

May 2022



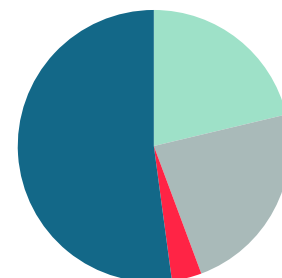
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Average List Price	200,405	243,590	21.55%
Average Sale Price	193,217	235,569	21.92%
Average Percent of Selling Price to List Price	95.71%	96.49%	0.82%
Average Days on Market to Sale	38.65	28.05	-27.42%
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.

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 **21.92%** in May 2022 to \$235,569 versus the previous year at \$193,217.

Average Days on Market Shortens

The average number of **28.05** days that homes spent on the market before selling decreased by 10.60 days or **27.42%** in May 2022 compared to last year's same month at **38.65** DOM.

Sales Success for May 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 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.

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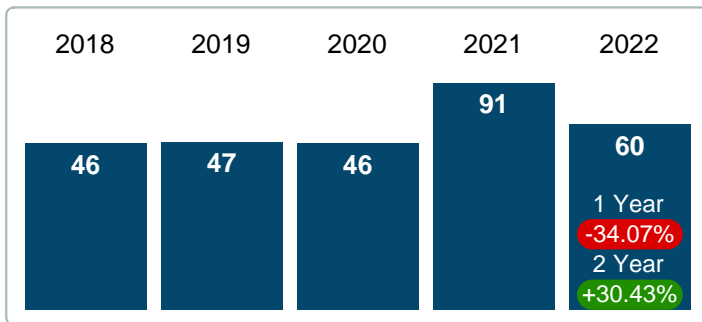
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



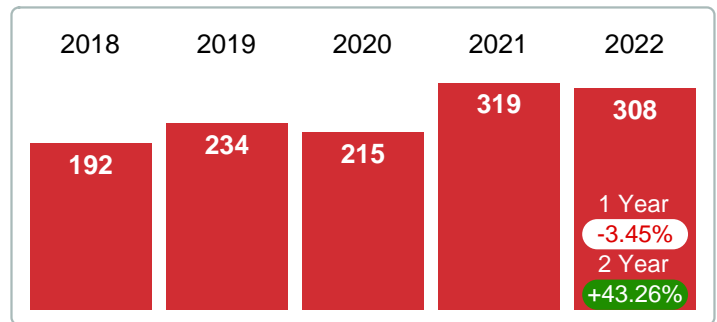
CLOSED LISTINGS

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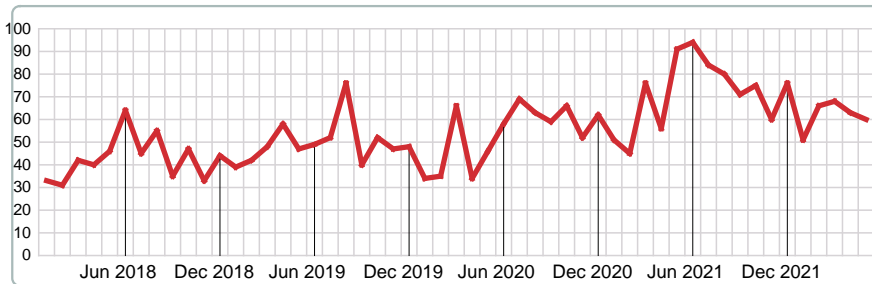
MAY



YEAR TO DATE (YTD)

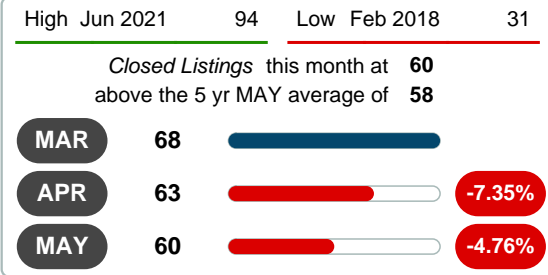


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.67%	39.8	2	2	0	0
\$50,001 - \$100,000	7	11.67%	14.4	5	1	1	0
\$100,001 - \$150,000	12	20.00%	26.8	4	6	2	0
\$150,001 - \$225,000	14	23.33%	16.0	2	12	0	0
\$225,001 - \$275,000	6	10.00%	15.5	1	4	0	1
\$275,001 - \$550,000	12	20.00%	35.6	0	8	4	0
\$550,001 and up	5	8.33%	71.6	0	1	2	2
Total Closed Units	60			14	34	9	3
Total Closed Volume	14,134,150	100%	28.1	1.52M	7.77M	3.26M	1.59M
Average Closed Price	\$235,569			\$108,420	\$228,659	\$361,764	\$528,667

