

# September 2022



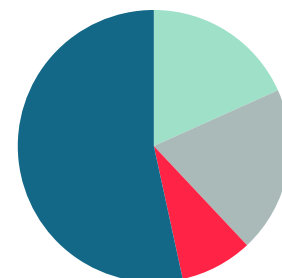
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	169,900	160,000	-5.83%
Median Sale Price	172,000	152,000	-11.63%
Median Percent of Selling Price to List Price	98.22%	100.00%	1.81%
Median Days on Market to Sale	9.00	6.00	-33.33%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.63%** in September 2022 to \$152,000 versus the previous year at \$172,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 3.00 days or **33.33%** in September 2022 compared to last year's same month at **9.00** DOM.

#### Sales Success for September 2022 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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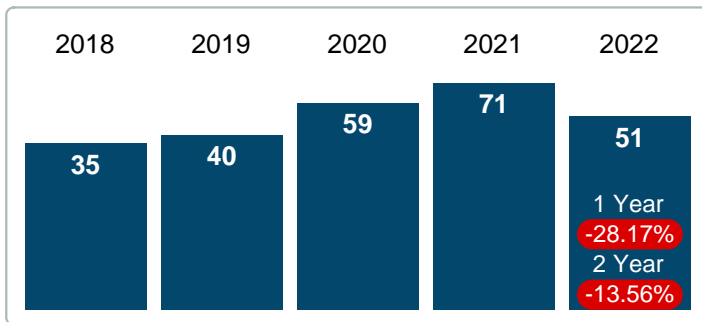
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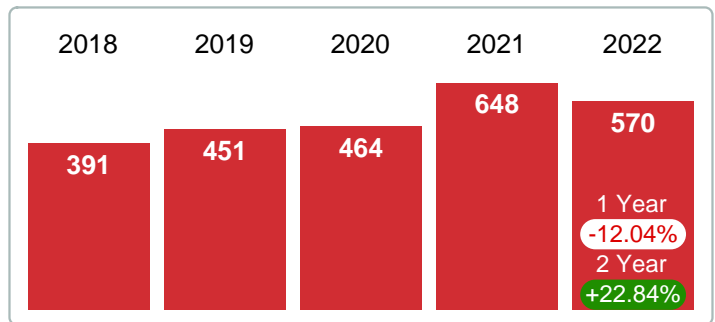
## CLOSED LISTINGS

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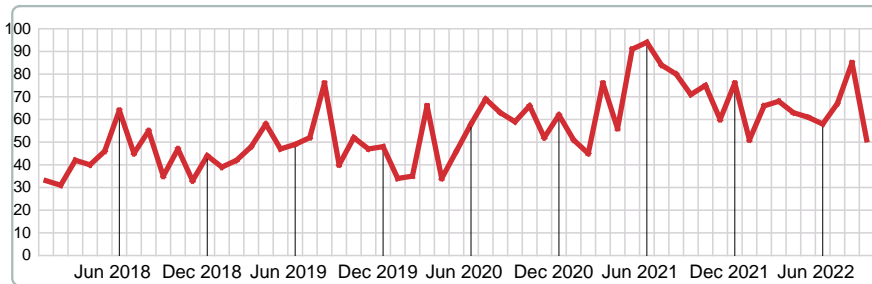
### SEPTEMBER



### YEAR TO DATE (YTD)

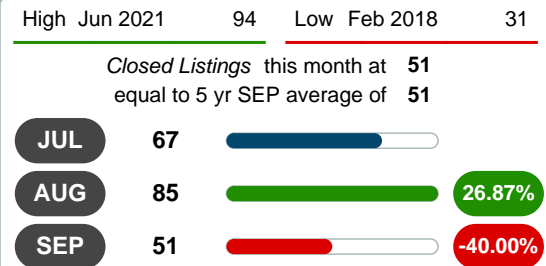


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.84%	7.0	2	2	0	0
\$50,001 - \$100,000	6	11.76%	21.0	2	4	0	0
\$100,001 - \$125,000	7	13.73%	5.0	2	5	0	0
\$125,001 - \$175,000	13	25.49%	7.0	3	8	2	0
\$175,001 - \$225,000	8	15.69%	13.0	0	6	2	0
\$225,001 - \$375,000	7	13.73%	7.0	0	3	4	0
\$375,001 and up	6	11.76%	1.5	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>6.0</b>	<b>1.35M</b>	<b>4.97M</b>	<b>3.81M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$152,000</b>			<b>\$121,700</b>	<b>\$149,500</b>	<b>\$323,500</b>	<b>\$0</b>

