

## March 2022



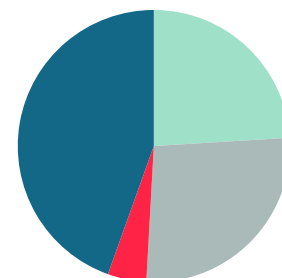
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	76	68	-10.53%
Pending Listings	88	76	-13.64%
New Listings	95	81	-14.74%
Median List Price	136,000	184,450	35.63%
Median Sale Price	133,250	182,450	36.92%
Median Percent of Selling Price to List Price	97.44%	96.92%	-0.53%
Median Days on Market to Sale	23.50	19.50	-17.02%
End of Month Inventory	243	126	-48.15%
Months Supply of Inventory	4.28	1.73	-59.51%



■ Closed (24.03%)  
■ Pending (26.86%)  
■ Other OffMarket (4.59%)  
■ Active (44.52%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of March 31, 2022 = **126**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **48.15%** to 126 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **1.73** 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 **36.92%** in March 2022 to \$182,450 versus the previous year at \$133,250.

##### Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 4.00 days or **17.02%** in March 2022 compared to last year's same month at **23.50** DOM.

##### Sales Success for March 2022 is Positive

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

There were 81 New Listings in March 2022, down **14.74%** from last year at 95. Furthermore, there were 68 Closed Listings this month versus last year at 76, a **-10.53%** decrease.

Closed versus Listed trends yielded a **84.0%** ratio, up from previous year's, March 2021, at **80.0%**, a **4.94%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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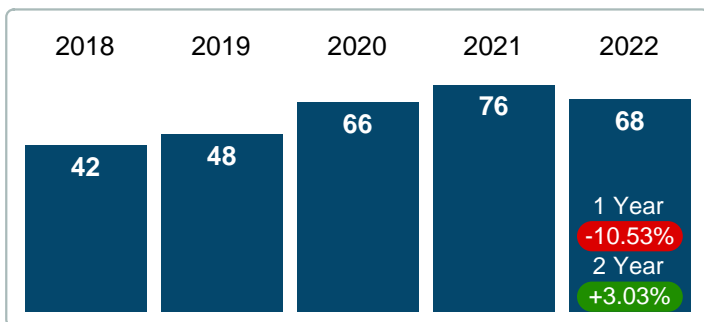
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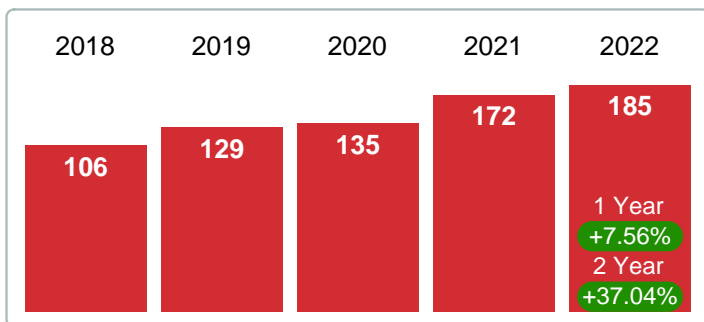
## CLOSED LISTINGS

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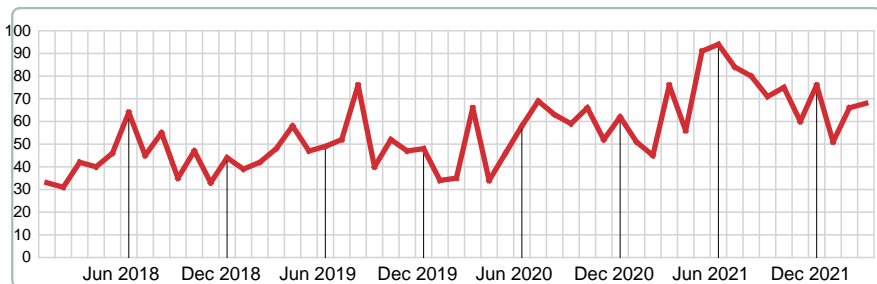
### MARCH



### YEAR TO DATE (YTD)

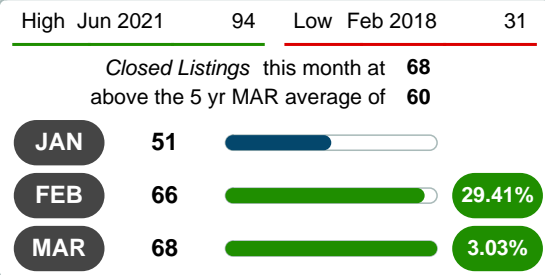


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 60



### 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	8.82%	6.0	2	4	0	0
\$50,001 - \$75,000	5	7.35%	9.0	2	3	0	0
\$75,001 - \$125,000	12	17.65%	23.0	5	7	0	0
\$125,001 - \$225,000	21	30.88%	27.0	3	12	6	0
\$225,001 - \$275,000	7	10.29%	13.0	0	7	0	0
\$275,001 - \$400,000	10	14.71%	27.5	0	5	5	0
\$400,001 and up	7	10.29%	61.0	0	3	2	2
<b>Total Closed Units</b>	<b>68</b>			<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>14,995,870</b>	<b>100%</b>	<b>19.5</b>	<b>1.14M</b>	<b>8.17M</b>	<b>3.81M</b>	<b>1.89M</b>
<b>Median Closed Price</b>	<b>\$182,450</b>			<b>\$82,500</b>	<b>\$190,000</b>	<b>\$286,000</b>	<b>\$942,500</b>

