

October 2022



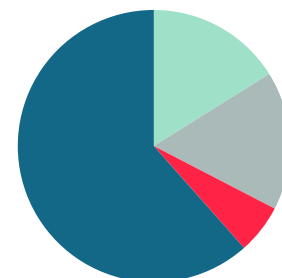
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	169,000	149,950	-11.27%
Median Sale Price	169,000	151,450	-10.38%
Median Percent of Selling Price to List Price	98.11%	100.00%	1.92%
Median Days on Market to Sale	8.00	15.50	93.75%
End of Month Inventory	268	168	-37.31%
Months Supply of Inventory	3.84	2.69	-30.04%



■ Closed (16.12%)
■ Pending (16.48%)
■ Other OffMarket (5.86%)
■ Active (61.54%)

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.

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 **10.38%** in October 2022 to \$151,450 versus the previous year at \$169,000.

Median Days on Market Lengthens

The median number of **15.50** days that homes spent on the market before selling increased by 7.50 days or **93.75%** in October 2022 compared to last year's same month at **8.00** DOM.

Sales Success for October 2022 is Positive

Overall, with Median 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.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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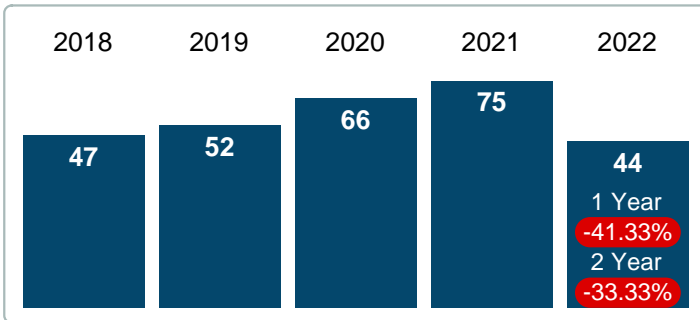
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



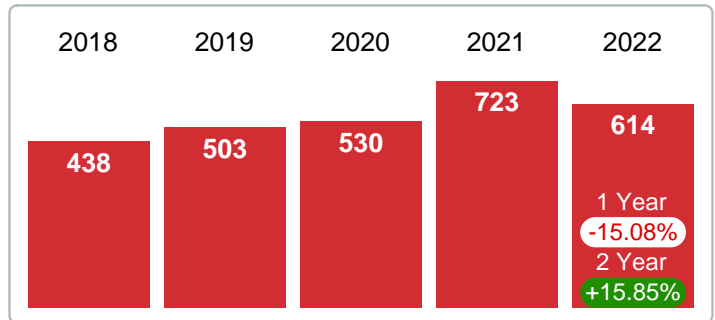
CLOSED LISTINGS

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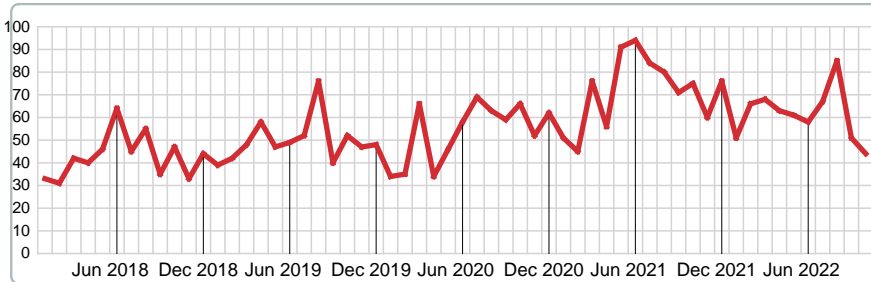
OCTOBER



YEAR TO DATE (YTD)

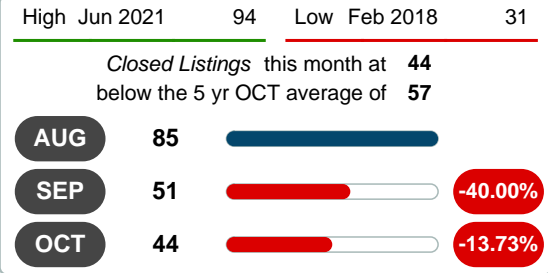


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	16.0	6	1	0	0
\$75,001 - \$125,000	9	20.45%	3.0	5	4	0	0
\$125,001 - \$175,000	11	25.00%	9.0	2	6	3	0
\$175,001 - \$250,000	6	13.64%	32.0	0	5	1	0
\$250,001 - \$300,000	5	11.36%	8.0	1	2	2	0
\$300,001 and up	5	11.36%	24.0	0	5	0	0
Total Closed Units	44			15	23	6	0
Total Closed Volume	7,820,700	100%	15.5	1.30M	5.28M	1.23M	0.00B
Median Closed Price	\$151,450			\$77,900	\$179,900	\$174,500	\$0