# September 2022



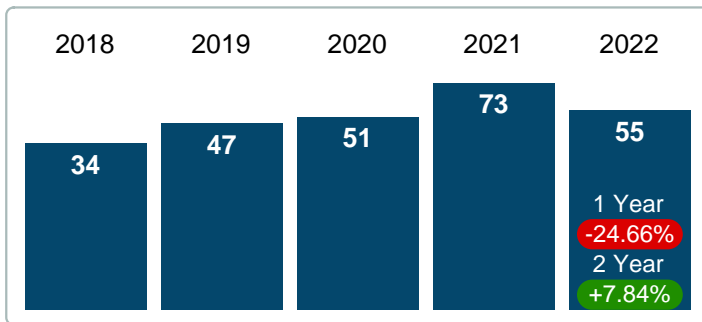
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



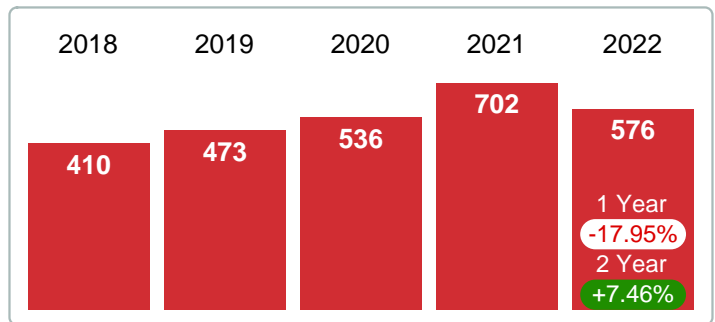
## PENDING LISTINGS

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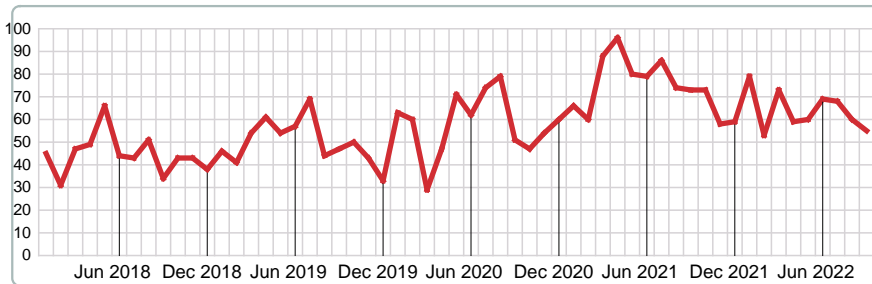
### SEPTEMBER



### YEAR TO DATE (YTD)

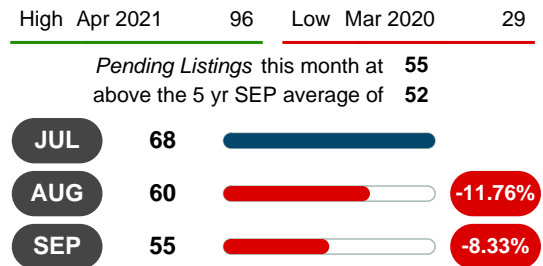


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	7.5	4	2	0	0
\$100,001 - \$150,000	14	25.45%	13.5	3	9	2	0
\$150,001 - \$200,000	11	20.00%	21.0	0	7	4	0
\$200,001 - \$300,000	9	16.36%	46.0	0	7	2	0
\$300,001 - \$475,000	7	12.73%	66.0	0	4	3	0
\$475,001 and up	6	10.91%	12.0	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>19.0</b>	<b>775.30K</b>	<b>8.35M</b>	<b>3.85M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$179,900</b>			<b>\$99,500</b>	<b>\$184,450</b>	<b>\$239,900</b>	<b>\$0</b>

