

March 2022



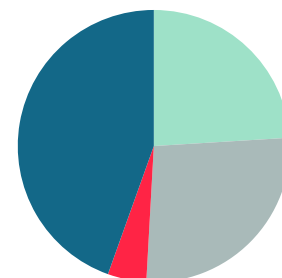
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Average List Price	167,582	227,410	35.70%
Average Sale Price	158,372	220,528	39.25%
Average Percent of Selling Price to List Price	94.92%	96.92%	2.10%
Average Days on Market to Sale	45.57	43.71	-4.08%
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.

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 **39.25%** in March 2022 to \$220,528 versus the previous year at \$158,372.

Average Days on Market Shortens

The average number of **43.71** days that homes spent on the market before selling decreased by 1.86 days or **4.08%** in March 2022 compared to last year's same month at **45.57** DOM.

Sales Success for March 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

March 2022



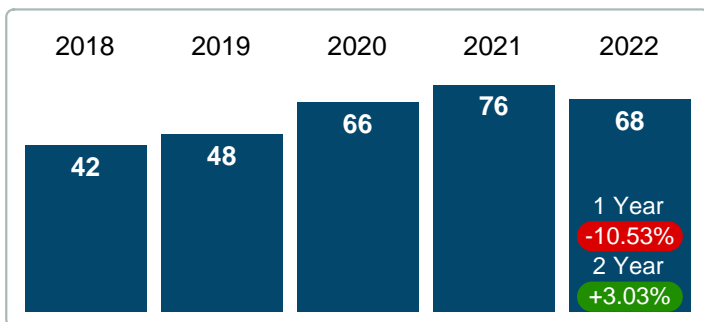
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



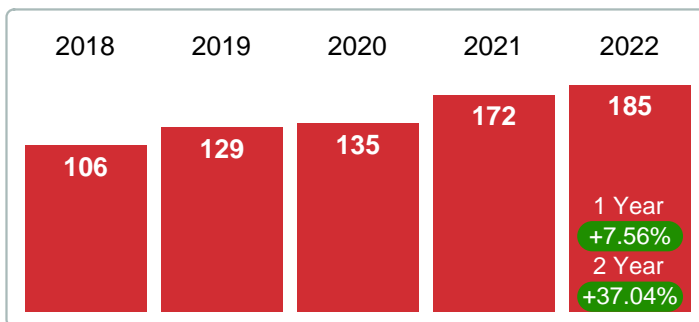
CLOSED LISTINGS

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

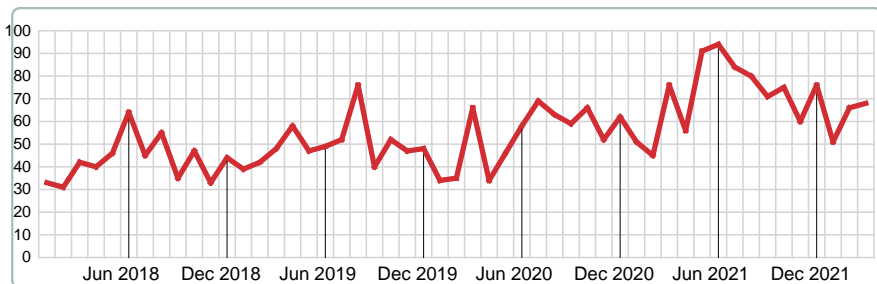
MARCH



YEAR TO DATE (YTD)

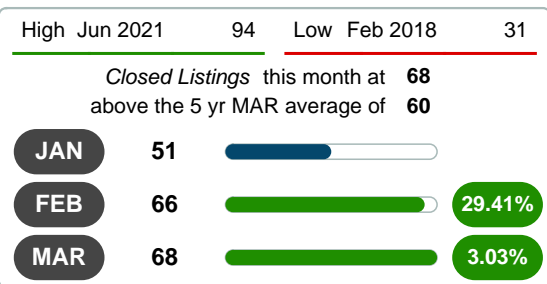


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



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	8.82%	9.0	2	4	0	0
\$50,001 - \$75,000	5	7.35%	20.6	2	3	0	0
\$75,001 - \$125,000	12	17.65%	37.4	5	7	0	0
\$125,001 - \$225,000	21	30.88%	40.7	3	12	6	0
\$225,001 - \$275,000	7	10.29%	22.1	0	7	0	0
\$275,001 - \$400,000	10	14.71%	55.1	0	5	5	0
\$400,001 and up	7	10.29%	115.0	0	3	2	2
Total Closed Units	68			12	41	13	2
Total Closed Volume	14,995,870	100%	43.7	1.14M	8.17M	3.81M	1.89M
Average Closed Price	\$220,528			\$94,658	\$199,163	\$293,021	\$942,500

