28.43%** in June 2022 to \$194,500 versus the previous year at \$151,450.

Median Days on Market Lengthens

The median number of **7.50** days that homes spent on the market before selling increased by 2.50 days or **50.00%** in June 2022 compared to last year's same month at **5.00** DOM.

Sales Success for June 2022 is Positive

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

There were 89 New Listings in June 2022, down **14.42%** from last year at 104. Furthermore, there were 58 Closed Listings this month versus last year at 94, a **-38.30%** decrease.

Closed versus Listed trends yielded a **65.2%** ratio, down from previous year's, June 2021, at **90.4%**, a **27.90%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

June 2022



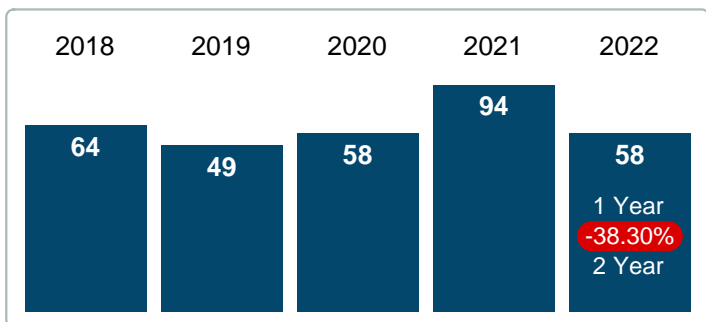
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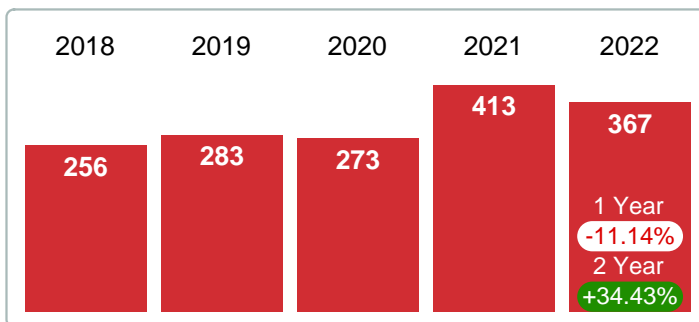
CLOSED LISTINGS

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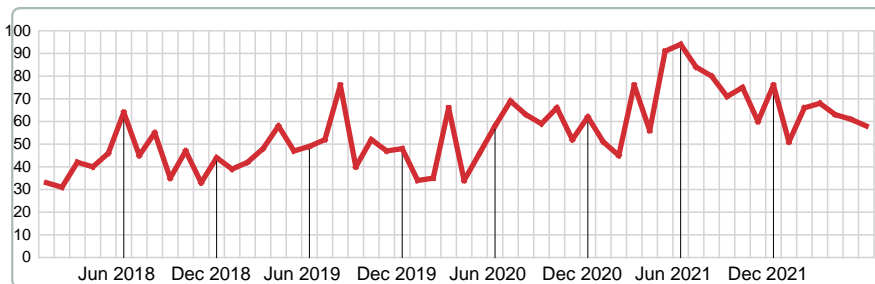
JUNE



YEAR TO DATE (YTD)

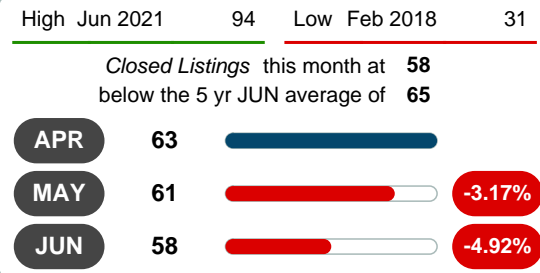


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



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	4	6.90%	73.5	2	2	0	0
\$75,001 - \$125,000	8	13.79%	5.5	5	3	0	0
\$125,001 - \$150,000	7	12.07%	8.0	2	5	0	0
\$150,001 - \$225,000	13	22.41%	5.0	2	9	1	1
\$225,001 - \$275,000	13	22.41%	4.0	0	9	4	0
\$275,001 - \$375,000	7	12.07%	18.0	0	4	2	1
\$375,001 and up	6	10.34%	7.5	1	1	4	0
Total Closed Units	58			12	33	11	2
Total Closed Volume	12,876,096	100%	7.5	1.82M	6.81M	3.70M	541.00K
Median Closed Price	\$194,500			\$122,250	\$188,300	\$335,000	\$270,500

