

# October 2022



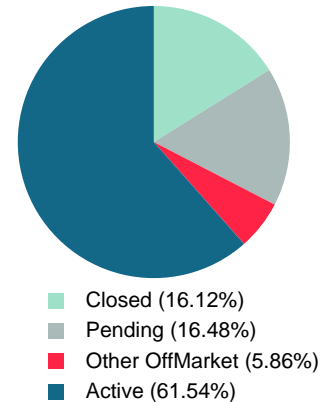
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	75	44	-41.33%
Pending Listings	73	45	-38.36%
New Listings	74	67	-9.46%
Average List Price	193,724	184,557	-4.73%
Average Sale Price	187,125	177,743	-5.01%
Average Percent of Selling Price to List Price	95.66%	96.72%	1.10%
Average Days on Market to Sale	26.32	36.18	37.47%
End of Month Inventory	268	168	-37.31%
Months Supply of Inventory	3.84	2.69	-30.04%



**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of October 31, 2022 = **168**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2022 decreased **37.31%** to 168 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **2.69** 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 **5.01%** in October 2022 to \$177,743 versus the previous year at \$187,125.

#### Average Days on Market Lengthens

The average number of **36.18** days that homes spent on the market before selling increased by 9.86 days or **37.47%** in October 2022 compared to last year's same month at **26.32** DOM.

#### Sales Success for October 2022 is Positive

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

There were 67 New Listings in October 2022, down **9.46%** from last year at 74. Furthermore, there were 44 Closed Listings this month versus last year at 75, a **-41.33%** decrease.

Closed versus Listed trends yielded a **65.7%** ratio, down from previous year's, October 2021, at **101.4%**, a **35.20%** 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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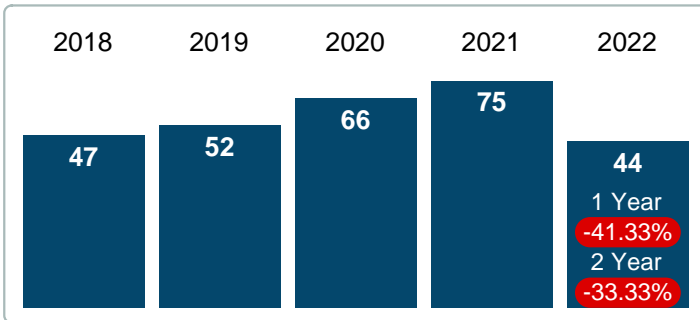
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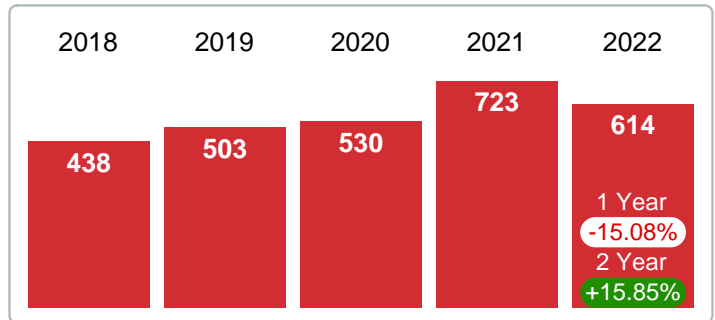
## CLOSED LISTINGS

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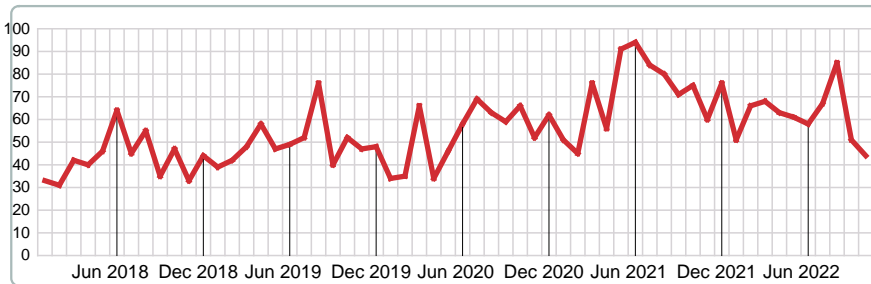
### OCTOBER



### YEAR TO DATE (YTD)

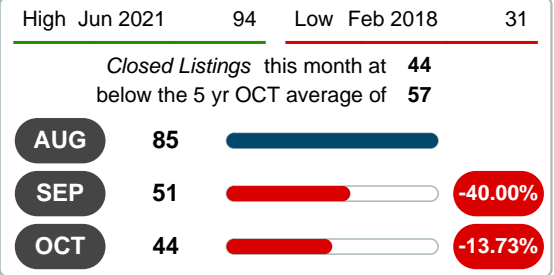


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 57



### 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	1	2.27%	7.0	1	0	0	0
\$25,001 - \$75,000	7	15.91%	40.4	6	1	0	0
\$75,001 - \$125,000	9	20.45%	10.6	5	4	0	0
\$125,001 - \$175,000	11	25.00%	34.6	2	6	3	0
\$175,001 - \$250,000	6	13.64%	69.3	0	5	1	0
\$250,001 - \$300,000	5	11.36%	45.2	1	2	2	0
\$300,001 and up	5	11.36%	36.8	0	5	0	0
<b>Total Closed Units</b>	<b>44</b>			<b>15</b>	<b>23</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,820,700</b>	<b>100%</b>	<b>36.2</b>	<b>1.30M</b>	<b>5.28M</b>	<b>1.23M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$177,743</b>			<b>\$86,860</b>	<b>\$229,778</b>	<b>\$205,483</b>	<b>\$0</b>