March 2022



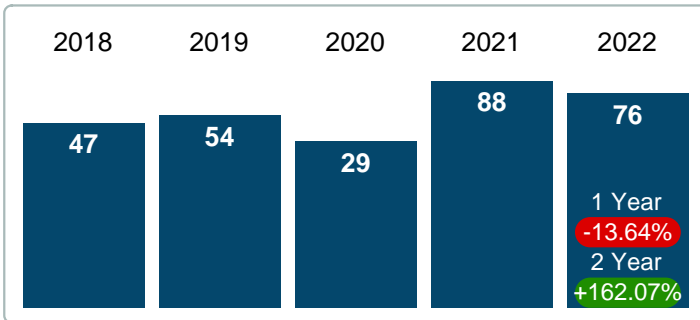
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



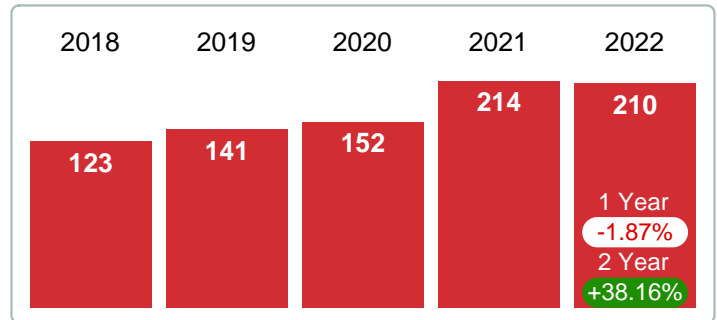
PENDING LISTINGS

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

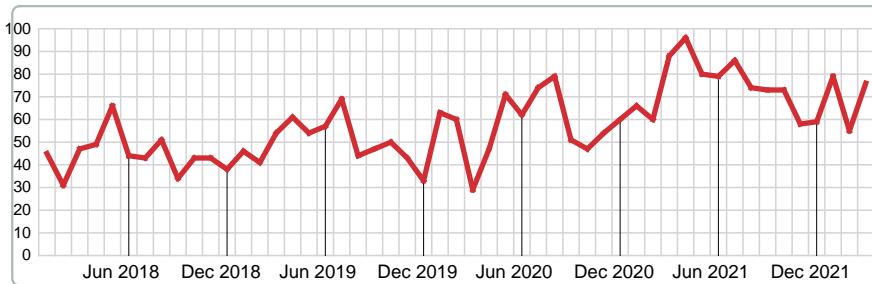
MARCH



YEAR TO DATE (YTD)

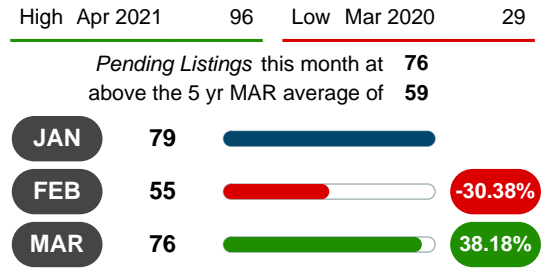


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.21%	61.6	4	3	0	0
\$75,001 - \$100,000	7	9.21%	27.4	3	3	1	0
\$100,001 - \$125,000	8	10.53%	26.4	3	5	0	0
\$125,001 - \$200,000	23	30.26%	31.7	2	18	3	0
\$200,001 - \$250,000	14	18.42%	27.4	1	11	1	1
\$250,001 - \$375,000	9	11.84%	42.7	1	7	1	0
\$375,001 and up	8	10.53%	80.0	0	4	3	1
Total Pending Units	76			14	51	9	2
Total Pending Volume	19,593,890	100%	45.0	1.56M	14.43M	2.60M	998.50K
Average Listing Price	\$262,125			\$111,771	\$282,961	\$288,843	\$499,250

March 2022



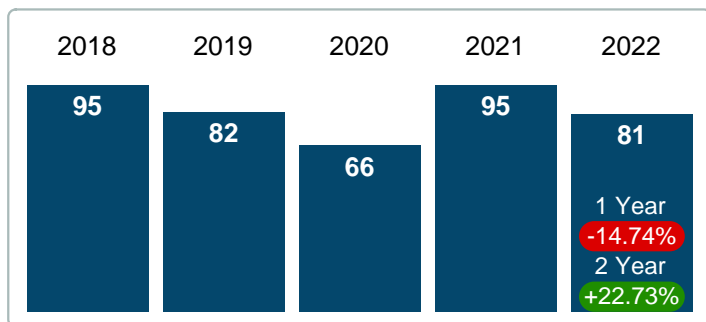
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