June 2022



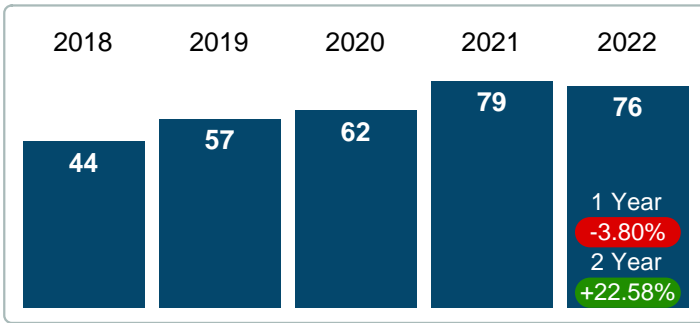
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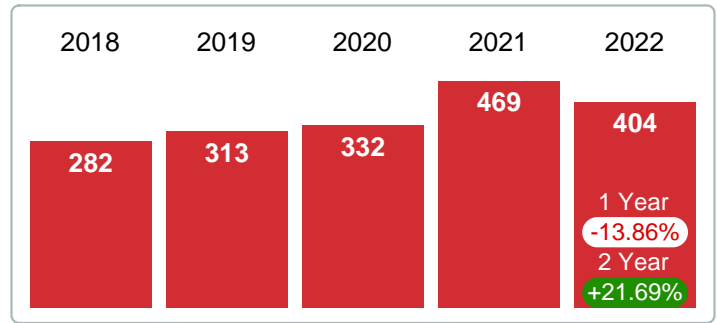
PENDING LISTINGS

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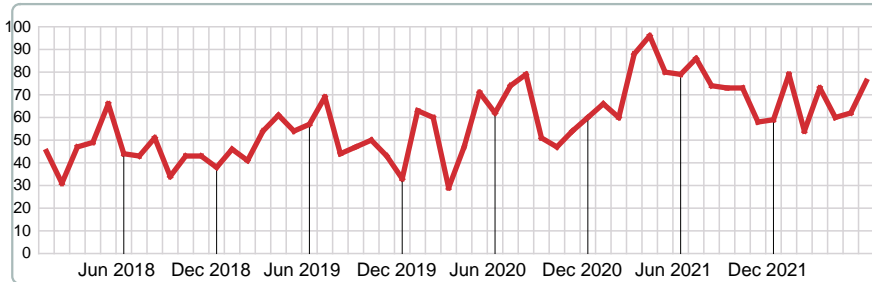
JUNE



YEAR TO DATE (YTD)

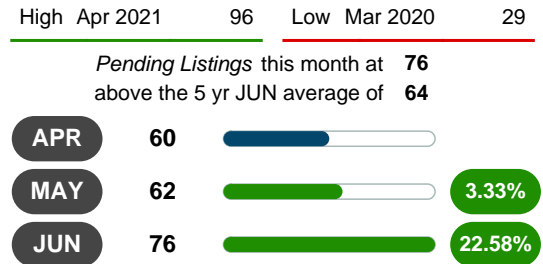


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	3.95%	11.0	2	0	1	0
\$50,001 - \$100,000	12	15.79%	6.0	7	4	0	1
\$100,001 - \$150,000	14	18.42%	9.0	4	9	1	0
\$150,001 - \$225,000	20	26.32%	7.0	3	13	4	0
\$225,001 - \$275,000	9	11.84%	14.0	0	5	4	0
\$275,001 - \$425,000	10	13.16%	2.5	2	5	2	1
\$425,001 and up	8	10.53%	70.0	0	1	4	3
Total Pending Units	76			18	37	16	5
Total Pending Volume	17,314,600	100%	7.0	2.42M	7.25M	5.41M	2.23M
Median Listing Price	\$174,450			\$113,700	\$175,000	\$244,700	\$470,000

June 2022



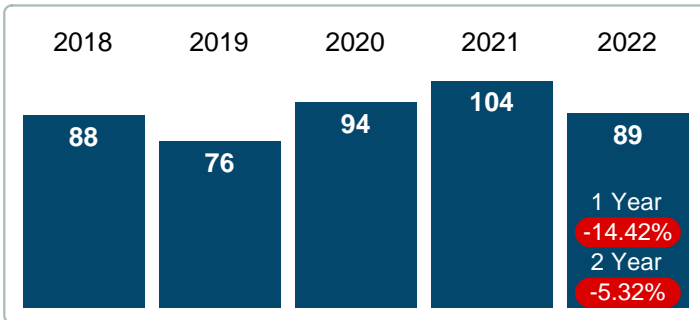
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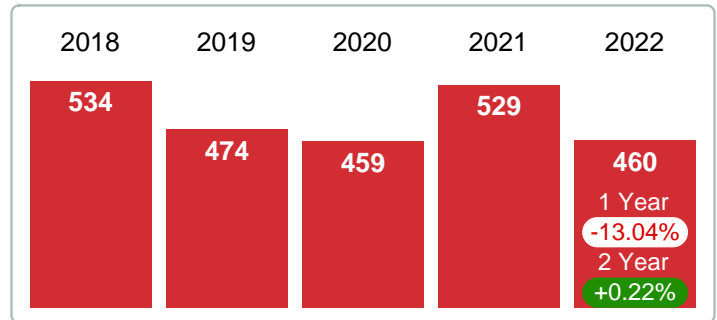
NEW LISTINGS