# October 2022



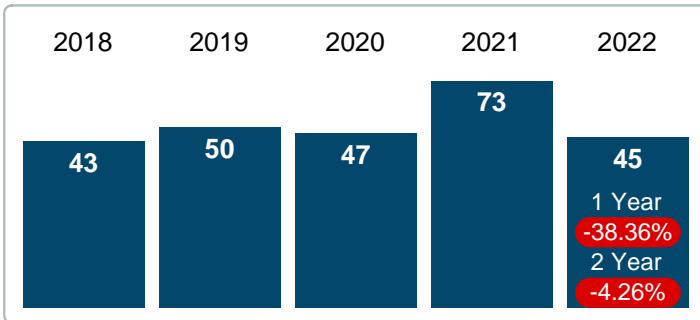
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



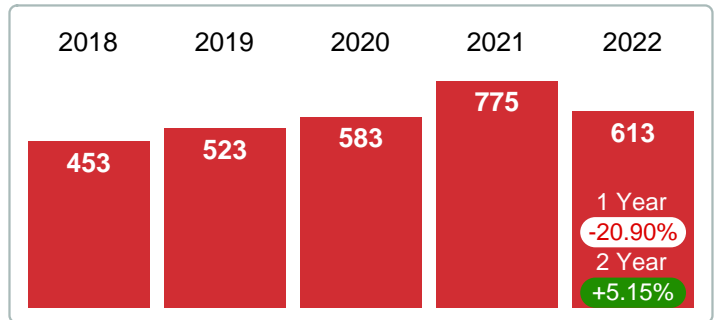
## PENDING LISTINGS

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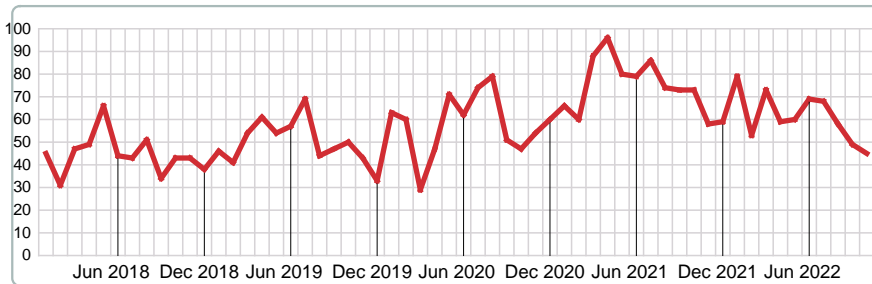
### OCTOBER



### YEAR TO DATE (YTD)

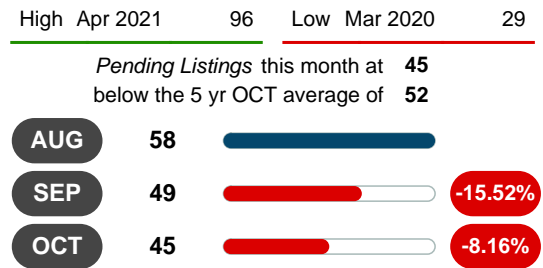


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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	4	8.89%	66.0	3	0	1	0
\$75,001 - \$125,000	5	11.11%	22.2	2	3	0	0
\$125,001 - \$175,000	8	17.78%	55.5	2	5	1	0
\$175,001 - \$250,000	11	24.44%	37.9	0	8	3	0
\$250,001 - \$300,000	6	13.33%	34.8	0	2	4	0
\$300,001 - \$350,000	6	13.33%	34.0	1	4	1	0
\$350,001 and up	5	11.11%	95.4	1	3	0	1
<b>Total Pending Units</b>	<b>45</b>			<b>9</b>	<b>25</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,797,100</b>	<b>100%</b>	<b>-0.2</b>	<b>1.37M</b>	<b>6.70M</b>	<b>2.33M</b>	<b>399.00K</b>
<b>Average Listing Price</b>	<b>\$180,833</b>			<b>\$151,756</b>	<b>\$267,900</b>	<b>\$233,480</b>	<b>\$399,000</b>

