

## June 2022



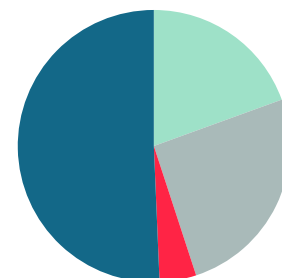
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



### 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%
Average List Price	192,613	226,208	17.44%
Average Sale Price	188,518	222,002	17.76%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%
Average Days on Market to Sale	30.34	27.76	-8.51%
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.

##### 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 **17.76%** in June 2022 to \$222,002 versus the previous year at \$188,518.

##### Average Days on Market Shortens

The average number of **27.76** days that homes spent on the market before selling decreased by 2.58 days or **8.51%** in June 2022 compared to last year's same month at **30.34** DOM.

##### Sales Success for June 2022 is Positive

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

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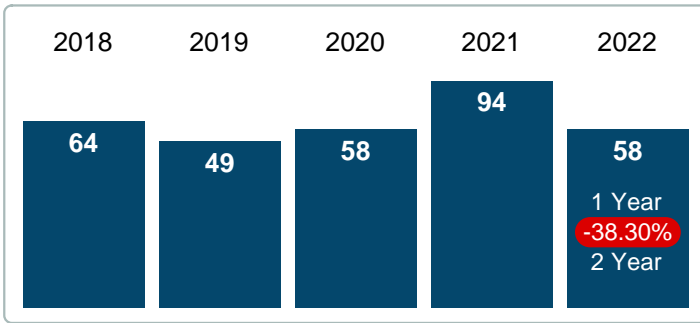
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



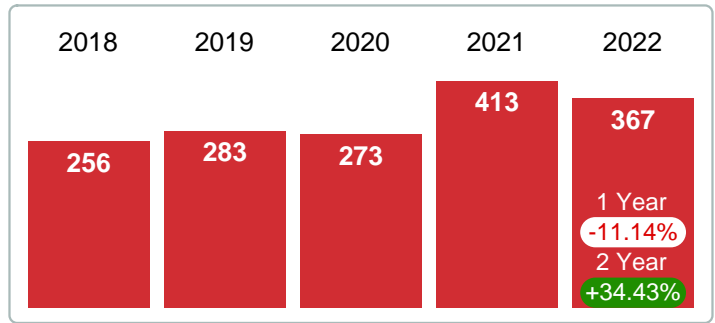
## CLOSED LISTINGS

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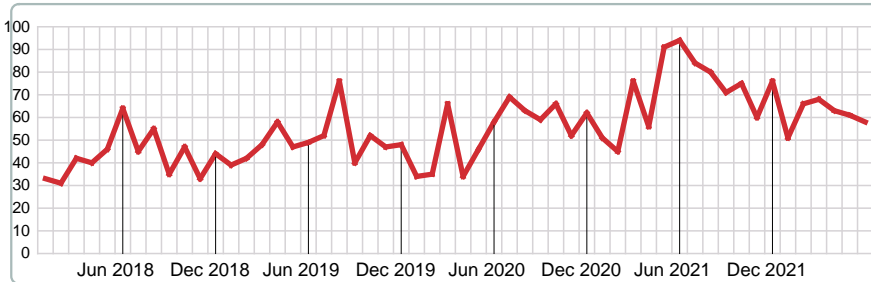
### JUNE



### YEAR TO DATE (YTD)

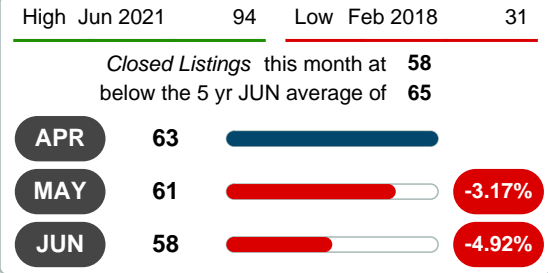


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.90%	60.3	2	2	0	0
\$75,001 - \$125,000	8	13.79%	12.9	5	3	0	0
\$125,001 - \$150,000	7	12.07%	10.6	2	5	0	0
\$150,001 - \$225,000	13	22.41%	15.0	2	9	1	1
\$225,001 - \$275,000	13	22.41%	39.8	0	9	4	0
\$275,001 - \$375,000	7	12.07%	42.4	0	4	2	1
\$375,001 and up	6	10.34%	30.5	1	1	4	0
<b>Total Closed Units</b>	<b>58</b>			<b>12</b>	<b>33</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,876,096</b>	<b>100%</b>	<b>27.8</b>	<b>1.82M</b>	<b>6.81M</b>	<b>3.70M</b>	<b>541.00K</b>
<b>Average Closed Price</b>	<b>\$222,002</b>			<b>\$151,920</b>	<b>\$206,365</b>	<b>\$336,545</b>	<b>\$270,500</b>

