



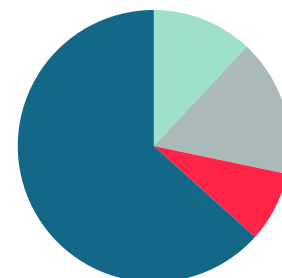
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	76	30	-60.53%
Pending Listings	59	41	-30.51%
New Listings	81	52	-35.80%
Average List Price	179,068	186,883	4.36%
Average Sale Price	172,338	174,513	1.26%
Average Percent of Selling Price to List Price	95.96%	93.11%	-2.97%
Average Days on Market to Sale	26.64	37.80	41.87%
End of Month Inventory	238	159	-33.19%
Months Supply of Inventory	3.32	2.74	-17.67%



■ Closed (11.95%)
■ Pending (16.33%)
■ Other OffMarket (8.37%)
■ Active (63.35%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of December 31, 2022 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **33.19%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **2.74** 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 **1.26%** in December 2022 to \$174,513 versus the previous year at \$172,338.

Average Days on Market Lengthens

The average number of **37.80** days that homes spent on the market before selling increased by 11.16 days or **41.87%** in December 2022 compared to last year's same month at **26.64** DOM.

Sales Success for December 2022 is Positive

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

There were 52 New Listings in December 2022, down **35.80%** from last year at 81. Furthermore, there were 30 Closed Listings this month versus last year at 76, a **-60.53%** decrease.

Closed versus Listed trends yielded a **57.7%** ratio, down from previous year's, December 2021, at **93.8%**, a **38.51%** downswing. 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

December 2022



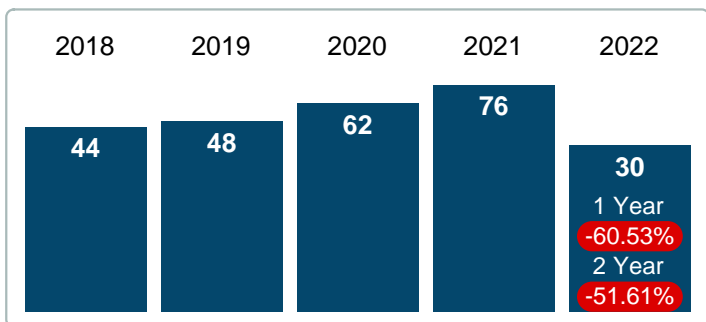
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



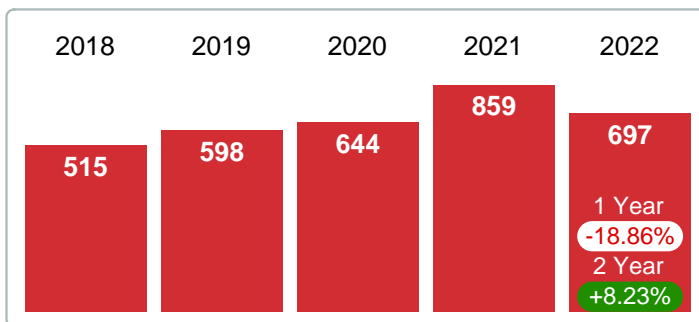
CLOSED LISTINGS

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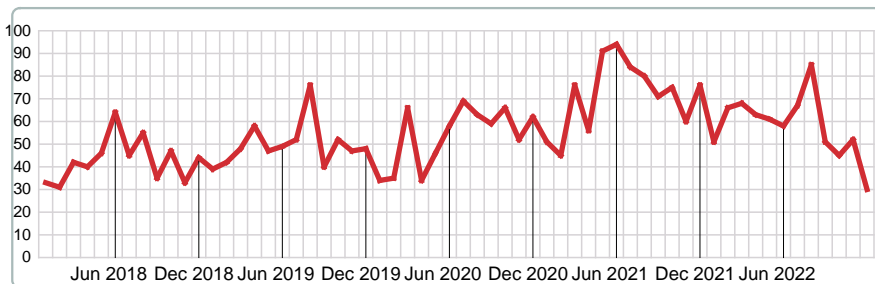
DECEMBER



YEAR TO DATE (YTD)

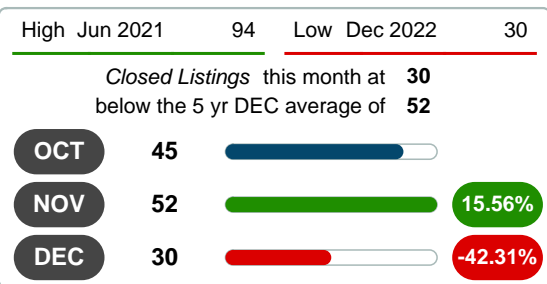


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



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	2	6.67%	11.0	1	1	0	0
\$50,001 - \$75,000	3	10.00%	69.7	1	2	0	0
\$75,001 - \$100,000	4	13.33%	52.3	1	3	0	0
\$100,001 - \$175,000	9	30.00%	33.3	4	5	0	0
\$175,001 - \$250,000	5	16.67%	55.2	0	4	1	0
\$250,001 - \$375,000	4	13.33%	27.0	0	1	3	0
\$375,001 and up	3	10.00%	3.3	0	2	0	1
Total Closed Units	30			7	18	4	1
Total Closed Volume	5,235,400	100%	37.8	700.50K	3.00M	1.16M	380.00K
Average Closed Price	\$174,513			\$100,071	\$166,578	\$289,125	\$380,000