# October 2022



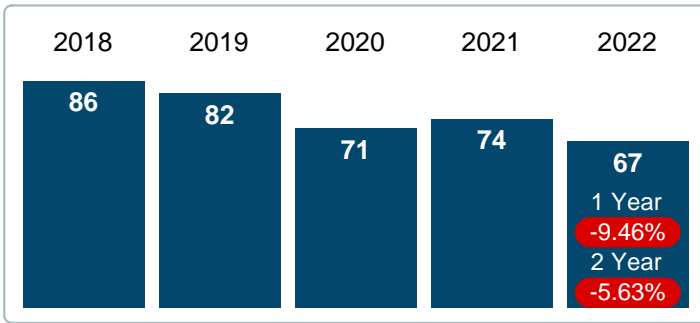
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



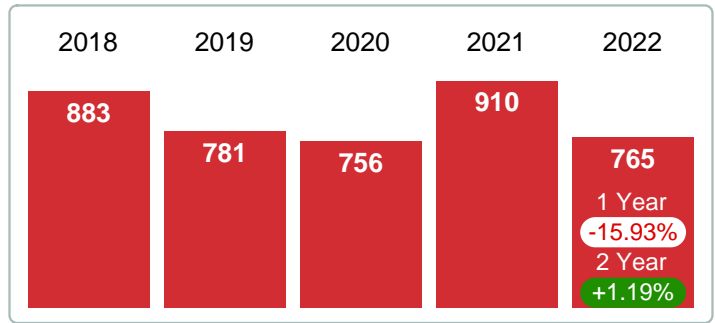
## NEW LISTINGS

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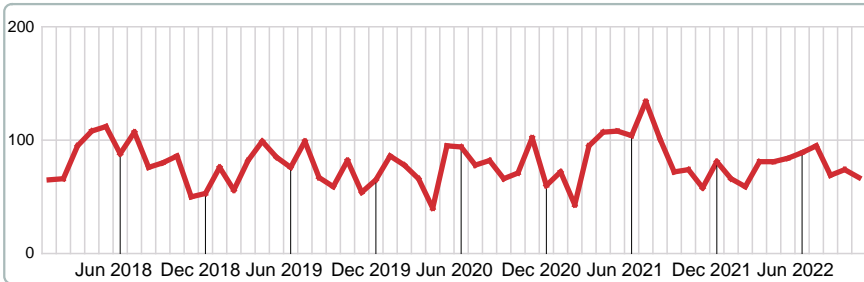
### OCTOBER



### YEAR TO DATE (YTD)

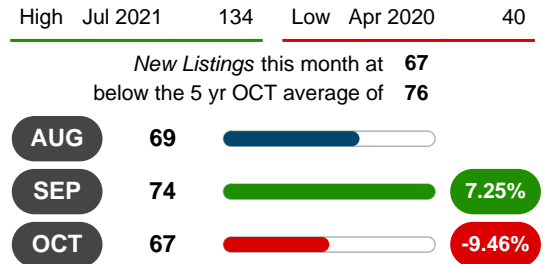


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 76



### 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	7.46%	4	1	0	0
\$50,001 - \$125,000	9	13.43%	4	4	1	0
\$125,001 - \$175,000	8	11.94%	3	4	1	0
\$175,001 - \$225,000	12	17.91%	0	6	5	1
\$225,001 - \$300,000	16	23.88%	0	12	4	0
\$300,001 - \$375,000	10	14.93%	0	8	2	0
\$375,001 and up	7	10.45%	0	6	0	1
<b>Total New Listed Units</b>	<b>67</b>		<b>11</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>15,966,500</b>	<b>100%</b>	<b>914.80K</b>	<b>11.34M</b>	<b>3.10M</b>	<b>618.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$180,833</b>		<b>\$83,164</b>	<b>\$276,502</b>	<b>\$238,238</b>	<b>\$309,000</b>

# October 2022



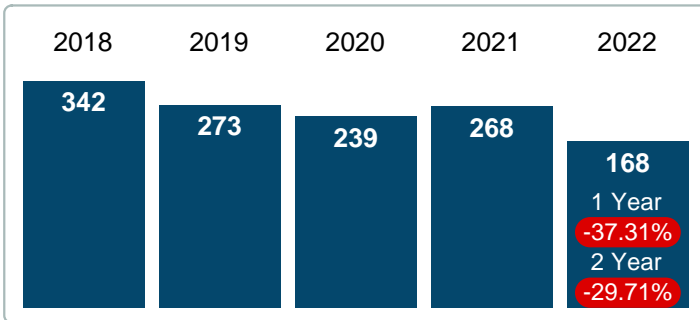
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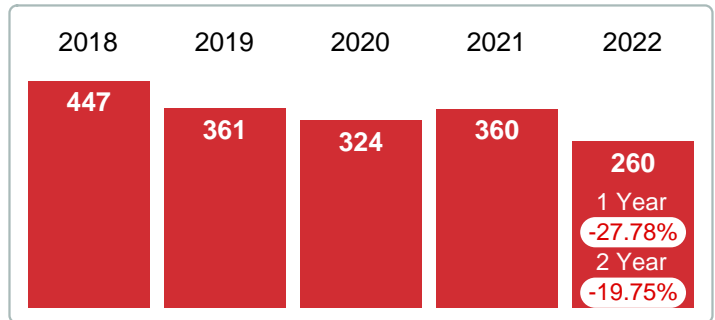
## ACTIVE INVENTORY