May 2022



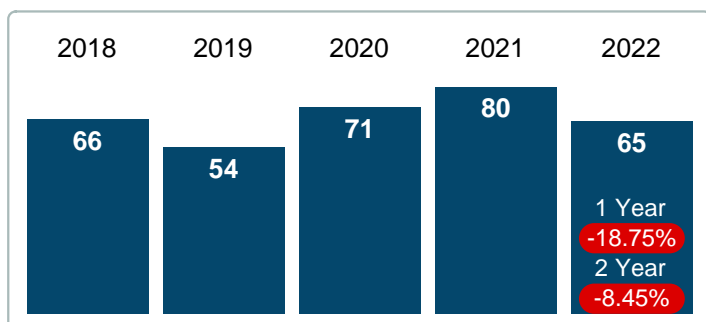
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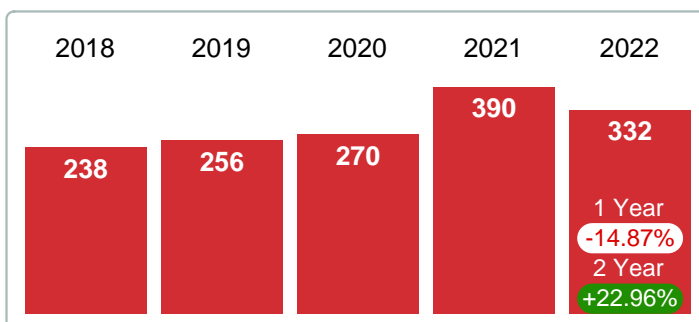
PENDING LISTINGS

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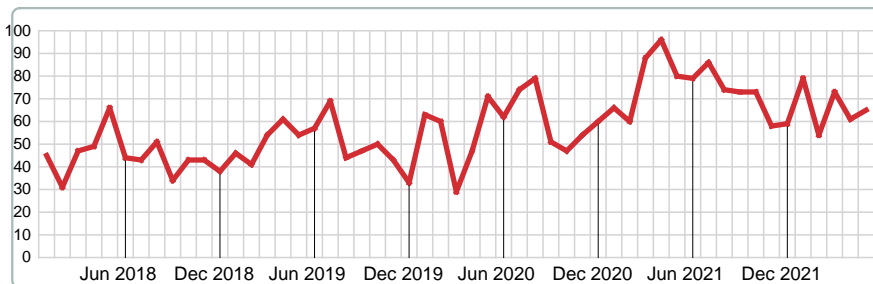
MAY



YEAR TO DATE (YTD)

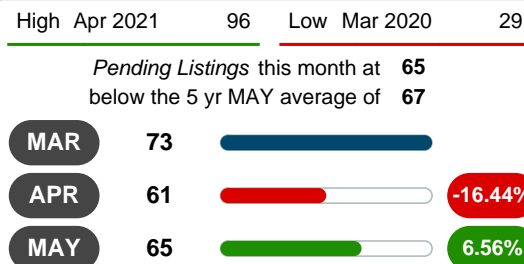


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.15%	46.8	2	1	1	0
\$50,001 - \$100,000	10	15.38%	68.7	5	4	1	0
\$100,001 - \$140,000	8	12.31%	15.9	2	5	1	0
\$140,001 - \$190,000	17	26.15%	26.3	4	9	3	1
\$190,001 - \$250,000	11	16.92%	33.9	1	7	2	1
\$250,001 - \$330,000	7	10.77%	10.1	1	5	1	0
\$330,001 and up	8	12.31%	25.6	0	3	5	0
Total Pending Units	65			15	34	14	2
Total Pending Volume	12,477,464	100%	0.0	1.82M	6.53M	3.70M	428.90K
Average Listing Price	\$146,696			\$121,131	\$192,082	\$264,343	\$214,450

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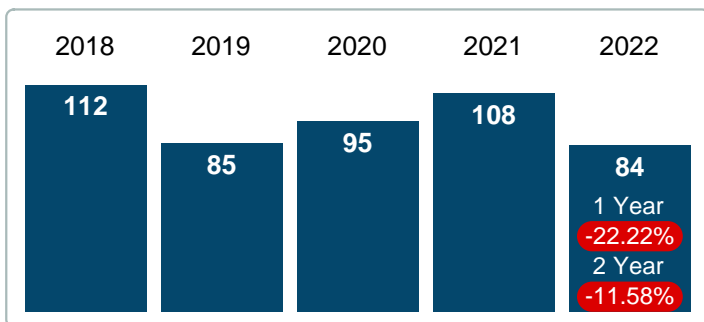
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