# June 2022



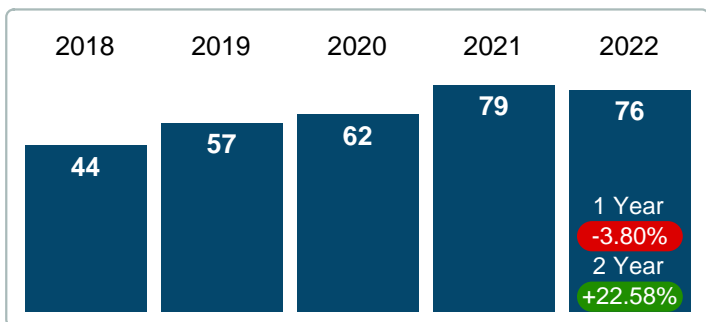
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



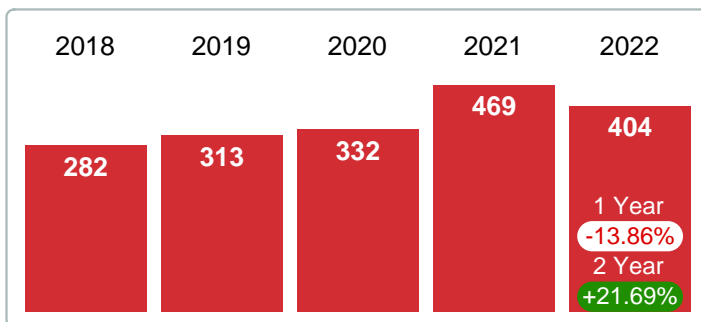
## PENDING LISTINGS

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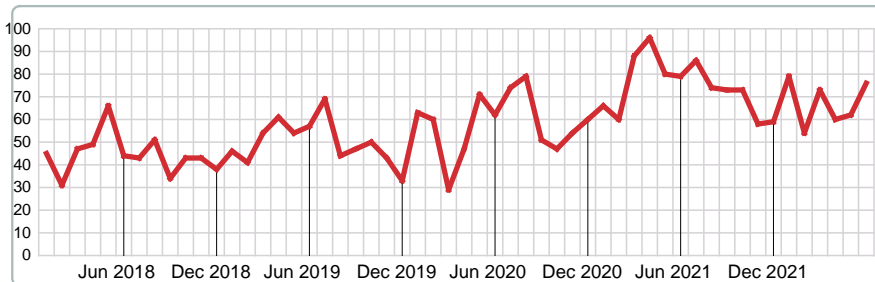
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 64

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 76  
above the 5 yr JUN average of 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	3.95%	43.0	2	0	1	0
\$50,001 - \$100,000	12	15.79%	19.6	7	4	0	1
\$100,001 - \$150,000	14	18.42%	36.3	4	9	1	0
\$150,001 - \$225,000	20	26.32%	18.2	3	13	4	0
\$225,001 - \$275,000	9	11.84%	17.8	0	5	4	0
\$275,001 - \$425,000	10	13.16%	25.7	2	5	2	1
\$425,001 and up	8	10.53%	81.0	0	1	4	3
<b>Total Pending Units</b>	<b>76</b>			<b>18</b>	<b>37</b>	<b>16</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>17,314,600</b>	<b>100%</b>	<b>74.5</b>	<b>2.42M</b>	<b>7.25M</b>	<b>5.41M</b>	<b>2.23M</b>
<b>Average Listing Price</b>	<b>\$284,450</b>			<b>\$134,350</b>	<b>\$196,059</b>	<b>\$338,019</b>	<b>\$446,760</b>

# June 2022



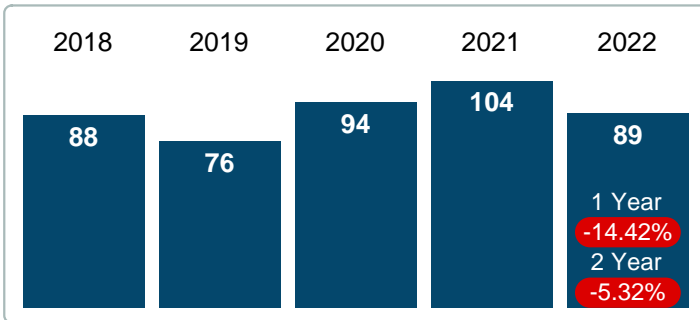
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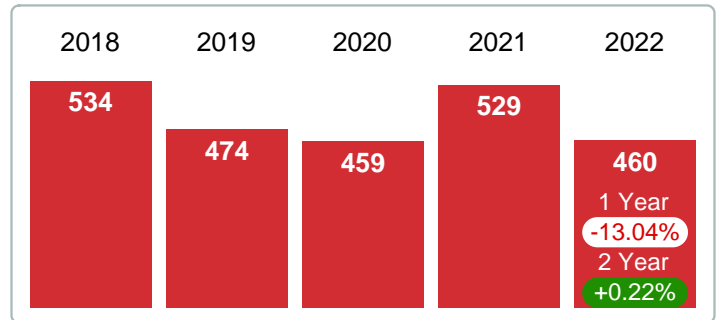
## NEW LISTINGS