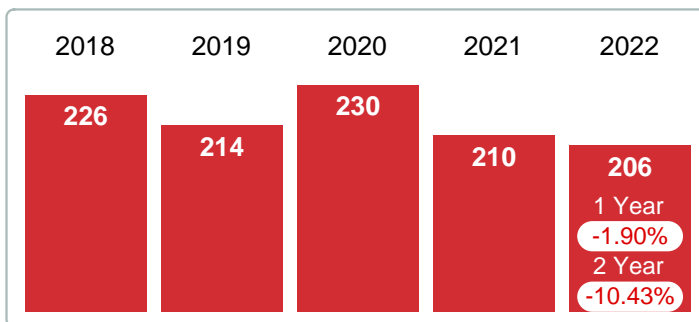
NEW LISTINGS

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

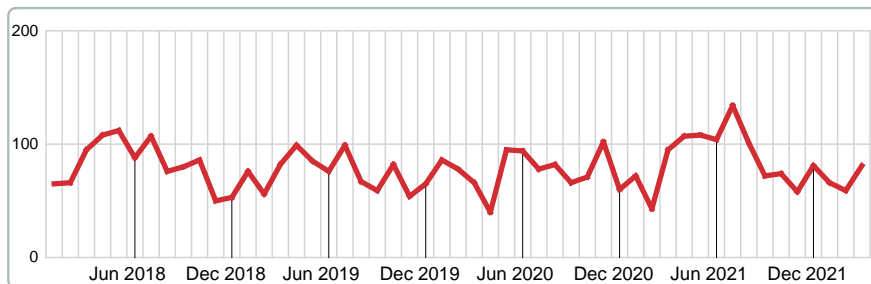
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

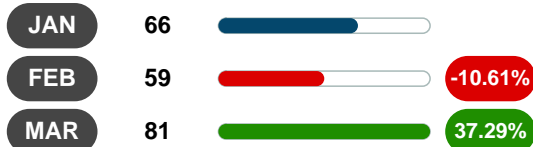


3 MONTHS

5 year MAR AVG = 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
Total New Listed Units	81		17	44	18	2
Total New Listed Volume	19,960,600	100%	3.15M	10.17M	5.53M	1.11M
Average New Listed Listing Price	\$400,000		\$185,282	\$231,109	\$307,333	\$555,000

March 2022



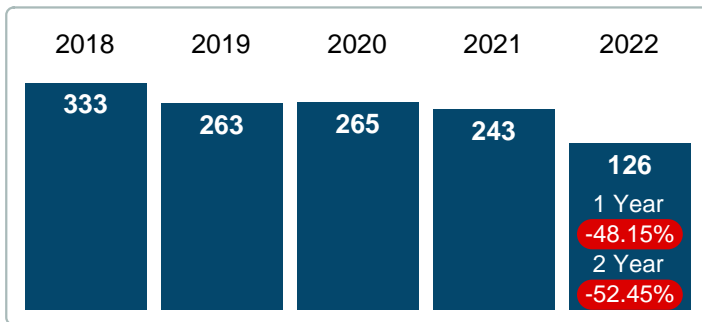
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