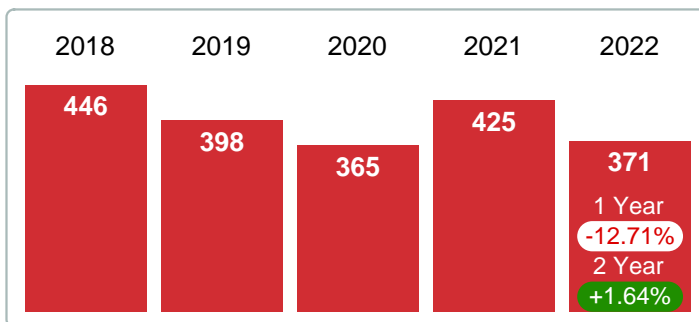
NEW LISTINGS

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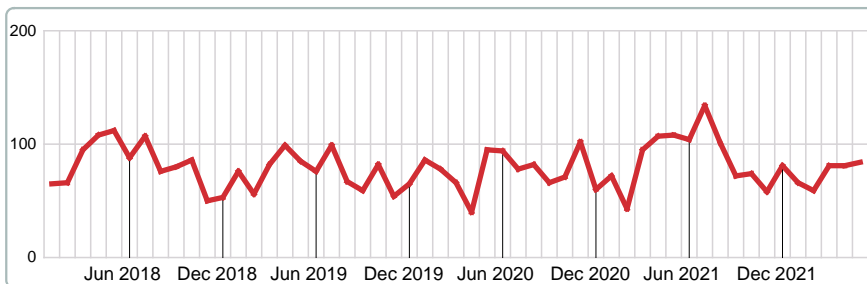
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

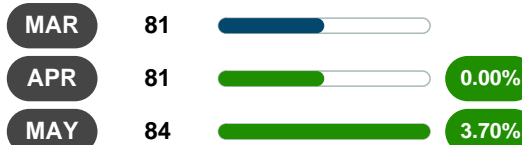


3 MONTHS

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
\$90,000 and less	8	9.52%	5	3	0	0
\$90,001 - \$130,000	9	10.71%	3	2	3	1
\$130,001 - \$170,000	14	16.67%	5	8	1	0
\$170,001 - \$240,000	19	22.62%	1	14	3	1
\$240,001 - \$320,000	15	17.86%	1	8	6	0
\$320,001 - \$420,000	8	9.52%	1	3	3	1
\$420,001 and up	11	13.10%	0	7	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
Average New Listed Listing Price	\$146,696		\$142,748	\$263,562	\$298,574	\$358,225

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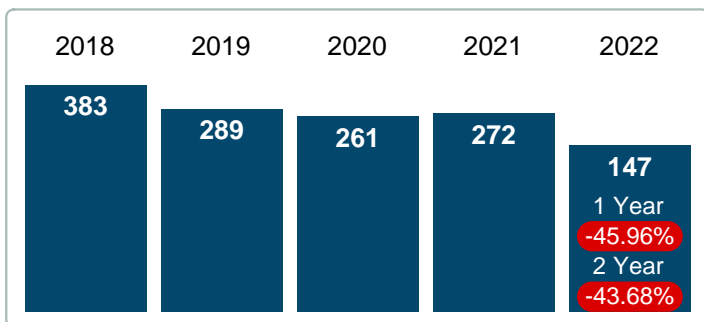
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



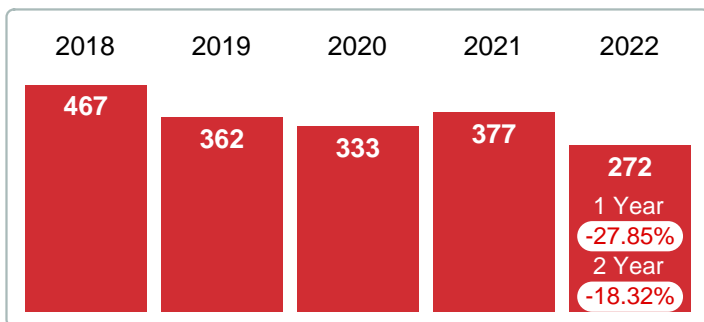
ACTIVE INVENTORY

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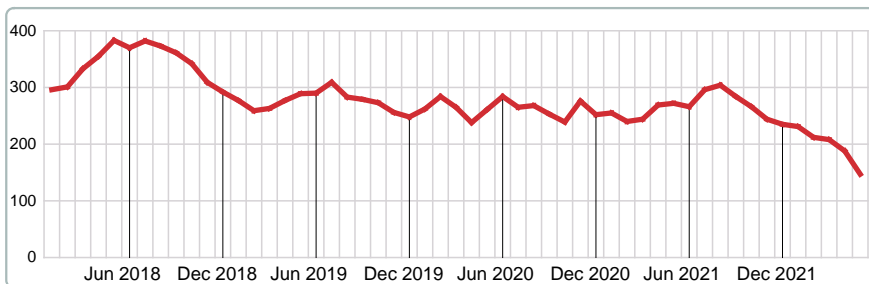
END OF MAY