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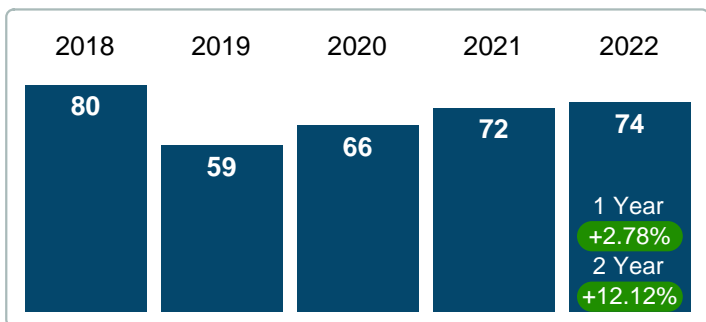
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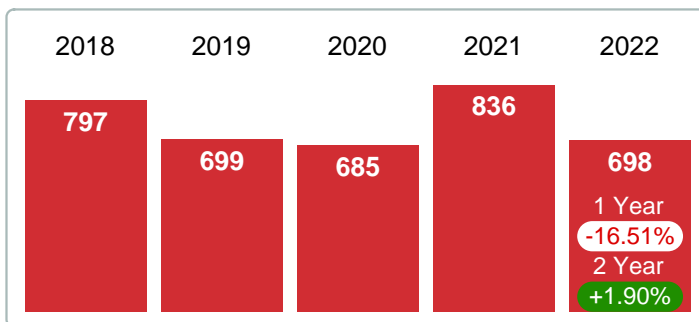
## NEW LISTINGS

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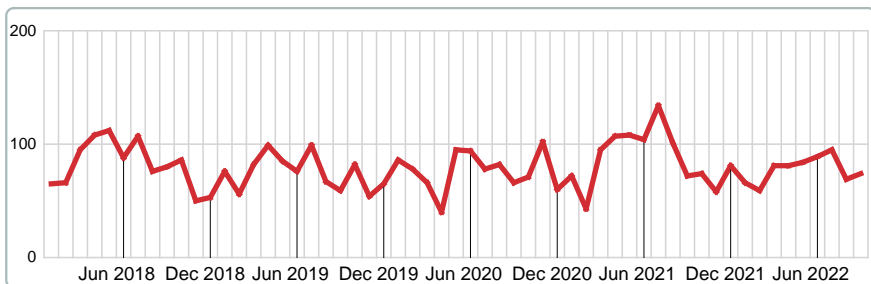
### SEPTEMBER



### YEAR TO DATE (YTD)

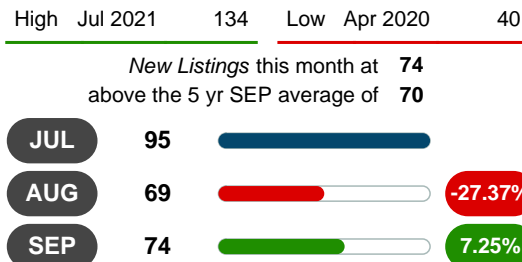


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$189,900</b>		<b>\$99,950</b>	<b>\$205,000</b>	<b>\$299,500</b>	<b>\$725,000</b>

# September 2022



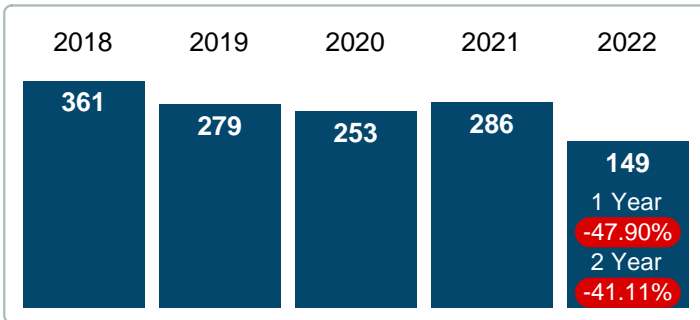
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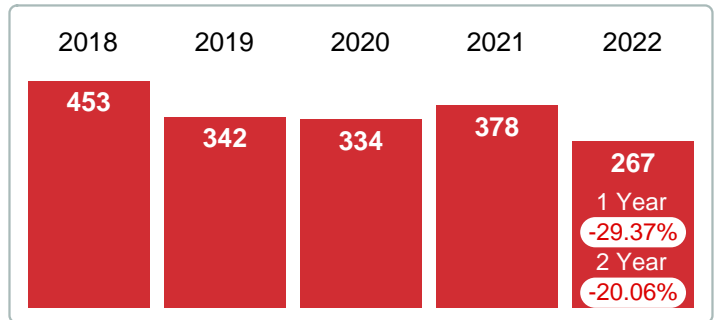
## ACTIVE INVENTORY

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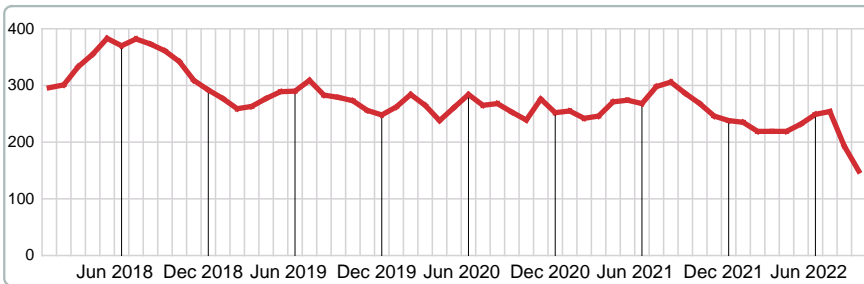
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