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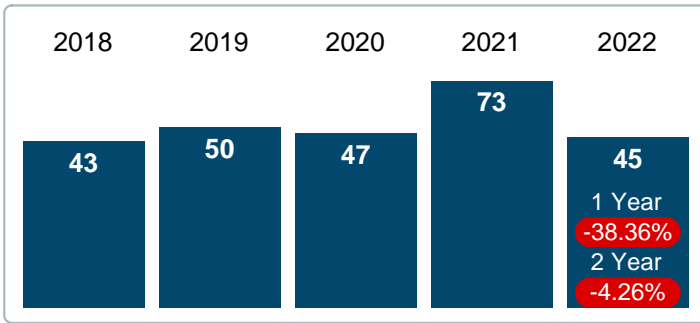
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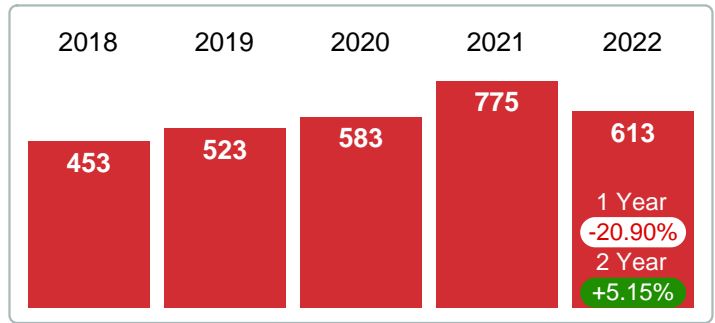
PENDING LISTINGS

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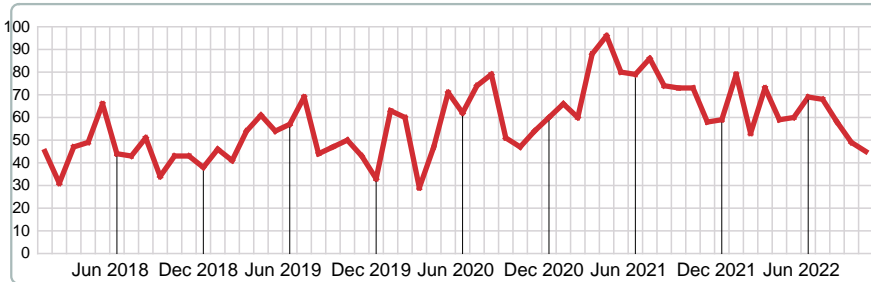
OCTOBER



YEAR TO DATE (YTD)

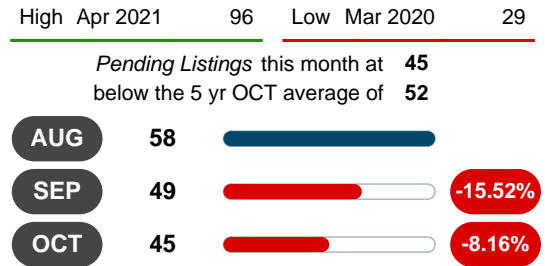


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	62.5	3	0	1	0
\$75,001 - \$125,000	5	11.11%	27.0	2	3	0	0
\$125,001 - \$175,000	8	17.78%	50.5	2	5	1	0
\$175,001 - \$250,000	11	24.44%	16.0	0	8	3	0
\$250,001 - \$300,000	6	13.33%	34.0	0	2	4	0
\$300,001 - \$350,000	6	13.33%	11.0	1	4	1	0
\$350,001 and up	5	11.11%	145.0	1	3	0	1
Total Pending Units	45			9	25	10	1
Total Pending Volume	10,797,100	100%	28.0	1.37M	6.70M	2.33M	399.00K
Median Listing Price	\$222,500			\$79,500	\$222,500	\$252,000	\$399,000