ACTIVE DURING MAY

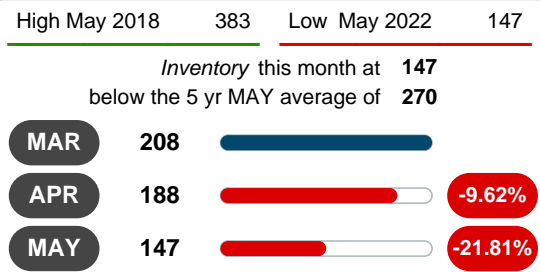


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 270



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.44%	115.4	5	2	1	0
\$50,001 - \$125,000	24	16.33%	64.6	10	9	4	1
\$125,001 - \$150,000	13	8.84%	70.2	3	9	1	0
\$150,001 - \$300,000	46	31.29%	52.2	6	29	11	0
\$300,001 - \$400,000	21	14.29%	83.7	3	6	9	3
\$400,001 - \$650,000	21	14.29%	58.9	3	10	5	3
\$650,001 and up	14	9.52%	69.4	0	5	6	3
Total Active Inventory by Units	147			30	70	37	10
Total Active Inventory by Volume	47,450,965	100%	66.3	5.43M	20.94M	15.88M	5.20M
Average Active Inventory Listing Price	\$322,796			\$181,153	\$299,079	\$429,138	\$520,280

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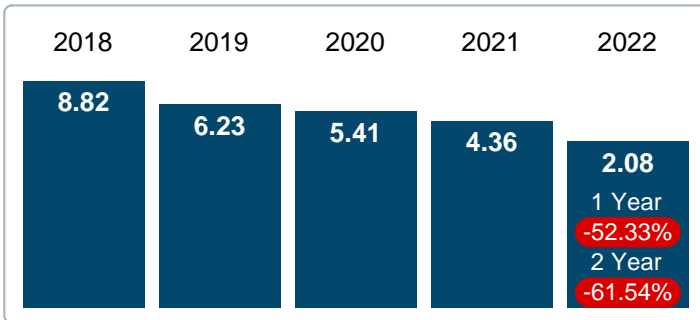
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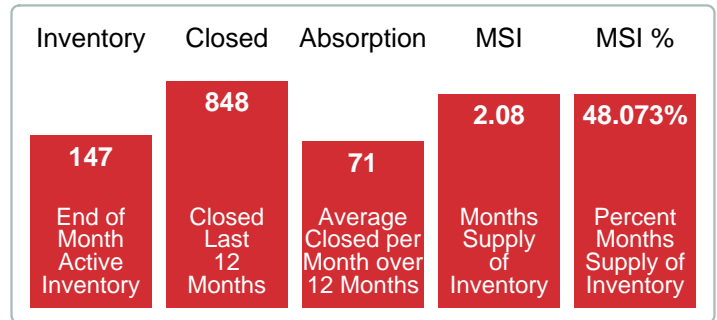
MONTHS SUPPLY of INVENTORY (MSI)

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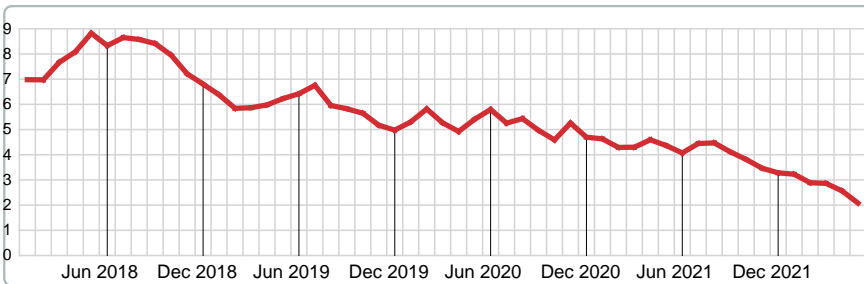
MSI FOR MAY