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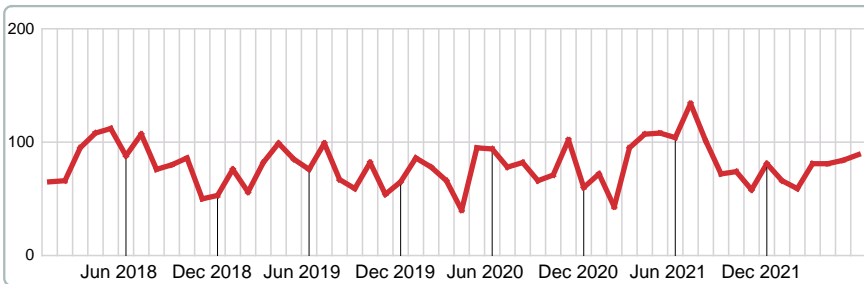
### JUNE



### YEAR TO DATE (YTD)

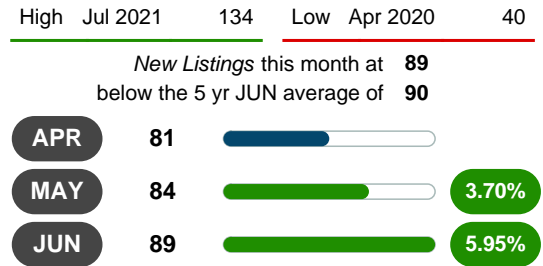


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 90



### 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
<b>Total New Listed Units</b>	<b>89</b>		<b>17</b>	<b>53</b>	<b>17</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>21,857,300</b>	<b>100%</b>	<b>2.65M</b>	<b>13.24M</b>	<b>5.10M</b>	<b>869.80K</b>
<b>Average New Listed Listing Price</b>	<b>\$169,900</b>		<b>\$156,041</b>	<b>\$249,764</b>	<b>\$299,841</b>	<b>\$434,900</b>

# June 2022



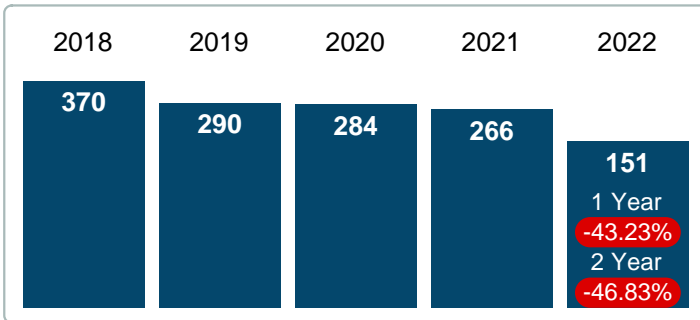
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



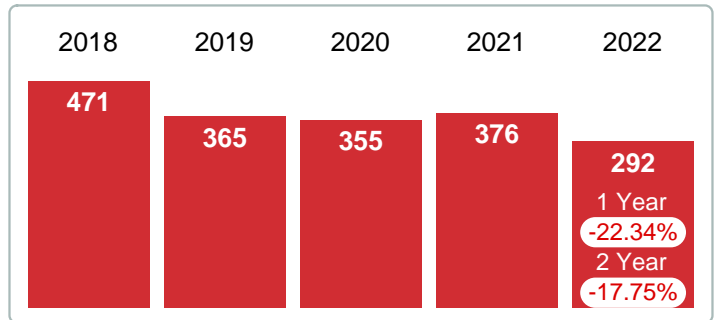
## ACTIVE INVENTORY

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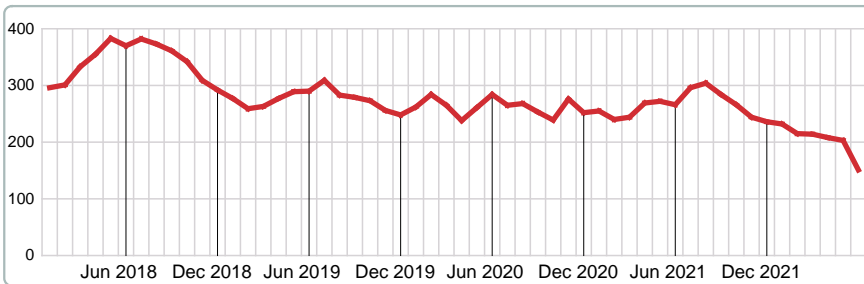
### END OF JUNE



