

# September 2022



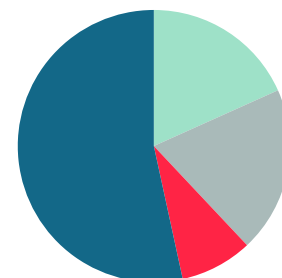
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	71	51	-28.17%
Pending Listings	73	55	-24.66%
New Listings	72	74	2.78%
Average List Price	214,342	203,303	-5.15%
Average Sale Price	206,486	198,634	-3.80%
Average Percent of Selling Price to List Price	96.50%	96.39%	-0.12%
Average Days on Market to Sale	26.00	29.39	13.05%
End of Month Inventory	286	149	-47.90%
Months Supply of Inventory	4.14	2.29	-44.77%



■ Closed (18.28%)  
■ Pending (19.71%)  
■ Other OffMarket (8.60%)  
■ Active (53.41%)

**Absorption:** Last 12 months, an Average of **65 Sales/Month Active Inventory** as of September 30, 2022 = **149**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 decreased **47.90%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **2.29** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.80%** in September 2022 to \$198,634 versus the previous year at \$206,486.

#### Average Days on Market Lengthens

The average number of **29.39** days that homes spent on the market before selling increased by 3.39 days or **13.05%** in September 2022 compared to last year's same month at **26.00** DOM.

#### Sales Success for September 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 74 New Listings in September 2022, up **2.78%** from last year at 72. Furthermore, there were 51 Closed Listings this month versus last year at 71, a **-28.17%** decrease.

Closed versus Listed trends yielded a **68.9%** ratio, down from previous year's, September 2021, at **98.6%**, a **30.11%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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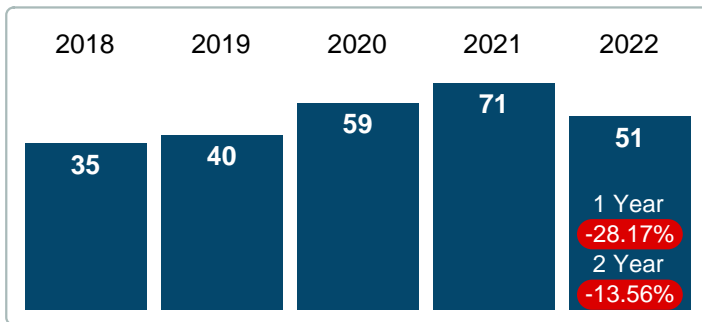
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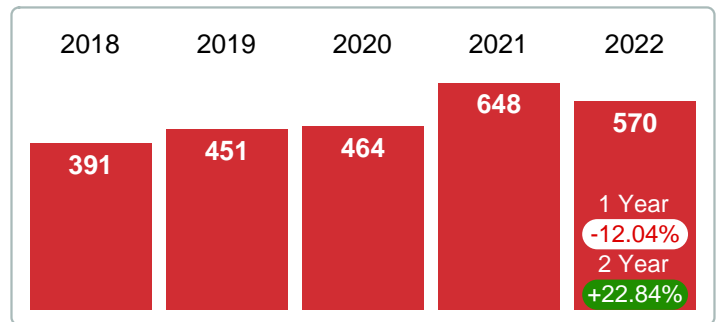
## CLOSED LISTINGS

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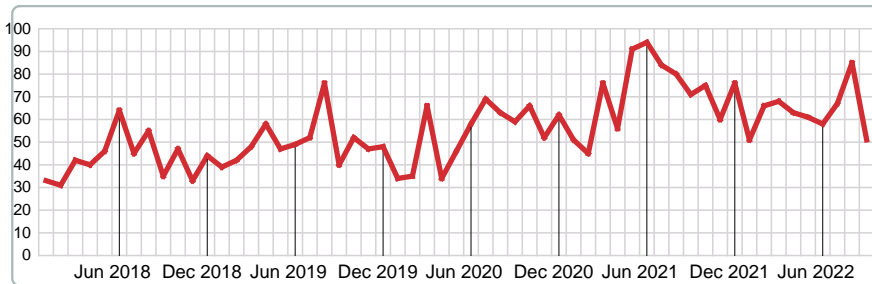
### SEPTEMBER



### YEAR TO DATE (YTD)

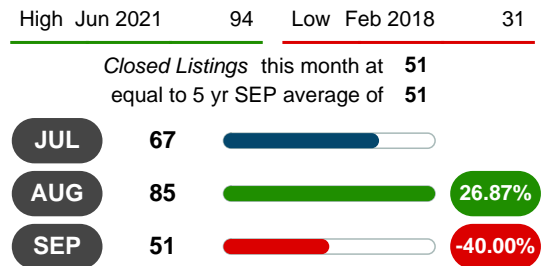


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### 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	7.84%	12.3	2	2	0	0
\$50,001 - \$100,000	6	11.76%	40.7	2	4	0	0
\$100,001 - \$125,000	7	13.73%	25.4	2	5	0	0
\$125,001 - \$175,000	13	25.49%	27.2	3	8	2	0
\$175,001 - \$225,000	8	15.69%	48.6	0	6	2	0
\$225,001 - \$375,000	7	13.73%	32.7	0	3	4	0
\$375,001 and up	6	11.76%	9.3	1	2	3	0
<b>Total Closed Units</b>	<b>51</b>			<b>10</b>	<b>30</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>10,130,325</b>	<b>100%</b>	<b>29.4</b>	<b>1.35M</b>	<b>4.97M</b>	<b>3.81M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$198,634</b>			<b>\$134,590</b>	<b>\$165,727</b>	<b>\$346,602</b>	<b>\$0</b>

