

August 2022



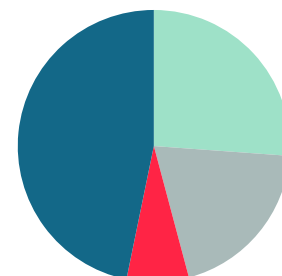
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	80	85	6.25%
Pending Listings	74	64	-13.51%
New Listings	101	69	-31.68%
Average List Price	227,189	240,126	5.69%
Average Sale Price	221,781	223,294	0.68%
Average Percent of Selling Price to List Price	96.73%	94.17%	-2.65%
Average Days on Market to Sale	21.34	27.06	26.81%
End of Month Inventory	306	152	-50.33%
Months Supply of Inventory	4.50	2.28	-49.40%



■ Closed (26.15%)
■ Pending (19.69%)
■ Other OffMarket (7.38%)
■ Active (46.77%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of August 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **50.33%** to 152 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **2.28** 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 **0.68%** in August 2022 to \$223,294 versus the previous year at \$221,781.

Average Days on Market Lengthens

The average number of **27.06** days that homes spent on the market before selling increased by 5.72 days or **26.81%** in August 2022 compared to last year's same month at **21.34** DOM.

Sales Success for August 2022 is Positive

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

There were 69 New Listings in August 2022, down **31.68%** from last year at 101. Furthermore, there were 85 Closed Listings this month versus last year at 80, a **6.25%** increase.

Closed versus Listed trends yielded a **123.2%** ratio, up from previous year's, August 2021, at **79.2%**, a **55.53%** upswing. This will certainly create pressure on a decreasing Month's 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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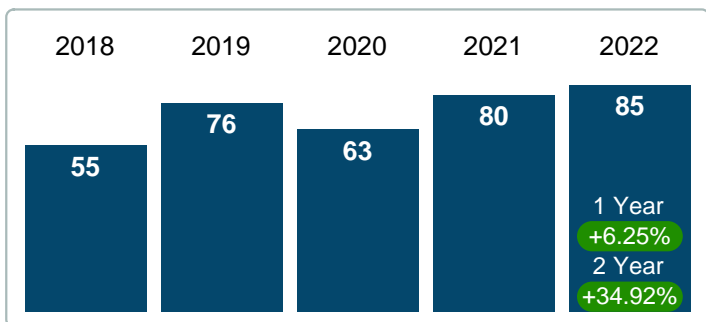
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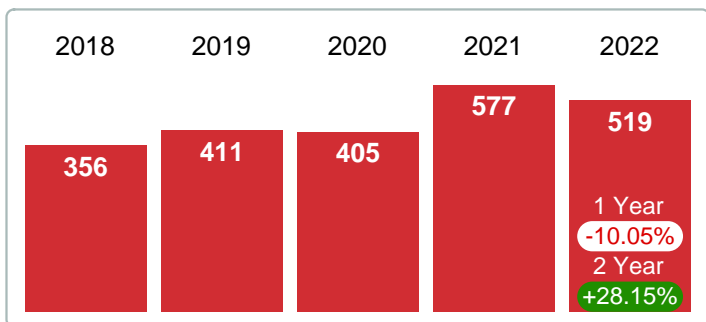
CLOSED LISTINGS

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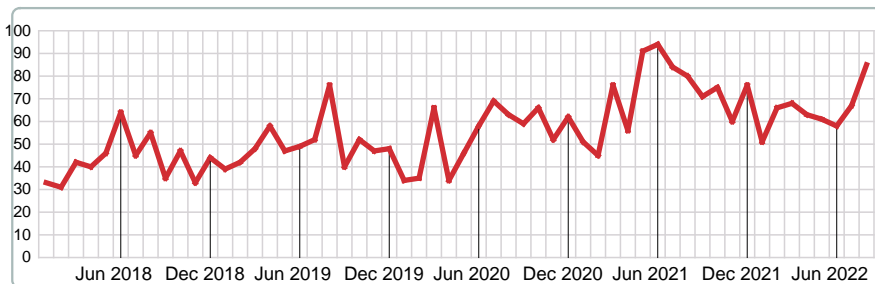
AUGUST



YEAR TO DATE (YTD)

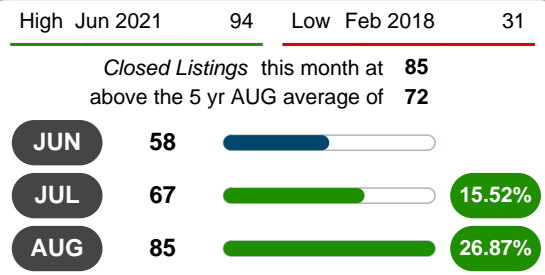


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 72



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.88%	9.6	5	0	0	0
\$25,001 - \$50,000	6	7.06%	50.2	4	2	0	0
\$50,001 - \$125,000	20	23.53%	13.8	7	12	1	0
\$125,001 - \$200,000	21	24.71%	14.4	4	16	1	0
\$200,001 - \$275,000	11	12.94%	34.5	1	9	1	0
\$275,001 - \$400,000	13	15.29%	23.8	0	6	5	2
\$400,001 and up	9	10.59%	75.9	1	6	2	0
Total Closed Units	85			22	51	10	2
Total Closed Volume	18,980,000	100%	27.1	2.06M	13.07M	3.18M	669.80K
Average Closed Price	\$223,294			\$93,718	\$256,294	\$317,740	\$334,900