### ACTIVE DURING JUNE

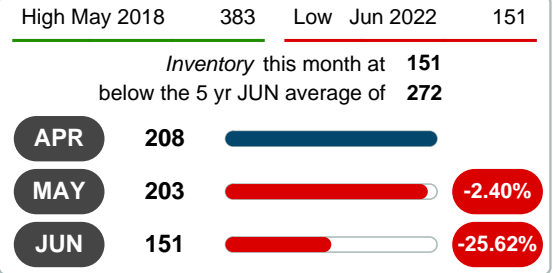


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 272



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.28%	105.8	7	4	0	0
\$50,001 - \$100,000	21	13.91%	76.3	7	10	4	0
\$100,001 - \$175,000	20	13.25%	73.1	3	13	3	1
\$175,001 - \$300,000	42	27.81%	60.8	5	25	11	1
\$300,001 - \$400,000	23	15.23%	81.0	3	10	8	2
\$400,001 - \$575,000	17	11.26%	66.0	2	12	2	1
\$575,001 and up	17	11.26%	68.5	0	9	6	2
<b>Total Active Inventory by Units</b>	<b>151</b>			<b>27</b>	<b>83</b>	<b>34</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>47,902,475</b>	<b>100%</b>	<b>72.4</b>	<b>4.51M</b>	<b>26.56M</b>	<b>13.65M</b>	<b>3.18M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$317,235</b>			<b>\$166,969</b>	<b>\$320,053</b>	<b>\$401,415</b>	<b>\$454,543</b>

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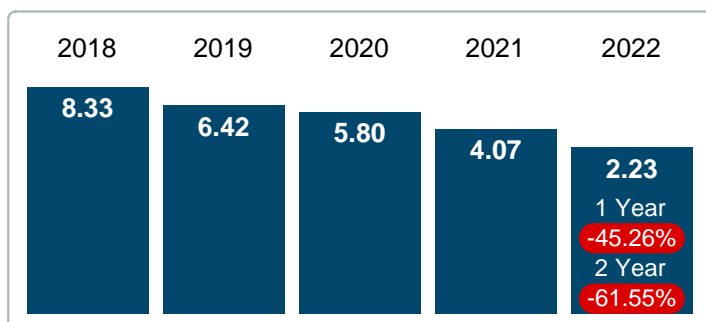
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



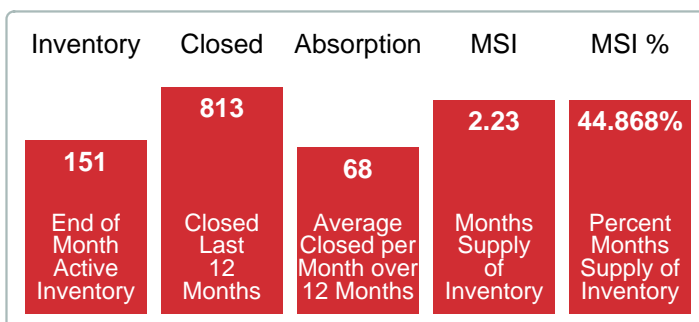
## MONTHS SUPPLY of INVENTORY (MSI)

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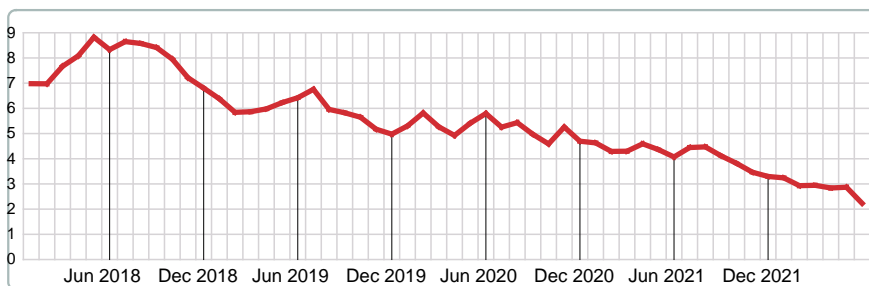
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