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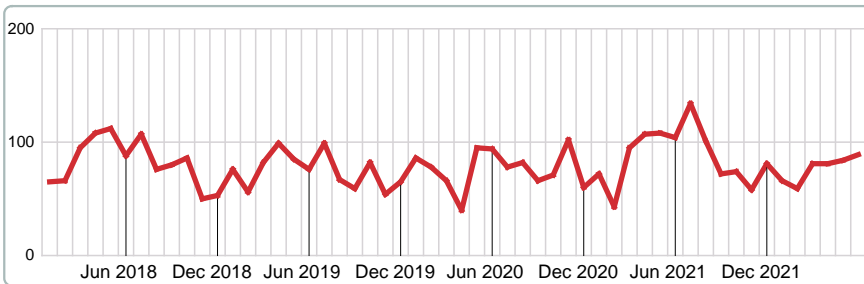
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 90

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **89**
below the 5 yr JUN average of **90**



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	5.62%	4	1	0	0
\$50,001 - \$100,000	15	16.85%	6	8	1	0
\$100,001 - \$150,000	9	10.11%	1	8	0	0
\$150,001 - \$225,000	22	24.72%	2	14	6	0
\$225,001 - \$325,000	17	19.10%	0	10	6	1
\$325,001 - \$475,000	14	15.73%	4	7	3	0
\$475,001 and up	7	7.87%	0	5	1	1
Total New Listed Units	89		17	53	17	2
Total New Listed Volume	21,857,300	100%	2.65M	13.24M	5.10M	869.80K
Median New Listed Listing Price	\$214,000		\$99,000	\$209,000	\$275,000	\$434,900

June 2022



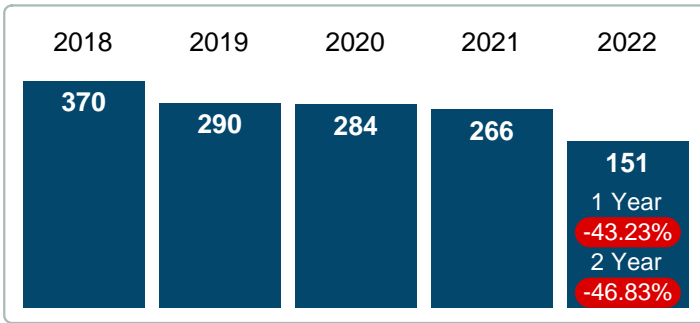
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



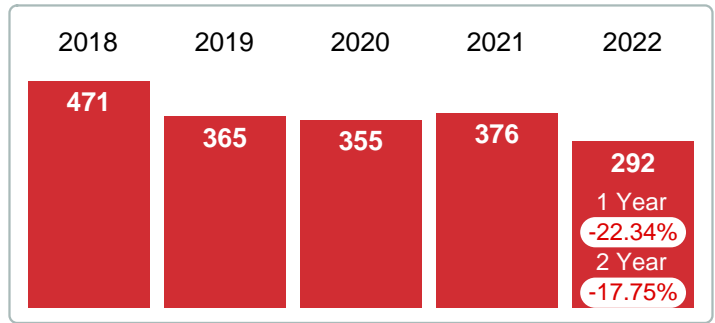
ACTIVE INVENTORY

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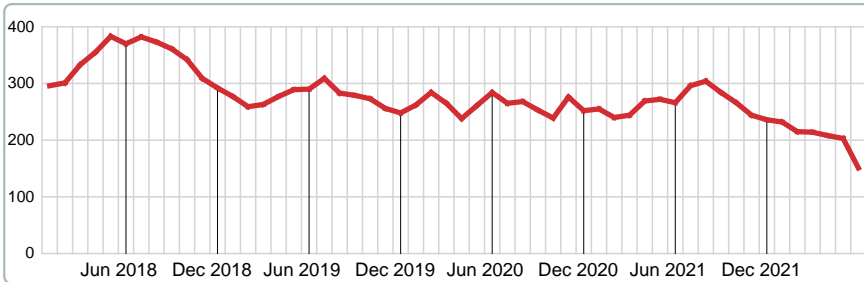
END OF JUNE