# September 2022



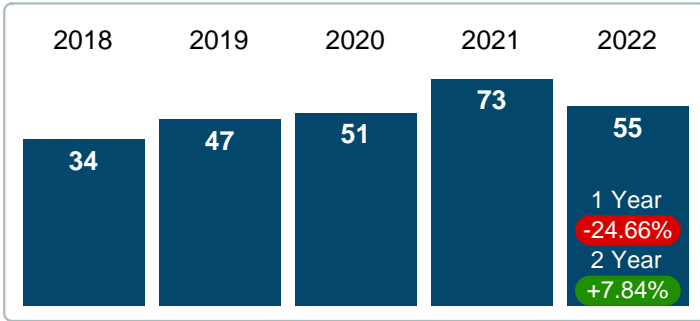
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



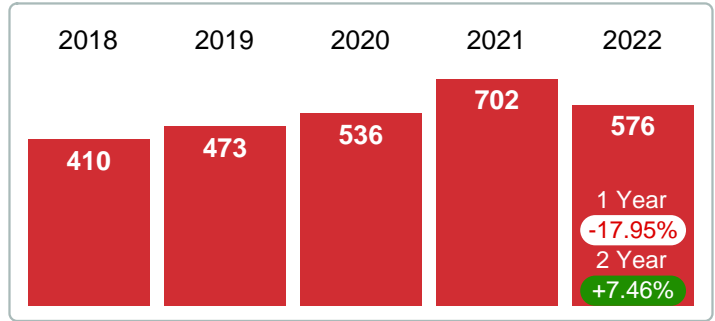
## PENDING LISTINGS

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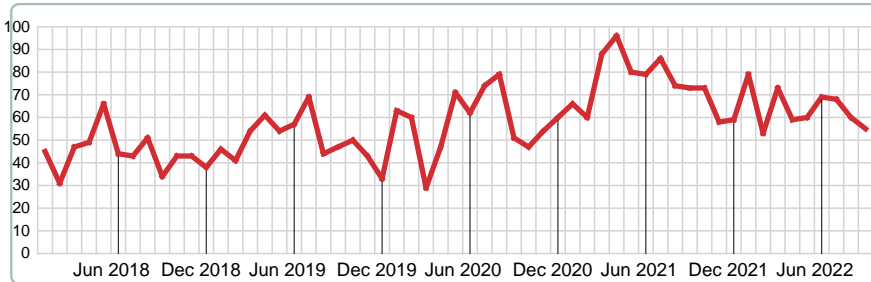
### SEPTEMBER



### YEAR TO DATE (YTD)

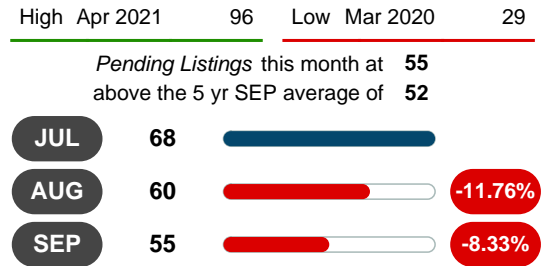


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 52



### 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	2	3.64%	23.5	1	1	0	0
\$75,001 - \$100,000	6	10.91%	12.0	4	2	0	0
\$100,001 - \$150,000	14	25.45%	19.9	3	9	2	0
\$150,001 - \$200,000	11	20.00%	59.0	0	7	4	0
\$200,001 - \$300,000	9	16.36%	42.1	0	7	2	0
\$300,001 - \$475,000	7	12.73%	70.4	0	4	3	0
\$475,001 and up	6	10.91%	33.7	0	4	2	0
<b>Total Pending Units</b>	<b>55</b>			<b>8</b>	<b>34</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,976,300</b>	<b>100%</b>	<b>-0.2</b>	<b>775.30K</b>	<b>8.35M</b>	<b>3.85M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$392,900</b>			<b>\$96,913</b>	<b>\$245,612</b>	<b>\$296,169</b>	<b>\$0</b>

# September 2022



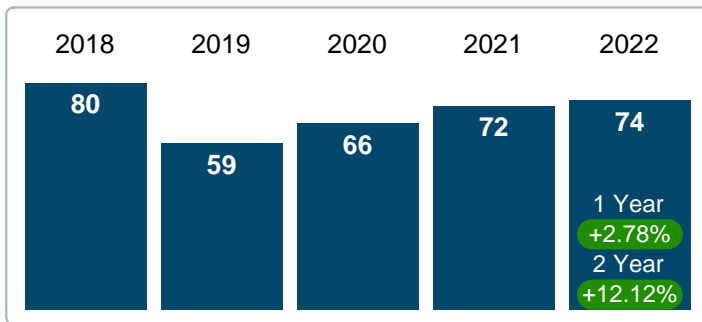
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