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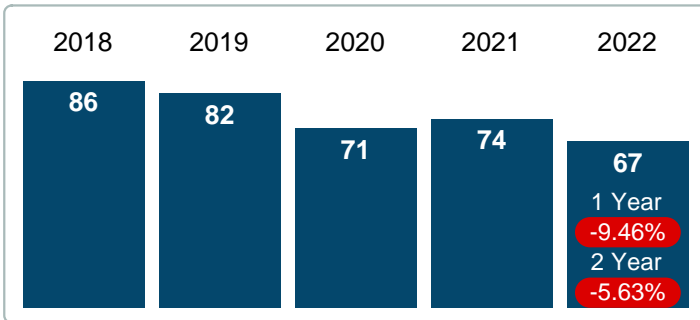
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



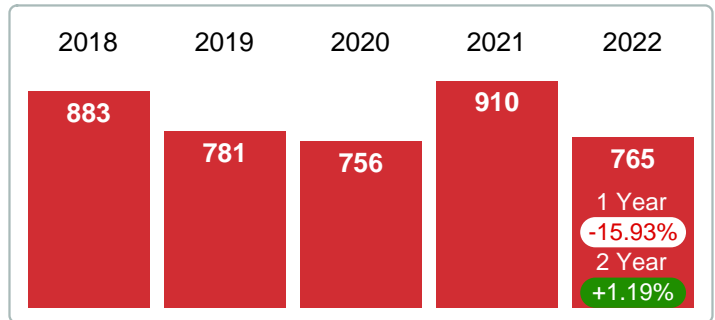
NEW LISTINGS

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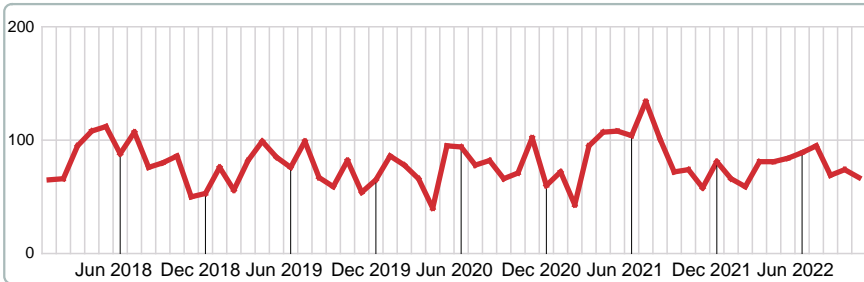
OCTOBER



YEAR TO DATE (YTD)

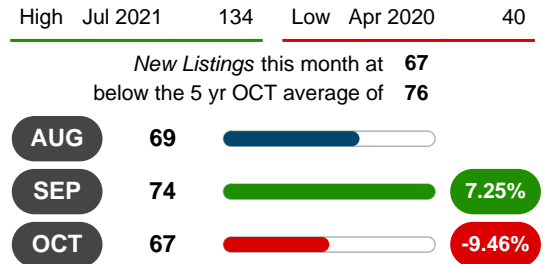


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	67		11	41	13	2
Total New Listed Volume	15,966,500	100%	914.80K	11.34M	3.10M	618.00K
Median New Listed Listing Price	\$220,000		\$79,000	\$240,000	\$219,900	\$309,000

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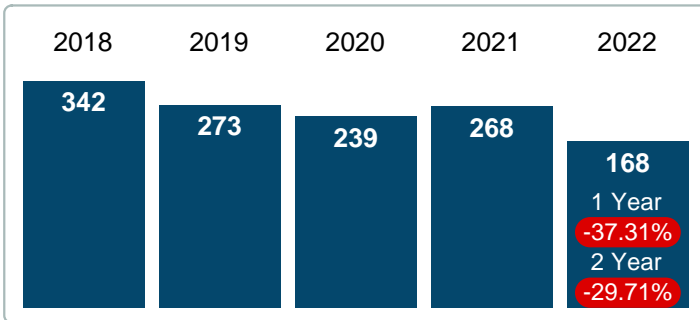
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