December 2022



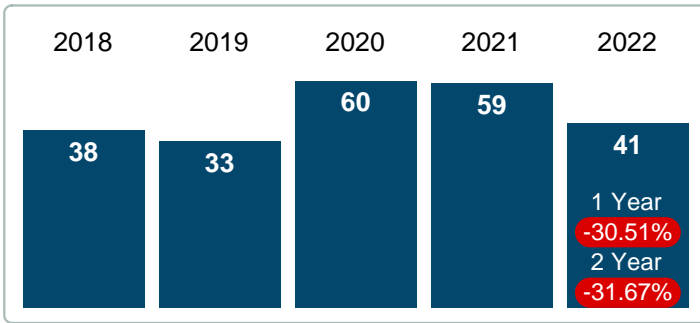
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



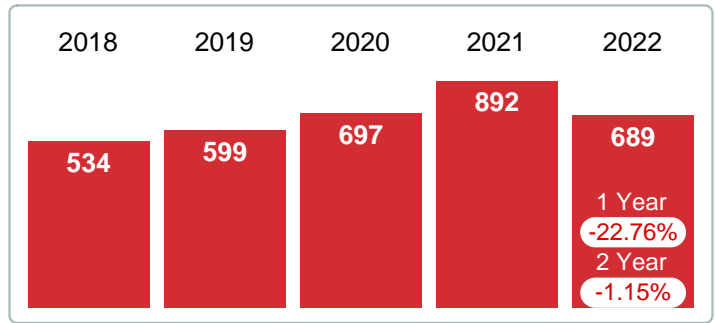
PENDING LISTINGS

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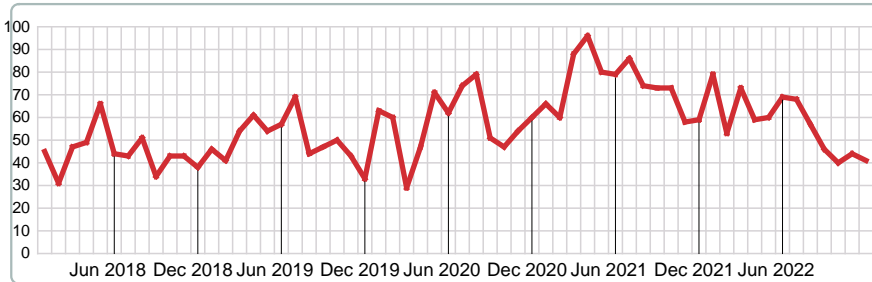
DECEMBER



YEAR TO DATE (YTD)

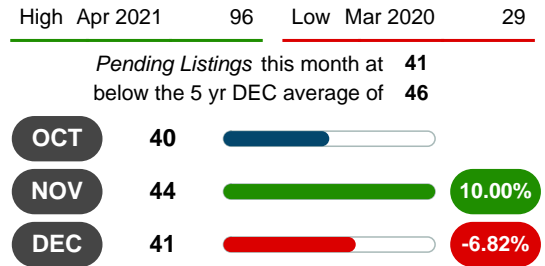


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 46



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	1	2.44%	59.0	0	1	0	0
\$50,001 - \$80,000	8	19.51%	29.5	2	4	2	0
\$80,001 - \$120,000	6	14.63%	33.0	3	2	1	0
\$120,001 - \$170,000	7	17.07%	63.9	0	5	2	0
\$170,001 - \$250,000	7	17.07%	99.9	1	5	1	0
\$250,001 - \$420,000	7	17.07%	20.1	0	4	3	0
\$420,001 and up	5	12.20%	95.6	0	1	4	0
Total Pending Units	41			6	22	13	0
Total Pending Volume	8,045,700	100%	23.5	572.90K	3.88M	3.59M	0.00B
Average Listing Price	\$106,067			\$95,483	\$176,505	\$276,131	\$0

