

May 2022



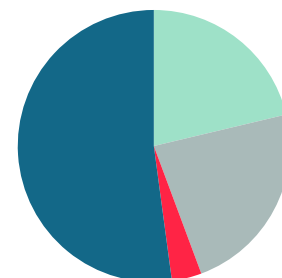
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	91	60	-34.07%
Pending Listings	80	65	-18.75%
New Listings	108	84	-22.22%
Median List Price	169,000	204,950	21.27%
Median Sale Price	158,000	195,000	23.42%
Median Percent of Selling Price to List Price	99.78%	97.58%	-2.20%
Median Days on Market to Sale	3.00	5.50	83.33%
End of Month Inventory	272	147	-45.96%
Months Supply of Inventory	4.36	2.08	-52.33%



■ Closed (21.28%)
■ Pending (23.05%)
■ Other OffMarket (3.55%)
■ Active (52.13%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of May 31, 2022 = **147**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **45.96%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **2.08** 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 **23.42%** in May 2022 to \$195,000 versus the previous year at \$158,000.

Median Days on Market Lengthens

The median number of **5.50** days that homes spent on the market before selling increased by 2.50 days or **83.33%** in May 2022 compared to last year's same month at **3.00** DOM.

Sales Success for May 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 84 New Listings in May 2022, down **22.22%** from last year at 108. Furthermore, there were 60 Closed Listings this month versus last year at 91, a **-34.07%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, May 2021, at **84.3%**, a **15.23%** 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

May 2022



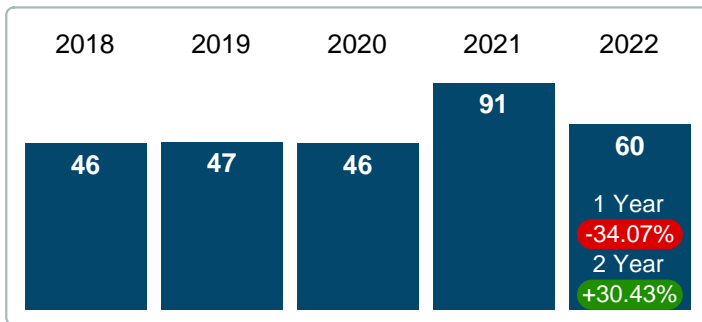
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



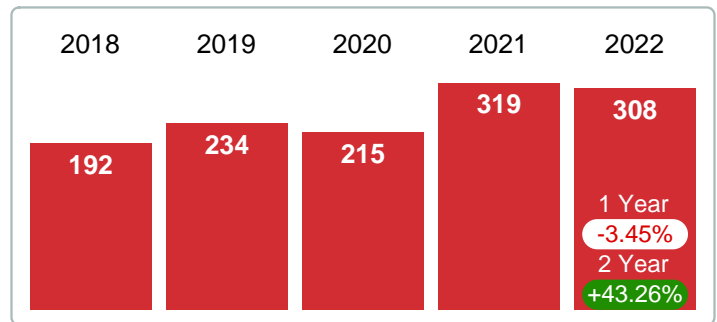
CLOSED LISTINGS

Report produced on Jun 13, 2022 for MLS Technology Inc.

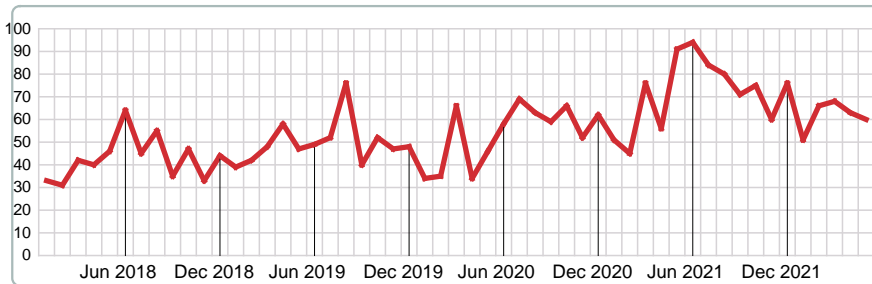
MAY



YEAR TO DATE (YTD)

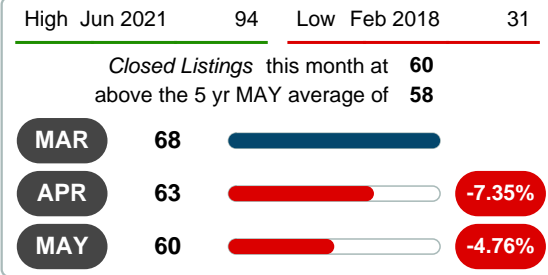


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58



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	4	6.67%	13.5	2	2	0	0
\$50,001 - \$100,000	7	11.67%	4.0	5	1	1	0
\$100,001 - \$150,000	12	20.00%	4.5	4	6	2	0
\$150,001 - \$225,000	14	23.33%	2.5	2	12	0	0
\$225,001 - \$275,000	6	10.00%	13.0	1	4	0	1
\$275,001 - \$550,000	12	20.00%	11.0	0	8	4	0
\$550,001 and up	5	8.33%	15.0	0	1	2	2
Total Closed Units	60			14	34	9	3
Total Closed Volume	14,134,150	100%	5.5	1.52M	7.77M	3.26M	1.59M
Median Closed Price	\$195,000			\$101,938	\$209,500	\$399,900	\$615,000