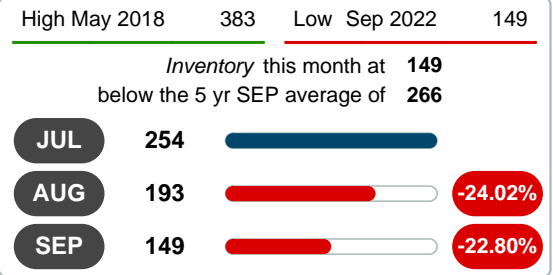


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 266



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	10.07%	35.0	9	4	2	0
\$75,001 - \$100,000	16	10.74%	46.5	9	6	1	0
\$100,001 - \$175,000	21	14.09%	42.0	3	15	2	1
\$175,001 - \$275,000	36	24.16%	54.0	4	18	13	1
\$275,001 - \$400,000	27	18.12%	71.0	3	18	6	0
\$400,001 - \$625,000	18	12.08%	81.0	2	12	3	1
\$625,001 and up	16	10.74%	92.0	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>56.0</b>	<b>4.24M</b>	<b>30.16M</b>	<b>11.95M</b>	<b>3.70M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$229,000</b>			<b>\$86,500</b>	<b>\$254,500</b>	<b>\$269,000</b>	<b>\$599,500</b>

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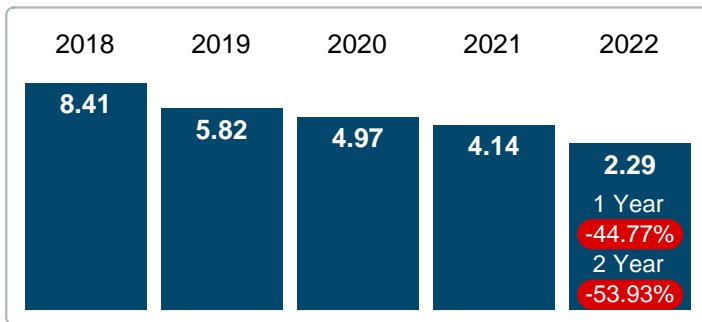
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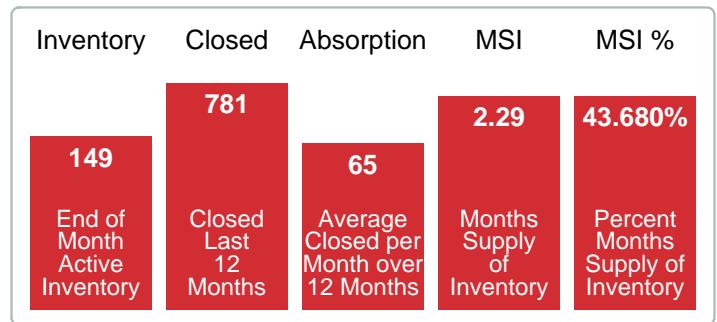
## MONTHS SUPPLY of INVENTORY (MSI)

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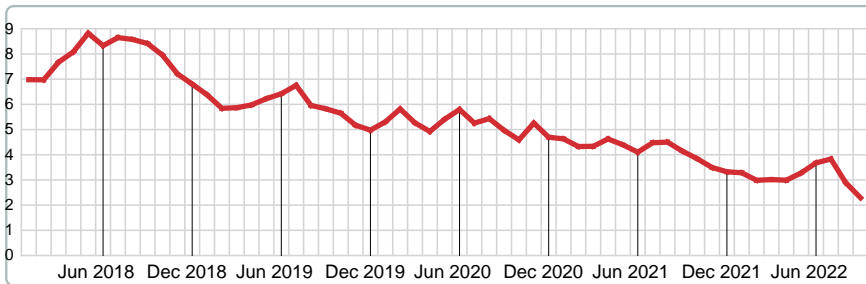
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