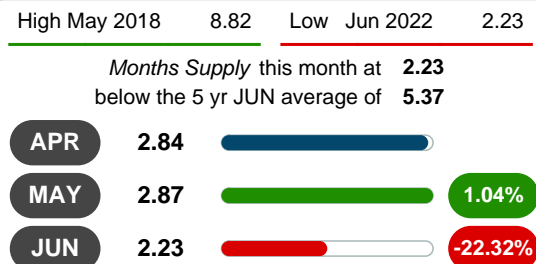


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



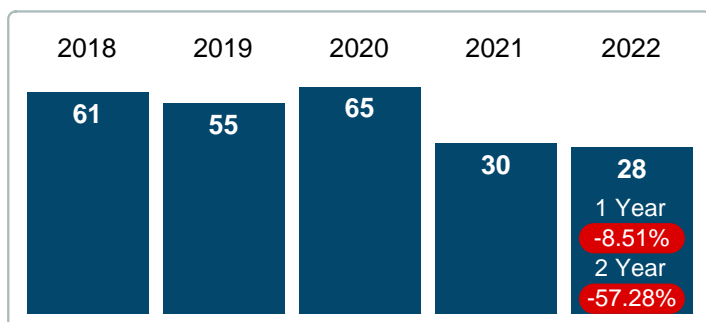
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



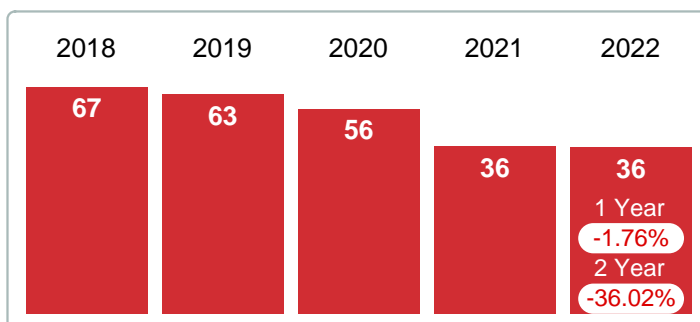
## AVERAGE DAYS ON MARKET TO SALE

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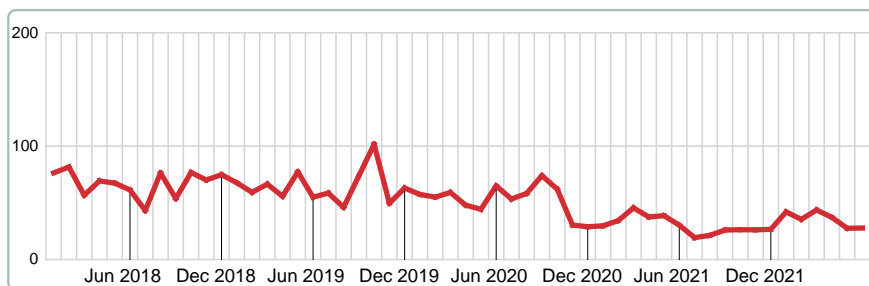
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

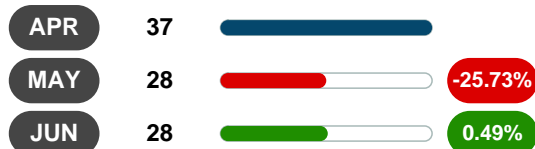


### 3 MONTHS

5 year JUN AVG = 48

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 28 below the 5 yr JUN average of 48



### 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	6.90%	60	91	30	0	0
\$75,001 - \$125,000	13.79%	13	6	24	0	0
\$125,001 - \$150,000	12.07%	11	23	6	0	0
\$150,001 - \$225,000	22.41%	15	7	19	1	13
\$225,001 - \$275,000	22.41%	40	0	50	17	0
\$275,001 - \$375,000	12.07%	42	0	17	114	2
\$375,001 and up	10.34%	31	1	6	44	0
<b>Average Closed DOM</b>		<b>28</b>	<b>23</b>	<b>26</b>	<b>43</b>	<b>8</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>28</b>	<b>12</b>	<b>33</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,876,096</b>	<b>1.82M</b>	<b>6.81M</b>	<b>3.70M</b>	<b>541.00K</b>