May 2022



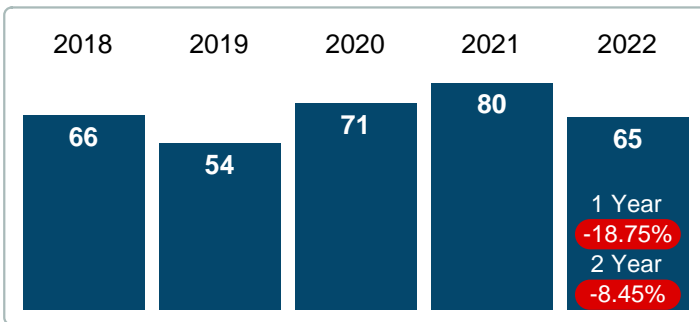
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



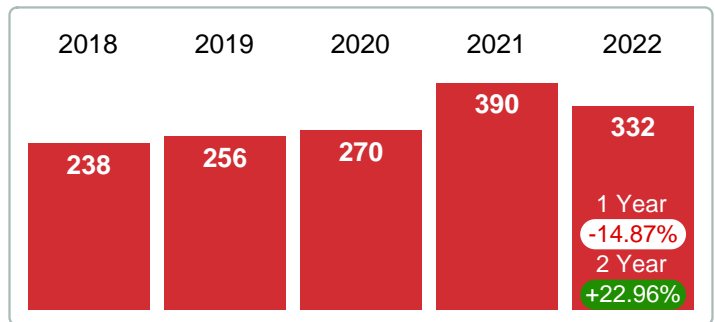
PENDING LISTINGS

Report produced on Jun 13, 2022 for MLS Technology Inc.

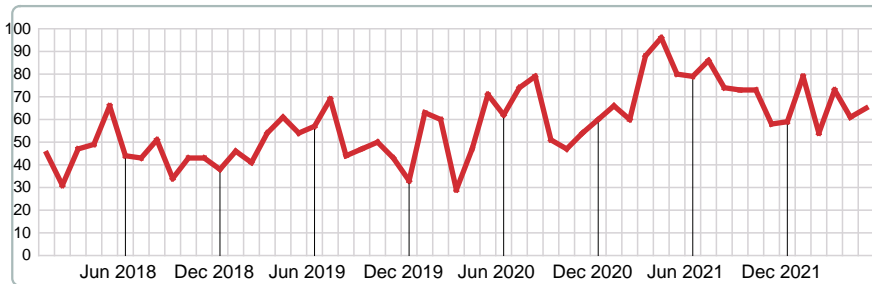
MAY



YEAR TO DATE (YTD)

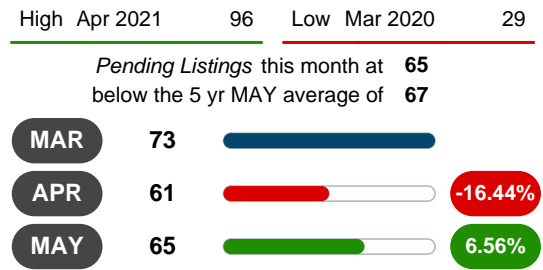


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 67



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	4	6.15%	46.5	2	1	1	0
\$50,001 - \$100,000	10	15.38%	58.0	5	4	1	0
\$100,001 - \$125,000	5	7.69%	0.0	2	2	1	0
\$125,001 - \$175,000	13	20.00%	6.0	4	9	0	0
\$175,001 - \$250,000	18	27.69%	10.0	1	10	5	2
\$250,001 - \$325,000	7	10.77%	6.0	1	5	1	0
\$325,001 and up	8	12.31%	14.5	0	3	5	0
Total Pending Units	65			15	34	14	2
Total Pending Volume	12,477,464	100%	9.0	1.82M	6.53M	3.70M	428.90K
Median Listing Price	\$179,900			\$104,875	\$179,950	\$224,000	\$214,450

May 2022



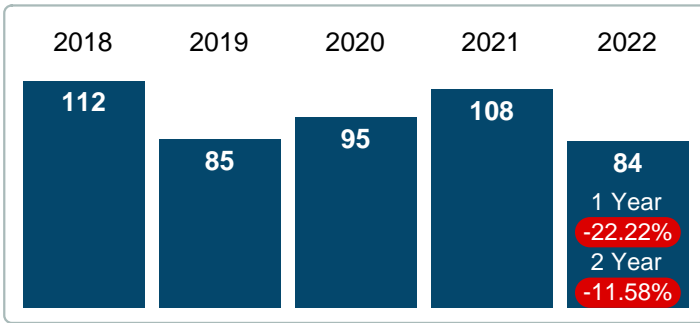
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