December 2022



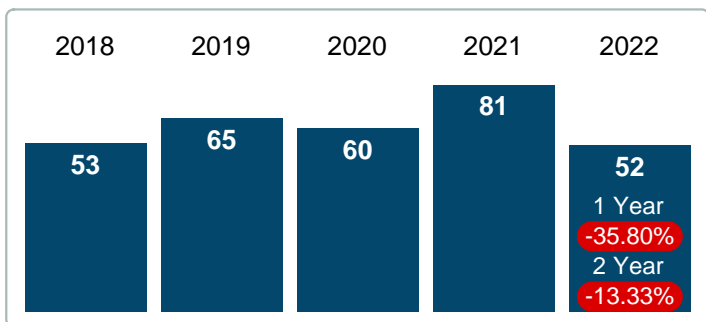
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



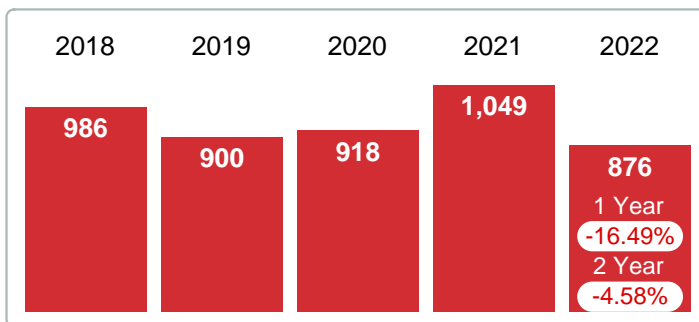
NEW LISTINGS

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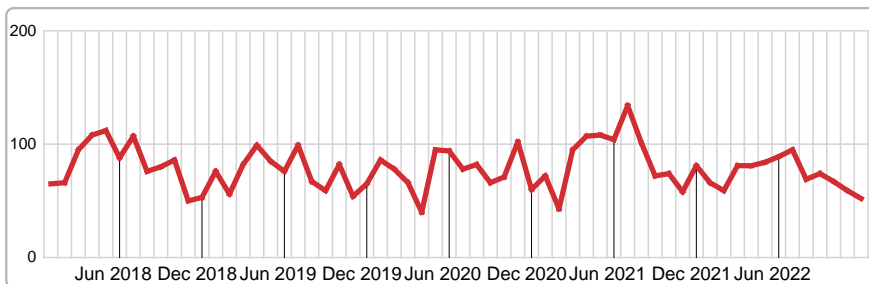
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 52
below the 5 yr DEC average of 62



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	11.54%	4	1	1	0
\$60,001 - \$90,000	4	7.69%	1	3	0	0
\$90,001 - \$130,000	9	17.31%	3	5	1	0
\$130,001 - \$240,000	13	25.00%	4	6	3	0
\$240,001 - \$320,000	7	13.46%	0	6	1	0
\$320,001 - \$480,000	7	13.46%	0	3	3	1
\$480,001 and up	6	11.54%	0	2	2	2
Total New Listed Units	52		12	26	11	3
Total New Listed Volume	15,702,679	100%	1.23M	6.62M	3.25M	4.61M
Average New Listed Listing Price	\$81,333		\$102,165	\$254,458	\$295,891	\$1,535,333

December 2022



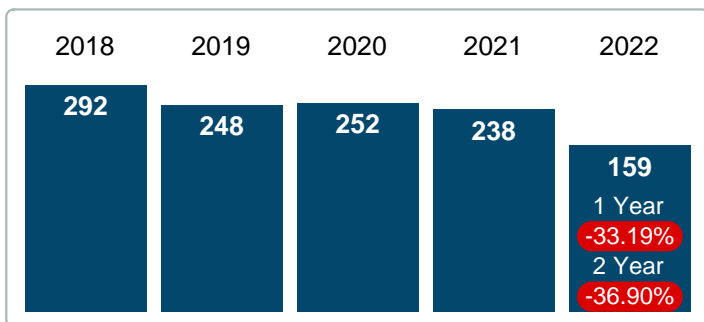
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



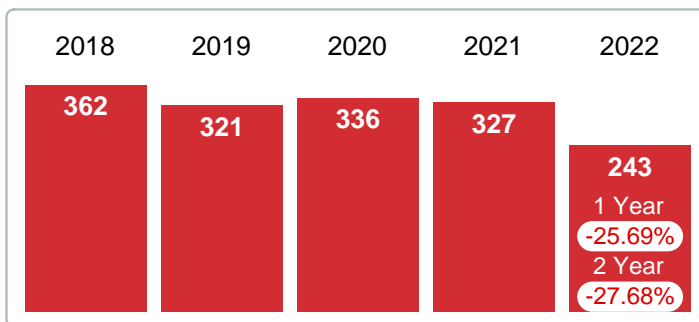
ACTIVE INVENTORY

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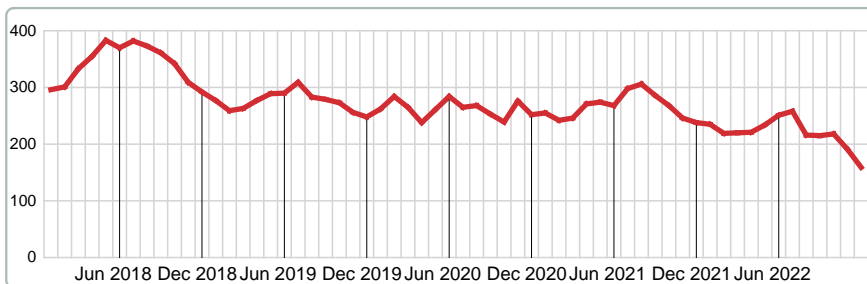
END OF DECEMBER