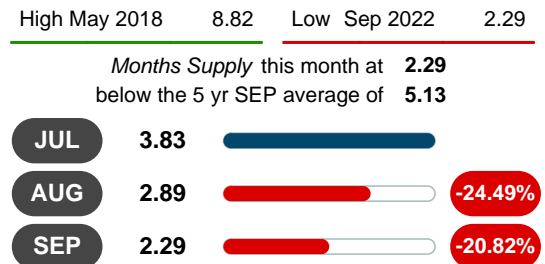


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



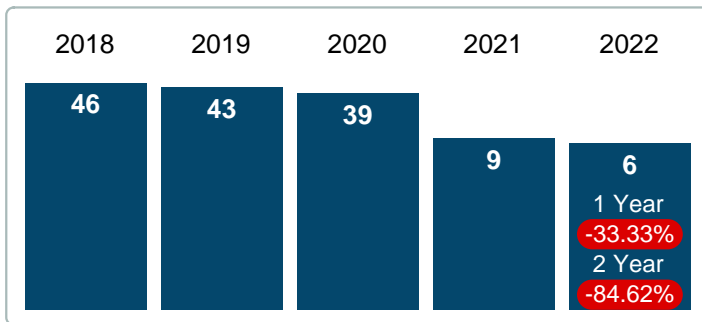
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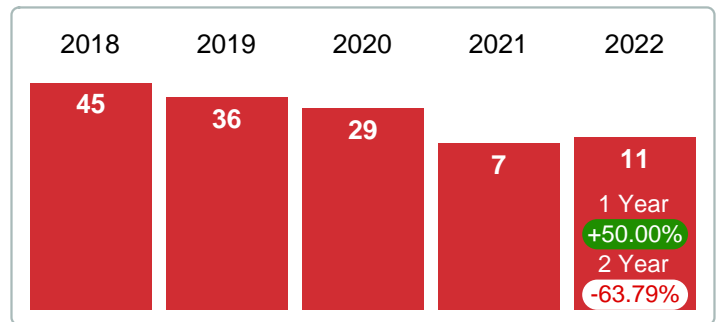
## MEDIAN DAYS ON MARKET TO SALE

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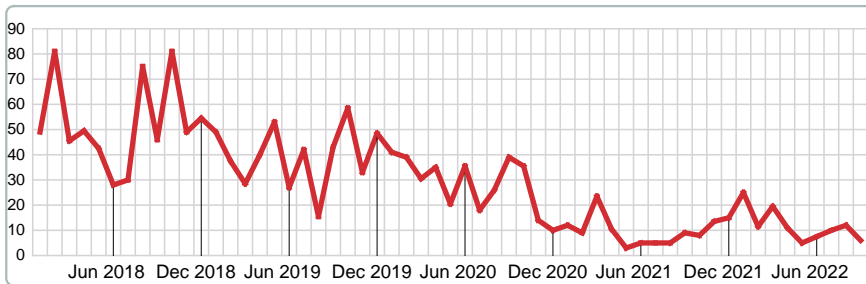
### SEPTEMBER



### YEAR TO DATE (YTD)

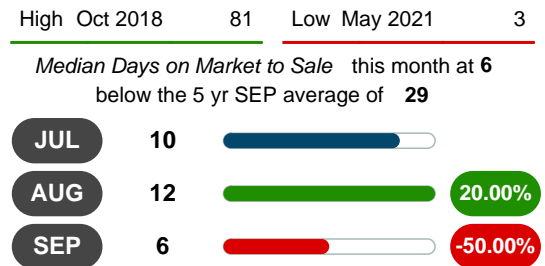


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 29



### 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	7.84%	7	5	20	0	0
\$50,001 - \$100,000	11.76%	21	15	28	0	0
\$100,001 - \$125,000	13.73%	5	3	6	0	0
\$125,001 - \$175,000	25.49%	7	71	6	3	0
\$175,001 - \$225,000	15.69%	13	0	22	7	0
\$225,001 - \$375,000	13.73%	7	0	5	56	0
\$375,001 and up	11.76%	2	3	1	2	0
Median Closed DOM		6	5	7	3	0
Total Closed Units	100%	51	10	30	11	
Total Closed Volume		10,130,325	1.35M	4.97M	3.81M	0.00B