ACTIVE DURING JUNE

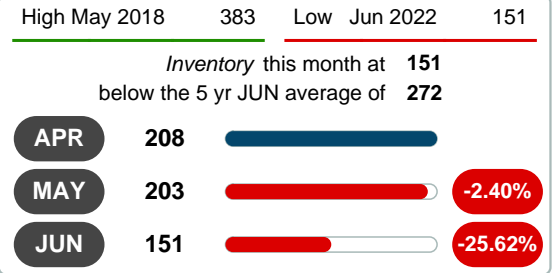


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 272



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	11	7.28%	109.0	7	4	0	0
\$50,001 - \$100,000	21	13.91%	57.0	7	10	4	0
\$100,001 - \$175,000	20	13.25%	63.0	3	13	3	1
\$175,001 - \$300,000	42	27.81%	41.0	5	25	11	1
\$300,001 - \$400,000	23	15.23%	64.0	3	10	8	2
\$400,001 - \$575,000	17	11.26%	55.0	2	12	2	1
\$575,001 and up	17	11.26%	45.0	0	9	6	2
Total Active Inventory by Units			151	27	83	34	7
Total Active Inventory by Volume			47,902,475	4.51M	26.56M	13.65M	3.18M
Median Active Inventory Listing Price			\$239,000	\$99,000	\$234,900	\$298,950	\$349,900

June 2022



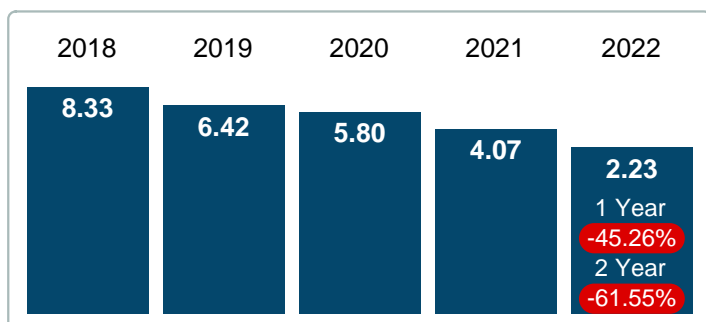
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



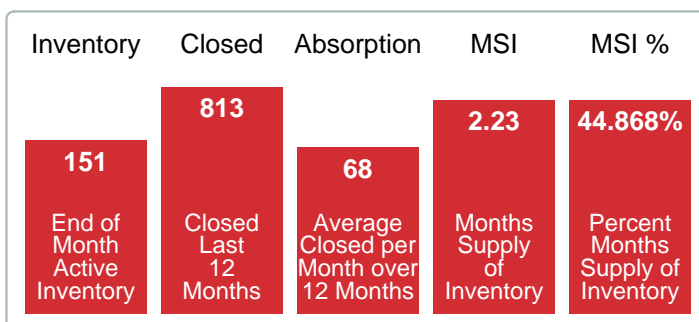
MONTHS SUPPLY of INVENTORY (MSI)

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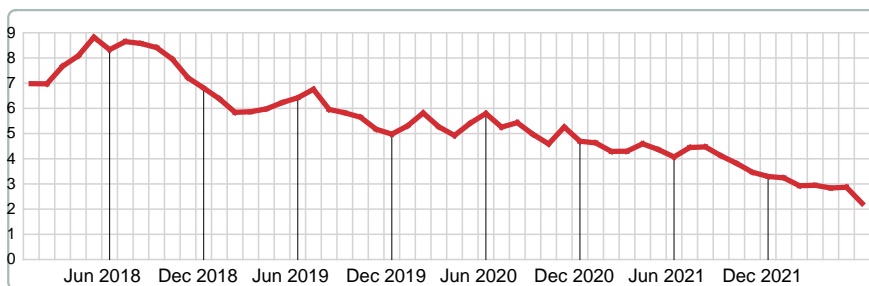
MSI FOR JUNE



INDICATORS FOR JUNE 2022

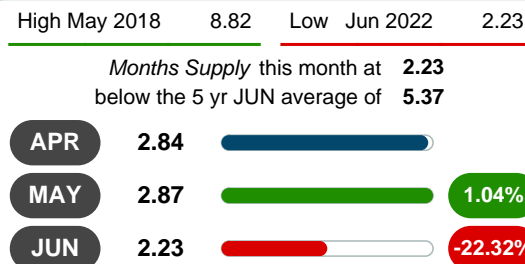


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.37



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	11	7.28%	2.64	2.71	2.67	0.00	0.00
\$50,001 - \$100,000	21	13.91%	1.77	1.38	1.71	4.36	0.00
\$100,001 - \$175,000	20	13.25%	1.01	0.64	1.02	1.44	4.00
\$175,001 - \$300,000	42	27.81%	2.09	5.45	1.74	2.49	2.40
\$300,001 - \$400,000	23	15.23%	3.58	18.00	2.79	3.20	12.00
\$400,001 - \$575,000	17	11.26%	4.53	6.00	11.08	1.04	2.40
\$575,001 and up	17	11.26%	9.71	0.00	15.43	18.00	3.00
Market Supply of Inventory (MSI)			2.23	1.94	2.09	2.78	3.65
Total Active Inventory by Units		100%	2.23	27	83	34	7