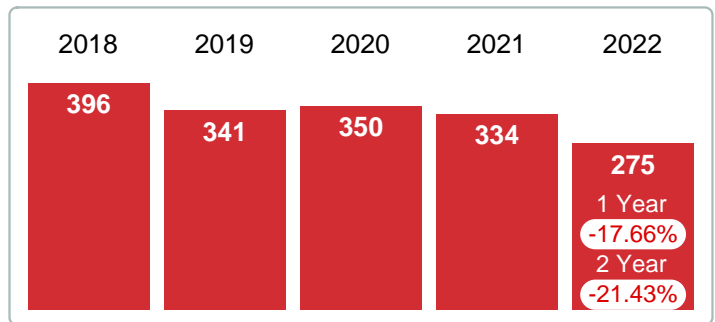
ACTIVE INVENTORY

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

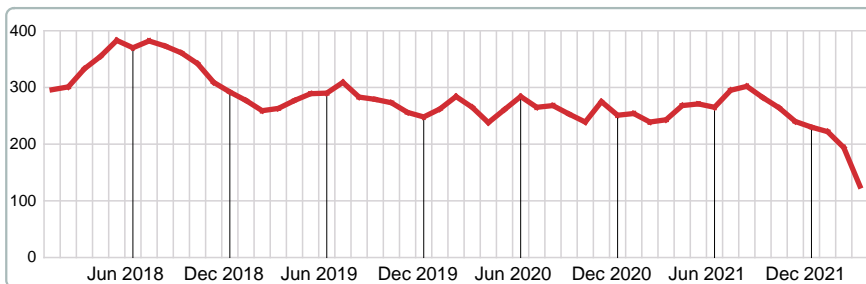
END OF MARCH



ACTIVE DURING MARCH

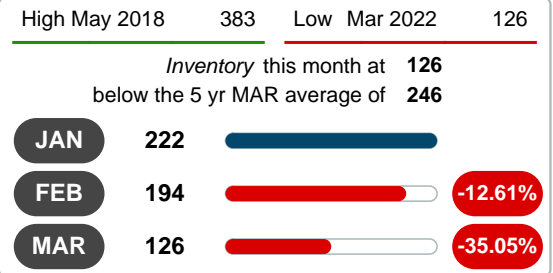


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 246



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	7.14%	61.8	5	2	2	0
\$50,001 - \$100,000	19	15.08%	72.4	4	13	2	0
\$100,001 - \$150,000	18	14.29%	105.3	7	11	0	0
\$150,001 - \$250,000	29	23.02%	84.3	1	19	7	2
\$250,001 - \$375,000	21	16.67%	60.7	0	14	7	0
\$375,001 - \$625,000	17	13.49%	80.6	4	5	5	3
\$625,001 and up	13	10.32%	73.1	0	2	6	5
Total Active Inventory by Units	126			21	66	29	10
Total Active Inventory by Volume	36,057,075	100%	78.3	3.42M	16.46M	10.45M	5.73M
Average Active Inventory Listing Price	\$286,167			\$162,661	\$249,414	\$360,255	\$573,250

March 2022



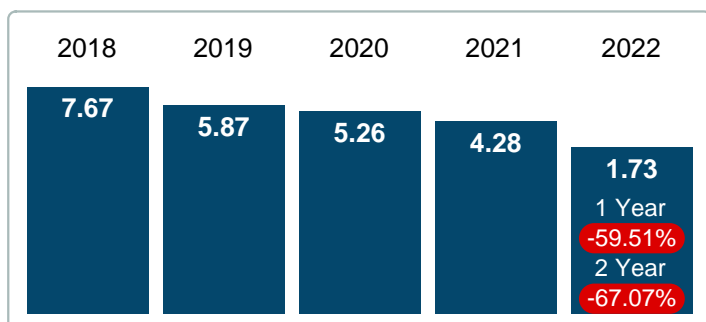
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



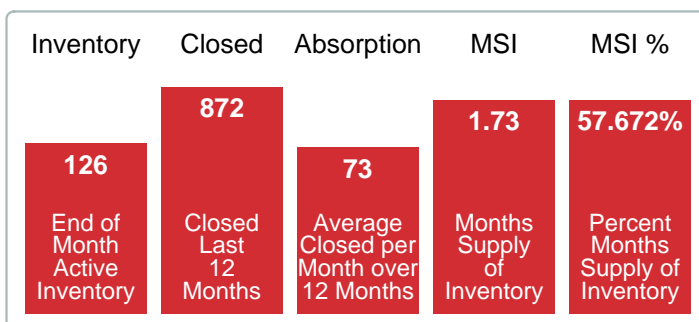
MONTHS SUPPLY of INVENTORY (MSI)

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

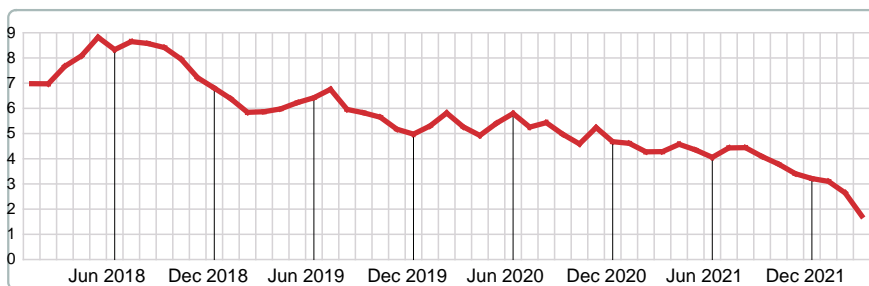
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