# June 2022



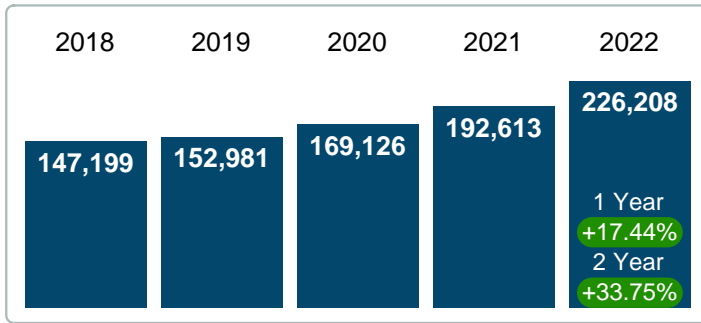
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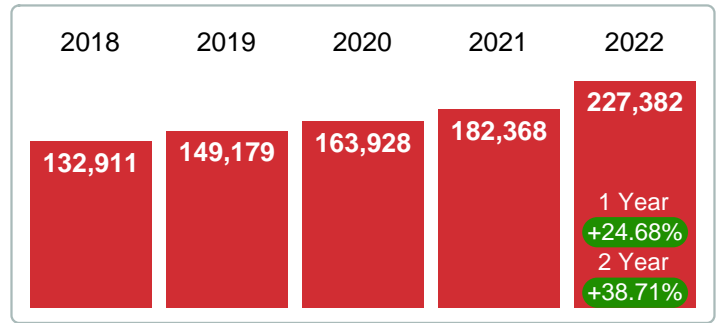
## AVERAGE LIST PRICE AT CLOSING

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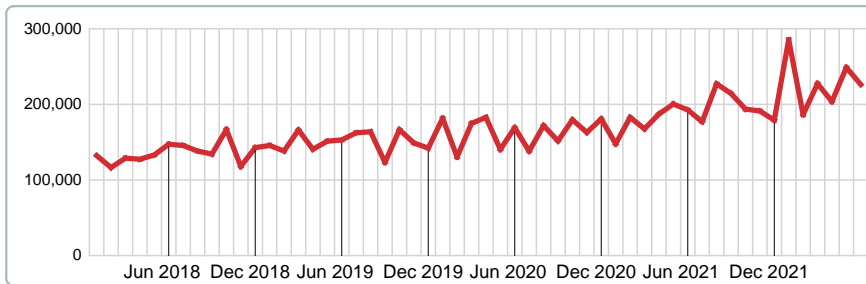
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

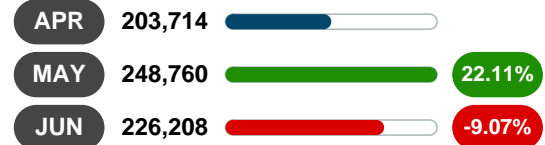


### 3 MONTHS

5 year JUN AVG = 177,625

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

Average List Price at Closing this month at **226,208** above the 5 yr JUN average of **177,625**



### 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	3	5.17%	54,133	72,495	62,450	0	
\$75,001 - \$125,000	10	17.24%	106,958	99,538	113,133	0	
\$125,001 - \$150,000	6	10.34%	142,883	137,500	141,460	0	
\$150,001 - \$225,000	12	20.69%	181,783	196,250	178,322	184,000	
\$225,001 - \$275,000	13	22.41%	247,500	0	247,633	262,200	
\$275,001 - \$375,000	8	13.79%	331,811	0	328,700	344,895	
\$375,001 and up	6	10.34%	496,233	498,500	545,000	483,475	
<b>Average List Price</b>		<b>226,208</b>		<b>150,723</b>	<b>208,030</b>	<b>350,590</b>	<b>294,950</b>
<b>Total Closed Units</b>		<b>58</b>	<b>100%</b>	<b>226,208</b>	<b>12</b>	<b>33</b>	<b>11</b>
<b>Total Closed Volume</b>		<b>13,120,069</b>			<b>1.81M</b>	<b>6.87M</b>	<b>3.86M</b>



# June 2022



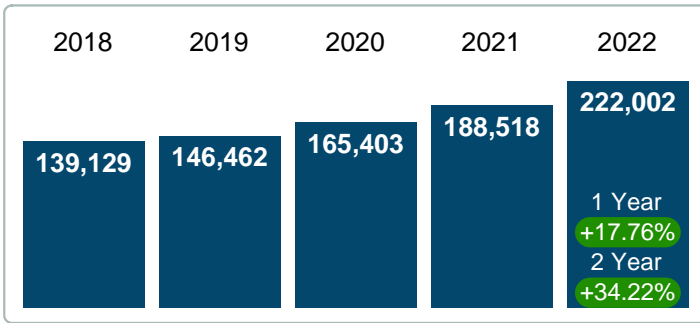
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