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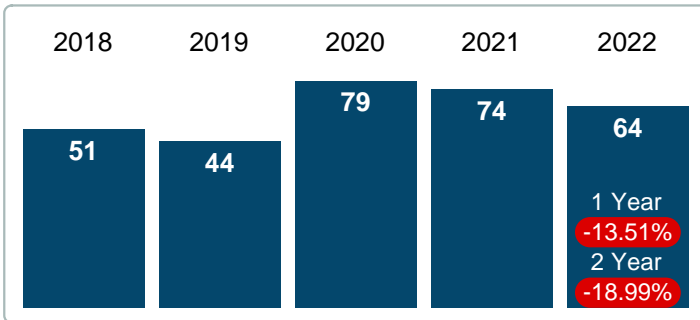
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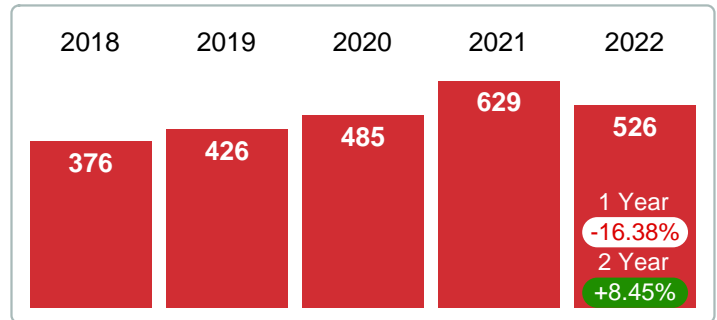
PENDING LISTINGS

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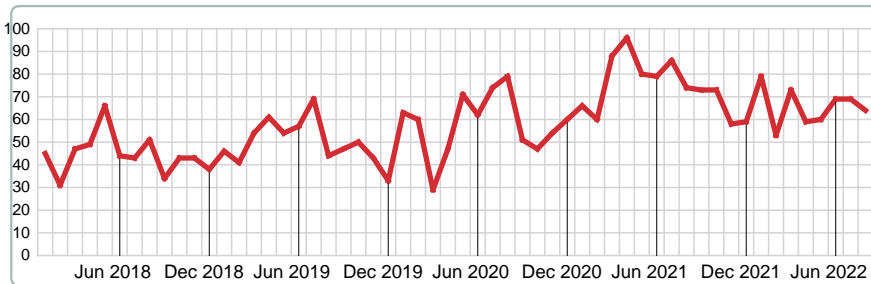
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

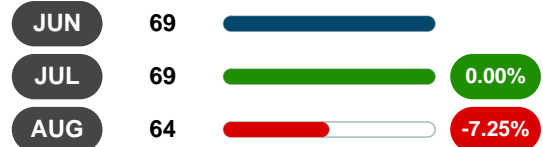


3 MONTHS

5 year AUG AVG = 62

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 64 above the 5 yr AUG average of 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.38%	30.0	6	0	0	0
\$40,001 - \$70,000	7	10.94%	26.7	4	3	0	0
\$70,001 - \$120,000	11	17.19%	36.4	6	4	1	0
\$120,001 - \$180,000	16	25.00%	20.7	2	12	2	0
\$180,001 - \$280,000	9	14.06%	57.4	0	7	2	0
\$280,001 - \$450,000	8	12.50%	58.3	2	2	4	0
\$450,001 and up	7	10.94%	51.4	0	4	3	0
Total Pending Units	64			20	32	12	0
Total Pending Volume	13,070,499	100%	32.1	2.01M	7.10M	3.96M	0.00B
Average Listing Price	\$132,471			\$100,500	\$221,894	\$329,992	\$0

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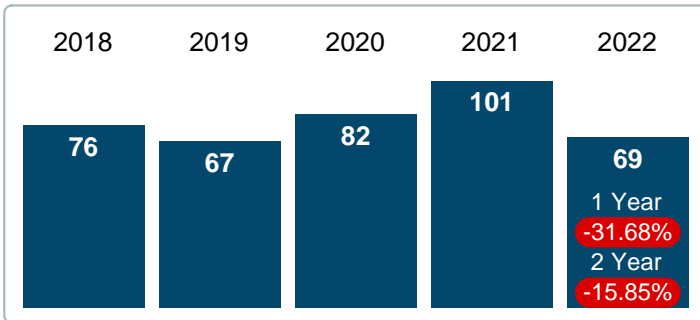
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