# March 2022



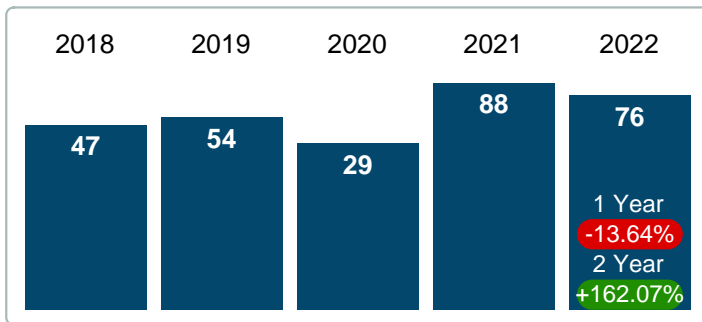
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



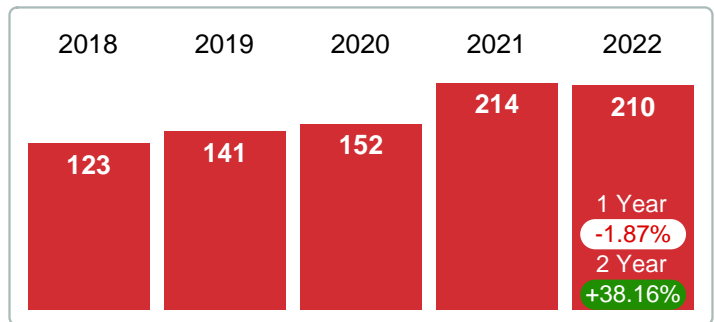
## PENDING LISTINGS

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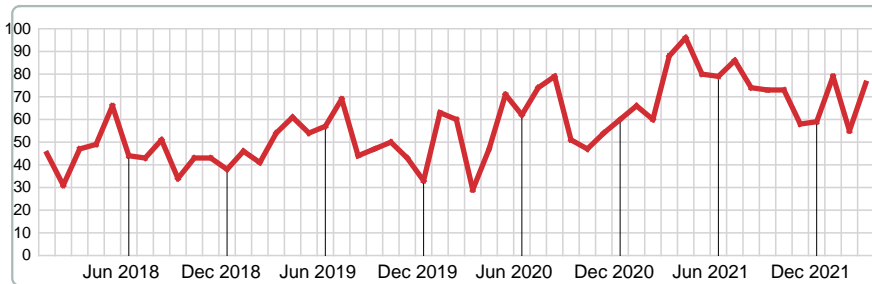
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 59

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **76**  
above the 5 yr MAR average of **59**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.21%	48.0	4	3	0	0
\$75,001 - \$100,000	7	9.21%	10.0	3	3	1	0
\$100,001 - \$125,000	8	10.53%	6.0	3	5	0	0
\$125,001 - \$200,000	23	30.26%	15.0	2	18	3	0
\$200,001 - \$250,000	14	18.42%	4.0	1	11	1	1
\$250,001 - \$375,000	9	11.84%	8.0	1	7	1	0
\$375,001 and up	8	10.53%	28.5	0	4	3	1
<b>Total Pending Units</b>	<b>76</b>			<b>14</b>	<b>51</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,593,890</b>	<b>100%</b>	<b>10.5</b>	<b>1.56M</b>	<b>14.43M</b>	<b>2.60M</b>	<b>998.50K</b>
<b>Median Listing Price</b>	<b>\$174,950</b>			<b>\$101,250</b>	<b>\$180,000</b>	<b>\$208,000</b>	<b>\$499,250</b>

# March 2022



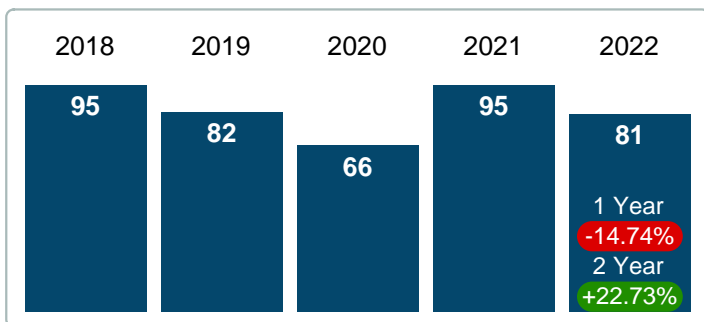
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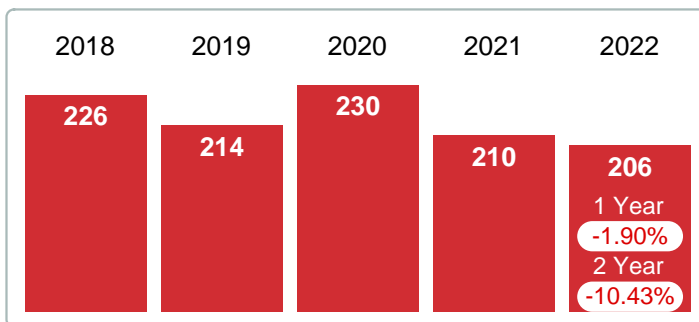
## NEW LISTINGS