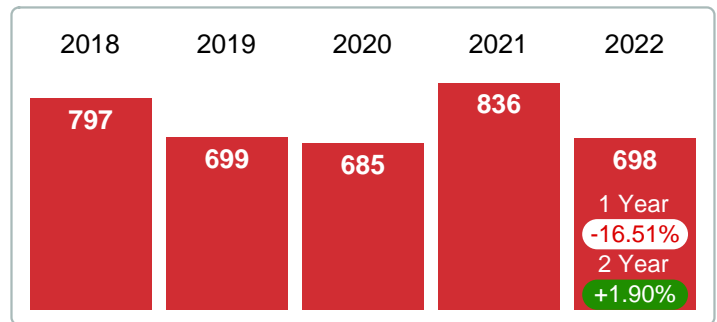
## NEW LISTINGS

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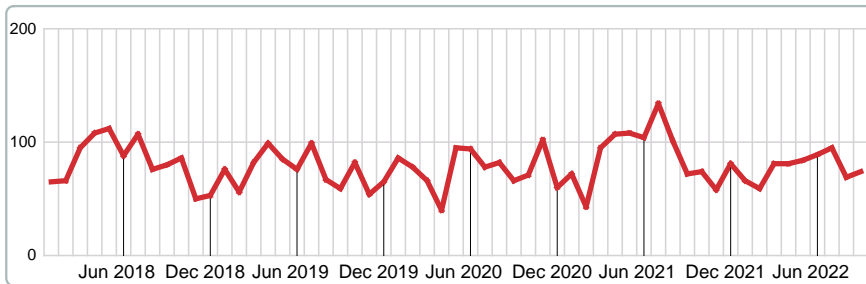
### SEPTEMBER



### YEAR TO DATE (YTD)

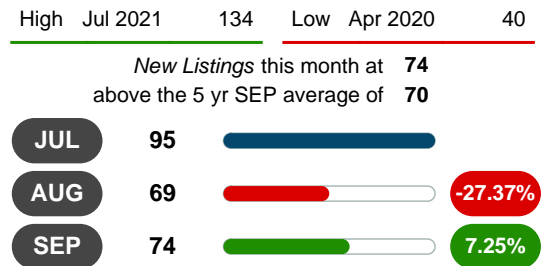


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 70



### 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	6.76%	4	0	1	0
\$75,001 - \$100,000	9	12.16%	7	2	0	0
\$100,001 - \$125,000	7	9.46%	3	3	1	0
\$125,001 - \$250,000	24	32.43%	4	18	2	0
\$250,001 - \$325,000	12	16.22%	0	8	4	0
\$325,001 - \$475,000	9	12.16%	1	5	3	0
\$475,001 and up	8	10.81%	0	5	2	1
<b>Total New Listed Units</b>	<b>74</b>		<b>19</b>	<b>41</b>	<b>13</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>22,044,050</b>	<b>100%</b>	<b>2.21M</b>	<b>14.88M</b>	<b>4.23M</b>	<b>725.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$392,900</b>		<b>\$116,161</b>	<b>\$362,880</b>	<b>\$325,685</b>	<b>\$725,000</b>

# September 2022



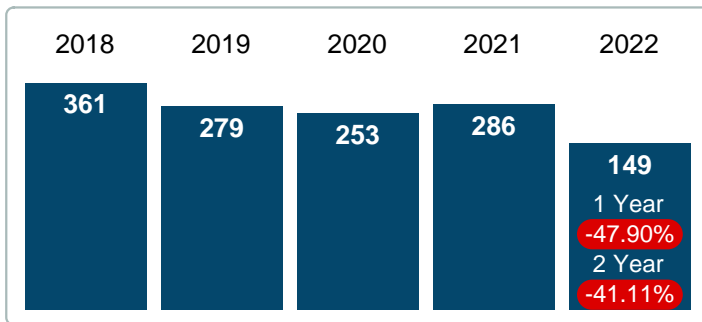
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