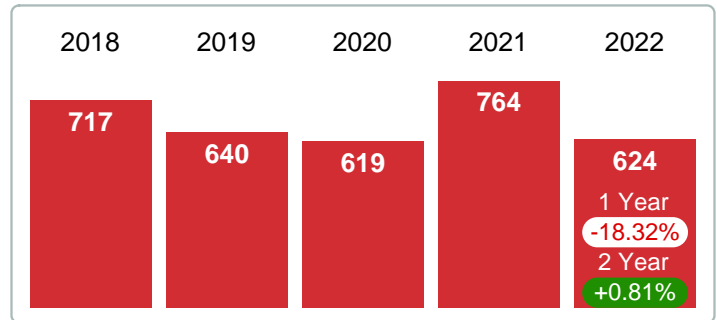
NEW LISTINGS

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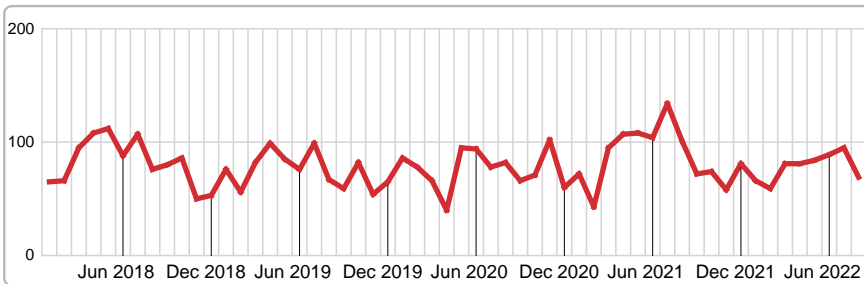
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

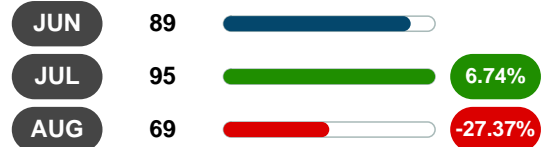


3 MONTHS

5 year AUG AVG = 79

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 69
below the 5 yr AUG average of 79



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	7.25%	3	2	0	0
\$50,001 - \$75,000	6	8.70%	2	4	0	0
\$75,001 - \$125,000	13	18.84%	5	6	2	0
\$125,001 - \$175,000	12	17.39%	1	10	1	0
\$175,001 - \$275,000	17	24.64%	0	10	6	1
\$275,001 - \$425,000	9	13.04%	0	4	4	1
\$425,001 and up	7	10.14%	0	6	1	0
Total New Listed Units	69		11	42	14	2
Total New Listed Volume	18,064,200	100%	828.60K	12.71M	3.90M	624.00K
Average New Listed Listing Price	\$177,400		\$75,327	\$302,671	\$278,529	\$312,000

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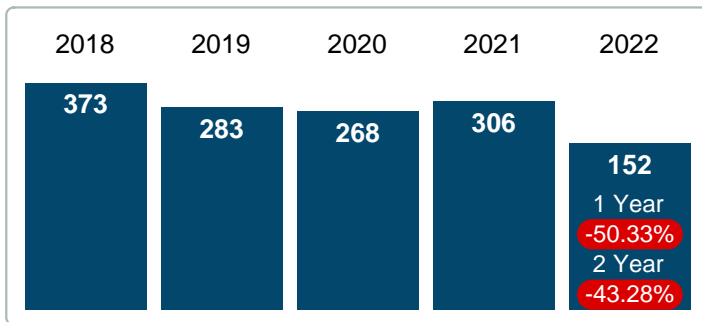
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



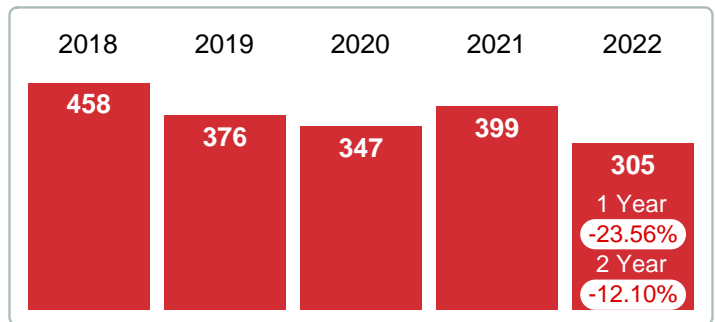
ACTIVE INVENTORY

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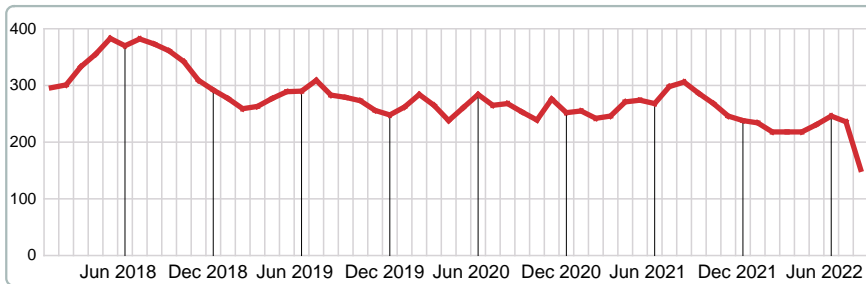
END OF AUGUST