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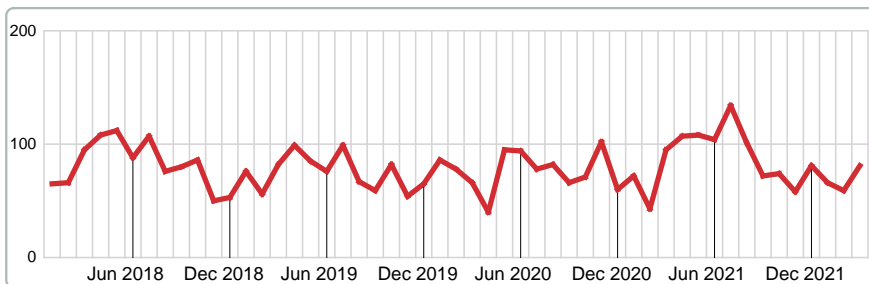
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

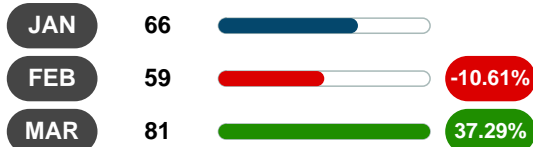


### 3 MONTHS

5 year MAR AVG = 84

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **81**  
below the 5 yr MAR average of **84**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	7.41%	5	1	0	0
\$75,001 - \$125,000	13	16.05%	5	5	3	0
\$125,001 - \$150,000	5	6.17%	1	4	0	0
\$150,001 - \$225,000	24	29.63%	2	18	4	0
\$225,001 - \$300,000	11	13.58%	0	6	5	0
\$300,001 - \$450,000	11	13.58%	2	6	3	0
\$450,001 and up	11	13.58%	2	4	3	2
<b>Total New Listed Units</b>	<b>81</b>		<b>17</b>	<b>44</b>	<b>18</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,960,600</b>	<b>100%</b>	<b>3.15M</b>	<b>10.17M</b>	<b>5.53M</b>	<b>1.11M</b>
<b>Median New Listed Listing Price</b>	<b>\$201,000</b>		<b>\$124,000</b>	<b>\$205,500</b>	<b>\$256,950</b>	<b>\$555,000</b>

# March 2022



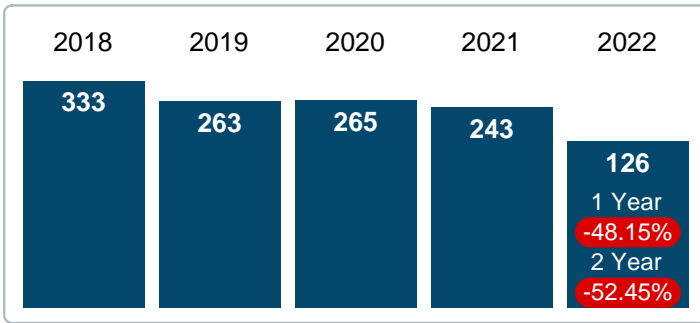
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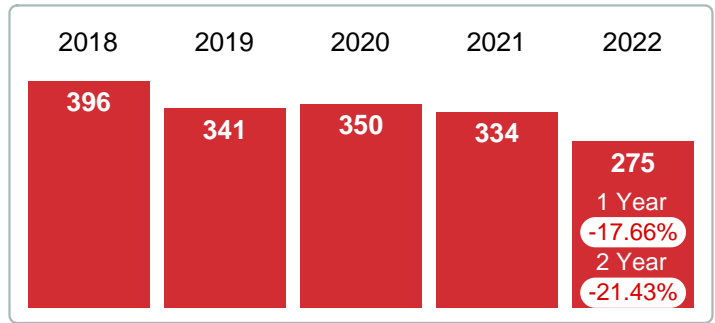
## ACTIVE INVENTORY