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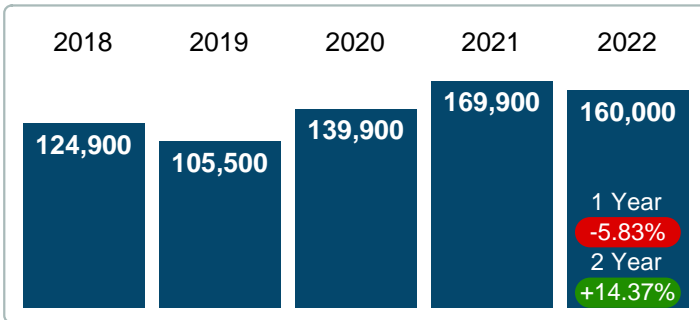
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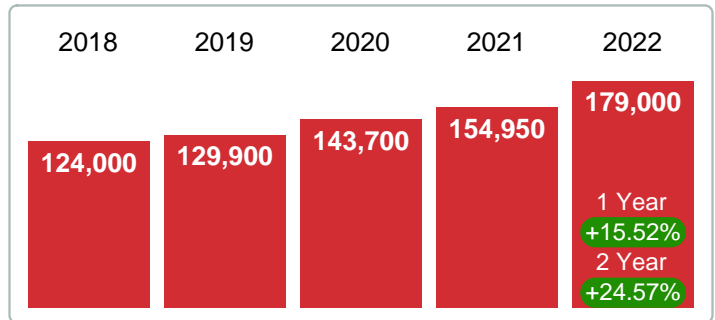
## MEDIAN LIST PRICE AT CLOSING

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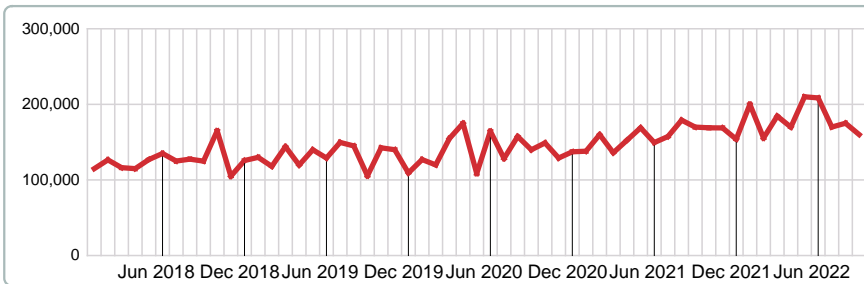
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

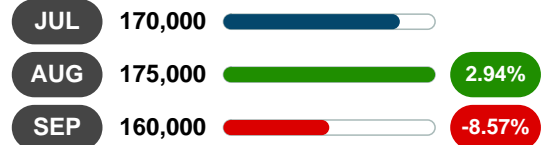


### 3 MONTHS

5 year SEP AVG = 140,040

High May 2022 210,000 Low Nov 2018 105,000

Median List Price at Closing this month at **160,000** above the 5 yr SEP average of **140,040**



### 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	5.88%	42,000	42,000	36,750	0	0
\$50,001 - \$100,000	13.73%	69,000	99,000	67,000	0	0
\$100,001 - \$125,000	11.76%	119,900	119,950	118,000	125,000	0
\$125,001 - \$175,000	21.57%	139,900	154,500	139,450	160,000	0
\$175,001 - \$225,000	21.57%	189,000	195,000	184,450	196,475	0
\$225,001 - \$375,000	13.73%	270,000	0	269,900	343,250	0
\$375,001 and up	11.76%	506,750	389,000	472,250	650,000	0
Median List Price		160,000	119,950	149,450	337,500	0
Total Closed Units	100%	160,000	10	30	11	
Total Closed Volume		10,368,450	1.43M	5.09M	3.85M	0.00B



# September 2022



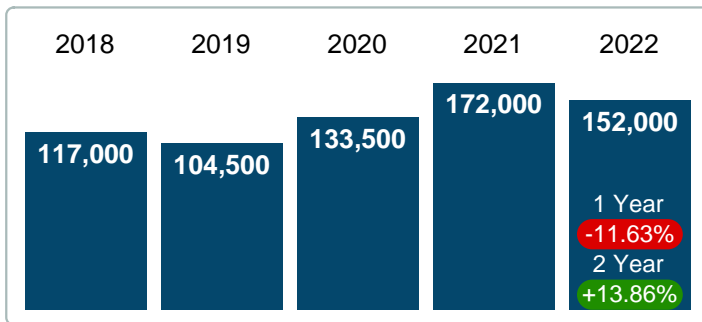
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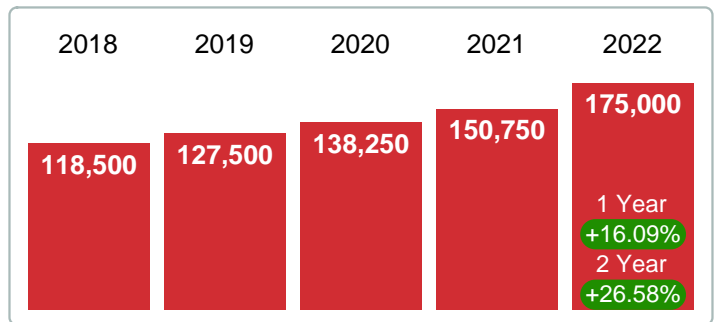
## MEDIAN SOLD PRICE AT CLOSING