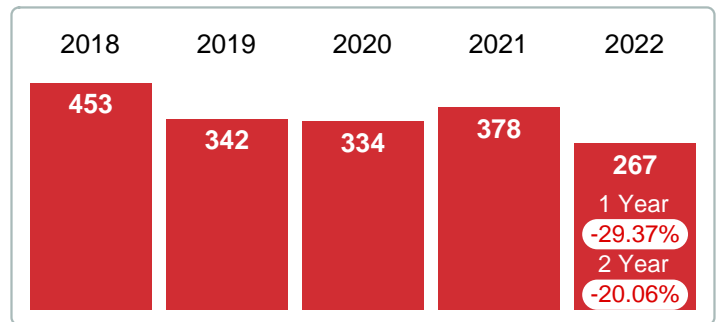
## ACTIVE INVENTORY

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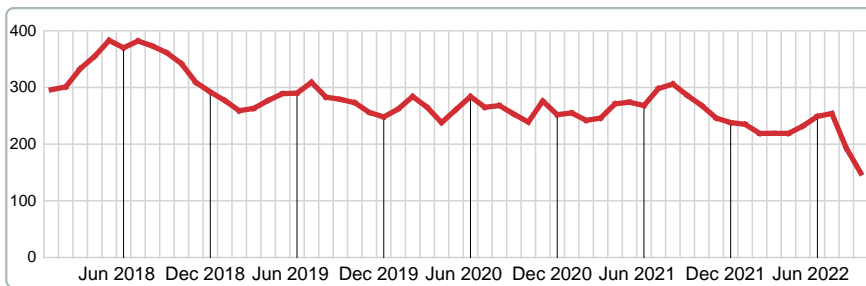
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

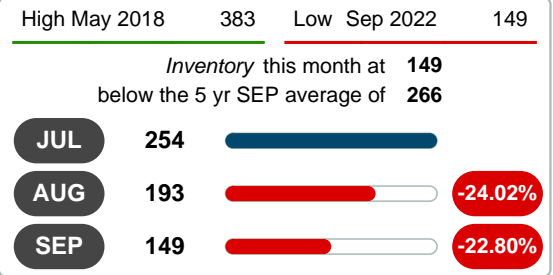


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 266



### 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	15	10.07%	71.8	9	4	2	0
\$75,001 - \$100,000	16	10.74%	74.7	9	6	1	0
\$100,001 - \$175,000	21	14.09%	54.4	3	15	2	1
\$175,001 - \$275,000	36	24.16%	62.1	4	18	13	1
\$275,001 - \$400,000	27	18.12%	80.7	3	18	6	0
\$400,001 - \$625,000	18	12.08%	92.9	2	12	3	1
\$625,001 and up	16	10.74%	93.4	0	9	4	3
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>30</b>	<b>82</b>	<b>31</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>50,047,249</b>	<b>100%</b>	<b>73.8</b>	<b>4.24M</b>	<b>30.16M</b>	<b>11.95M</b>	<b>3.70M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$335,888</b>			<b>\$141,458</b>	<b>\$367,746</b>	<b>\$385,494</b>	<b>\$616,333</b>

# September 2022



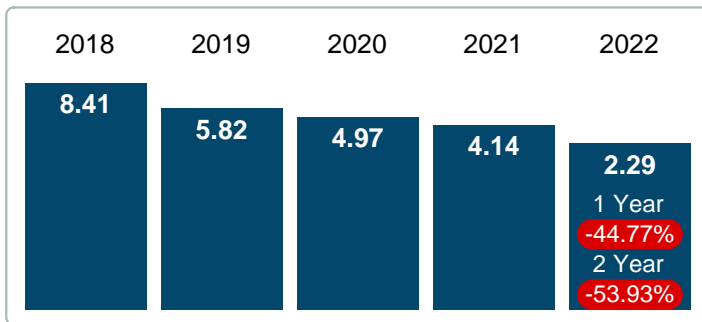
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



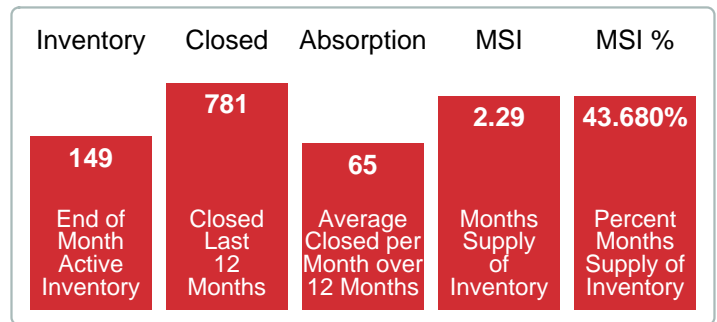
## MONTHS SUPPLY of INVENTORY (MSI)

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

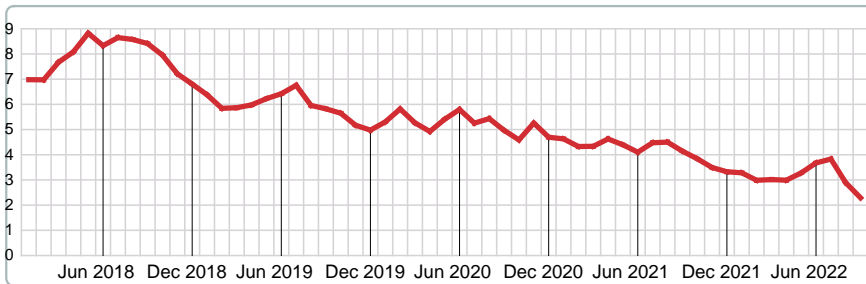
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