INDICATORS FOR MAY 2022

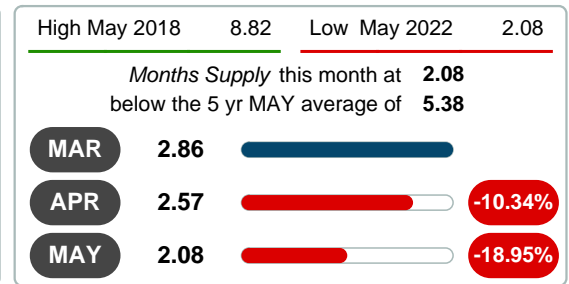


5 YEAR MARKET ACTIVITY TRENDS



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

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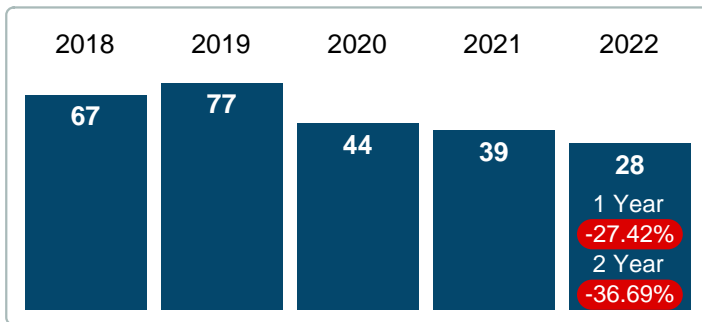
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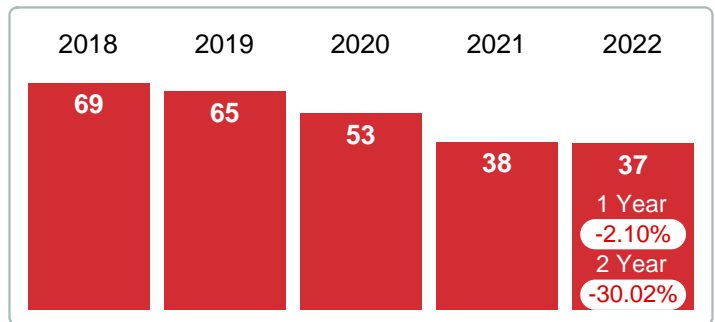
AVERAGE DAYS ON MARKET TO SALE

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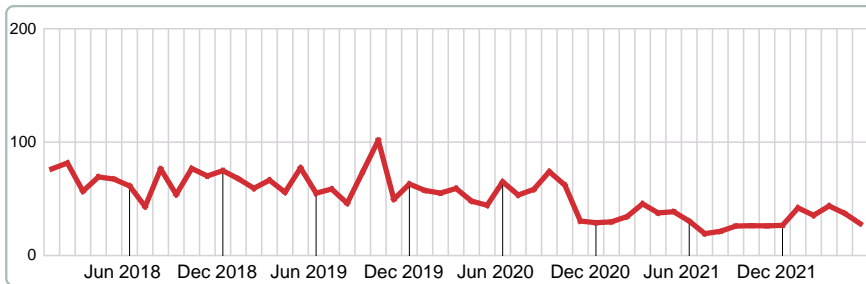
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

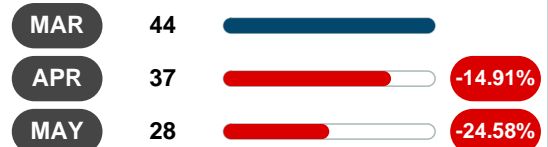


3 MONTHS

5 year MAY AVG = 51

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 28 below the 5 yr MAY average of 51



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	6.67%	40	7	73	0	0
\$50,001 - \$100,000	11.67%	14	18	4	5	0
\$100,001 - \$150,000	20.00%	27	3	41	34	0
\$150,001 - \$225,000	23.33%	16	59	9	0	0
\$225,001 - \$275,000	10.00%	16	1	14	0	38
\$275,001 - \$550,000	20.00%	36	0	21	64	0
\$550,001 and up	8.33%	72	0	266	37	10
Average Closed DOM		28	17	29	45	19
Total Closed Units	100%	28	14	34	9	3
Total Closed Volume		14,134,150	1.52M	7.77M	3.26M	1.59M