June 2022



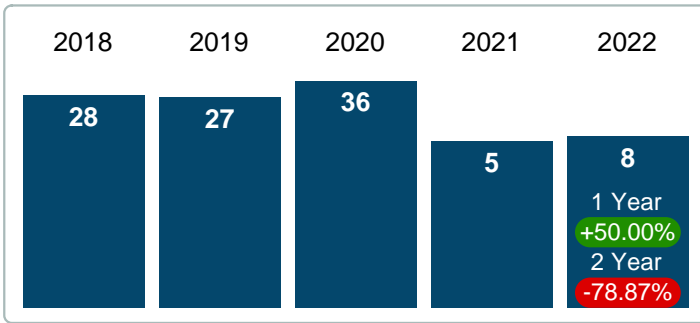
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



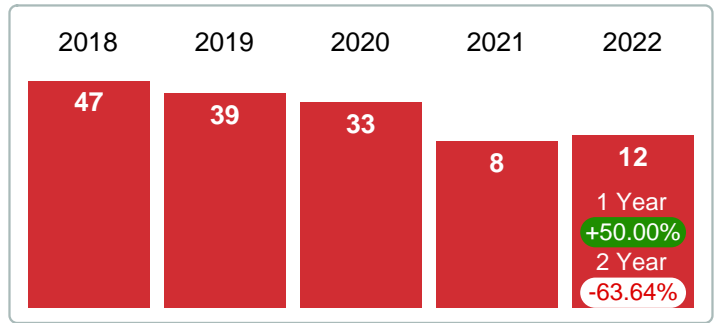
MEDIAN DAYS ON MARKET TO SALE

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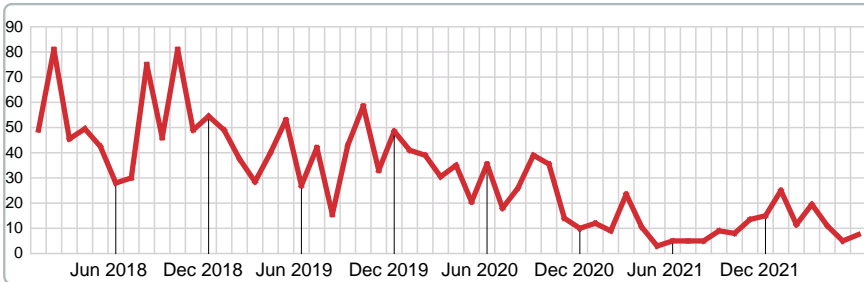
JUNE



YEAR TO DATE (YTD)

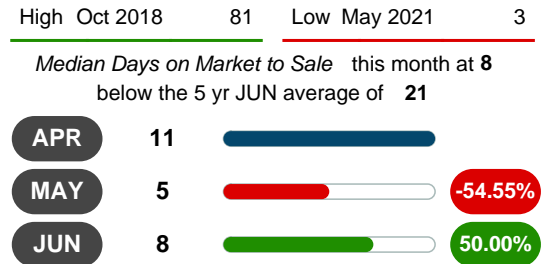


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 21



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	6.90%	74	91	30	0	0
\$75,001 - \$125,000	13.79%	6	4	28	0	0
\$125,001 - \$150,000	12.07%	8	23	3	0	0
\$150,001 - \$225,000	22.41%	5	7	5	1	13
\$225,001 - \$275,000	22.41%	4	0	4	13	0
\$275,001 - \$375,000	12.07%	18	0	13	114	2
\$375,001 and up	10.34%	8	1	6	29	0
Median Closed DOM		8	10	6	23	8
Total Closed Units	100%	58	12	33	11	2
Total Closed Volume		12,876,096	1.82M	6.81M	3.70M	541.00K

June 2022



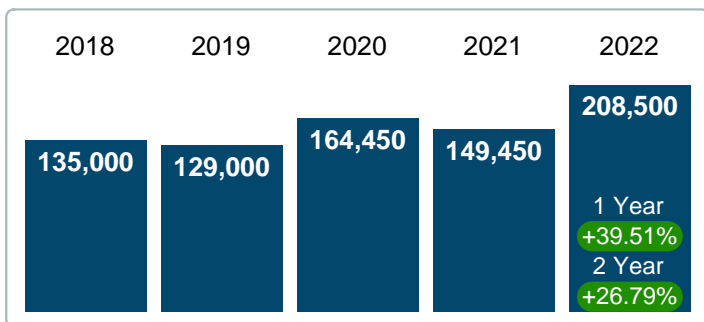
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