ACTIVE DURING DECEMBER

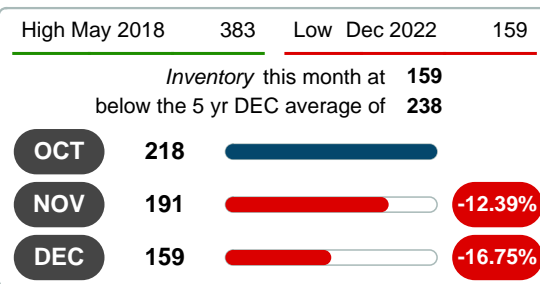


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 238



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	13	8.18%	68.0	10	3	0	0
\$75,001 - \$125,000	21	13.21%	79.4	10	8	3	0
\$125,001 - \$175,000	22	13.84%	64.4	3	16	3	0
\$175,001 - \$275,000	38	23.90%	89.9	2	25	11	0
\$275,001 - \$375,000	30	18.87%	95.0	2	25	3	0
\$375,001 - \$575,000	19	11.95%	93.8	1	14	2	2
\$575,001 and up	16	10.06%	79.7	0	10	2	4
Total Active Inventory by Units	159			28	101	24	6
Total Active Inventory by Volume	60,403,356	100%	83.6	3.27M	43.51M	6.45M	7.17M
Average Active Inventory Listing Price	\$379,895			\$116,883	\$430,762	\$268,864	\$1,195,150

December 2022



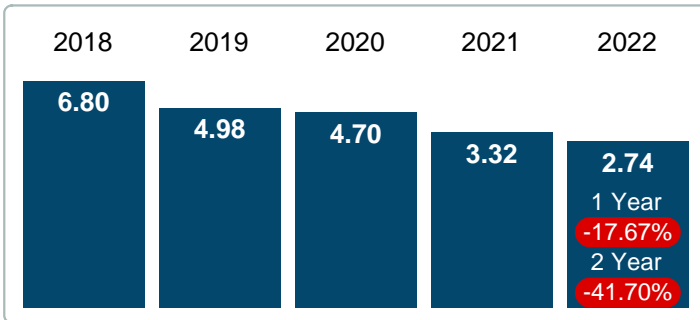
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



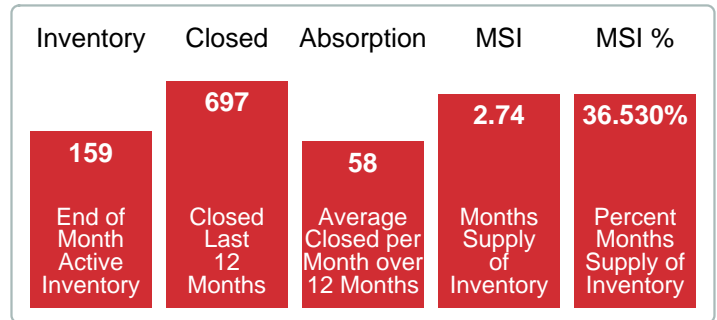
MONTHS SUPPLY of INVENTORY (MSI)

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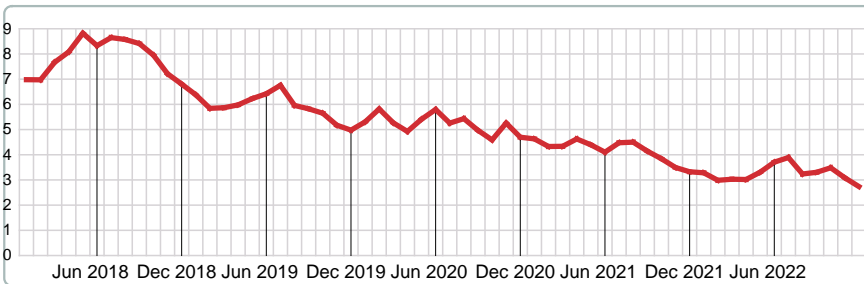
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