May 2022



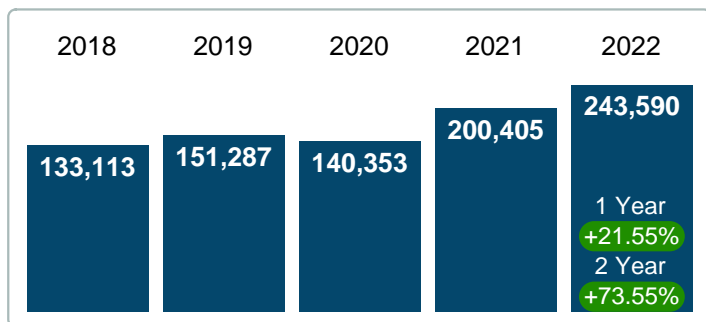
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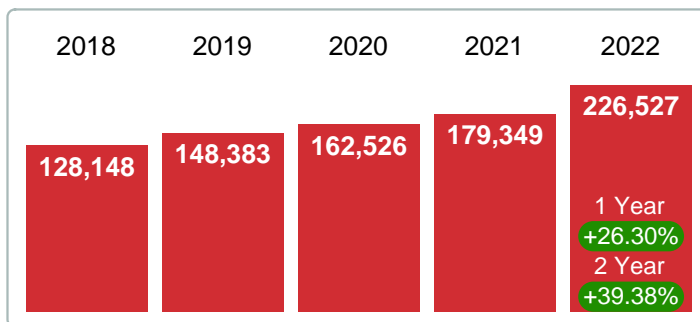
AVERAGE LIST PRICE AT CLOSING

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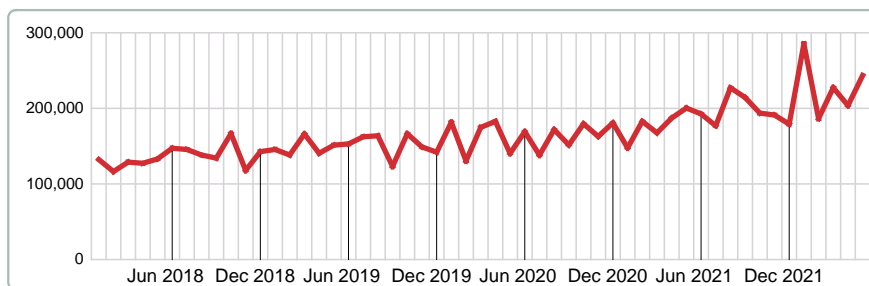
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 173,750

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

Average List Price at Closing this month at **243,590** above the 5 yr MAY average of **173,750**

- MAR 227,410
- APR 203,714 (-10.42%)
- MAY 243,590 (19.57%)

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	4	6.67%	34,950	27,450	42,450	0	
\$50,001 - \$100,000	7	11.67%	82,414	82,380	85,000	80,000	
\$100,001 - \$150,000	11	18.33%	130,170	126,969	138,083	124,500	
\$150,001 - \$225,000	15	25.00%	193,880	187,500	198,308	0	
\$225,001 - \$275,000	6	10.00%	258,250	253,500	261,500	0	
\$275,001 - \$550,000	12	20.00%	367,975	0	342,113	419,700	
\$550,001 and up	5	8.33%	718,680	0	875,000	664,450	
Average List Price		243,590		114,513	236,353	370,744	546,500
Total Closed Units		60	100%	243,590	14	34	9
Total Closed Volume		14,615,375			1.60M	8.04M	3.34M

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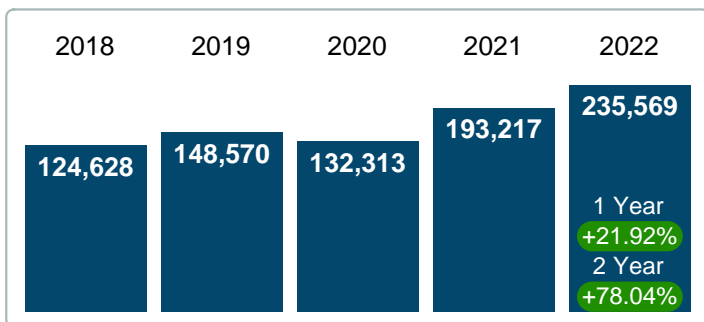
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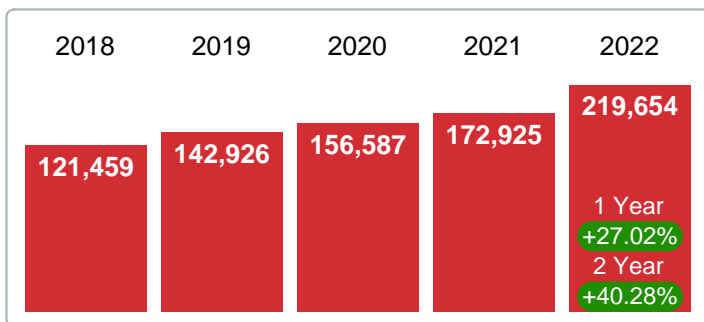
AVERAGE SOLD PRICE AT CLOSING