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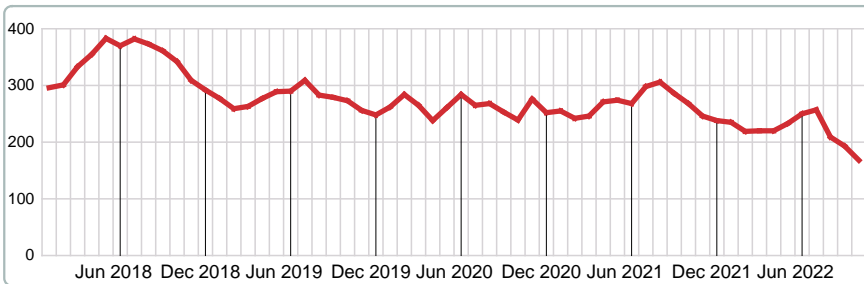
### END OF OCTOBER



### ACTIVE DURING OCTOBER

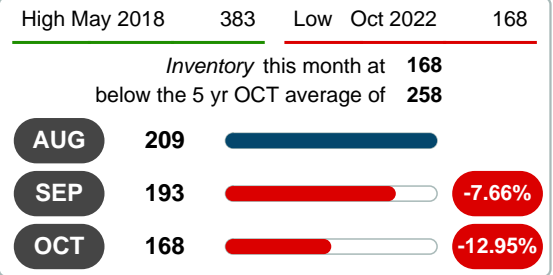


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 258



### 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	8.93%	65.4	10	4	1	0
\$75,001 - \$125,000	21	12.50%	80.9	9	9	3	0
\$125,001 - \$175,000	22	13.10%	61.8	4	15	3	0
\$175,001 - \$275,000	43	25.60%	66.0	2	26	13	2
\$275,001 - \$375,000	30	17.86%	77.4	3	20	7	0
\$375,001 - \$550,000	20	11.90%	90.1	1	16	3	0
\$550,001 and up	17	10.12%	101.5	0	10	4	3
<b>Total Active Inventory by Units</b>	<b>168</b>			<b>29</b>	<b>100</b>	<b>34</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>54,290,050</b>	<b>100%</b>	<b>75.7</b>	<b>3.81M</b>	<b>35.02M</b>	<b>12.10M</b>	<b>3.36M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$323,155</b>			<b>\$131,216</b>	<b>\$350,159</b>	<b>\$356,026</b>	<b>\$672,800</b>

# October 2022



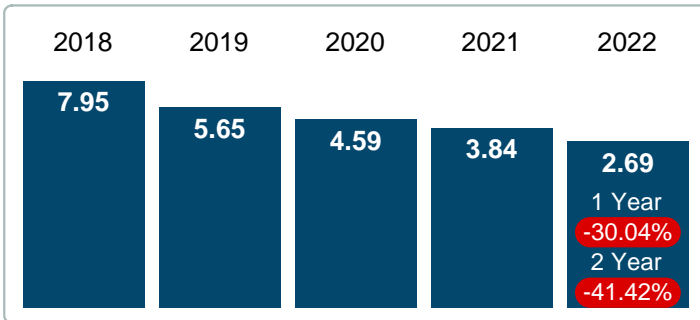
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



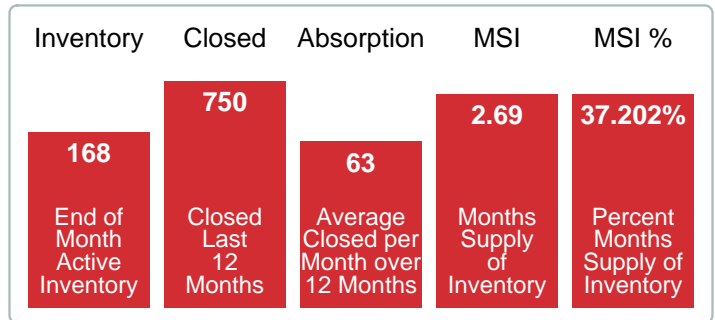
## MONTHS SUPPLY of INVENTORY (MSI)

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

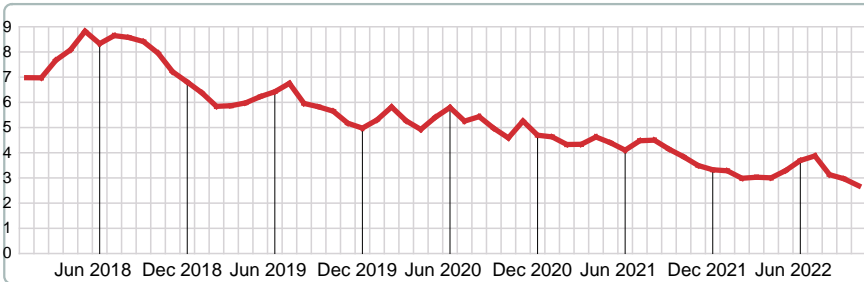
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022