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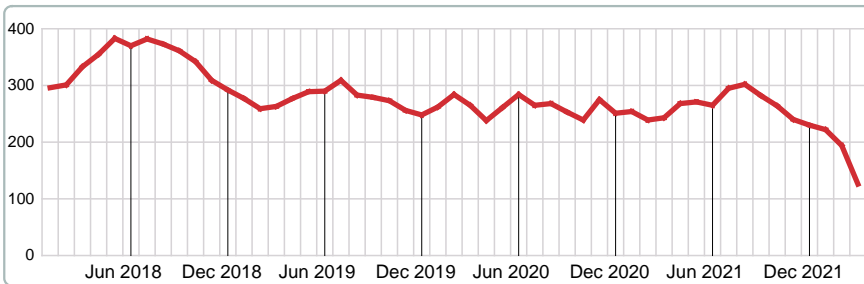
### END OF MARCH



### ACTIVE DURING MARCH

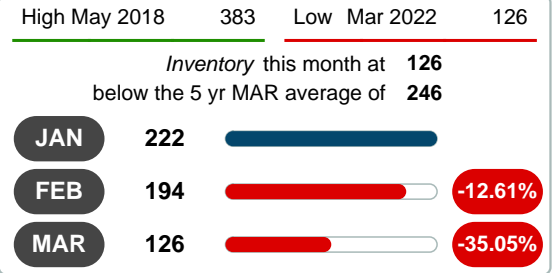


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 246



## 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	9	7.14%	52.0	5	2	2	0
\$50,001 - \$100,000	19	15.08%	58.0	4	13	2	0
\$100,001 - \$150,000	18	14.29%	75.0	7	11	0	0
\$150,001 - \$250,000	29	23.02%	58.0	1	19	7	2
\$250,001 - \$375,000	21	16.67%	28.0	0	14	7	0
\$375,001 - \$625,000	17	13.49%	47.0	4	5	5	3
\$625,001 and up	13	10.32%	59.0	0	2	6	5
<b>Total Active Inventory by Units</b>	<b>126</b>			<b>21</b>	<b>66</b>	<b>29</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>36,057,075</b>	<b>100%</b>	<b>49.5</b>	<b>3.42M</b>	<b>16.46M</b>	<b>10.45M</b>	<b>5.73M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$239,000</b>			<b>\$112,000</b>	<b>\$189,450</b>	<b>\$289,900</b>	<b>\$609,500</b>

# March 2022



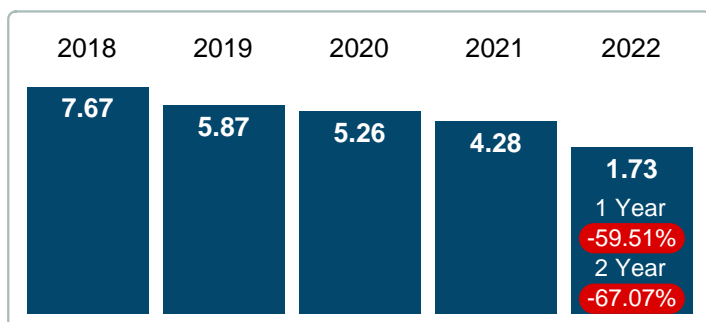
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



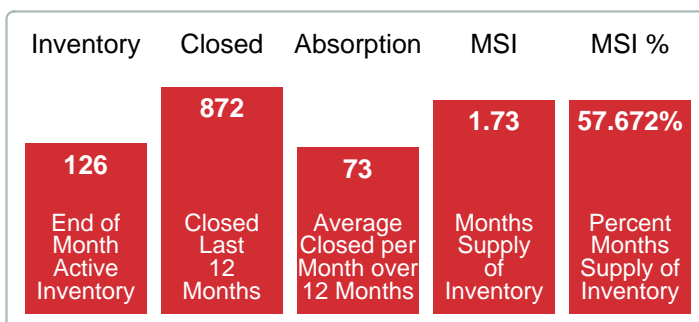
## MONTHS SUPPLY of INVENTORY (MSI)

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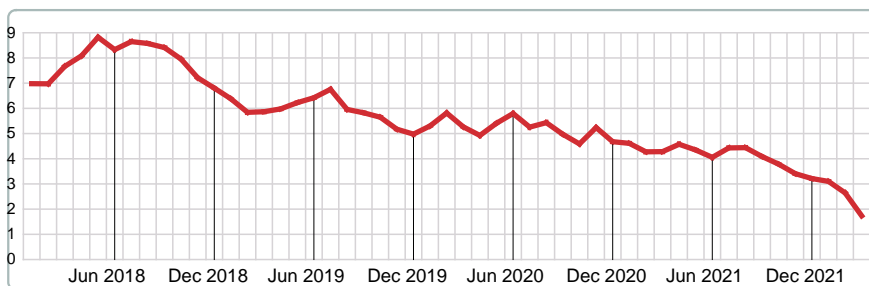
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS