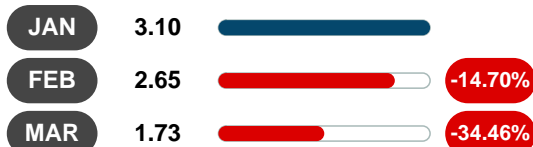


3 MONTHS

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



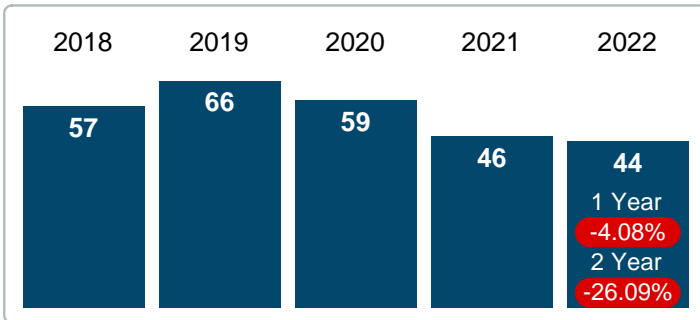
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



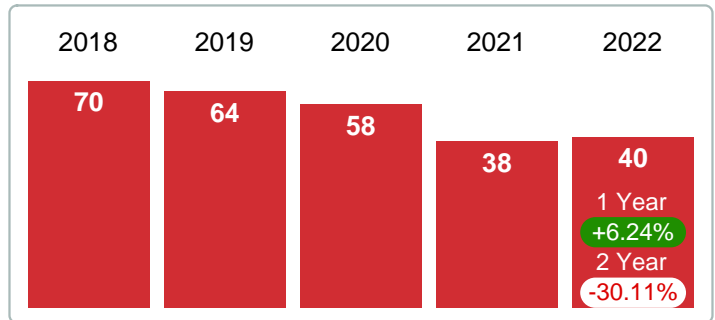
AVERAGE DAYS ON MARKET TO SALE

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

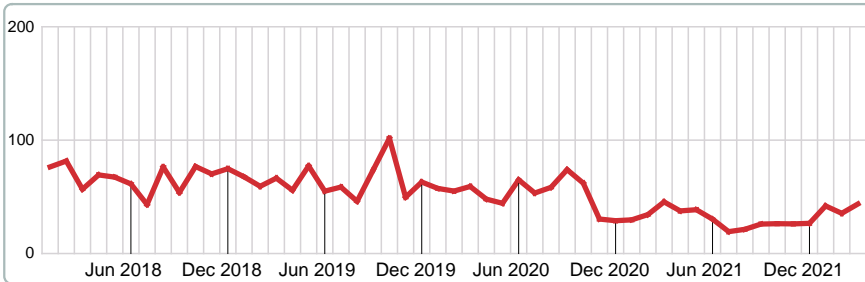
MARCH



YEAR TO DATE (YTD)

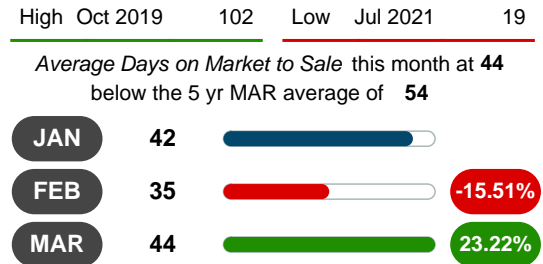


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 54



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	8.82%	9	13	7	0	0
\$50,001 - \$75,000	7.35%	21	40	8	0	0
\$75,001 - \$125,000	17.65%	37	9	58	0	0
\$125,001 - \$225,000	30.88%	41	51	32	54	0
\$225,001 - \$275,000	10.29%	22	0	22	0	0
\$275,001 - \$400,000	14.71%	55	0	52	59	0
\$400,001 and up	10.29%	115	0	38	136	210
Average Closed DOM		44	25	33	68	210
Total Closed Units	100%	44	12	41	13	2
Total Closed Volume		14,995,870	1.14M	8.17M	3.81M	1.89M

March 2022



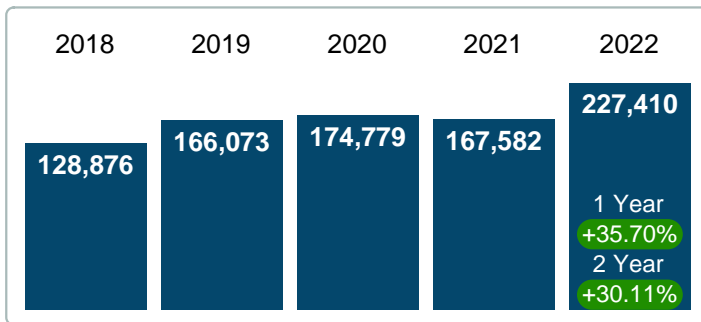
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