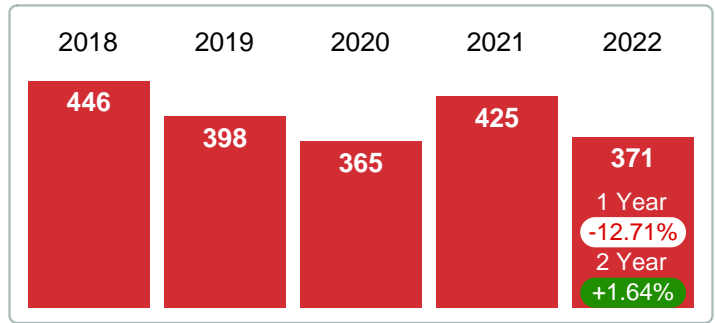
NEW LISTINGS

Report produced on Jun 13, 2022 for MLS Technology Inc.

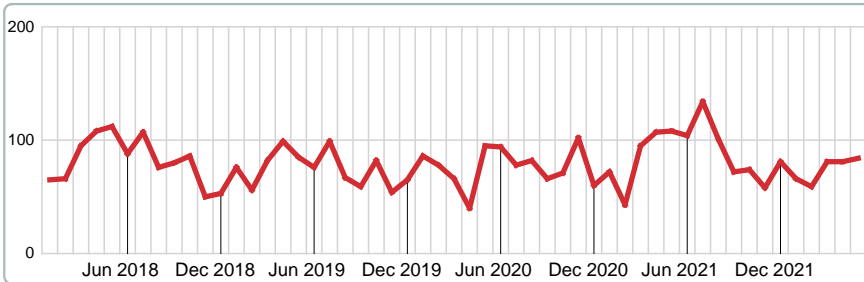
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 97

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **84**
below the 5 yr MAY average of **97**



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	5	5.95%	2	3	0	0
\$75,001 - \$125,000	12	14.29%	6	2	3	1
\$125,001 - \$150,000	9	10.71%	3	5	1	0
\$150,001 - \$225,000	19	22.62%	2	14	2	1
\$225,001 - \$300,000	18	21.43%	2	11	5	0
\$300,001 - \$425,000	13	15.48%	1	6	5	1
\$425,001 and up	8	9.52%	0	4	3	1
Total New Listed Units	84		16	45	19	4
Total New Listed Volume	21,250,075	100%	2.28M	11.86M	5.67M	1.43M
Median New Listed Listing Price	\$209,000		\$132,450	\$219,000	\$250,000	\$269,450

May 2022



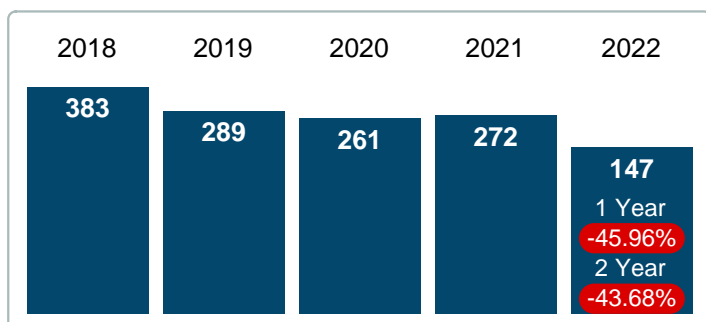
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



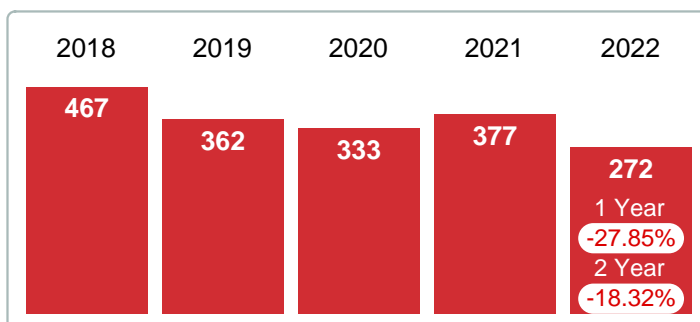
ACTIVE INVENTORY

Report produced on Jun 13, 2022 for MLS Technology Inc.