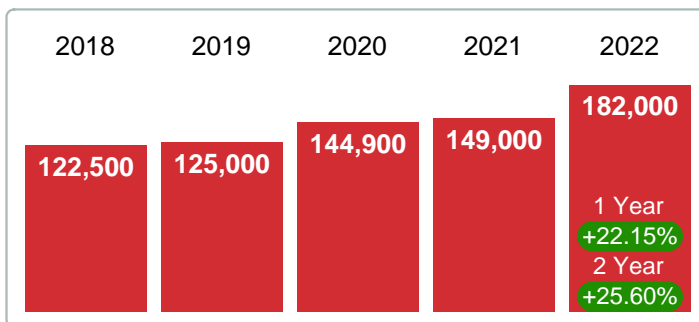
MEDIAN LIST PRICE AT CLOSING

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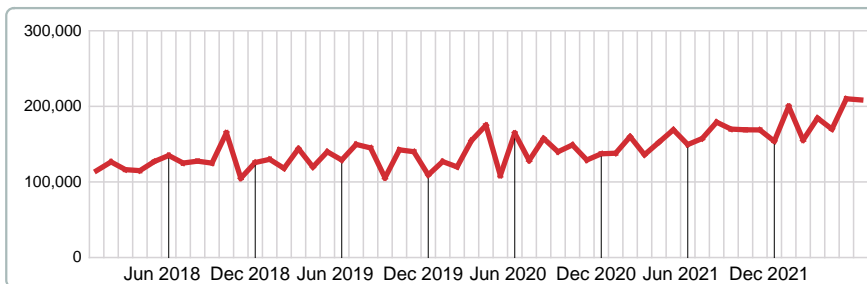
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

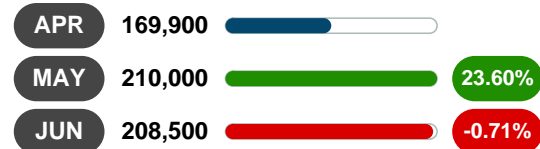


3 MONTHS

5 year JUN AVG = 157,280

High May 2022 210,000 Low Nov 2018 105,000

Median List Price at Closing this month at **208,500** above the 5 yr JUN average of **157,280**



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	5.17%	45,000	58,750	44,900	0	0
\$75,001 - \$125,000	17.24%	108,995	109,995	107,950	0	0
\$125,001 - \$150,000	10.34%	141,450	150,000	140,000	0	0
\$150,001 - \$225,000	20.69%	179,950	196,250	179,900	184,000	0
\$225,001 - \$275,000	22.41%	248,000	0	248,000	249,000	239,900
\$275,001 - \$375,000	13.79%	339,950	0	332,450	339,999	350,000
\$375,001 and up	10.34%	509,250	498,500	545,000	497,500	0
Median List Price		208,500	122,250	188,300	339,999	294,950
Total Closed Units	100%	208,500	12	33	11	2
Total Closed Volume		13,120,069	1.81M	6.87M	3.86M	589.90K

June 2022



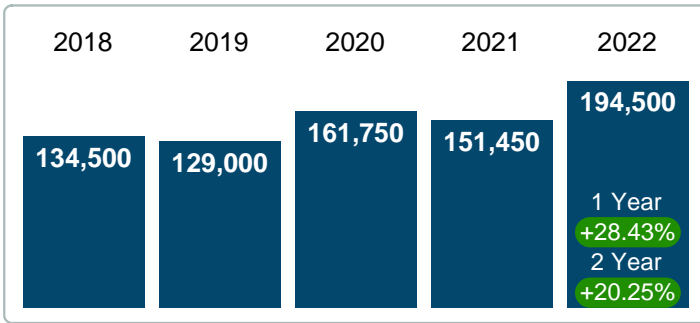
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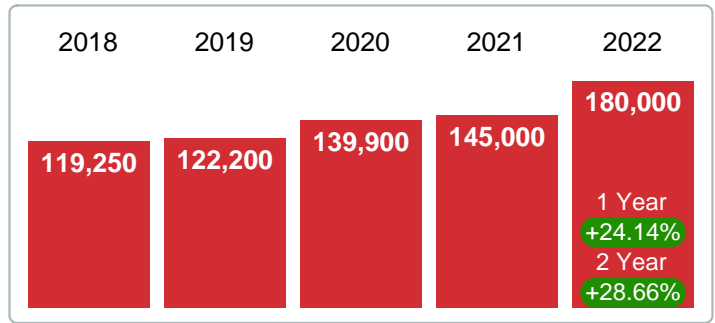
MEDIAN SOLD PRICE AT CLOSING