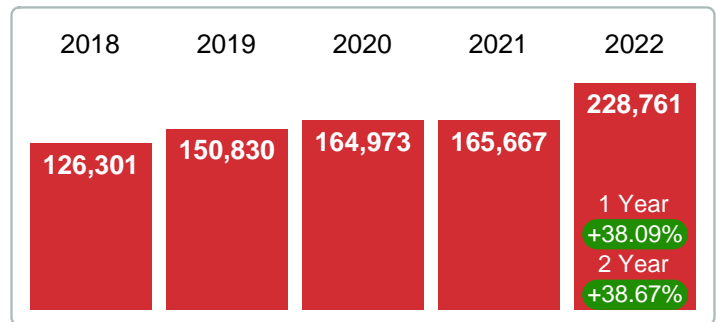
AVERAGE LIST PRICE AT CLOSING

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

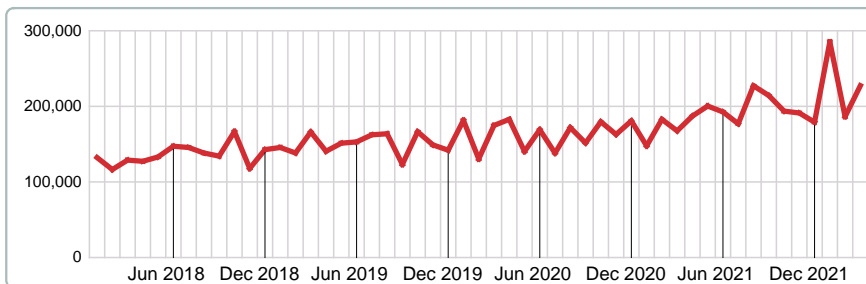
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

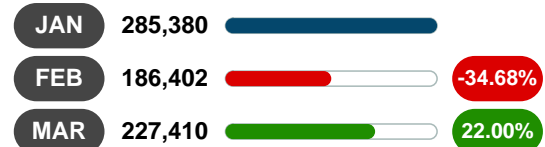


3 MONTHS

5 year MAR AVG = 172,944

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

Average List Price at Closing this month at **227,410** above the 5 yr MAR average of **172,944**



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	6	8.82%	44,883	43,250	45,700	0	
\$50,001 - \$75,000	3	4.41%	59,667	60,000	72,333	0	
\$75,001 - \$125,000	14	20.59%	96,350	93,800	103,900	0	
\$125,001 - \$225,000	19	27.94%	178,279	154,133	187,050	187,900	
\$225,001 - \$275,000	8	11.76%	245,600	0	255,900	0	
\$275,001 - \$400,000	11	16.18%	332,251	0	334,600	340,552	
\$400,001 and up	7	10.29%	665,686	0	551,633	539,950	
Average List Price		227,410		94,825	207,095	300,774	962,500
Total Closed Units		68	100%	227,410	12	41	13
Total Closed Volume		15,463,859			1.14M	8.49M	3.91M

March 2022



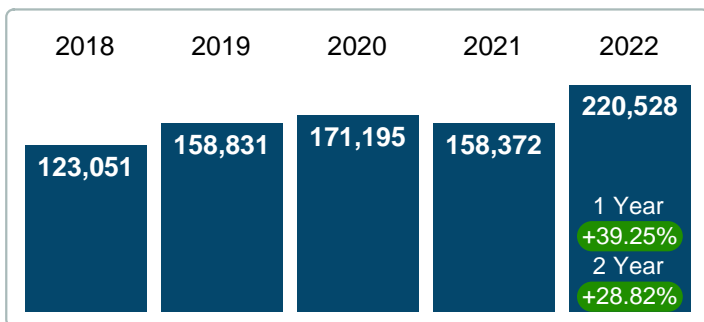
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