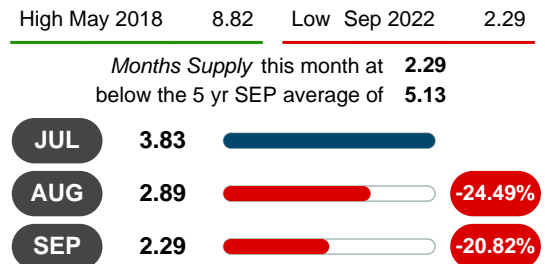


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 5.13



### 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	15	10.07%	1.68	2.12	0.91	8.00	0.00
\$75,001 - \$100,000	16	10.74%	2.70	3.27	2.40	1.71	0.00
\$100,001 - \$175,000	21	14.09%	1.10	0.59	1.28	1.00	3.00
\$175,001 - \$275,000	36	24.16%	2.09	5.33	1.44	3.71	2.00
\$275,001 - \$400,000	27	18.12%	3.27	9.00	3.86	2.06	0.00
\$400,001 - \$625,000	18	12.08%	4.08	6.00	6.55	1.89	1.50
\$625,001 and up	16	10.74%	13.71	0.00	27.00	9.60	9.00
Market Supply of Inventory (MSI)			2.29	2.21	2.16	2.76	2.67
Total Active Inventory by Units		100%	2.29	30	82	31	6

# September 2022



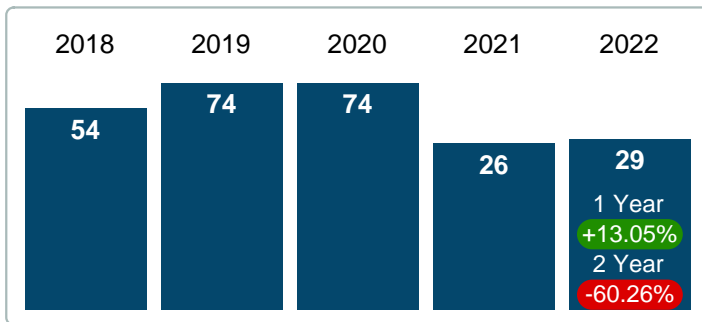
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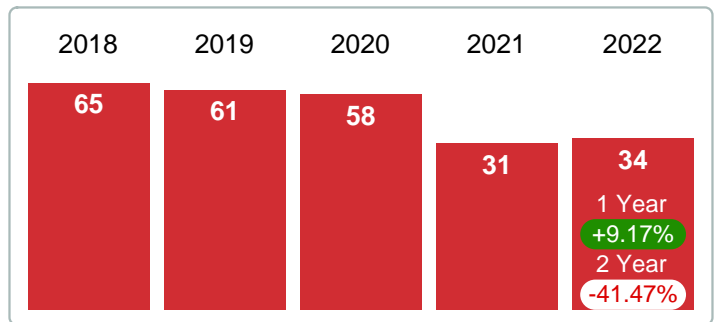
## AVERAGE DAYS ON MARKET TO SALE

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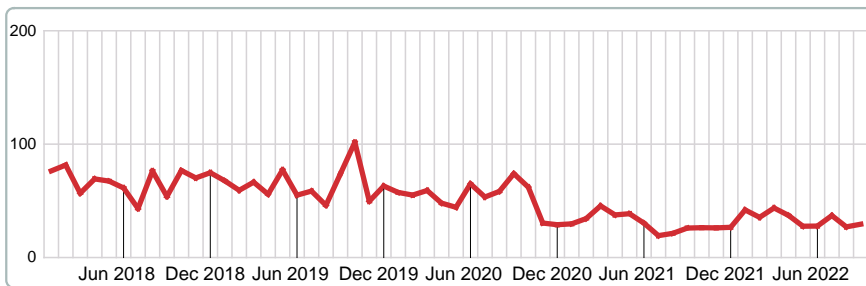
### SEPTEMBER



### YEAR TO DATE (YTD)

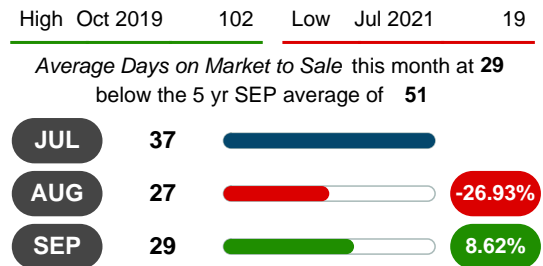


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	7.84%	12	5	20	0	0
\$50,001 - \$100,000	11.76%	41	15	54	0	0
\$100,001 - \$125,000	13.73%	25	3	34	0	0
\$125,001 - \$175,000	25.49%	27	73	16	3	0
\$175,001 - \$225,000	15.69%	49	0	63	7	0
\$225,001 - \$375,000	13.73%	33	0	4	54	0
\$375,001 and up	11.76%	9	3	1	17	0
<b>Average Closed DOM</b>		<b>29</b>	<b>27</b>	<b>32</b>	<b>26</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>29</b>	<b>10</b>	<b>30</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,130,325</b>	<b>1.35M</b>	<b>4.97M</b>	<b>3.81M</b>	<b>0.00B</b>