ACTIVE DURING AUGUST

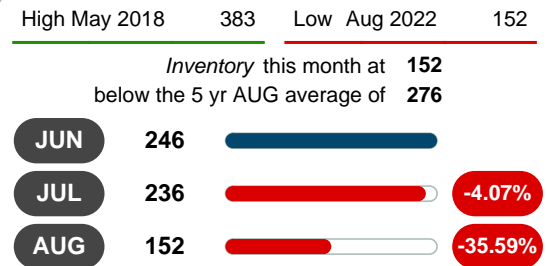


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 276



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	10.53%	64.7	8	6	2	0
\$75,001 - \$125,000	18	11.84%	53.9	5	12	1	0
\$125,001 - \$175,000	19	12.50%	62.4	2	12	4	1
\$175,001 - \$275,000	41	26.97%	60.6	3	23	14	1
\$275,001 - \$375,000	23	15.13%	68.2	2	15	6	0
\$375,001 - \$550,000	20	13.16%	96.7	3	12	4	1
\$550,001 and up	15	9.87%	88.1	0	8	5	2
Total Active Inventory by Units	152			23	88	36	5
Total Active Inventory by Volume	46,222,340	100%	69.1	3.93M	25.72M	13.60M	2.97M
Average Active Inventory Listing Price	\$304,094			\$171,009	\$292,227	\$377,782	\$594,600

August 2022



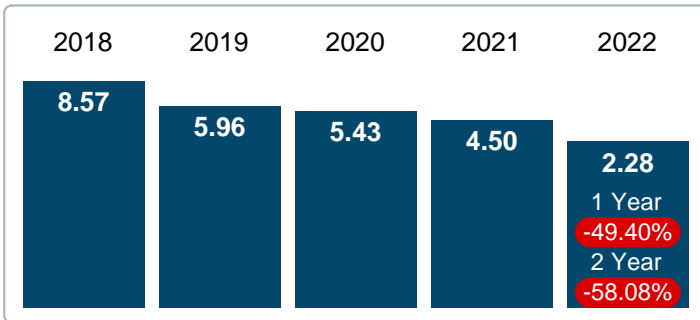
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



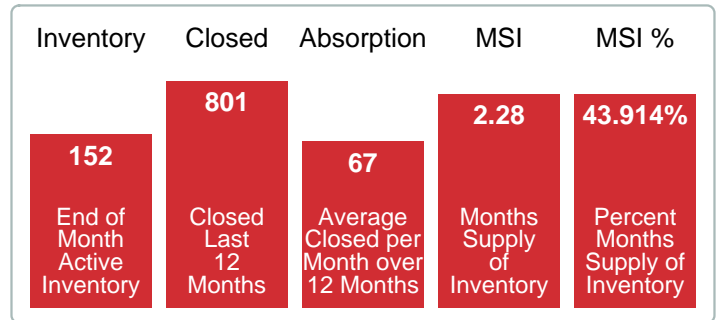
MONTHS SUPPLY of INVENTORY (MSI)

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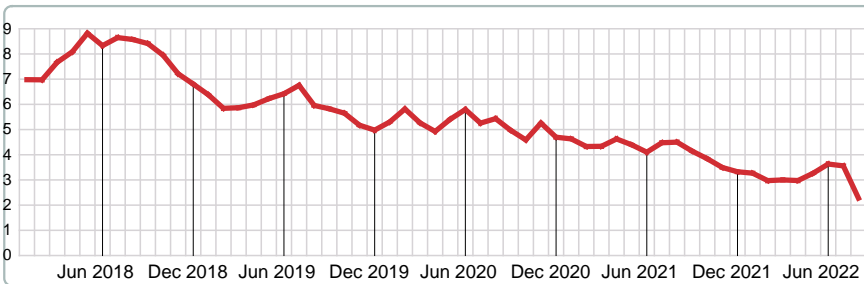
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