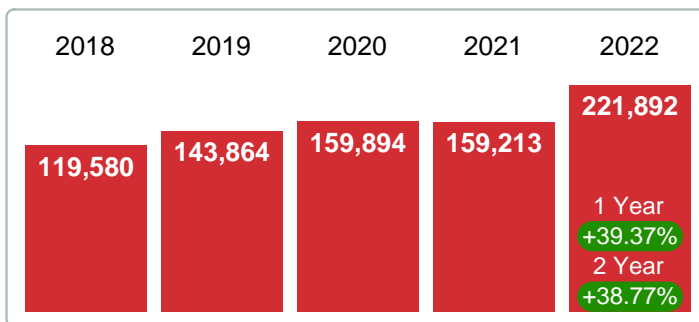
AVERAGE SOLD PRICE AT CLOSING

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

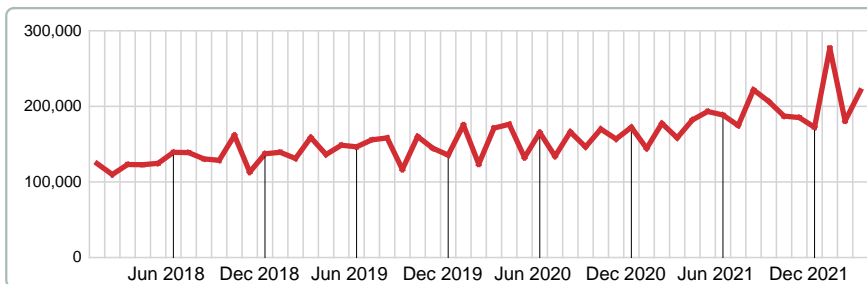
MARCH



YEAR TO DATE (YTD)

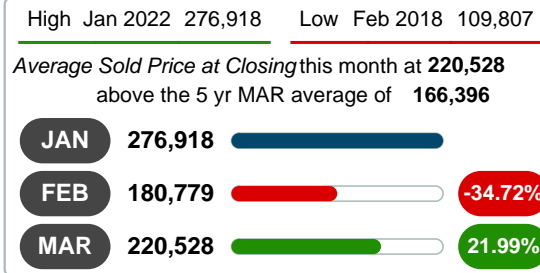


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 166,396



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	8.82%	40,817	38,250	42,100	0	0
\$50,001 - \$75,000	7.35%	63,600	66,000	62,000	0	0
\$75,001 - \$125,000	17.65%	98,542	94,900	101,143	0	0
\$125,001 - \$225,000	30.88%	179,343	150,967	181,875	188,468	0
\$225,001 - \$275,000	10.29%	247,279	0	247,279	0	0
\$275,001 - \$400,000	14.71%	323,631	0	319,970	327,292	0
\$400,001 and up	10.29%	645,286	0	530,000	521,000	942,500
Average Sold Price		220,528	94,658	199,163	293,021	942,500
Total Closed Units	100%	220,528	12	41	13	2
Total Closed Volume		14,995,870	1.14M	8.17M	3.81M	1.89M

March 2022



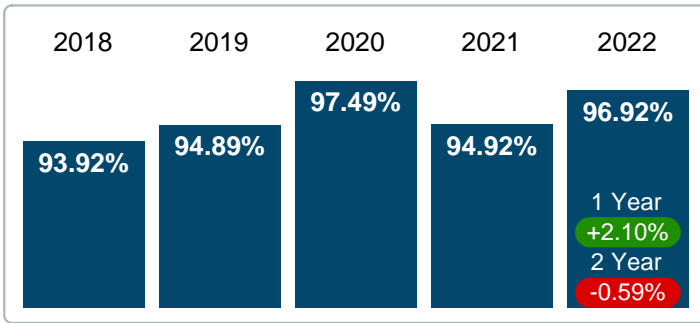
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



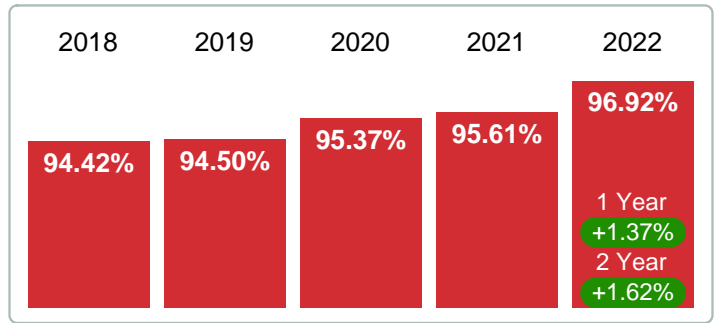
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

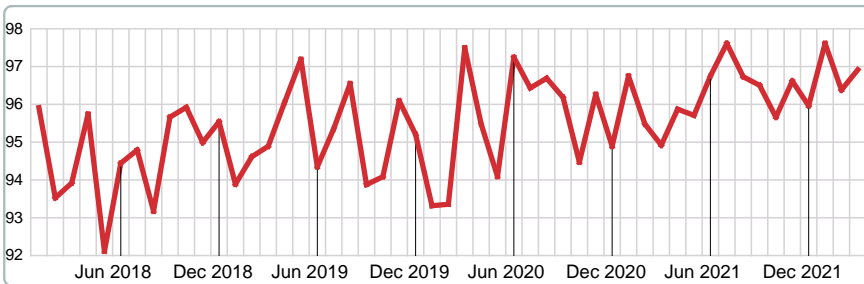
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