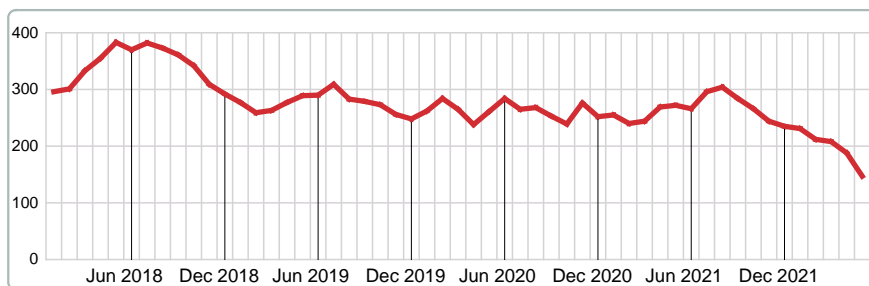
END OF MAY



ACTIVE DURING MAY

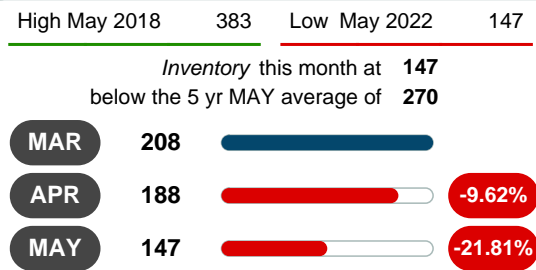


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 270



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	8	5.44%	122.0	5	2	1	0
\$50,001 - \$125,000	24	16.33%	59.5	10	9	4	1
\$125,001 - \$150,000	13	8.84%	36.0	3	9	1	0
\$150,001 - \$300,000	46	31.29%	40.5	6	29	11	0
\$300,001 - \$400,000	21	14.29%	55.0	3	6	9	3
\$400,001 - \$650,000	21	14.29%	43.0	3	10	5	3
\$650,001 and up	14	9.52%	35.0	0	5	6	3
Total Active Inventory by Units	147			30	70	37	10
Total Active Inventory by Volume	47,450,965	100%	50.0	5.43M	20.94M	15.88M	5.20M
Median Active Inventory Listing Price	\$230,000			\$134,750	\$199,900	\$324,900	\$509,500

May 2022



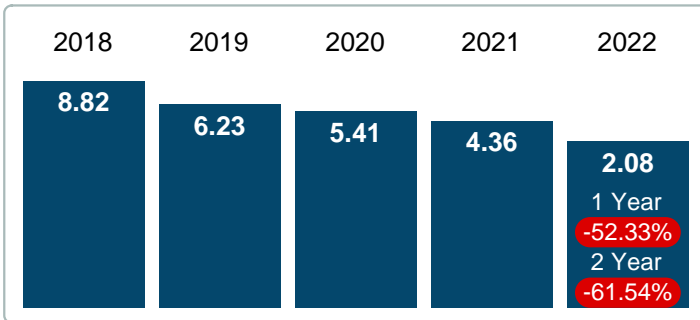
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



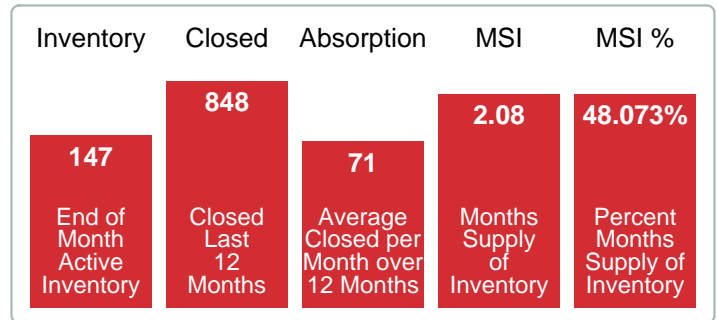
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jun 13, 2022 for MLS Technology Inc.