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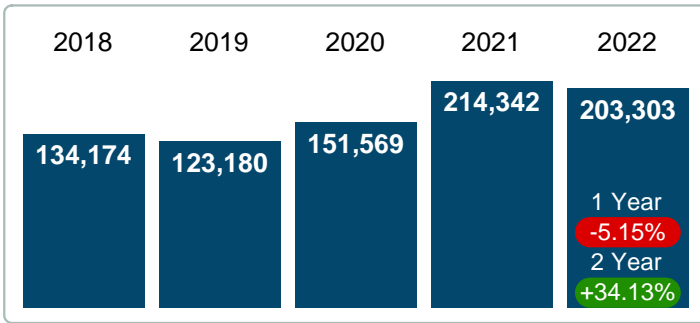
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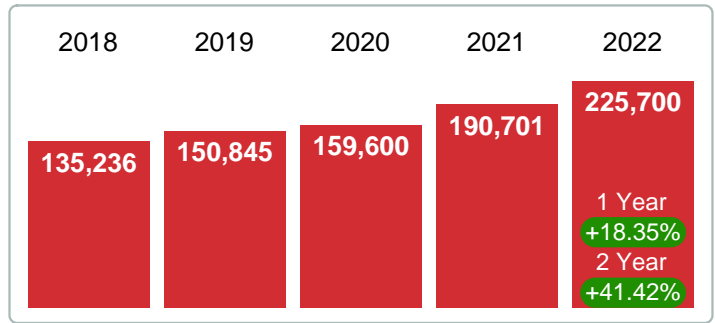
## AVERAGE LIST PRICE AT CLOSING

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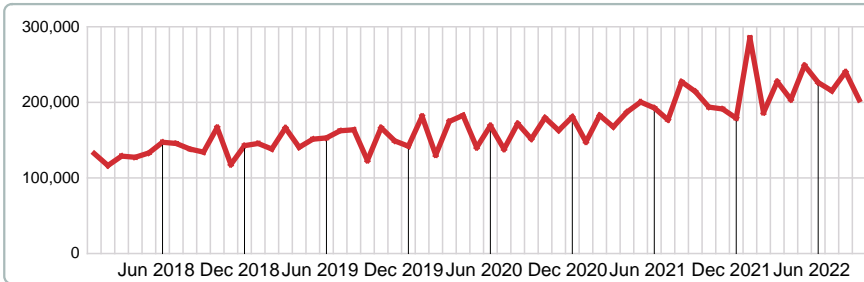
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

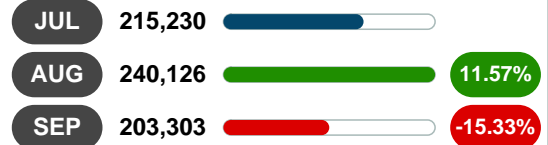


### 3 MONTHS

5 year SEP AVG = 165,314

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

Average List Price at Closing this month at **203,303** above the 5 yr SEP average of **165,314**



### 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	5.88%	38,500	50,500	36,750	0	0
\$50,001 - \$100,000	13.73%	77,129	99,500	70,475	0	0
\$100,001 - \$125,000	11.76%	119,633	119,950	121,580	0	0
\$125,001 - \$175,000	21.57%	145,245	168,000	154,963	142,500	0
\$175,001 - \$225,000	21.57%	192,423	0	193,783	196,475	0
\$225,001 - \$375,000	13.73%	291,343	0	258,300	316,125	0
\$375,001 and up	11.76%	540,250	389,000	472,250	636,000	0
<b>Average List Price</b>		<b>203,303</b>	<b>143,290</b>	<b>169,503</b>	<b>350,041</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,303</b>	<b>10</b>	<b>30</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,368,450</b>	<b>1.43M</b>	<b>5.09M</b>	<b>3.85M</b>	<b>0.00B</b>



# September 2022



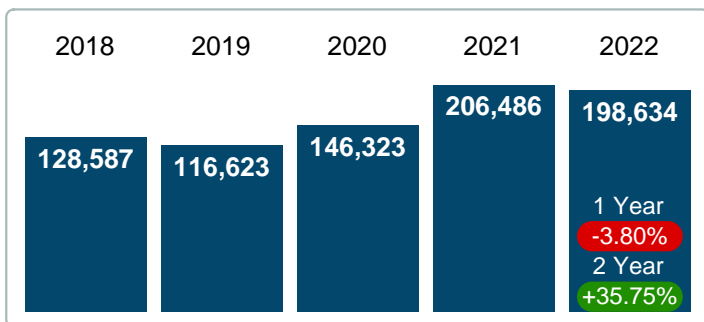
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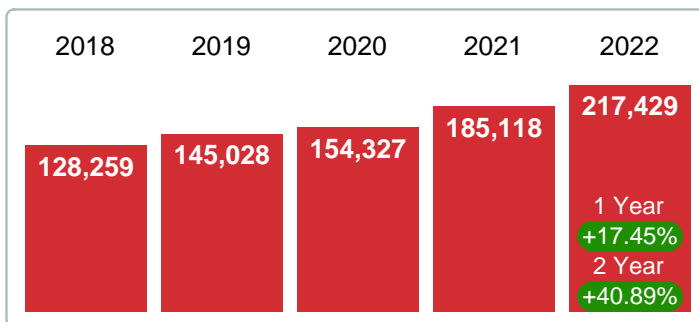
## AVERAGE SOLD PRICE AT CLOSING