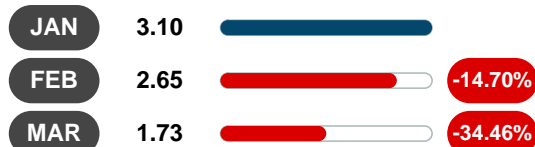


### 3 MONTHS

5 year MAR AVG = 4.96

High May 2018 8.82 Low Mar 2022 1.73

Months Supply this month at 1.73 below the 5 yr MAR average of 4.96



### 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	9	7.14%	1.61	1.43	1.04	12.00	0.00
\$50,001 - \$100,000	19	15.08%	1.42	0.76	1.79	2.18	0.00
\$100,001 - \$150,000	18	14.29%	1.24	2.71	1.06	0.00	0.00
\$150,001 - \$250,000	29	23.02%	1.33	0.48	1.24	1.83	3.43
\$250,001 - \$375,000	21	16.67%	2.00	0.00	2.43	1.71	0.00
\$375,001 - \$625,000	17	13.49%	2.96	6.00	2.50	2.14	4.00
\$625,001 and up	13	10.32%	12.00	0.00	3.43	36.00	30.00
Market Supply of Inventory (MSI)			1.73	1.44	1.53	2.27	4.62
Total Active Inventory by Units		100%	126	21	66	29	10

# March 2022



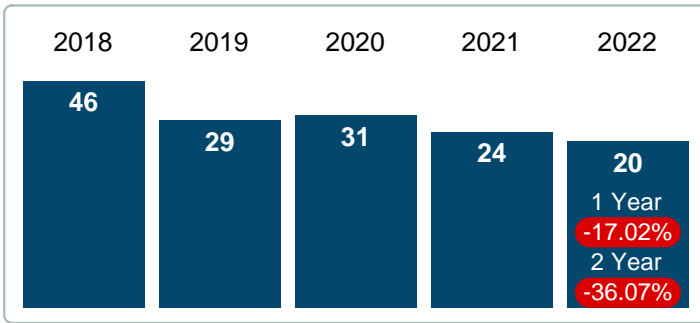
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



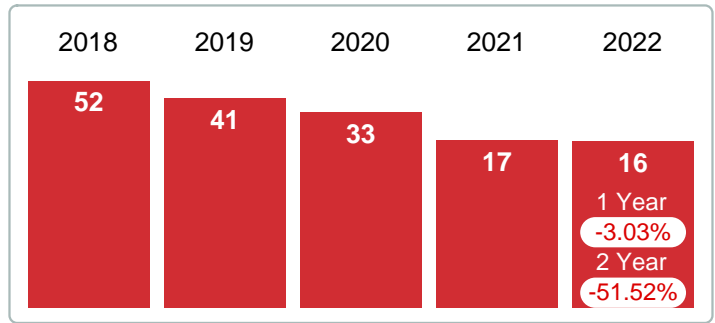
## MEDIAN DAYS ON MARKET TO SALE

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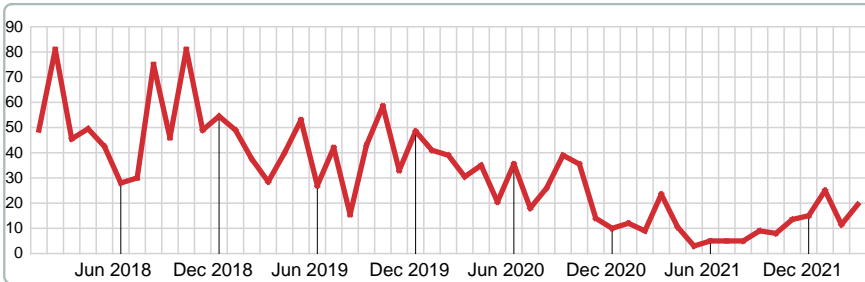
### MARCH



### YEAR TO DATE (YTD)

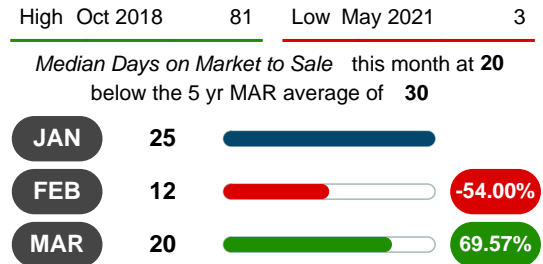


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 30



### 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	8.82%	6	13	2	0	0
\$50,001 - \$75,000	7.35%	9	40	9	0	0
\$75,001 - \$125,000	17.65%	23	10	43	0	0
\$125,001 - \$225,000	30.88%	27	6	24	51	0
\$225,001 - \$275,000	10.29%	13	0	13	0	0
\$275,001 - \$400,000	14.71%	28	0	37	18	0
\$400,001 and up	10.29%	61	0	53	136	210
Median Closed DOM		20	10	24	43	210
Total Closed Units	100%	68	12	41	13	2
Total Closed Volume		14,995,870	1.14M	8.17M	3.81M	1.89M