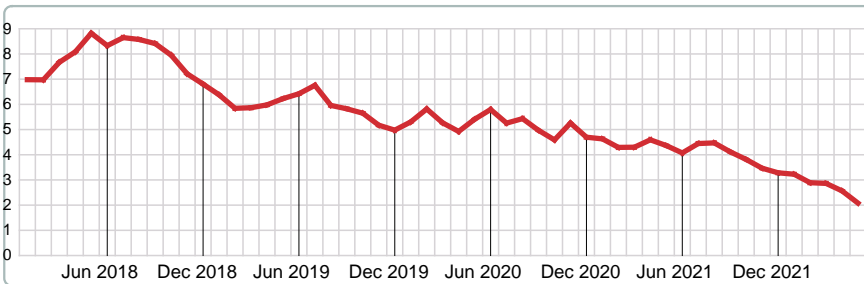
MSI FOR MAY



INDICATORS FOR MAY 2022

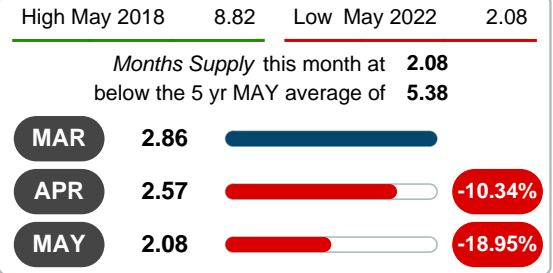


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.38



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	8	5.44%	1.68	1.71	1.14	12.00	0.00
\$50,001 - \$125,000	24	16.33%	1.23	1.43	0.80	3.20	0.00
\$125,001 - \$150,000	13	8.84%	1.81	2.12	2.00	0.92	0.00
\$150,001 - \$300,000	46	31.29%	1.70	2.88	1.53	1.97	0.00
\$300,001 - \$400,000	21	14.29%	3.11	12.00	1.64	3.48	12.00
\$400,001 - \$650,000	21	14.29%	4.94	12.00	7.50	2.73	3.60
\$650,001 and up	14	9.52%	12.00	0.00	10.00	36.00	9.00
Market Supply of Inventory (MSI)			2.08	2.13	1.67	2.94	4.80
Total Active Inventory by Units		100%	2.08	30	70	37	10

May 2022



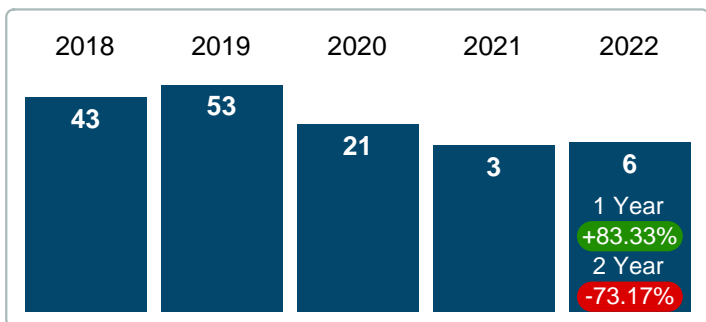
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



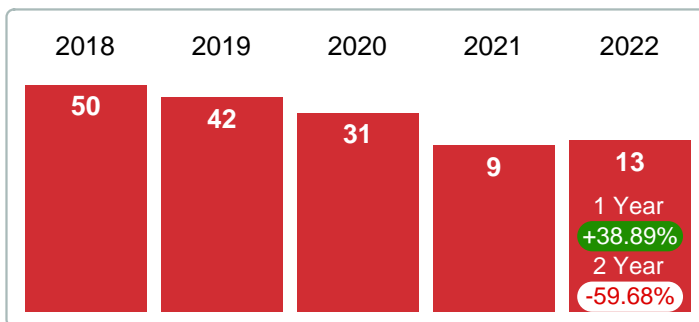
MEDIAN DAYS ON MARKET TO SALE

Report produced on Jun 13, 2022 for MLS Technology Inc.

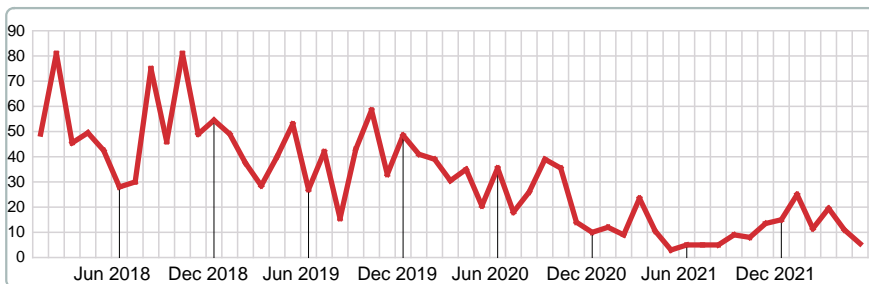
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

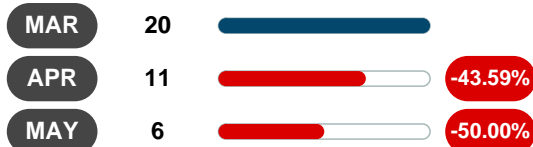


3 MONTHS

5 year MAY AVG = 25

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 6 below the 5 yr MAY average of 25



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	6.67%	14	7	73	0	0
\$50,001 - \$100,000	11.67%	4	1	4	5	0
\$100,001 - \$150,000	20.00%	5	2	14	34	0
\$150,001 - \$225,000	23.33%	3	59	3	0	0
\$225,001 - \$275,000	10.00%	13	1	13	0	38
\$275,001 - \$550,000	20.00%	11	0	14	10	0
\$550,001 and up	8.33%	15	0	266	37	10
Median Closed DOM		6	2	8	15	12
Total Closed Units	100%	60	14	34	9	3
Total Closed Volume		14,134,150	1.52M	7.77M	3.26M	1.59M

May 2022



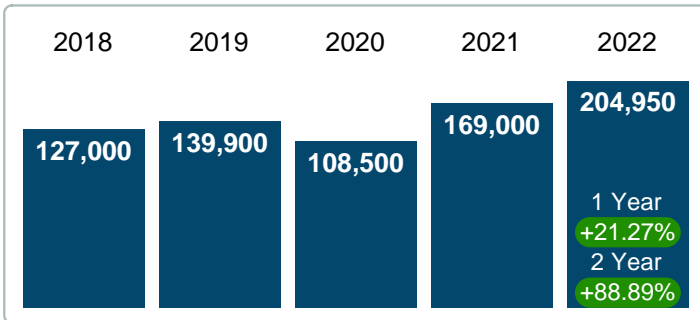
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