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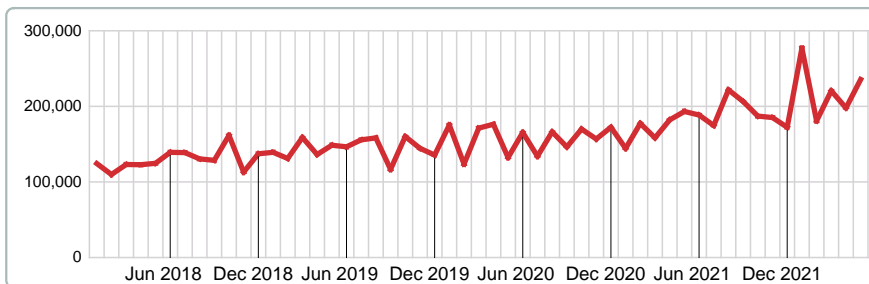
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

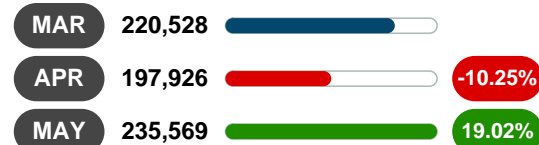


3 MONTHS

5 year MAY AVG = 166,859

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

Average Sold Price at Closing this month at **235,569** above the 5 yr MAY average of **166,859**



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	6.67%	30,875	23,250	38,500	0	0
\$50,001 - \$100,000	11.67%	78,000	76,200	85,000	80,000	0
\$100,001 - \$150,000	20.00%	129,656	126,969	134,500	120,500	0
\$150,001 - \$225,000	23.33%	192,350	175,000	195,242	0	0
\$225,001 - \$275,000	10.00%	250,167	232,500	256,875	0	241,000
\$275,001 - \$550,000	20.00%	356,825	0	329,375	411,725	0
\$550,001 and up	8.33%	686,595	0	800,000	643,988	672,500
Average Sold Price		235,569	108,420	228,659	361,764	528,667
Total Closed Units	100%	235,569	14	34	9	3
Total Closed Volume		14,134,150	1.52M	7.77M	3.26M	1.59M

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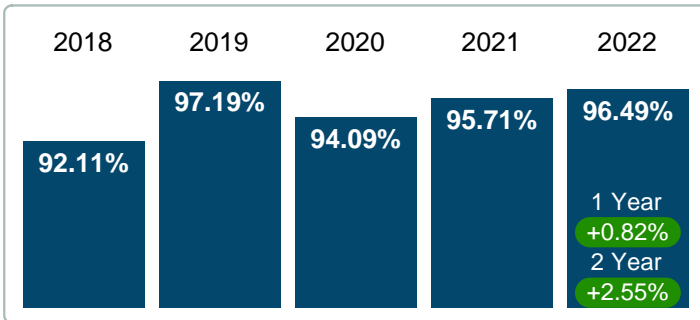
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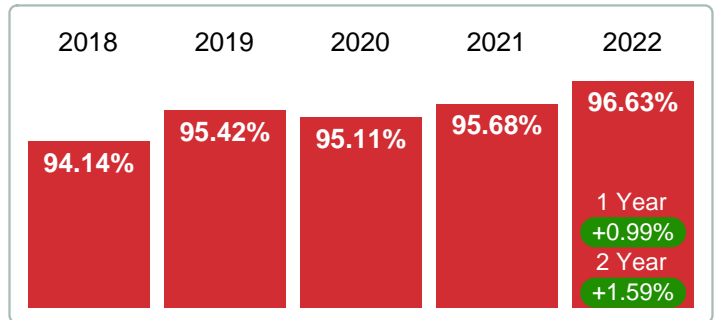
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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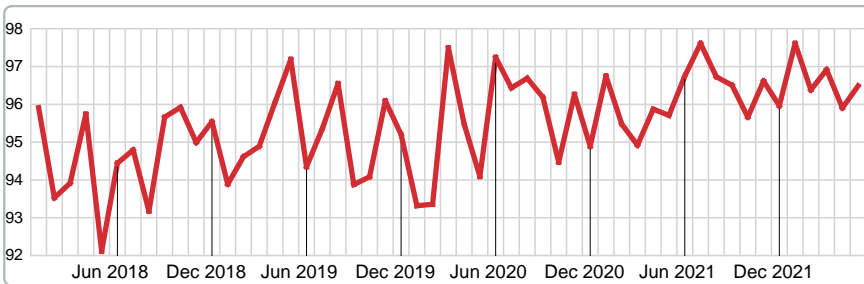
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