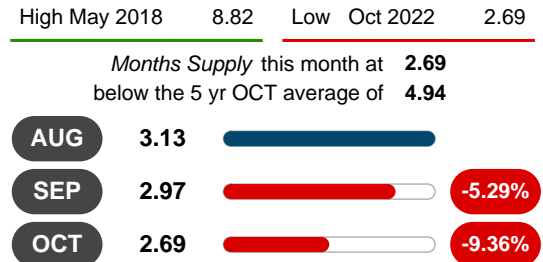


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.94



### 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	8.93%	1.67	2.31	0.91	4.00	0.00
\$75,001 - \$125,000	21	12.50%	1.83	1.86	1.54	4.00	0.00
\$125,001 - \$175,000	22	13.10%	1.78	1.41	1.98	1.89	0.00
\$175,001 - \$275,000	43	25.60%	2.62	3.43	2.18	3.71	4.80
\$275,001 - \$375,000	30	17.86%	4.56	12.00	5.45	3.00	0.00
\$375,001 - \$550,000	20	11.90%	4.53	2.00	8.00	1.89	0.00
\$550,001 and up	17	10.12%	7.56	0.00	10.91	5.33	6.00
Market Supply of Inventory (MSI)			2.69	2.16	2.75	3.16	2.50
Total Active Inventory by Units		100%	2.69	29	100	34	5

# October 2022



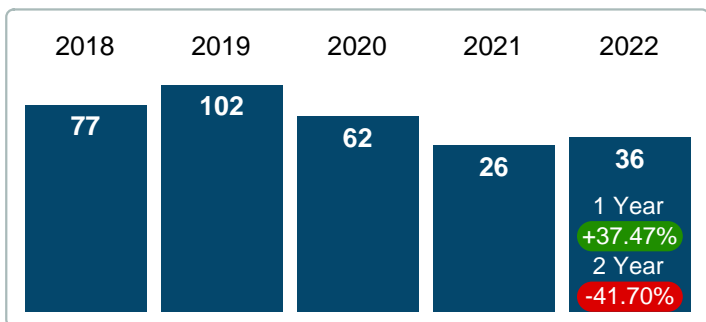
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



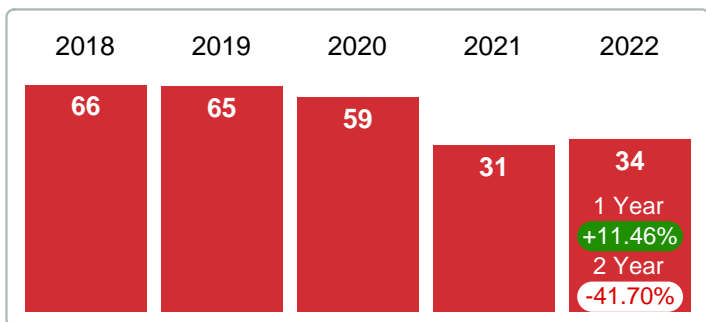
## AVERAGE DAYS ON MARKET TO SALE

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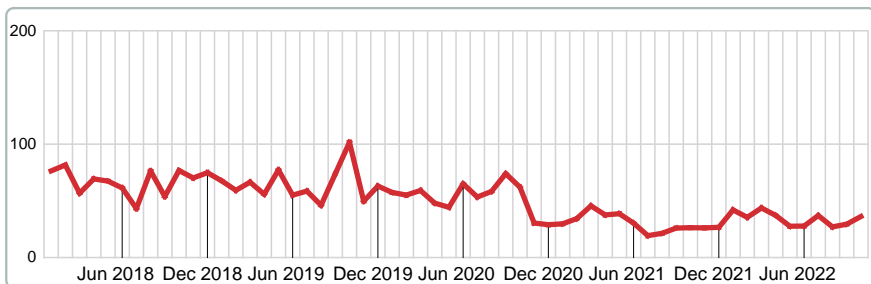
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

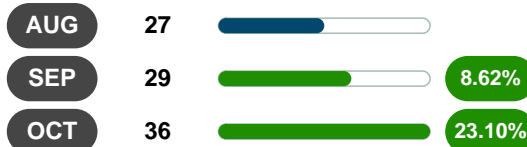


### 3 MONTHS

5 year OCT AVG = 61

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 36 below the 5 yr OCT average of 61



### 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	2.27%	7	7	0	0	0
\$25,001 - \$75,000	15.91%	40	42	31	0	0
\$75,001 - \$125,000	20.45%	11	10	12	0	0
\$125,001 - \$175,000	25.00%	35	4	25	74	0
\$175,001 - \$250,000	13.64%	69	0	69	71	0
\$250,001 - \$300,000	11.36%	45	139	5	39	0
\$300,001 and up	11.36%	37	0	37	0	0
<b>Average Closed DOM</b>		<b>36</b>	<b>30</b>	<b>33</b>	<b>62</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>15</b>	<b>23</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,820,700</b>	<b>1.30M</b>	<b>5.28M</b>	<b>1.23M</b>	<b>0.00B</b>