# March 2022



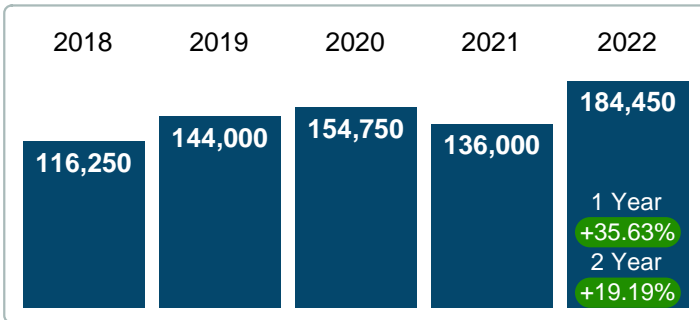
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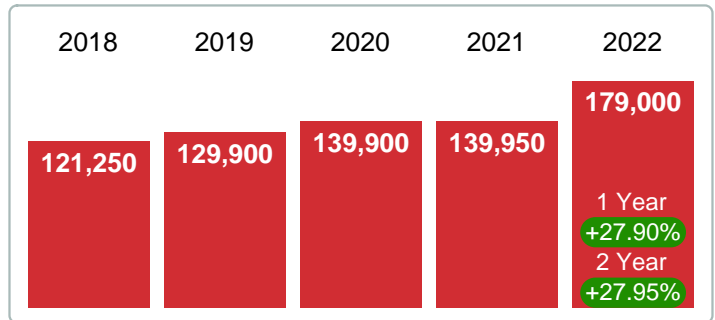
## MEDIAN LIST PRICE AT CLOSING

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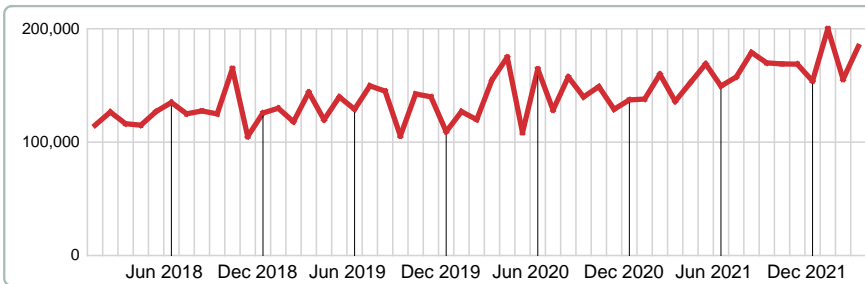
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

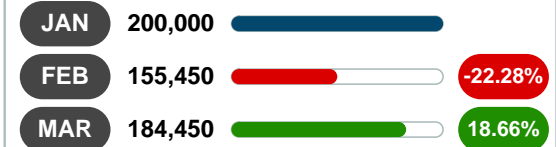


### 3 MONTHS

5 year MAR AVG = 147,090

High Jan 2022 200,000 Low Nov 2018 105,000

Median List Price at Closing this month at **184,450**  
above the 5 yr MAR average of **147,090**



### 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	8.82%	46,200	43,250	46,950	0	0
\$50,001 - \$75,000	4.41%	60,000	60,000	59,000	0	0
\$75,001 - \$125,000	20.59%	96,500	92,250	96,500	0	0
\$125,001 - \$225,000	27.94%	177,400	169,450	173,650	179,000	0
\$225,001 - \$275,000	11.76%	249,250	0	249,500	225,500	0
\$275,001 - \$400,000	16.18%	325,000	0	312,000	339,900	0
\$400,001 and up	10.29%	575,000	0	575,000	539,950	962,500
Median List Price		184,450	85,000	199,000	319,900	962,500
Total Closed Units	100%	184,450	12	41	13	2
Total Closed Volume		15,463,859	1.14M	8.49M	3.91M	1.93M



# March 2022



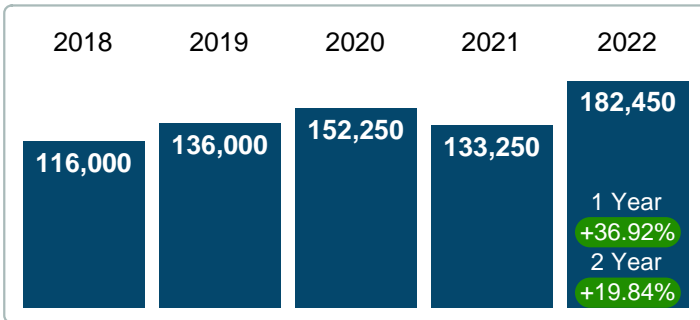
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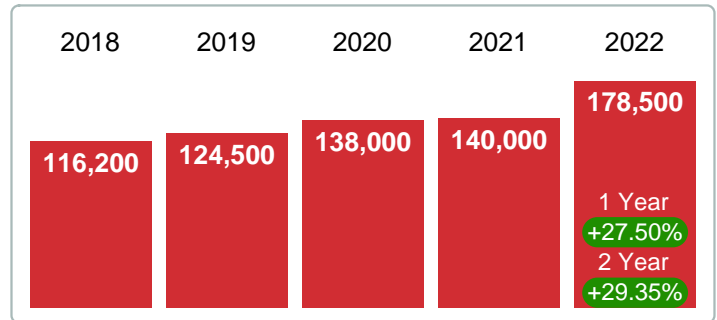
## MEDIAN SOLD PRICE AT CLOSING