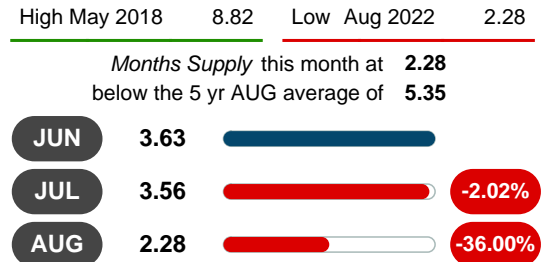


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 5.35



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
\$75,000 and less	16	10.53%	1.75	1.81	1.33	8.00	0.00
\$75,001 - \$125,000	18	11.84%	1.49	1.05	1.89	1.09	0.00
\$125,001 - \$175,000	19	12.50%	1.42	0.65	1.48	2.09	3.00
\$175,001 - \$275,000	41	26.97%	2.32	4.00	1.80	3.82	2.00
\$275,001 - \$375,000	23	15.13%	2.97	12.00	3.40	2.12	0.00
\$375,001 - \$550,000	20	13.16%	4.36	6.00	6.26	2.40	2.00
\$550,001 and up	15	9.87%	7.20	0.00	9.60	8.57	3.43
Market Supply of Inventory (MSI)			2.28	1.67	2.27	3.04	2.14
Total Active Inventory by Units		100%	2.28	23	88	36	5

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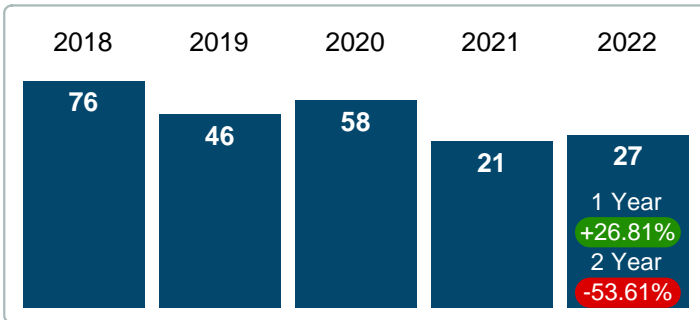
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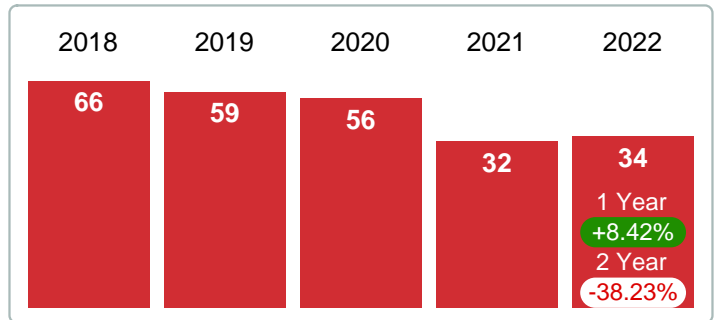
AVERAGE DAYS ON MARKET TO SALE

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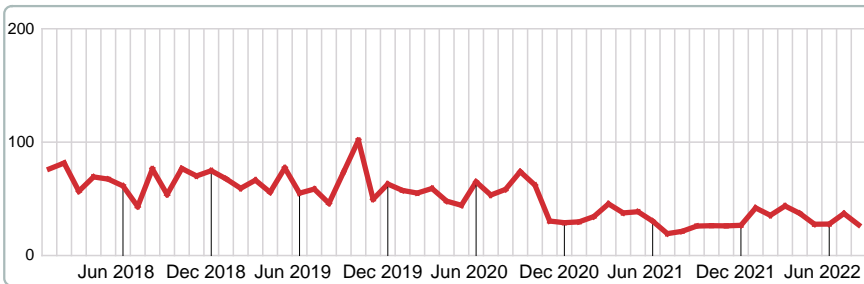
AUGUST



YEAR TO DATE (YTD)

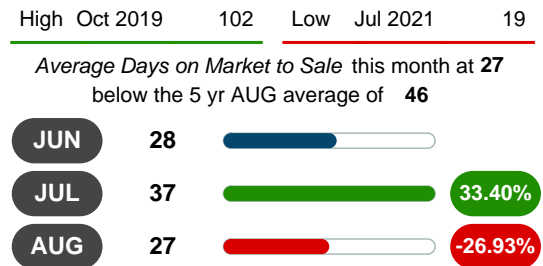


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46



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
\$25,000 and less	5.88%	10	10	0	0	0
\$25,001 - \$50,000	7.06%	50	21	108	0	0
\$50,001 - \$125,000	23.53%	14	12	15	16	0
\$125,001 - \$200,000	24.71%	14	9	17	4	0
\$200,001 - \$275,000	12.94%	35	52	34	20	0
\$275,001 - \$400,000	15.29%	24	0	25	20	32
\$400,001 and up	10.59%	76	170	65	62	0
Average Closed DOM		27	22	29	26	32
Total Closed Units	100%	27	22	51	10	2
Total Closed Volume		18,980,000	2.06M	13.07M	3.18M	669.80K