# October 2022



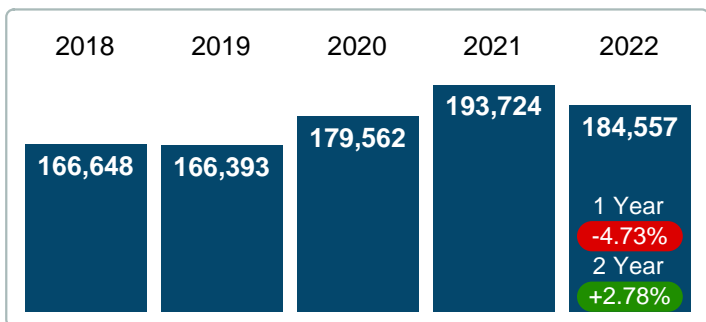
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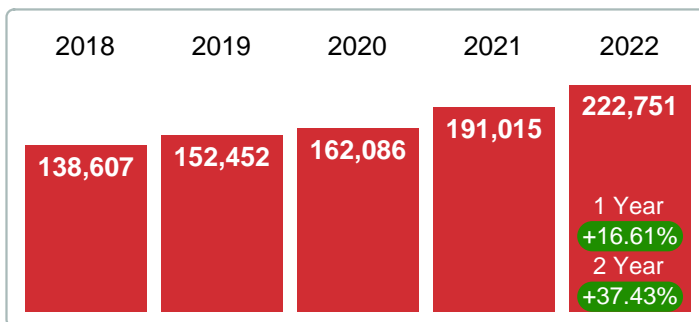
## AVERAGE LIST PRICE AT CLOSING

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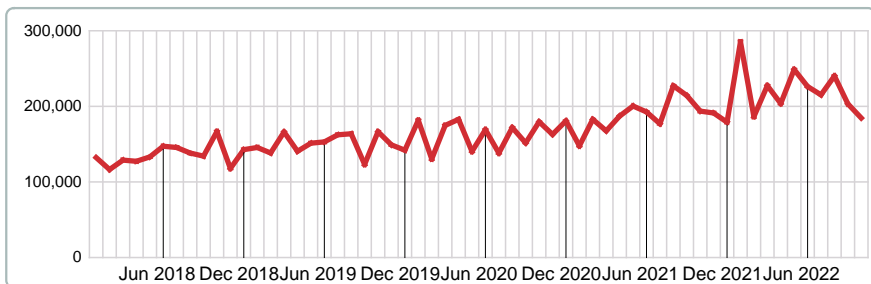
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

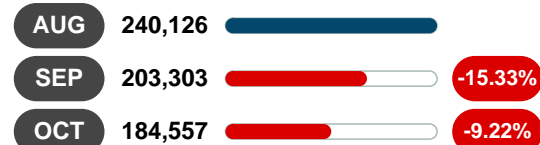


### 3 MONTHS

5 year OCT AVG = 178,177

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

Average List Price at Closing this month at **184,557** above the 5 yr OCT average of **178,177**



### 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	2.27%	22,000	22,000	0	0	0
\$25,001 - \$75,000	15.91%	46,043	45,400	60,000	0	0
\$75,001 - \$125,000	22.73%	98,530	94,580	98,575	0	0
\$125,001 - \$175,000	20.45%	153,411	123,950	156,983	166,133	0
\$175,001 - \$250,000	13.64%	211,233	0	228,480	189,500	0
\$250,001 - \$300,000	11.36%	278,760	375,000	272,400	292,500	0
\$300,001 and up	13.64%	458,167	0	474,800	0	0
<b>Average List Price</b>		<b>184,557</b>	<b>92,680</b>	<b>237,278</b>	<b>212,150</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>184,557</b>	<b>15</b>	<b>23</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,120,499</b>	<b>1.39M</b>	<b>5.46M</b>	<b>1.27M</b>	<b>0.00B</b>



# October 2022



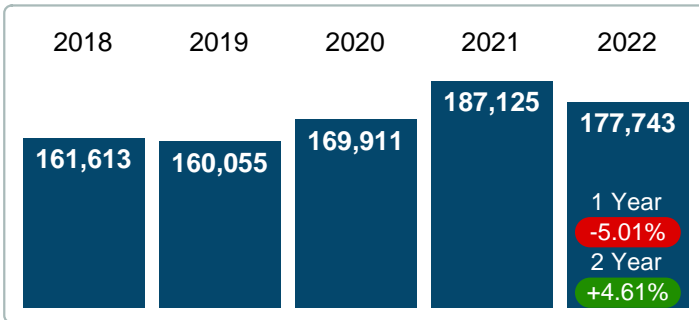
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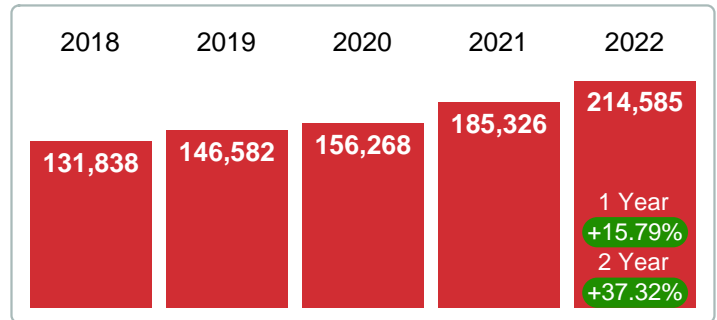
## AVERAGE SOLD PRICE AT CLOSING