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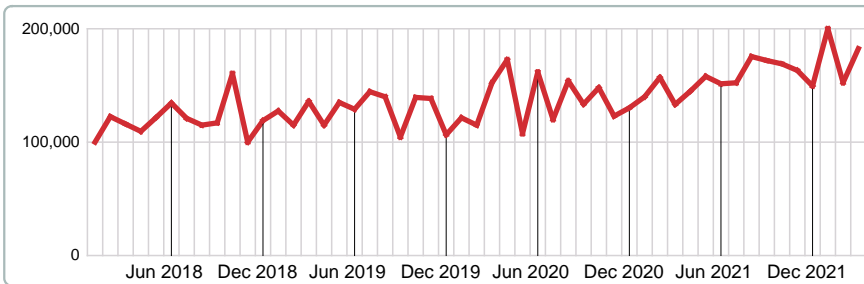
### MARCH



### YEAR TO DATE (YTD)

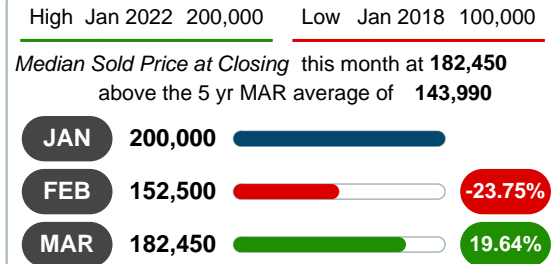


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 143,990



### 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	8.82%	42,450	38,250	42,450	0	0
\$50,001 - \$75,000	7.35%	65,000	66,000	65,000	0	0
\$75,001 - \$125,000	17.65%	97,000	85,000	99,000	0	0
\$125,001 - \$225,000	30.88%	179,900	142,000	187,500	187,455	0
\$225,001 - \$275,000	10.29%	245,950	0	245,950	0	0
\$275,001 - \$400,000	14.71%	312,000	0	309,000	331,000	0
\$400,001 and up	10.29%	575,000	0	575,000	521,000	942,500
<b>Median Sold Price</b>		<b>182,450</b>	<b>82,500</b>	<b>190,000</b>	<b>286,000</b>	<b>942,500</b>
<b>Total Closed Units</b>	100%	<b>182,450</b>	<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>14,995,870</b>	<b>1.14M</b>	<b>8.17M</b>	<b>3.81M</b>	<b>1.89M</b>

# March 2022



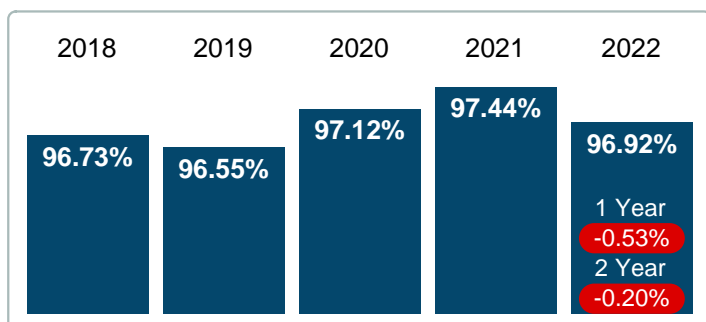
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



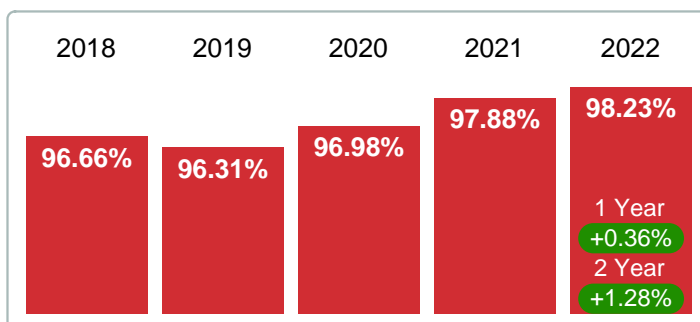
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

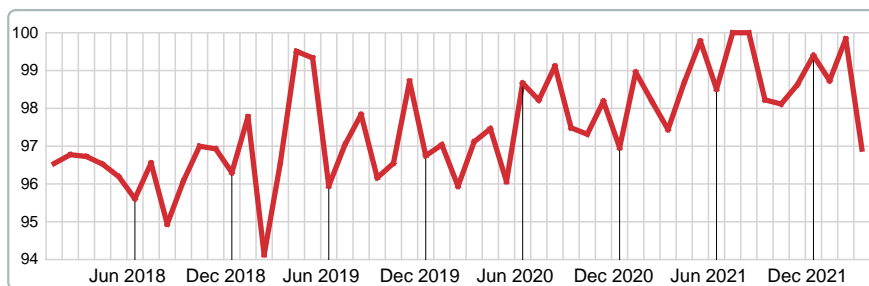
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