August 2022



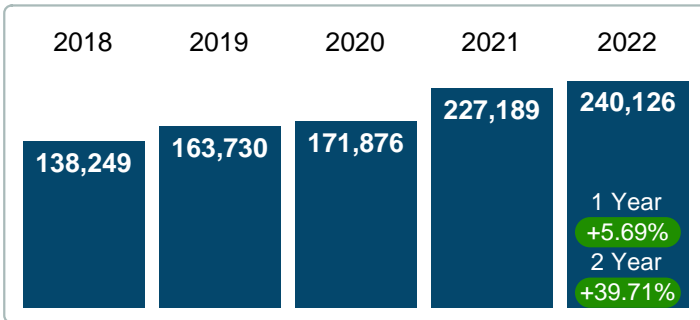
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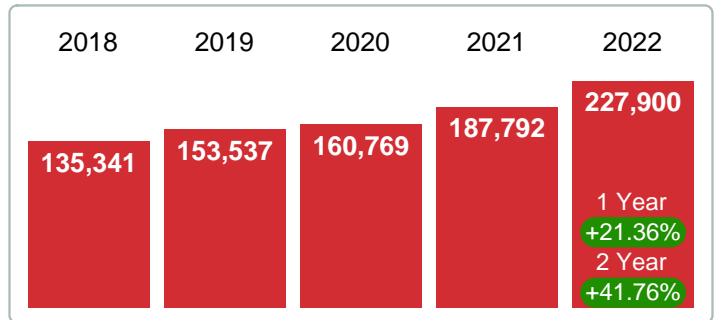
AVERAGE LIST PRICE AT CLOSING

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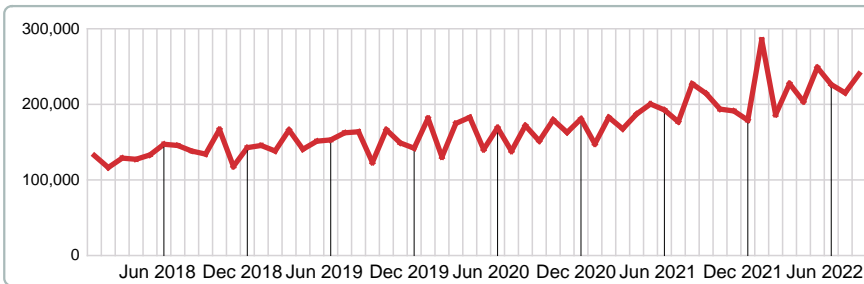
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

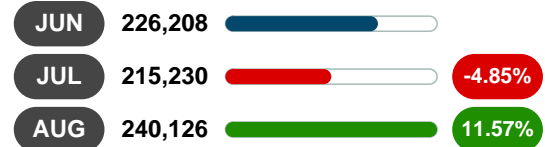


3 MONTHS

5 year AUG AVG = 188,234

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

Average List Price at Closing this month at **240,126** above the 5 yr AUG average of **188,234**



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
\$25,000 and less	3	3.53%	13,300	21,980	0	0	0
\$25,001 - \$50,000	6	7.06%	43,648	52,950	54,450	0	0
\$50,001 - \$125,000	22	25.88%	80,750	82,514	82,508	80,000	0
\$125,001 - \$200,000	20	23.53%	163,775	144,100	169,325	194,900	0
\$200,001 - \$275,000	12	14.12%	235,433	275,000	233,967	239,500	0
\$275,001 - \$400,000	12	14.12%	319,142	0	333,983	313,000	334,900
\$400,001 and up	10	11.76%	840,200	459,000	1,049,833	617,500	0
Average List Price			240,126	100,441	278,761	331,440	334,900
Total Closed Units		100%	240,126	22	51	10	2
Total Closed Volume			20,410,690	2.21M	14.22M	3.31M	669.80K

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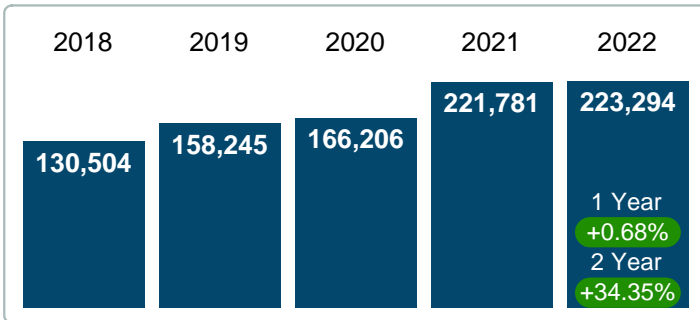
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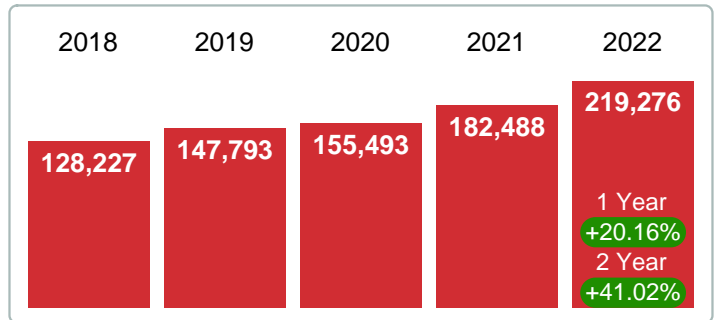
AVERAGE SOLD PRICE AT CLOSING