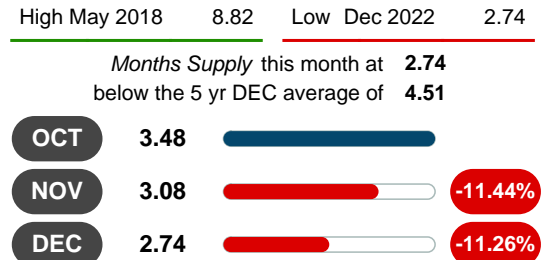


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.51



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	13	8.18%	1.59	2.35	0.84	0.00	0.00
\$75,001 - \$125,000	21	13.21%	2.07	2.26	1.57	5.14	0.00
\$125,001 - \$175,000	22	13.84%	1.91	1.16	2.13	2.57	0.00
\$175,001 - \$275,000	38	23.90%	2.52	4.00	2.29	3.38	0.00
\$275,001 - \$375,000	30	18.87%	4.80	8.00	7.32	1.33	0.00
\$375,001 - \$575,000	19	11.95%	3.80	2.40	6.22	1.04	4.80
\$575,001 and up	16	10.06%	8.35	0.00	15.00	3.43	6.86
Market Supply of Inventory (MSI)			2.74	2.24	3.02	2.38	2.88
Total Active Inventory by Units		100%	2.74	28	101	24	6

December 2022



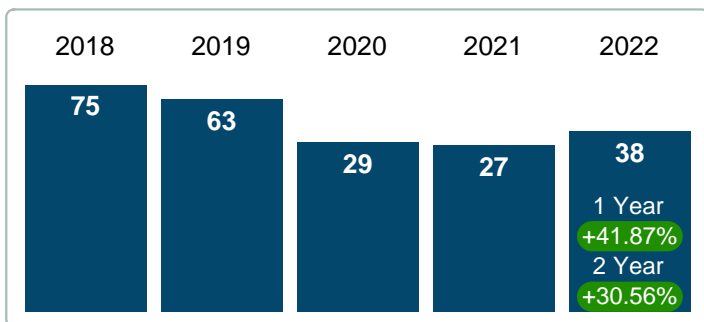
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



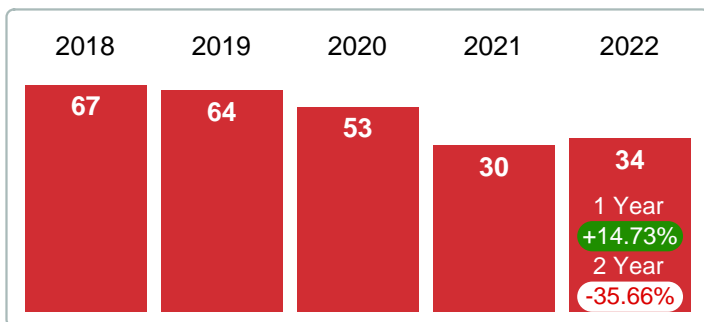
AVERAGE DAYS ON MARKET TO SALE

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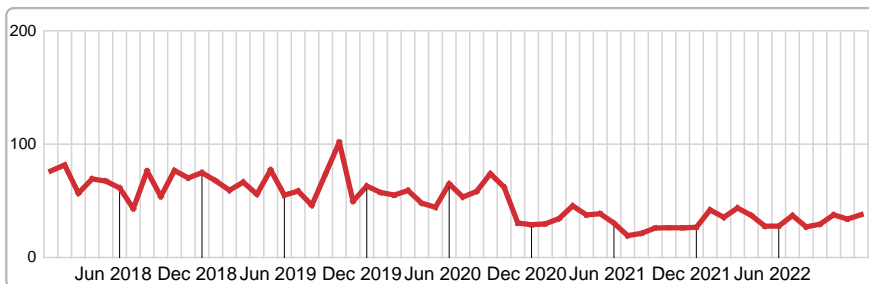
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 46

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 38 below the 5 yr DEC average of 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
\$50,000 and less	6.67%	11	7	15	0	0
\$50,001 - \$75,000	10.00%	70	26	92	0	0
\$75,001 - \$100,000	13.33%	52	47	54	0	0
\$100,001 - \$175,000	30.00%	33	30	36	0	0
\$175,001 - \$250,000	16.67%	55	0	37	130	0
\$250,001 - \$375,000	13.33%	27	0	15	31	0
\$375,001 and up	10.00%	3	0	5	0	1
Average Closed DOM		38	29	39	56	1
Total Closed Units	100%	38	7	18	4	1
Total Closed Volume		5,235,400	700.50K	3.00M	1.16M	380.00K

December 2022



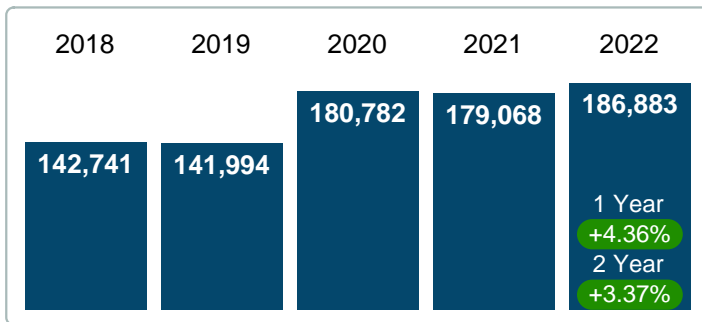
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