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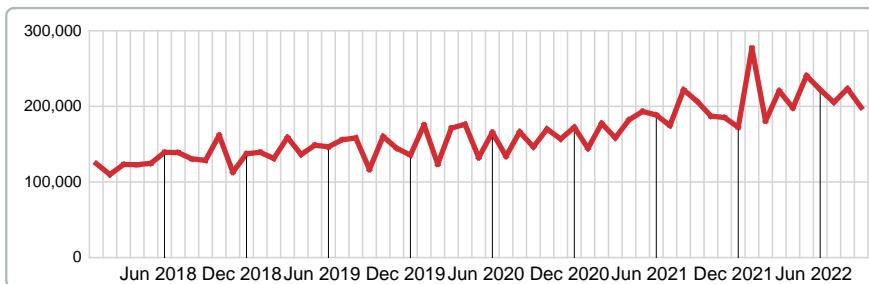
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

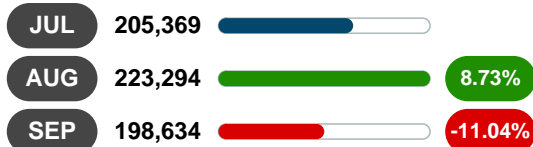


### 3 MONTHS

5 year SEP AVG = 159,330

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

Average Sold Price at Closing this month at **198,634** above the 5 yr SEP average of **159,330**



### 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	7.84%	38,625	43,750	33,500	0	0
\$50,001 - \$100,000	11.76%	73,833	94,000	63,750	0	0
\$100,001 - \$125,000	13.73%	117,857	121,700	116,320	0	0
\$125,001 - \$175,000	25.49%	149,075	145,667	150,725	147,588	0
\$175,001 - \$225,000	15.69%	190,669	0	189,567	193,975	0
\$225,001 - \$375,000	13.73%	289,357	0	255,000	315,125	0
\$375,001 and up	11.76%	536,500	390,000	480,000	623,000	0
<b>Average Sold Price</b>		<b>198,634</b>	<b>134,590</b>	<b>165,727</b>	<b>346,602</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,634</b>	<b>10</b>	<b>30</b>	<b>11</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>10,130,325</b>	<b>1.35M</b>	<b>4.97M</b>	<b>3.81M</b>	<b>0.00B</b>

# September 2022



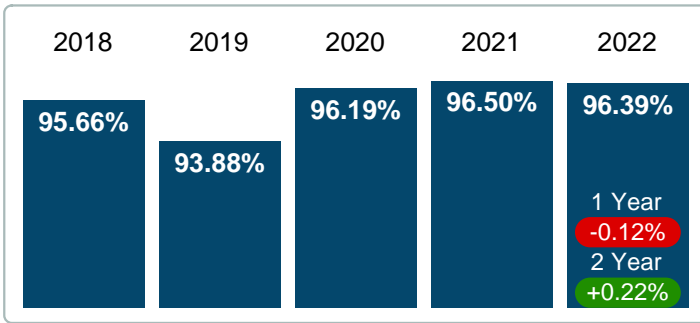
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



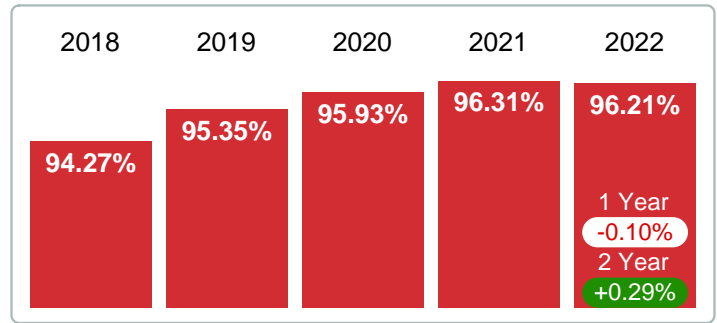
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

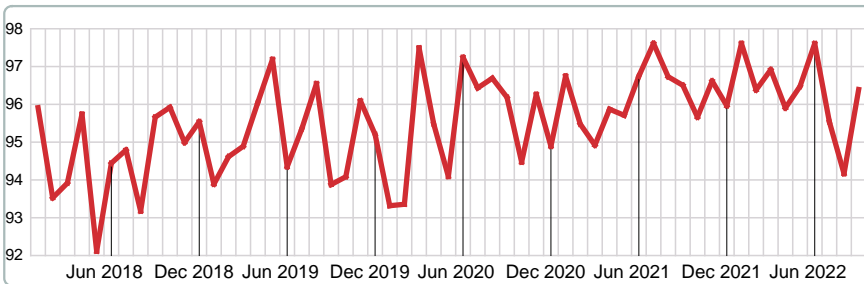
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