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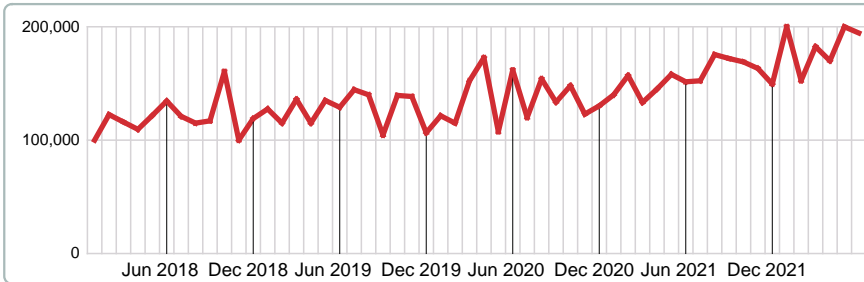
JUNE



YEAR TO DATE (YTD)

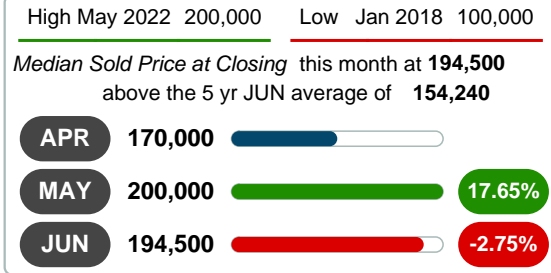


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 154,240



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	6.90%	51,500	51,500	52,275	0	0
\$75,001 - \$125,000	13.79%	108,394	101,537	115,250	0	0
\$125,001 - \$150,000	12.07%	140,000	139,000	140,000	0	0
\$150,001 - \$225,000	22.41%	180,000	196,250	179,000	184,000	190,000
\$225,001 - \$275,000	22.41%	249,900	0	248,000	252,500	0
\$275,001 - \$375,000	12.07%	339,000	0	329,450	337,000	351,000
\$375,001 and up	10.34%	494,500	536,500	545,000	472,000	0
Median Sold Price		194,500	122,250	188,300	335,000	270,500
Total Closed Units	100%	194,500	12	33	11	2
Total Closed Volume		12,876,096	1.82M	6.81M	3.70M	541.00K

June 2022



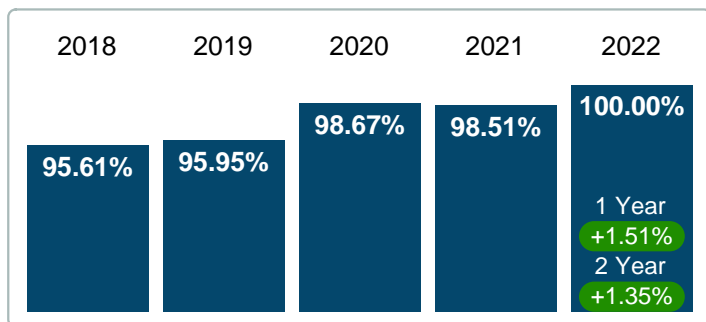
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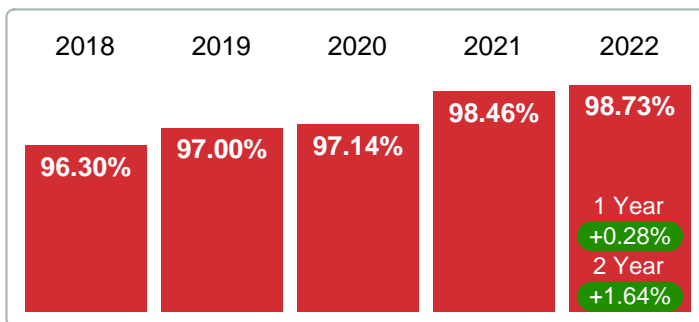
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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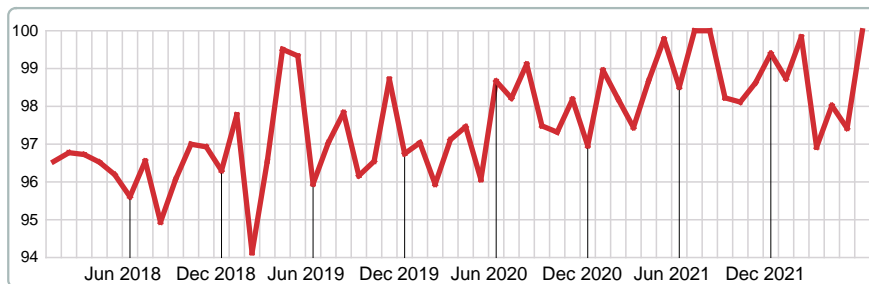
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