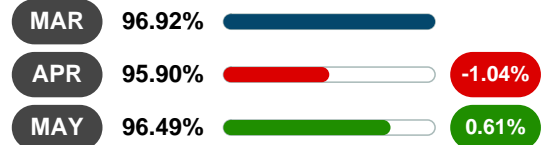


3 MONTHS

5 year MAY AVG = 95.12%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.49%** above the 5 yr MAY average of **95.12%**



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	4	6.67%	87.97%	85.13%	90.80%	0.00%	0.00%
\$50,001 - \$100,000	7	11.67%	94.38%	92.13%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	12	20.00%	98.46%	100.00%	97.95%	96.90%	0.00%
\$150,001 - \$225,000	14	23.33%	97.88%	94.19%	98.50%	0.00%	0.00%
\$225,001 - \$275,000	6	10.00%	96.87%	91.72%	98.27%	0.00%	96.40%
\$275,001 - \$550,000	12	20.00%	97.10%	0.00%	96.71%	97.89%	0.00%
\$550,001 and up	5	8.33%	95.70%	0.00%	91.43%	96.80%	96.75%
Average Sold/List Ratio		96.50%		93.65%	97.34%	97.66%	96.63%
Total Closed Units	60	100%	96.50%	14	34	9	3
Total Closed Volume	14,134,150			1.52M	7.77M	3.26M	1.59M

May 2022



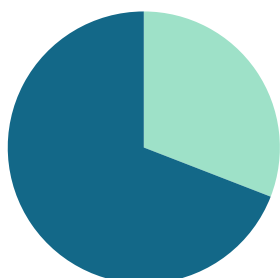
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

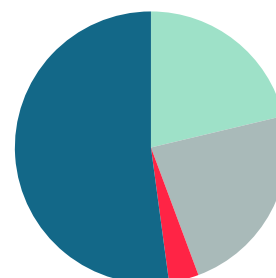


Inventory
 New Listings **84 = 30.88%**
 Start Inventory **188**
 Total Inventory Units **272**
 Volume **\$75,098,529**

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%
Average List Price	200,405	243,590	21.55%	179,349	226,527	26.30%
Average Sale Price	193,217	235,569	21.92%	172,925	219,654	27.02%
Average Percent of Selling Price to List Price	95.71%	96.49%	0.82%	95.68%	96.63%	0.99%
Average Days on Market to Sale	38.65	28.05	-27.42%	38.07	37.27	-2.10%
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

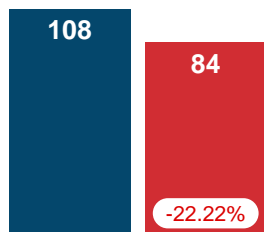
Inventory on May 31, 2022 = **147**

2021 **2022**

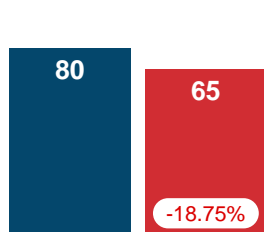
MAY MARKET

AVERAGE PRICES

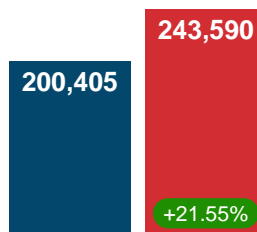
New Listings



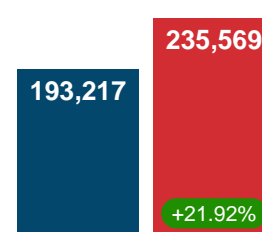
Pending Listings



List Price



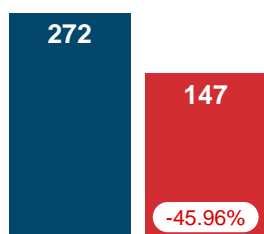
Sale Price



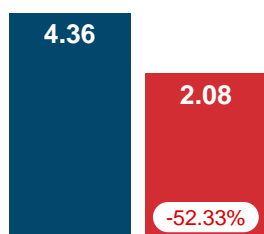
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

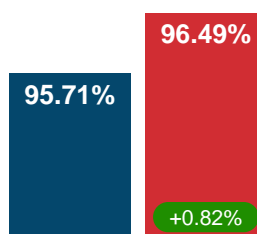
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