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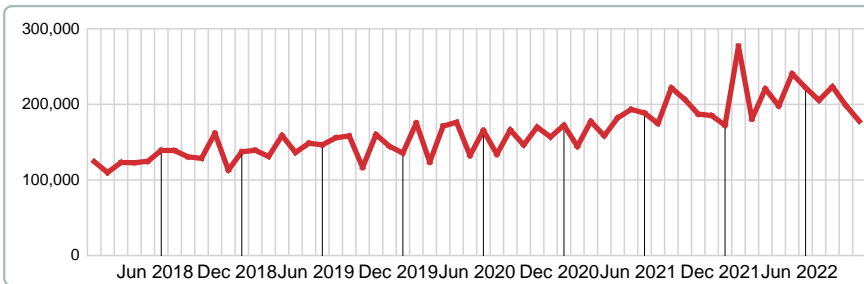
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

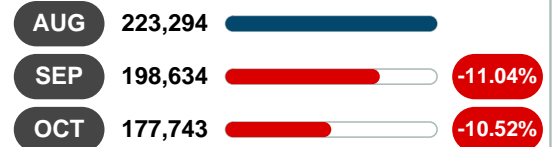


### 3 MONTHS

5 year OCT AVG = 171,289

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

Average Sold Price at Closing this month at 177,743 above the 5 yr OCT average of 171,289



### 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	2.27%	17,000	17,000	0	0	0
\$25,001 - \$75,000	15.91%	42,771	41,400	51,000	0	0
\$75,001 - \$125,000	20.45%	97,044	94,180	100,625	0	0
\$125,001 - \$175,000	25.00%	151,282	133,300	156,433	152,967	0
\$175,001 - \$250,000	13.64%	207,150	0	211,580	185,000	0
\$250,001 - \$300,000	11.36%	285,280	300,000	268,700	294,500	0
\$300,001 and up	11.36%	459,500	0	459,500	0	0
<b>Average Sold Price</b>		<b>177,743</b>	<b>86,860</b>	<b>229,778</b>	<b>205,483</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>177,743</b>	<b>15</b>	<b>23</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,820,700</b>	<b>1.30M</b>	<b>5.28M</b>	<b>1.23M</b>	<b>0.00B</b>

# October 2022



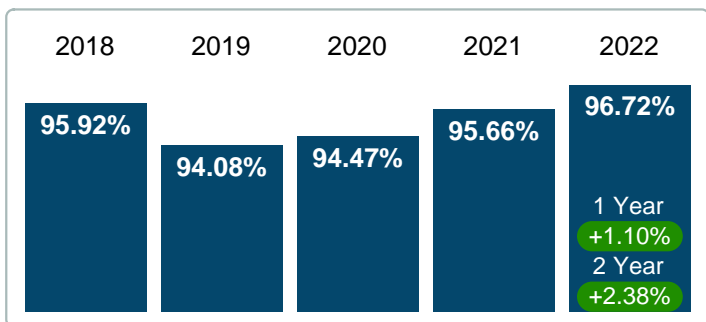
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



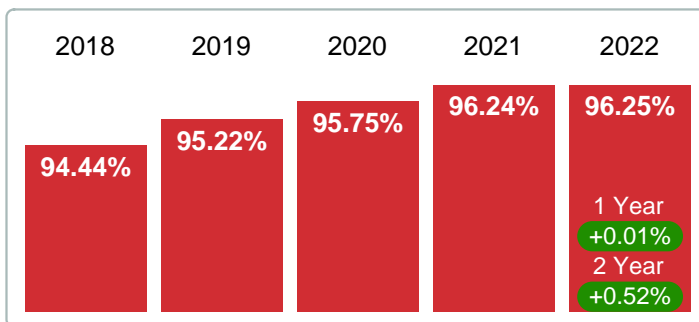
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

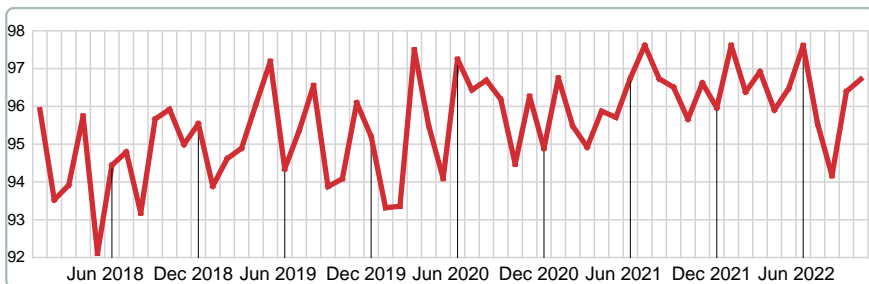
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