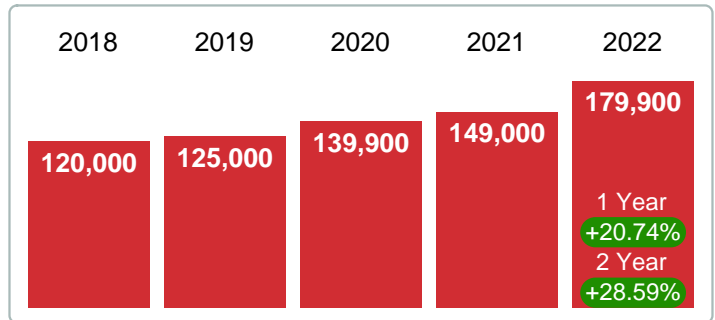
MEDIAN LIST PRICE AT CLOSING

Report produced on Jun 13, 2022 for MLS Technology Inc.

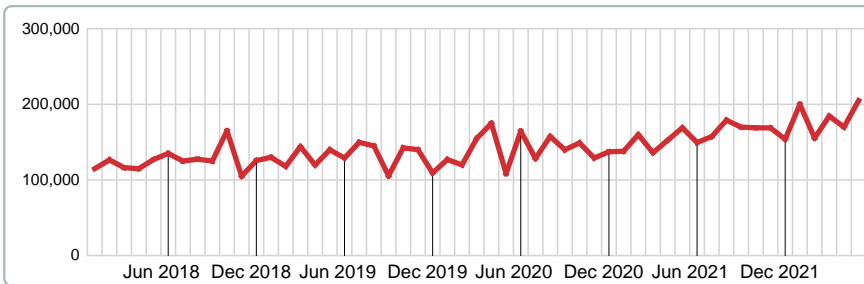
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

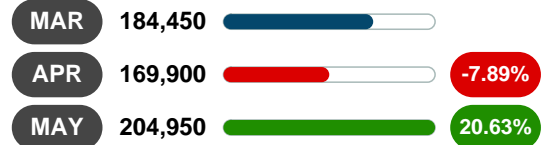


3 MONTHS

5 year MAY AVG = 149,870

High May 2022 204,950 Low Nov 2018 105,000

Median List Price at Closing this month at **204,950** above the 5 yr MAY average of **149,870**



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	6.67%	32,450	27,450	42,450	0	0
\$50,001 - \$100,000	11.67%	80,000	80,000	85,000	80,000	0
\$100,001 - \$150,000	18.33%	129,000	126,500	129,000	124,500	0
\$150,001 - \$225,000	25.00%	199,900	187,500	199,900	0	0
\$225,001 - \$275,000	10.00%	258,000	253,500	263,750	0	250,000
\$275,001 - \$550,000	20.00%	325,000	0	322,450	419,450	0
\$550,001 and up	8.33%	749,500	0	875,000	664,450	694,750
Median List Price		204,950	101,938	211,000	399,900	640,000
Total Closed Units	100%	204,950	14	34	9	3
Total Closed Volume		14,615,375	1.60M	8.04M	3.34M	1.64M

May 2022



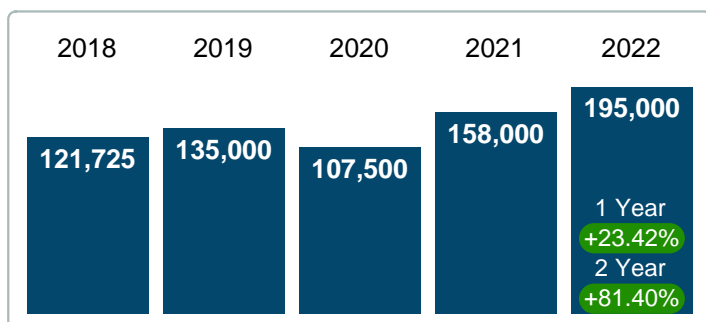
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



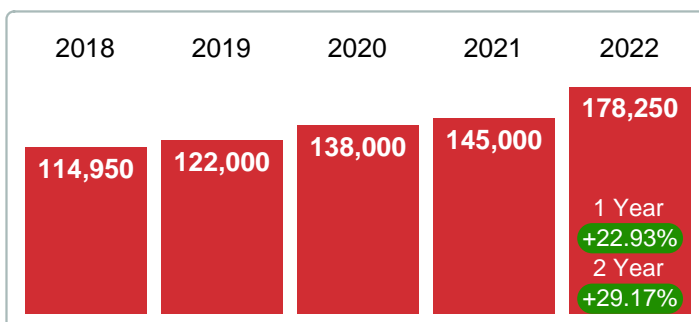
MEDIAN SOLD PRICE AT CLOSING

Report produced on Jun 13, 2022 for MLS Technology Inc.