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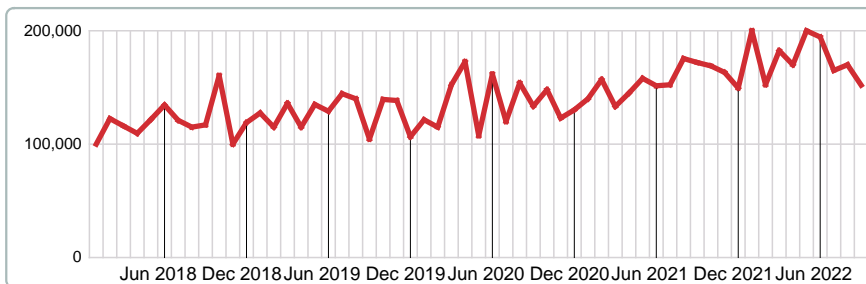
### SEPTEMBER



### YEAR TO DATE (YTD)

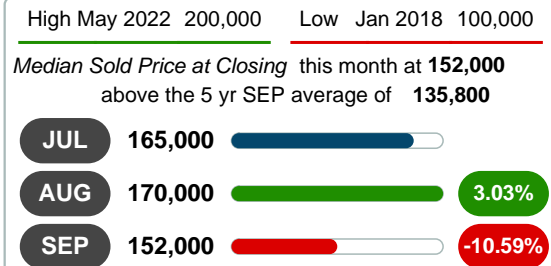


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 135,800



### 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	7.84%	41,750	43,750	33,500	0	0
\$50,001 - \$100,000	11.76%	73,000	94,000	58,000	0	0
\$100,001 - \$125,000	13.73%	118,600	121,700	118,000	0	0
\$125,001 - \$175,000	25.49%	147,000	147,000	149,500	147,588	0
\$175,001 - \$225,000	15.69%	186,000	0	186,000	193,975	0
\$225,001 - \$375,000	13.73%	270,000	0	260,000	336,250	0
\$375,001 and up	11.76%	497,250	390,000	480,000	650,000	0
<b>Median Sold Price</b>		<b>152,000</b>	<b>121,700</b>	<b>149,500</b>	<b>323,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>152,000</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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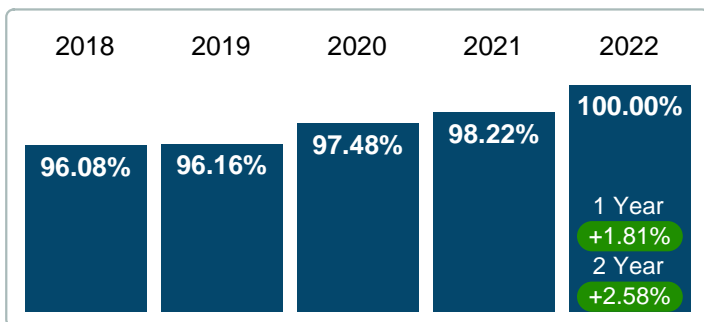
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



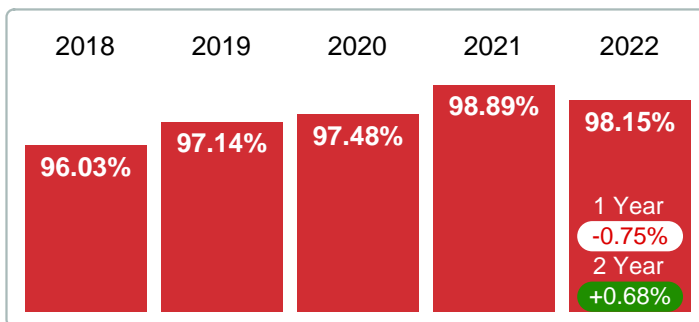
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

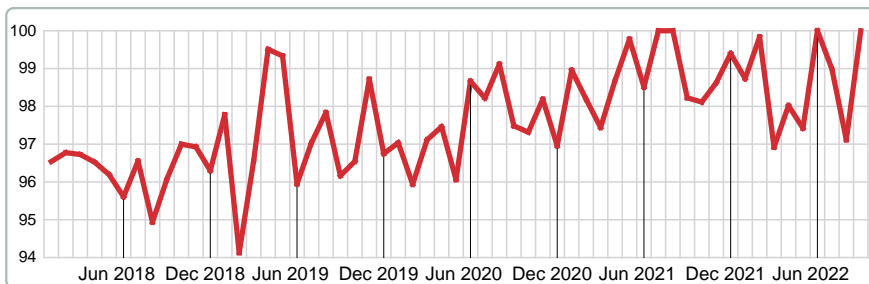
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