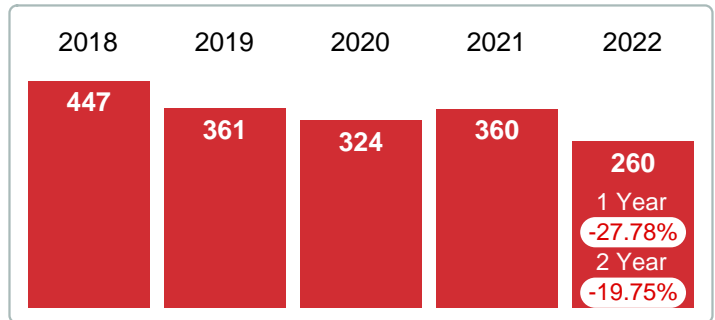
ACTIVE INVENTORY

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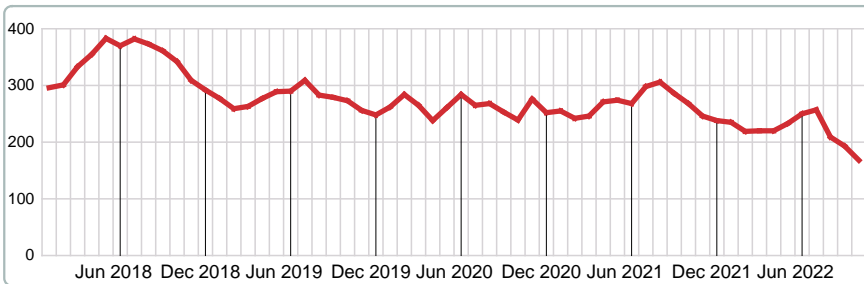
END OF OCTOBER



ACTIVE DURING OCTOBER

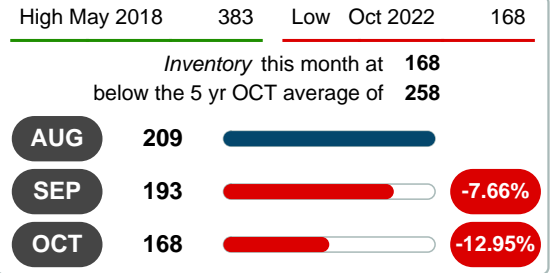


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 258



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	8.93%	50.0	10	4	1	0
\$75,001 - \$125,000	21	12.50%	62.0	9	9	3	0
\$125,001 - \$175,000	22	13.10%	42.5	4	15	3	0
\$175,001 - \$275,000	43	25.60%	52.0	2	26	13	2
\$275,001 - \$375,000	30	17.86%	72.5	3	20	7	0
\$375,001 - \$550,000	20	11.90%	88.5	1	16	3	0
\$550,001 and up	17	10.12%	105.0	0	10	4	3
Total Active Inventory by Units	168			29	100	34	5
Total Active Inventory by Volume	54,290,050	100%	61.5	3.81M	35.02M	12.10M	3.36M
Median Active Inventory Listing Price	\$225,000			\$89,000	\$247,500	\$237,450	\$725,000

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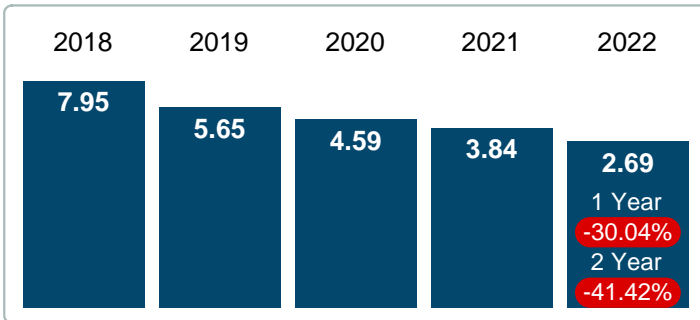
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



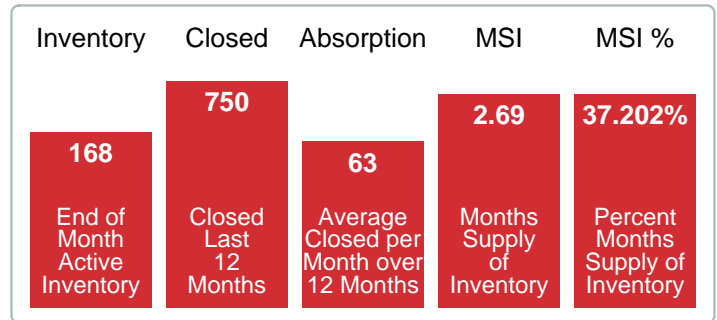
MONTHS SUPPLY of INVENTORY (MSI)