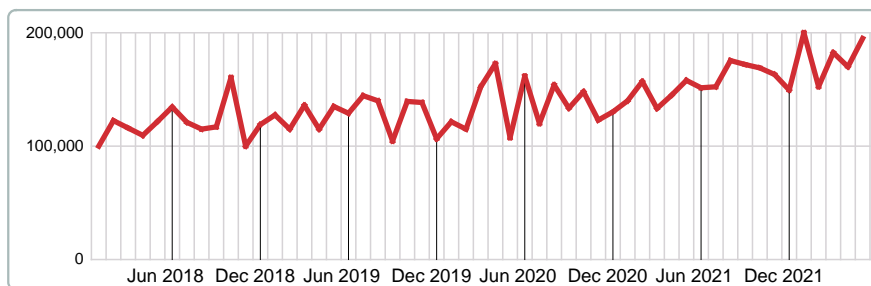
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

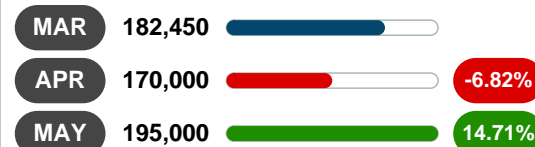


3 MONTHS

5 year MAY AVG = 143,445

High Jan 2022 200,000 Low Jan 2018 100,000

Median Sold Price at Closing this month at **195,000** above the 5 yr MAY average of **143,445**



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	4	6.67%	28,000	23,250	38,500	0	0
\$50,001 - \$100,000	7	11.67%	79,000	70,000	85,000	80,000	0
\$100,001 - \$150,000	12	20.00%	132,000	126,500	134,500	120,500	0
\$150,001 - \$225,000	14	23.33%	195,000	175,000	202,450	0	0
\$225,001 - \$275,000	6	10.00%	252,000	232,500	257,500	0	241,000
\$275,001 - \$550,000	12	20.00%	322,500	0	307,500	408,450	0
\$550,001 and up	5	8.33%	730,000	0	800,000	643,988	672,500
Median Sold Price			195,000	101,938	209,500	399,900	615,000
Total Closed Units		100%	195,000	14	34	9	3
Total Closed Volume			14,134,150	1.52M	7.77M	3.26M	1.59M

May 2022



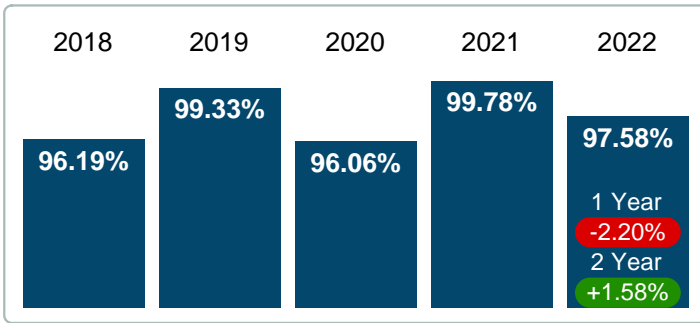
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



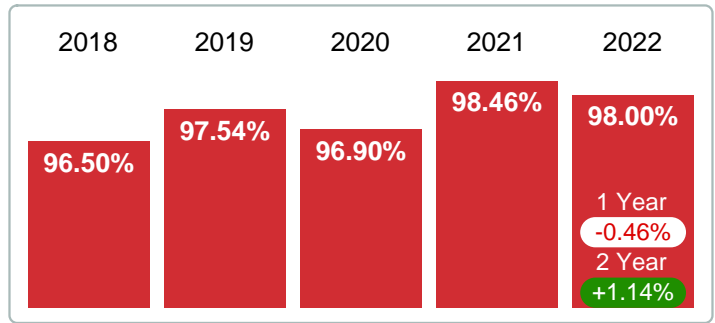
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 13, 2022 for MLS Technology Inc.

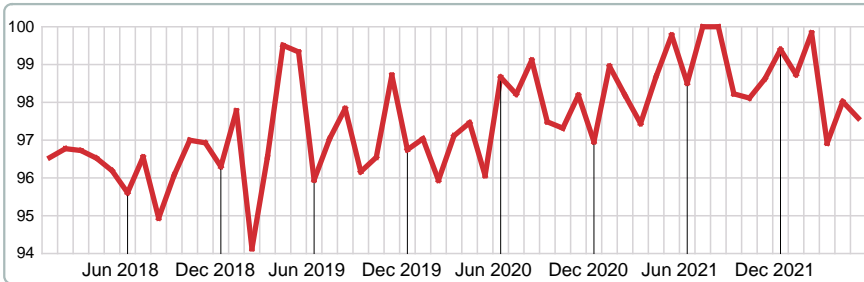
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