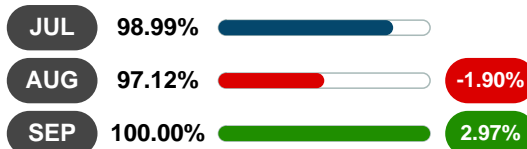


### 3 MONTHS

5 year SEP AVG = 97.59%

High Sep 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **97.59%**



## 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	7.84%	87.87%	87.87%	89.17%	0.00%	0.00%
\$50,001 - \$100,000	6	11.76%	88.20%	94.51%	87.13%	0.00%	0.00%
\$100,001 - \$125,000	7	13.73%	100.00%	101.46%	96.88%	0.00%	0.00%
\$125,001 - \$175,000	13	25.49%	95.78%	92.45%	97.89%	103.19%	0.00%
\$175,001 - \$225,000	8	15.69%	98.84%	0.00%	98.44%	98.84%	0.00%
\$225,001 - \$375,000	7	13.73%	100.00%	0.00%	100.00%	100.00%	0.00%
\$375,001 and up	6	11.76%	100.00%	100.26%	101.99%	97.50%	0.00%
Median Sold/List Ratio		100.00%		94.29%	98.44%	100.00%	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



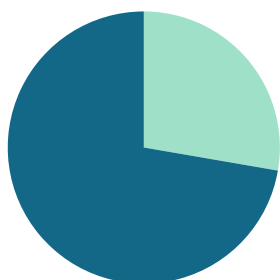
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

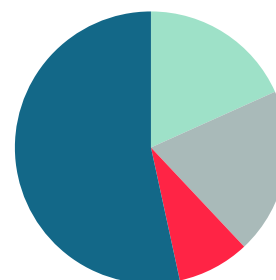


**Inventory**  
 New Listings  
**74 = 27.72%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**267**  
 Volume  
**\$76,436,189**

### 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%
Median List Price	169,900	160,000	-5.83%	154,950	179,000	15.52%
Median Sale Price	172,000	152,000	-11.63%	150,750	175,000	16.09%
Median Percent of Selling Price to List Price	98.22%	100.00%	1.81%	98.89%	98.15%	-0.75%
Median Days on Market to Sale	9.00	6.00	-33.33%	7.00	10.50	50.00%
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

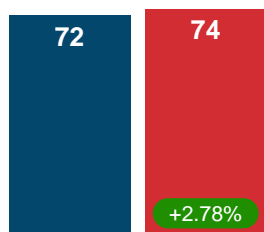
**Inventory** on September 30, 2022 = **149**

**2021** **2022**

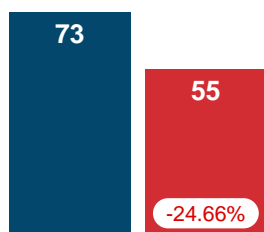
### SEPTEMBER MARKET

### MEDIAN PRICES

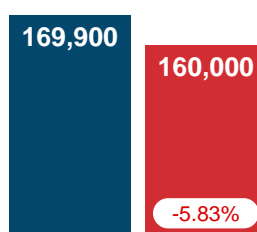
#### New Listings



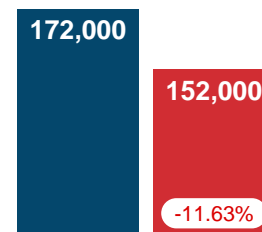
#### Pending Listings



#### List Price



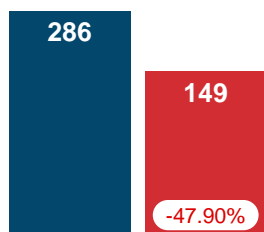
#### Sale Price



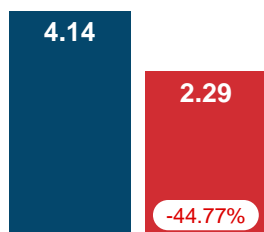
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

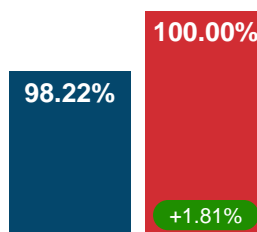
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