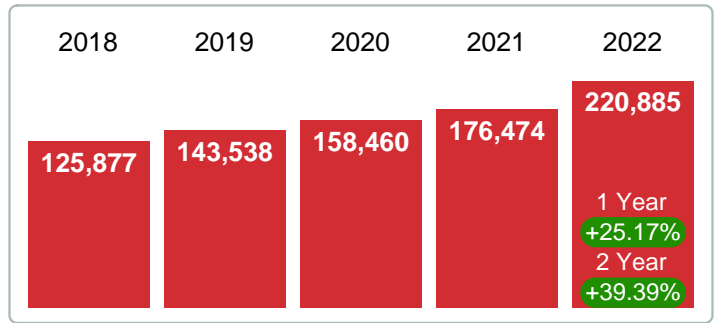
## AVERAGE SOLD PRICE AT CLOSING

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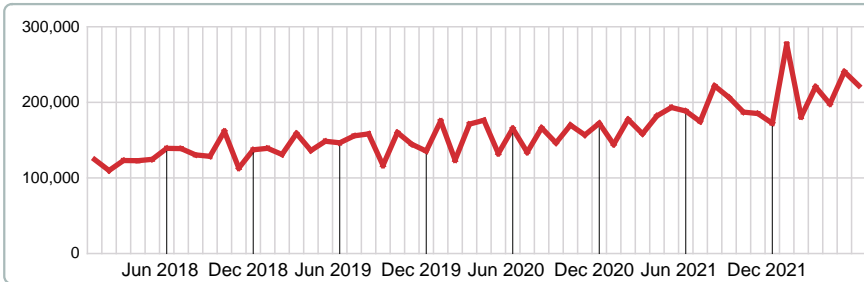
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

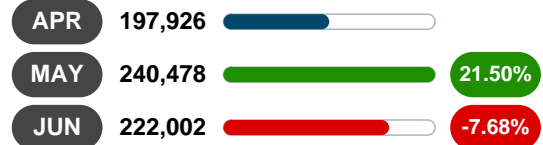


### 3 MONTHS

5 year JUN AVG = 172,303

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

Average Sold Price at Closing this month at **222,002** above the 5 yr JUN average of **172,303**



### 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	6.90%	51,888	51,500	52,275	0	0
\$75,001 - \$125,000	13.79%	104,661	102,607	108,083	0	0
\$125,001 - \$150,000	12.07%	137,557	139,000	136,980	0	0
\$150,001 - \$225,000	22.41%	183,292	196,250	179,589	184,000	190,000
\$225,001 - \$275,000	22.41%	248,666	0	246,407	253,750	0
\$275,001 - \$375,000	12.07%	334,629	0	329,350	337,000	351,000
\$375,001 and up	10.34%	485,083	536,500	545,000	457,250	0
<b>Average Sold Price</b>		<b>222,002</b>	<b>151,920</b>	<b>206,365</b>	<b>336,545</b>	<b>270,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>222,002</b>	<b>12</b>	<b>33</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,876,096</b>	<b>1.82M</b>	<b>6.81M</b>	<b>3.70M</b>	<b>541.00K</b>

# June 2022



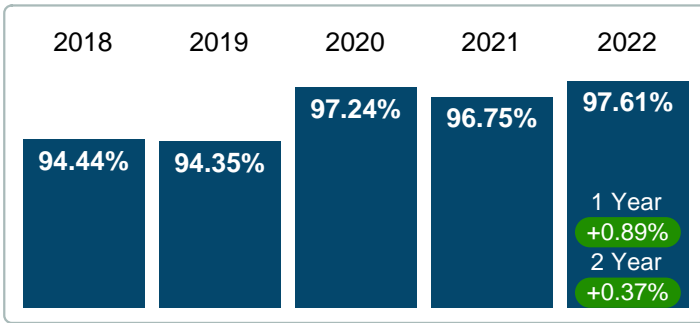
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



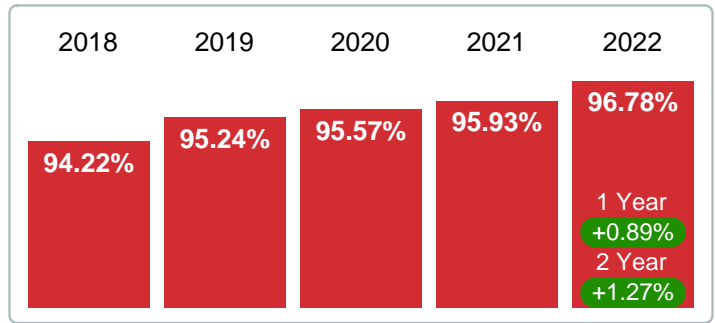
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

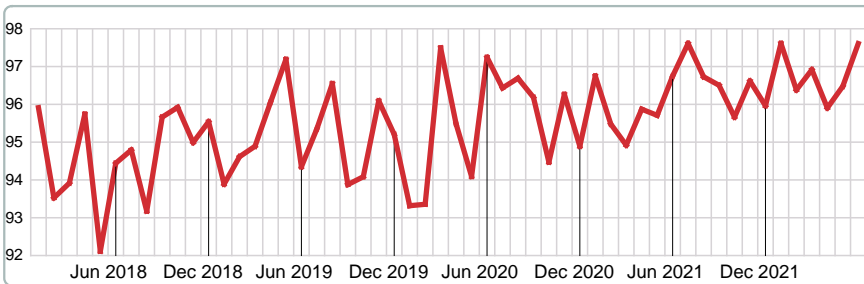
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