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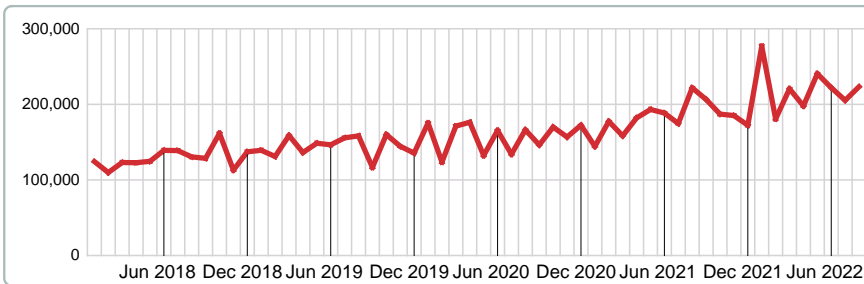
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

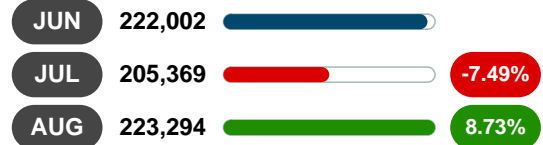


3 MONTHS

5 year AUG AVG = 180,006

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

Average Sold Price at Closing this month at **223,294** above the 5 yr AUG average of **180,006**



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
\$25,000 and less	5.88%	15,980	15,980	0	0	0
\$25,001 - \$50,000	7.06%	43,417	41,375	47,500	0	0
\$50,001 - \$125,000	23.53%	76,920	81,629	74,333	75,000	0
\$125,001 - \$200,000	24.71%	163,852	140,750	167,688	194,900	0
\$200,001 - \$275,000	12.94%	227,409	265,000	222,444	234,500	0
\$275,001 - \$400,000	15.29%	320,831	0	326,500	308,400	334,900
\$400,001 and up	10.59%	776,444	417,000	906,667	565,500	0
Average Sold Price		223,294	93,718	256,294	317,740	334,900
Total Closed Units	100%	223,294	22	51	10	2
Total Closed Volume		18,980,000	2.06M	13.07M	3.18M	669.80K

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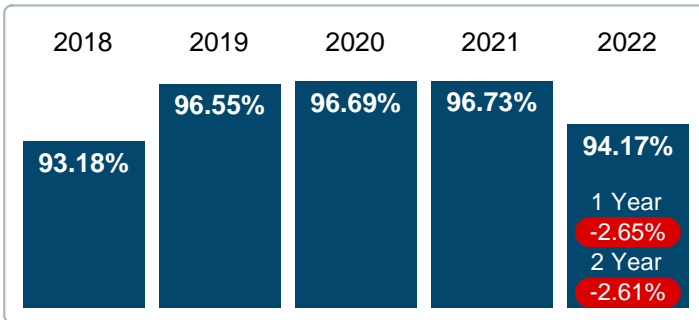
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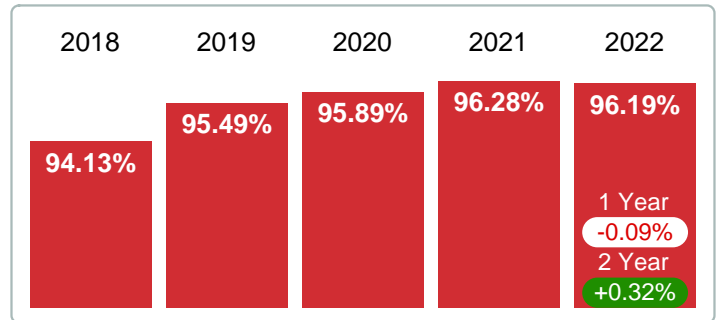
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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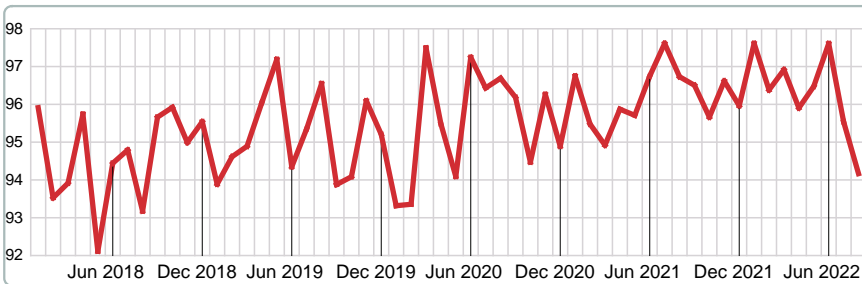
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