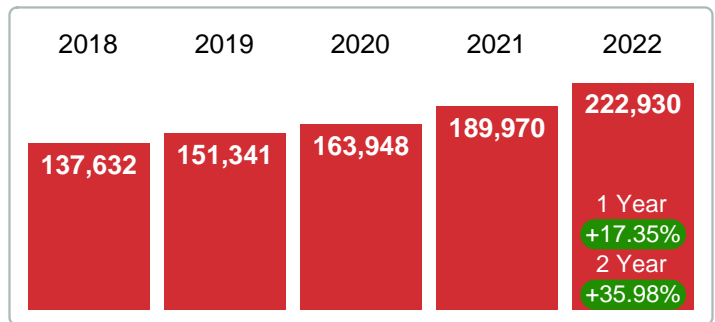
AVERAGE LIST PRICE AT CLOSING

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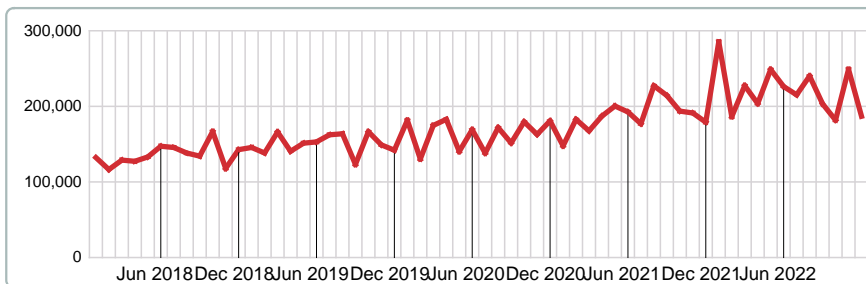
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

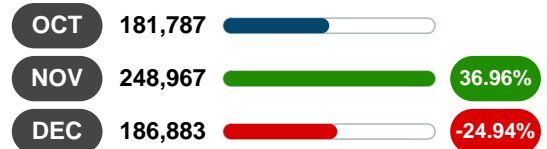


3 MONTHS

5 year DEC AVG = 166,294

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

Average List Price at Closing this month at **186,883** above the 5 yr DEC average of **166,294**



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	3.33%	49,900	54,000	82,500	0	0
\$50,001 - \$75,000	10.00%	65,600	69,900	61,400	0	0
\$75,001 - \$100,000	13.33%	90,125	109,900	92,667	0	0
\$100,001 - \$175,000	36.67%	136,045	134,675	134,580	0	0
\$175,001 - \$250,000	10.00%	220,000	0	208,750	289,000	0
\$250,001 - \$375,000	16.67%	300,560	0	274,900	312,967	0
\$375,001 and up	10.00%	446,667	0	470,500	0	399,000
Average List Price		186,883	110,357	178,172	306,975	399,000
Total Closed Units	100%	186,883	7	18	4	1
Total Closed Volume		5,606,500	772.50K	3.21M	1.23M	399.00K

December 2022



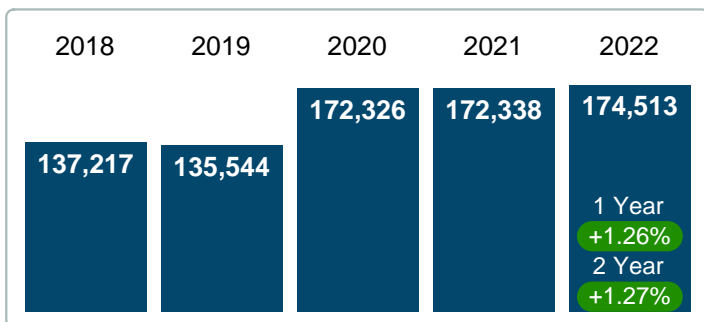
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