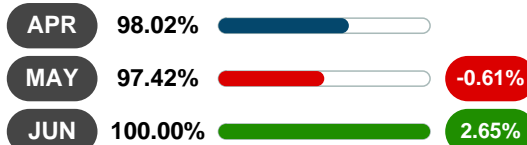


3 MONTHS

5 year JUN AVG = 97.75%

High Jun 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **97.75%**



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	4	6.90%	83.42%	74.73%	83.42%	0.00%	0.00%	
\$75,001 - \$125,000	8	13.79%	100.00%	102.47%	97.67%	0.00%	0.00%	
\$125,001 - \$150,000	7	12.07%	100.00%	101.33%	100.00%	0.00%	0.00%	
\$150,001 - \$225,000	13	22.41%	100.00%	100.00%	100.00%	100.00%	79.20%	
\$225,001 - \$275,000	13	22.41%	100.00%	0.00%	100.00%	97.19%	0.00%	
\$275,001 - \$375,000	7	12.07%	99.50%	0.00%	100.49%	97.72%	100.29%	
\$375,001 and up	6	10.34%	97.62%	107.62%	100.00%	94.39%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	96.92%	89.74%	
Total Closed Units		58	100%	100.00%	12	33	11	2
Total Closed Volume		12,876,096			1.82M	6.81M	3.70M	541.00K

June 2022



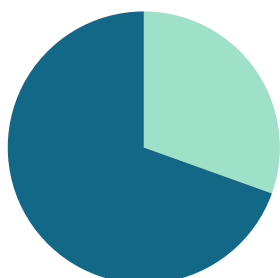
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

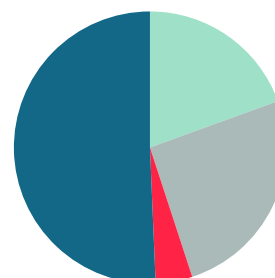


Inventory
 New Listings **89 = 30.48%**
 Start Inventory **203**
 Total Inventory Units **292**
 Volume **\$80,709,044**

Market Activity

Closed Sales **58 = 19.46%**
 Pending Sales **76 = 25.50%**
 Other Off Market **13 = 4.36%**
 Active Inventory **151 = 50.67%**

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	94	58	-38.30%	413	367	-11.14%
Pending Sales	79	76	-3.80%	469	404	-13.86%
New Listings	104	89	-14.42%	529	460	-13.04%
Median List Price	149,450	208,500	39.51%	149,000	182,000	22.15%
Median Sale Price	151,450	194,500	28.43%	145,000	180,000	24.14%
Median Percent of Selling Price to List Price	98.51%	100.00%	1.51%	98.46%	98.73%	0.28%
Median Days on Market to Sale	5.00	7.50	50.00%	8.00	12.00	50.00%
Monthly Inventory	266	151	-43.23%	266	151	-43.23%
Months Supply of Inventory	4.07	2.23	-45.26%	4.07	2.23	-45.26%

Absorption: Last 12 months, an Average of **68** Sales/Month

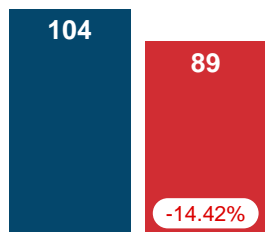
Inventory on June 30, 2022 = **151**

2021 **2022**

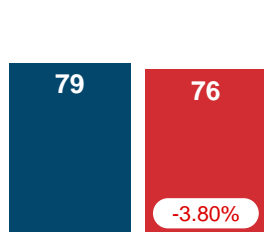
JUNE MARKET

MEDIAN PRICES

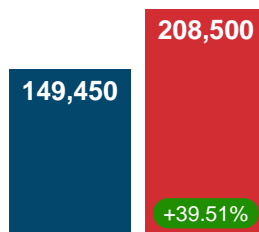
New Listings



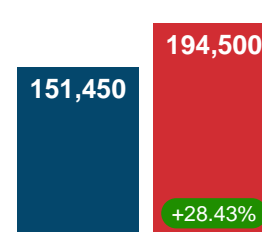
Pending Listings



List Price



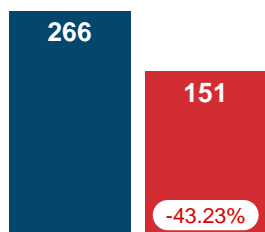
Sale Price



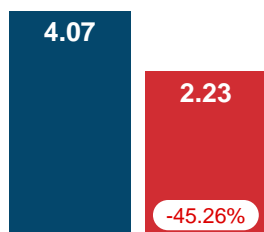
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

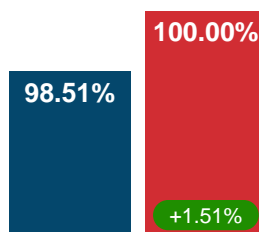
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