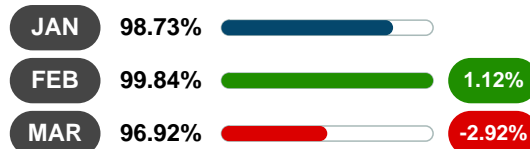


### 3 MONTHS

5 year MAR AVG = 96.95%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.92%**  
 equal to 5 yr MAR average of **96.95%**



## 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	8.82%	92.23%	87.98%	93.69%	0.00%	0.00%
\$50,001 - \$75,000	5	7.35%	88.61%	110.00%	86.44%	0.00%	0.00%
\$75,001 - \$125,000	12	17.65%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$225,000	21	30.88%	98.45%	95.30%	97.67%	99.89%	0.00%
\$225,001 - \$275,000	7	10.29%	96.39%	0.00%	96.39%	0.00%	0.00%
\$275,001 - \$400,000	10	14.71%	96.61%	0.00%	96.87%	96.36%	0.00%
\$400,001 and up	7	10.29%	97.29%	0.00%	96.51%	96.57%	98.25%
Median Sold/List Ratio		96.92%		100.00%	96.49%	98.45%	98.25%
Total Closed Units		68	100%	12	41	13	2
Total Closed Volume		14,995,870		1.14M	8.17M	3.81M	1.89M

# March 2022



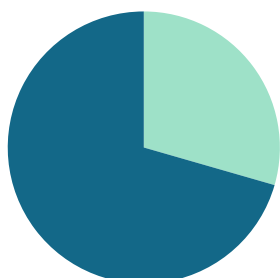
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

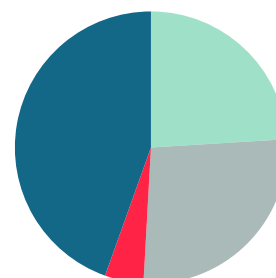


**Inventory**  
 New Listings  
**81 = 29.45%**  
 Start Inventory  
**194**  
 Total Inventory Units  
**275**  
 Volume  
**\$74,034,814**

### Market Activity

Closed Sales  
**68 = 24.03%**  
 Pending Sales  
**76 = 26.86%**  
 Other Off Market  
**13 = 4.59%**  
 Active Inventory  
**126 = 44.52%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	76	68	-10.53%	172	185	7.56%
Pending Sales	88	76	-13.64%	214	210	-1.87%
New Listings	95	81	-14.74%	210	206	-1.90%
Median List Price	136,000	184,450	35.63%	139,950	179,000	27.90%
Median Sale Price	133,250	182,450	36.92%	140,000	178,500	27.50%
Median Percent of Selling Price to List Price	97.44%	96.92%	-0.53%	97.88%	98.23%	0.36%
Median Days on Market to Sale	23.50	19.50	-17.02%	16.50	16.00	-3.03%
Monthly Inventory	243	126	-48.15%	243	126	-48.15%
Months Supply of Inventory	4.28	1.73	-59.51%	4.28	1.73	-59.51%

**Absorption:** Last 12 months, an Average of **73** Sales/Month

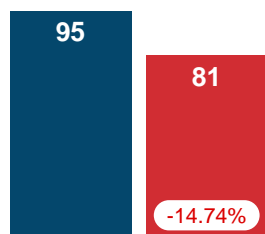
**Inventory** on March 31, 2022 = **126**

**2021** **2022**

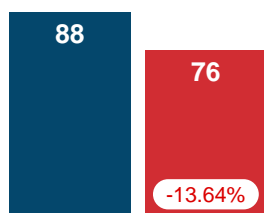
### MARCH MARKET

### MEDIAN PRICES

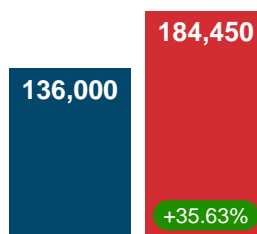
#### New Listings



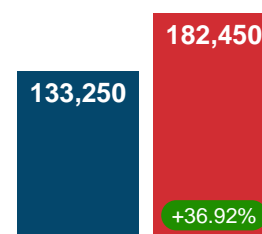
#### Pending Listings



#### List Price



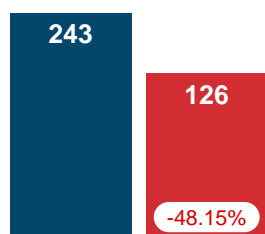
#### Sale Price



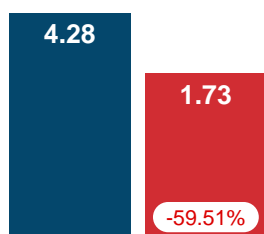
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

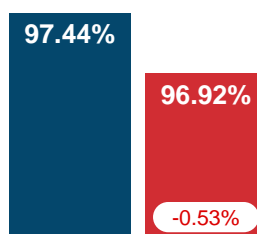
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