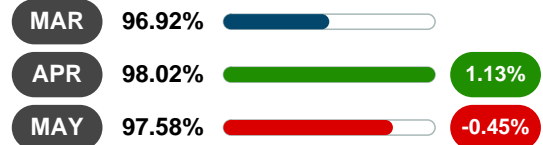


3 MONTHS

5 year MAY AVG = 97.79%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.58%**
equal to 5 yr MAY average of **97.79%**



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	4	6.67%	90.09%	85.13%	90.80%	0.00%	0.00%
\$50,001 - \$100,000	7	11.67%	92.99%	92.94%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	12	20.00%	100.00%	100.00%	100.47%	96.90%	0.00%
\$150,001 - \$225,000	14	23.33%	99.88%	94.19%	99.88%	0.00%	0.00%
\$225,001 - \$275,000	6	10.00%	96.44%	91.72%	98.24%	0.00%	96.40%
\$275,001 - \$550,000	12	20.00%	99.43%	0.00%	99.43%	98.29%	0.00%
\$550,001 and up	5	8.33%	96.09%	0.00%	91.43%	96.80%	96.75%
Median Sold/List Ratio		97.58%		92.97%	99.31%	97.74%	96.40%
Total Closed Units		60	100%	14	34	9	3
Total Closed Volume		14,134,150		1.52M	7.77M	3.26M	1.59M

May 2022



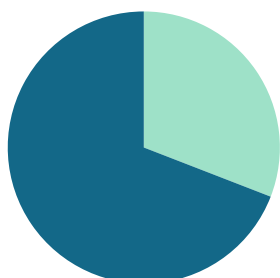
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

INVENTORY

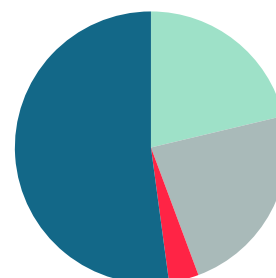


Inventory
 New Listings **84 = 30.88%**
 Start Inventory **188**
 Total Inventory Units **272**
 Volume **\$75,098,529**

Market Activity

Closed Sales **60 = 21.28%**
 Pending Sales **65 = 23.05%**
 Other Off Market **10 = 3.55%**
 Active Inventory **147 = 52.13%**

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	91	60	-34.07%	319	308	-3.45%
Pending Sales	80	65	-18.75%	390	332	-14.87%
New Listings	108	84	-22.22%	425	371	-12.71%
Median List Price	169,000	204,950	21.27%	149,000	179,900	20.74%
Median Sale Price	158,000	195,000	23.42%	145,000	178,250	22.93%
Median Percent of Selling Price to List Price	99.78%	97.58%	-2.20%	98.46%	98.00%	-0.46%
Median Days on Market to Sale	3.00	5.50	83.33%	9.00	12.50	38.89%
Monthly Inventory	272	147	-45.96%	272	147	-45.96%
Months Supply of Inventory	4.36	2.08	-52.33%	4.36	2.08	-52.33%

Absorption: Last 12 months, an Average of **71** Sales/Month

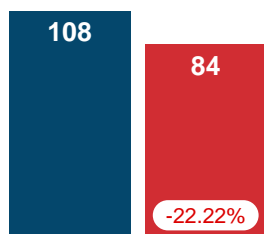
Inventory on May 31, 2022 = **147**

2021 **2022**

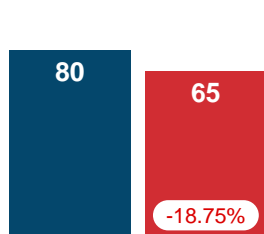
MAY MARKET

MEDIAN PRICES

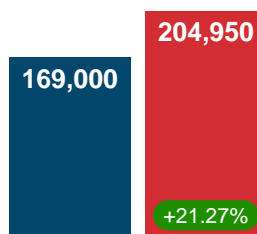
New Listings



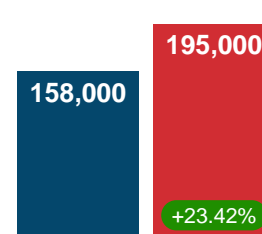
Pending Listings



List Price



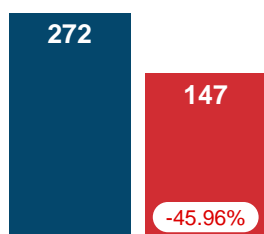
Sale Price



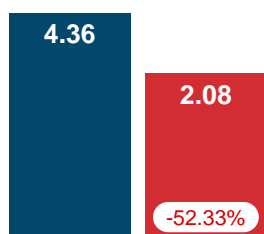
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

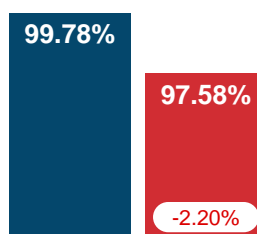
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