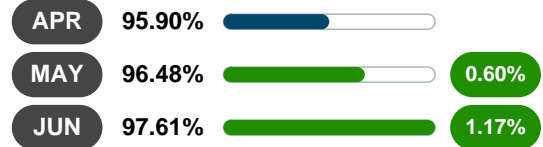


### 3 MONTHS

5 year JUN AVG = 96.08%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **97.61%** above the 5 yr JUN average of **96.08%**



## 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	4	6.90%	79.07%	74.73%	83.42%	0.00%	0.00%
\$75,001 - \$125,000	8	13.79%	100.52%	103.76%	95.11%	0.00%	0.00%
\$125,001 - \$150,000	7	12.07%	98.06%	101.33%	96.74%	0.00%	0.00%
\$150,001 - \$225,000	13	22.41%	98.98%	100.00%	100.84%	100.00%	79.20%
\$225,001 - \$275,000	13	22.41%	98.83%	0.00%	99.58%	97.12%	0.00%
\$275,001 - \$375,000	7	12.07%	99.46%	0.00%	100.12%	97.72%	100.29%
\$375,001 and up	6	10.34%	97.79%	107.62%	100.00%	94.78%	0.00%
<b>Average Sold/List Ratio</b>		<b>97.60%</b>		<b>98.21%</b>	<b>98.19%</b>	<b>96.64%</b>	<b>89.74%</b>
<b>Total Closed Units</b>		<b>58</b>	<b>100%</b>	<b>12</b>	<b>33</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,876,096</b>		<b>1.82M</b>	<b>6.81M</b>	<b>3.70M</b>	<b>541.00K</b>

# June 2022



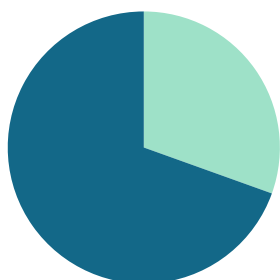
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

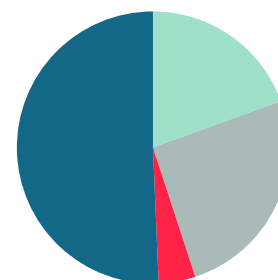


**Inventory**  
 New Listings **89 = 30.48%**  
 Start Inventory **203**  
 Total Inventory Units **292**  
 Volume **\$80,709,044**

### 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%
Average List Price	192,613	226,208	17.44%	182,368	227,382	24.68%
Average Sale Price	188,518	222,002	17.76%	176,474	220,885	25.17%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%	95.93%	96.78%	0.89%
Average Days on Market to Sale	30.34	27.76	-8.51%	36.31	35.67	-1.76%
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

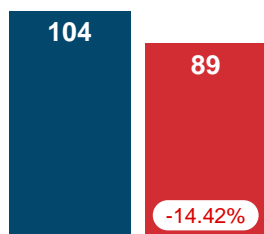
**Inventory** on June 30, 2022 = **151**

**2021** **2022**

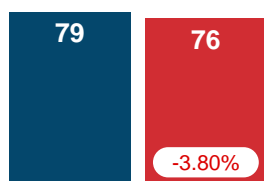
### JUNE MARKET

### AVERAGE PRICES

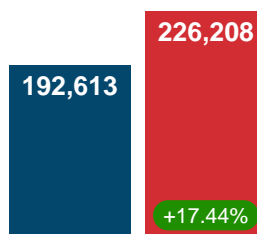
#### New Listings



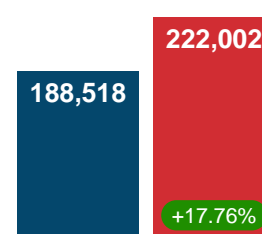
#### Pending Listings



#### List Price



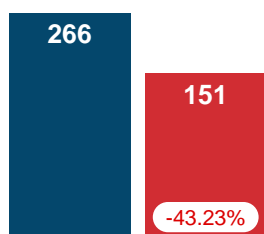
#### Sale Price



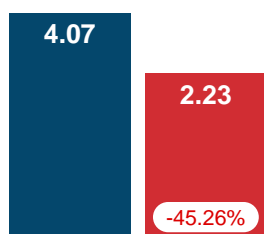
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

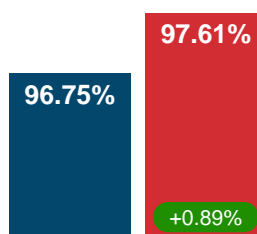
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