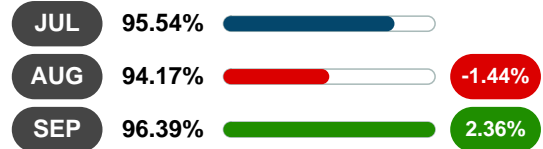


### 3 MONTHS

5 year SEP AVG = 95.72%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.39%** equal to 5 yr SEP average of **95.72%**



## 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	7.84%	88.52%	87.87%	89.17%	0.00%	0.00%
\$50,001 - \$100,000	6	11.76%	91.31%	94.51%	89.72%	0.00%	0.00%
\$100,001 - \$125,000	7	13.73%	97.44%	101.46%	95.84%	0.00%	0.00%
\$125,001 - \$175,000	13	25.49%	96.21%	87.57%	97.71%	103.19%	0.00%
\$175,001 - \$225,000	8	15.69%	98.38%	0.00%	98.23%	98.84%	0.00%
\$225,001 - \$375,000	7	13.73%	99.51%	0.00%	98.78%	100.06%	0.00%
\$375,001 and up	6	11.76%	99.60%	100.26%	101.99%	97.79%	0.00%
Average Sold/List Ratio		96.40%		93.06%	96.26%	99.79%	0.00%
Total Closed Units		51	100%	10	30	11	
Total Closed Volume		10,130,325		1.35M	4.97M	3.81M	0.00B

# September 2022



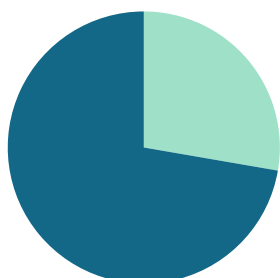
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

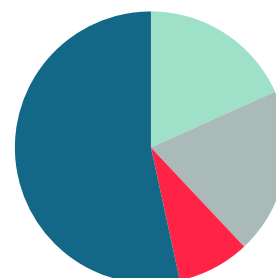


**Inventory**  
 New Listings  
**74 = 27.72%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**267**  
 Volume  
**\$76,436,189**

### Market Activity

Closed Sales  
**51 = 18.28%**  
 Pending Sales  
**55 = 19.71%**  
 Other Off Market  
**24 = 8.60%**  
 Active Inventory  
**149 = 53.41%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	71	51	-28.17%	648	570	-12.04%
Pending Sales	73	55	-24.66%	702	576	-17.95%
New Listings	72	74	2.78%	836	698	-16.51%
Average List Price	214,342	203,303	-5.15%	190,701	225,700	18.35%
Average Sale Price	206,486	198,634	-3.80%	185,118	217,429	17.45%
Average Percent of Selling Price to List Price	96.50%	96.39%	-0.12%	96.31%	96.21%	-0.10%
Average Days on Market to Sale	26.00	29.39	13.05%	31.13	33.99	9.17%
Monthly Inventory	286	149	-47.90%	286	149	-47.90%
Months Supply of Inventory	4.14	2.29	-44.77%	4.14	2.29	-44.77%

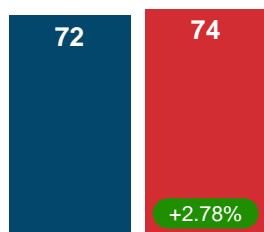
**Absorption:** Last 12 months, an Average of **65** Sales/Month

**Inventory** on September 30, 2022 = **149** 2021 2022

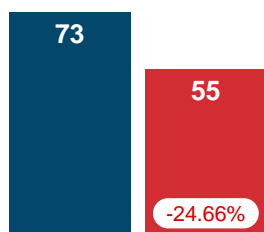
### SEPTEMBER MARKET

### AVERAGE PRICES

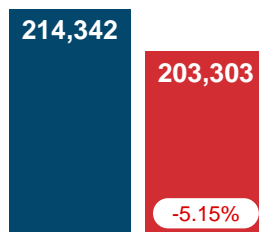
#### New Listings



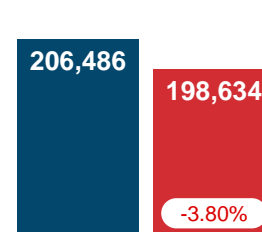
#### Pending Listings



#### List Price



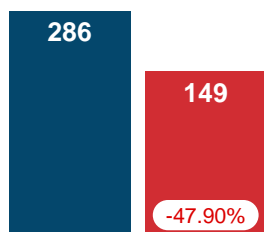
#### Sale Price



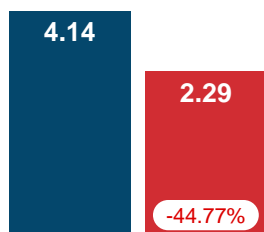
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

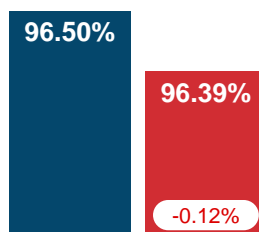
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