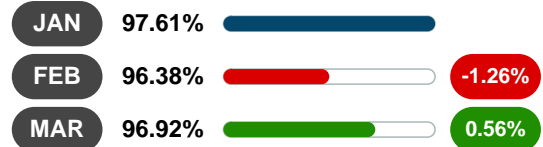


3 MONTHS

5 year MAR AVG = 95.63%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.92%** above the 5 yr MAR average of **95.63%**



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	8.82%	90.93%	87.98%	92.40%	0.00%	0.00%
\$50,001 - \$75,000	5	7.35%	95.47%	110.00%	85.78%	0.00%	0.00%
\$75,001 - \$125,000	12	17.65%	98.92%	100.93%	97.49%	0.00%	0.00%
\$125,001 - \$225,000	21	30.88%	98.47%	98.70%	97.35%	100.59%	0.00%
\$225,001 - \$275,000	7	10.29%	96.67%	0.00%	96.67%	0.00%	0.00%
\$275,001 - \$400,000	10	14.71%	95.73%	0.00%	95.55%	95.90%	0.00%
\$400,001 and up	7	10.29%	96.92%	0.00%	96.28%	96.57%	98.25%
Average Sold/List Ratio		96.90%		99.73%	95.63%	98.17%	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



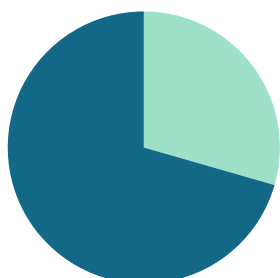
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

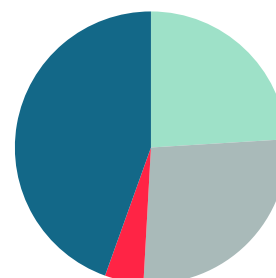


Inventory
 New Listings
81 = 29.45%
 Start Inventory
194
 Total Inventory Units
275
 Volume
\$74,034,814

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%
Average List Price	167,582	227,410	35.70%	165,667	228,761	38.09%
Average Sale Price	158,372	220,528	39.25%	159,213	221,892	39.37%
Average Percent of Selling Price to List Price	94.92%	96.92%	2.10%	95.61%	96.92%	1.37%
Average Days on Market to Sale	45.57	43.71	-4.08%	37.92	40.29	6.24%
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

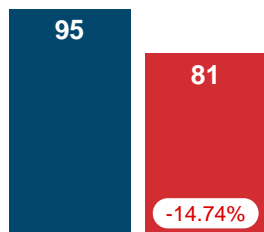
Inventory on March 31, 2022 = **126**

2021 **2022**

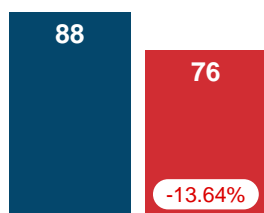
MARCH MARKET

AVERAGE PRICES

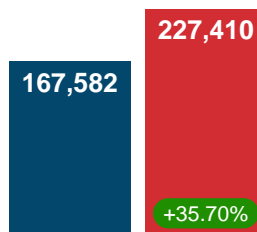
New Listings



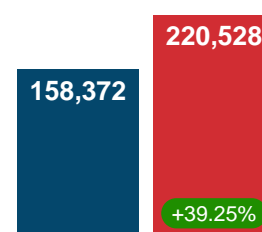
Pending Listings



List Price



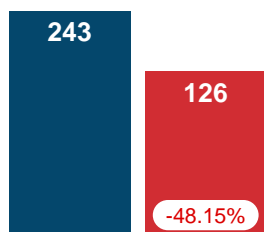
Sale Price



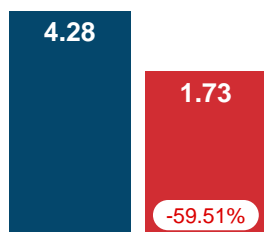
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

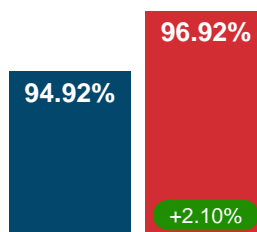
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