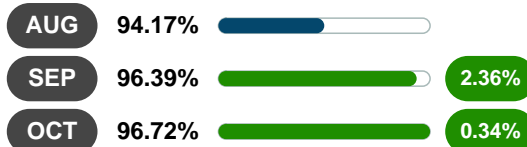


### 3 MONTHS

5 year OCT AVG = 95.37%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.72%**  
above the 5 yr OCT average of **95.37%**



### 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	1	2.27%	77.27%	77.27%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	7	15.91%	93.25%	94.63%	85.00%	0.00%	0.00%
\$75,001 - \$125,000	9	20.45%	100.81%	99.63%	102.30%	0.00%	0.00%
\$125,001 - \$175,000	11	25.00%	99.43%	108.49%	99.56%	93.11%	0.00%
\$175,001 - \$250,000	6	13.64%	93.75%	0.00%	92.97%	97.63%	0.00%
\$250,001 - \$300,000	5	11.36%	95.77%	80.00%	98.72%	100.70%	0.00%
\$300,001 and up	5	11.36%	96.63%	0.00%	96.63%	0.00%	0.00%
Average Sold/List Ratio		96.70%		96.01%	97.26%	96.39%	0.00%
Total Closed Units		44	100%	15	23	6	
Total Closed Volume		7,820,700		1.30M	5.28M	1.23M	0.00B

# October 2022



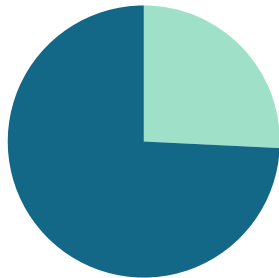
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

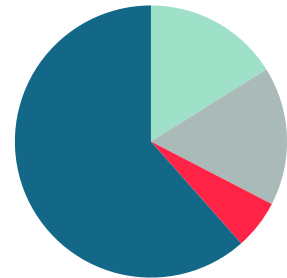


**Inventory**  
 New Listings  
**67 = 25.77%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**260**  
 Volume  
**\$74,438,249**

### Market Activity

Closed Sales  
**44 = 16.12%**  
 Pending Sales  
**45 = 16.48%**  
 Other Off Market  
**16 = 5.86%**  
 Active Inventory  
**168 = 61.54%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	75	44	-41.33%	723	614	-15.08%
Pending Sales	73	45	-38.36%	775	613	-20.90%
New Listings	74	67	-9.46%	910	765	-15.93%
Average List Price	193,724	184,557	-4.73%	191,015	222,751	16.61%
Average Sale Price	187,125	177,743	-5.01%	185,326	214,585	15.79%
Average Percent of Selling Price to List Price	95.66%	96.72%	1.10%	96.24%	96.25%	0.01%
Average Days on Market to Sale	26.32	36.18	37.47%	30.63	34.14	11.46%
Monthly Inventory	268	168	-37.31%	268	168	-37.31%
Months Supply of Inventory	3.84	2.69	-30.04%	3.84	2.69	-30.04%

**Absorption:** Last 12 months, an Average of **63** Sales/Month

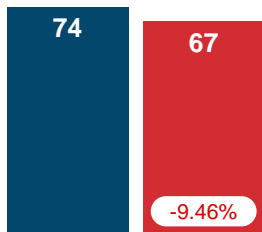
**Inventory** on October 31, 2022 = **168**

**2021** **2022**

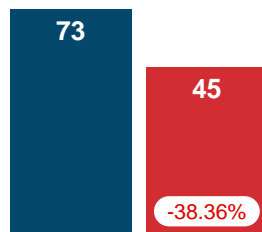
### OCTOBER MARKET

### AVERAGE PRICES

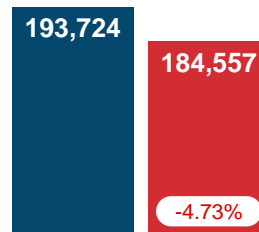
#### New Listings



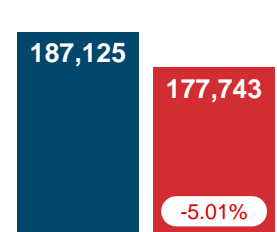
#### Pending Listings



#### List Price



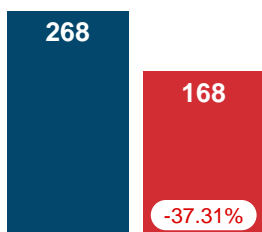
#### Sale Price



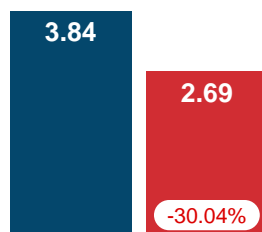
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

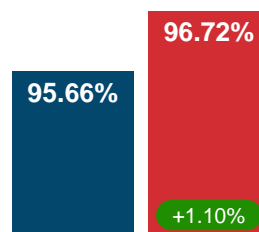
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