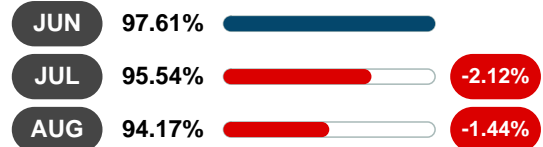


3 MONTHS

5 year AUG AVG = 95.46%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **94.17%**
below the 5 yr AUG average of **95.46%**



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
\$25,000 and less	5	5.88%	80.71%	80.71%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	7.06%	80.94%	77.68%	87.46%	0.00%	0.00%
\$50,001 - \$125,000	20	23.53%	93.62%	98.22%	90.92%	93.75%	0.00%
\$125,001 - \$200,000	21	24.71%	99.03%	97.99%	99.23%	100.00%	0.00%
\$200,001 - \$275,000	11	12.94%	95.52%	96.36%	95.16%	97.91%	0.00%
\$275,001 - \$400,000	13	15.29%	98.35%	0.00%	97.76%	98.40%	100.00%
\$400,001 and up	9	10.59%	92.63%	90.85%	92.64%	93.49%	0.00%
Average Sold/List Ratio		94.20%		90.05%	95.15%	97.07%	100.00%
Total Closed Units		85	100%	22	51	10	2
Total Closed Volume		18,980,000		2.06M	13.07M	3.18M	669.80K

August 2022



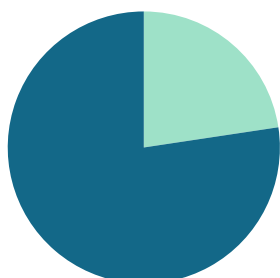
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

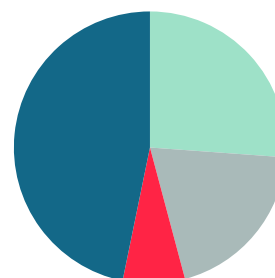


Inventory
 New Listings
69 = 22.62%
 Start Inventory
236
 Total Inventory Units
305
 Volume
\$84,753,329

Market Activity

Closed Sales
85 = 26.15%
 Pending Sales
64 = 19.69%
 Other Off Market
24 = 7.38%
 Active Inventory
152 = 46.77%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	80	85	6.25%	577	519	-10.05%
Pending Sales	74	64	-13.51%	629	526	-16.38%
New Listings	101	69	-31.68%	764	624	-18.32%
Average List Price	227,189	240,126	5.69%	187,792	227,900	21.36%
Average Sale Price	221,781	223,294	0.68%	182,488	219,276	20.16%
Average Percent of Selling Price to List Price	96.73%	94.17%	-2.65%	96.28%	96.19%	-0.09%
Average Days on Market to Sale	21.34	27.06	26.81%	31.76	34.44	8.42%
Monthly Inventory	306	152	-50.33%	306	152	-50.33%
Months Supply of Inventory	4.50	2.28	-49.40%	4.50	2.28	-49.40%

Absorption: Last 12 months, an Average of **67** Sales/Month

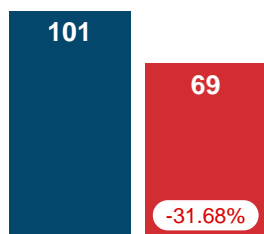
Inventory on August 31, 2022 = **152**

2021 **2022**

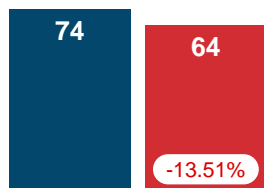
AUGUST MARKET

AVERAGE PRICES

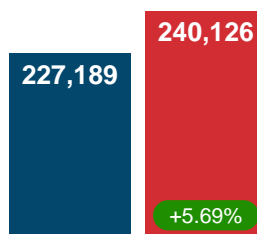
New Listings



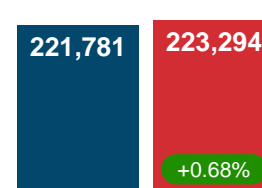
Pending Listings



List Price



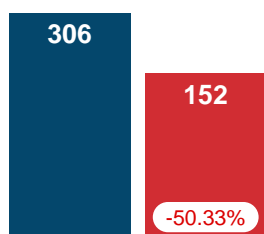
Sale Price



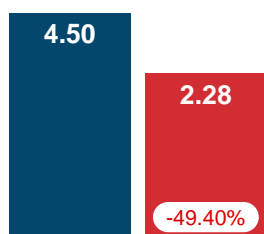
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

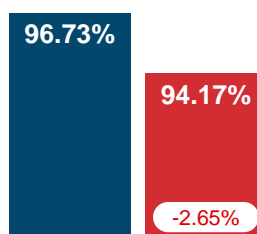
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