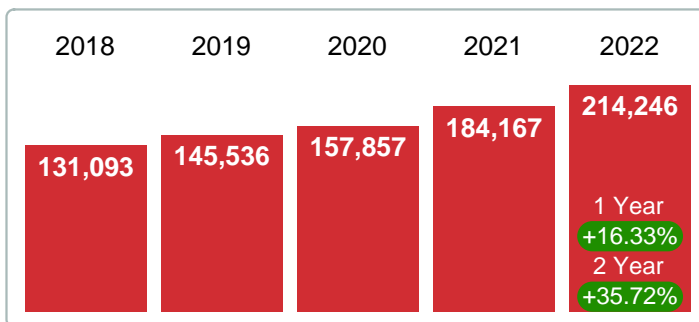
AVERAGE SOLD PRICE AT CLOSING

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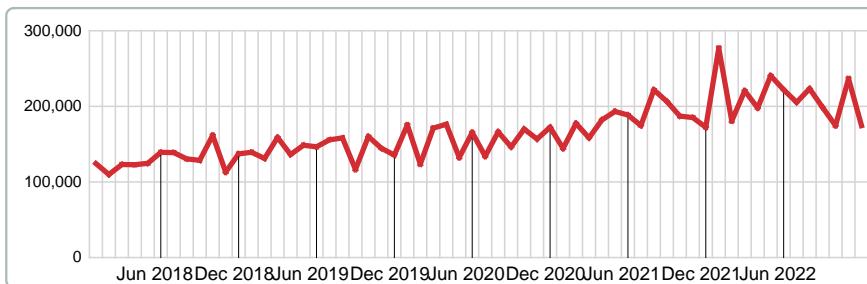
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

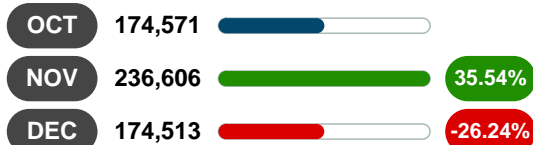


3 MONTHS

5 year DEC AVG = 158,388

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

Average Sold Price at Closing this month at 174,513 above the 5 yr DEC average of 158,388



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%	45,000	50,000	40,000	0	0
\$50,001 - \$75,000	10.00%	58,667	63,000	56,500	0	0
\$75,001 - \$100,000	13.33%	86,500	82,000	88,000	0	0
\$100,001 - \$175,000	30.00%	128,656	126,375	130,480	0	0
\$175,001 - \$250,000	16.67%	215,200	0	206,500	250,000	0
\$250,001 - \$375,000	13.33%	294,875	0	273,000	302,167	0
\$375,001 and up	10.00%	403,333	0	415,000	0	380,000
Average Sold Price		174,513	100,071	166,578	289,125	380,000
Total Closed Units	100%	174,513	7	18	4	1
Total Closed Volume		5,235,400	700.50K	3.00M	1.16M	380.00K

December 2022



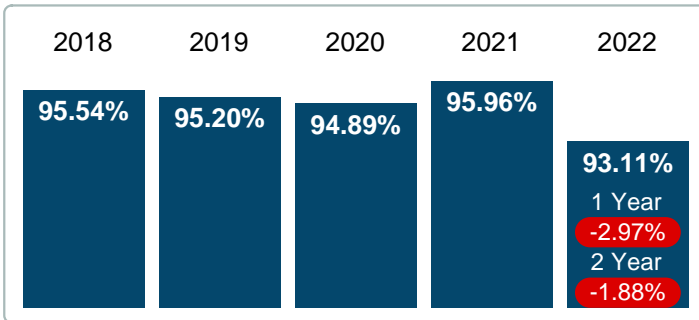
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



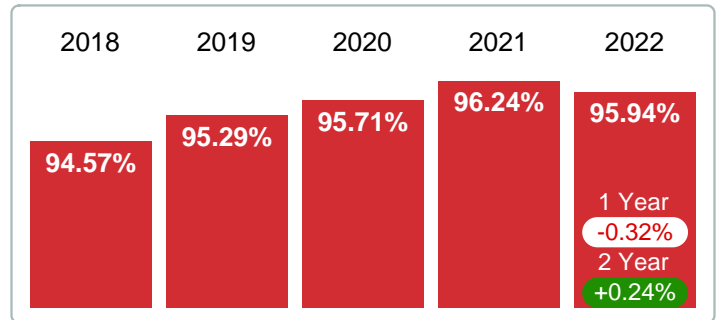
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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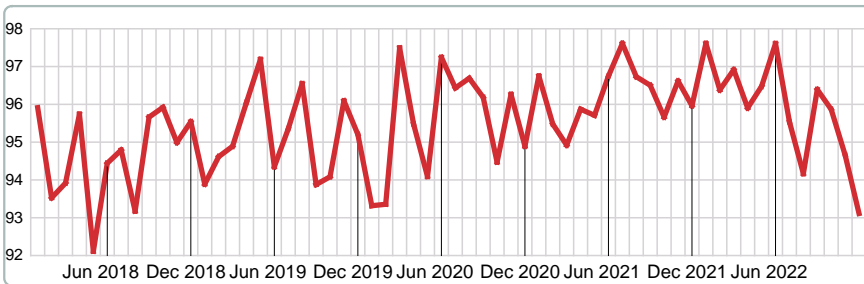
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

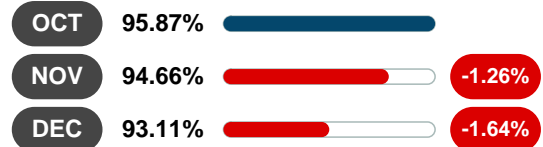


3 MONTHS

5 year DEC AVG = 94.94%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at 93.11% below the 5 yr DEC average of 94.94%



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	2	6.67%	70.54%	92.59%	48.48%	0.00%	0.00%
\$50,001 - \$75,000	3	10.00%	93.30%	90.13%	94.89%	0.00%	0.00%
\$75,001 - \$100,000	4	13.33%	90.12%	74.61%	95.29%	0.00%	0.00%
\$100,001 - \$175,000	9	30.00%	96.25%	94.72%	97.48%	0.00%	0.00%
\$175,001 - \$250,000	5	16.67%	96.58%	0.00%	99.10%	86.51%	0.00%
\$250,001 - \$375,000	4	13.33%	97.13%	0.00%	99.31%	96.40%	0.00%
\$375,001 and up	3	10.00%	91.41%	0.00%	89.50%	0.00%	95.24%
Average Sold/List Ratio		93.10%		90.89%	93.68%	93.92%	95.24%
Total Closed Units		30	100%	7	18	4	1
Total Closed Volume		5,235,400		700.50K	3.00M	1.16M	380.00K

December 2022



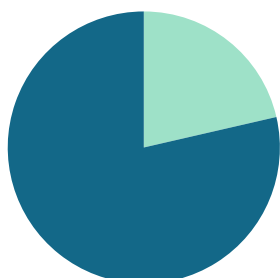
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

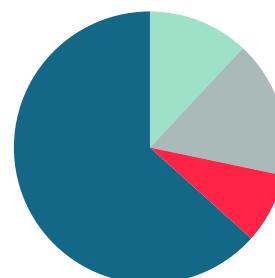


Inventory
 New Listings
52 = 21.40%
 Start Inventory
191
 Total Inventory Units
243
 Volume
\$81,922,655

Market Activity

Closed Sales
30 = 11.95%
 Pending Sales
41 = 16.33%
 Other Off Market
21 = 8.37%
 Active Inventory
159 = 63.35%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	76	30	-60.53%	859	697	-18.86%
Pending Sales	59	41	-30.51%	892	689	-22.76%
New Listings	81	52	-35.80%	1,049	876	-16.49%
Average List Price	179,068	186,883	+4.36%	189,970	222,930	+17.35%
Average Sale Price	172,338	174,513	+1.26%	184,167	214,246	+16.33%
Average Percent of Selling Price to List Price	95.96%	93.11%	-2.97%	96.24%	95.94%	-0.32%
Average Days on Market to Sale	26.64	37.80	+41.87%	29.97	34.38	+14.73%
Monthly Inventory	238	159	-33.19%	238	159	-33.19%
Months Supply of Inventory	3.32	2.74	-17.67%	3.32	2.74	-17.67%

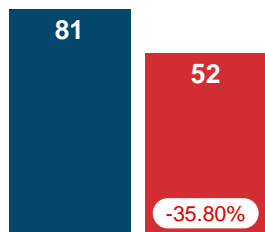
Absorption: Last 12 months, an Average of **58** Sales/Month

Inventory on December 31, 2022 = **159** 2021 2022

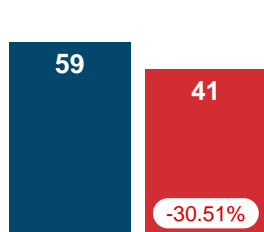
DECEMBER MARKET

AVERAGE PRICES

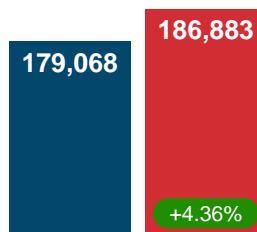
New Listings



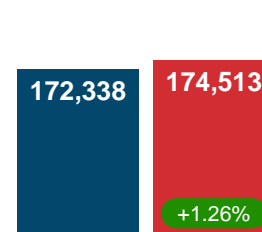
Pending Listings



List Price



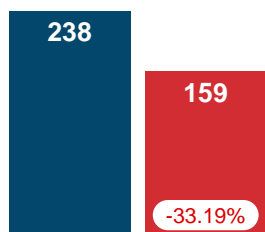
Sale Price



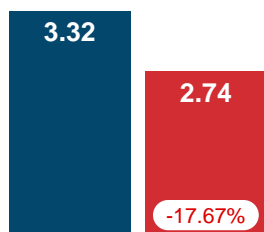
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

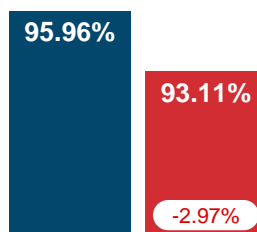
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