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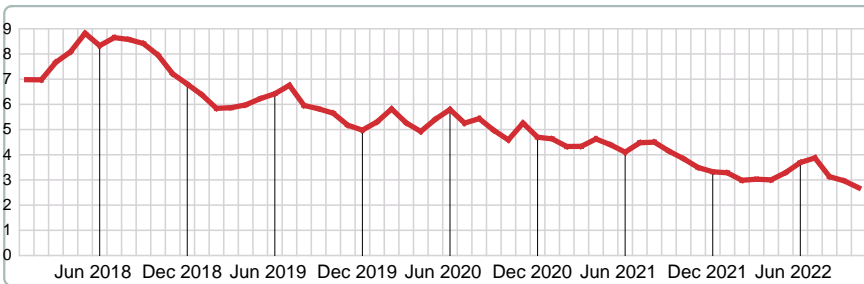
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

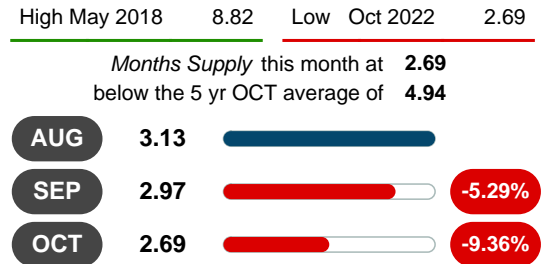


5 YEAR MARKET ACTIVITY TRENDS



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

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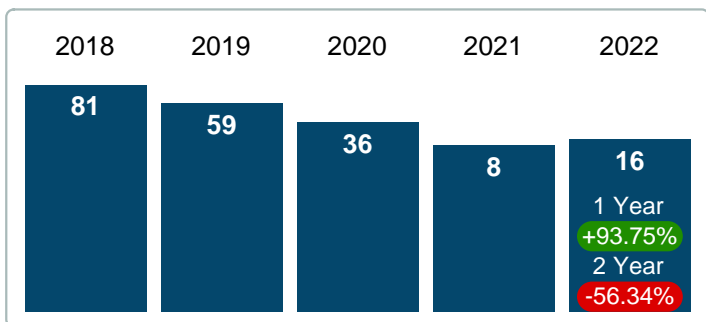
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



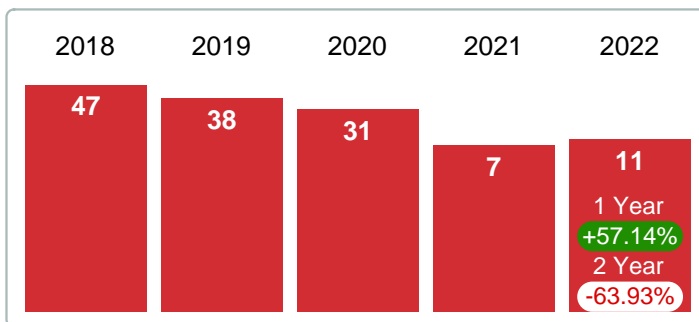
MEDIAN DAYS ON MARKET TO SALE

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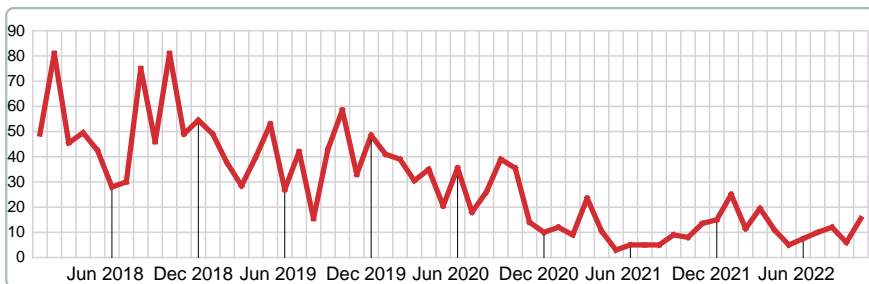
OCTOBER



YEAR TO DATE (YTD)

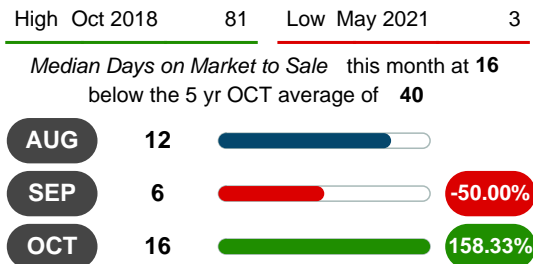


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



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
\$25,000 and less	2.27%	7	7	0	0	0
\$25,001 - \$75,000	15.91%	16	10	31	0	0
\$75,001 - \$125,000	20.45%	3	1	11	0	0
\$125,001 - \$175,000	25.00%	9	4	12	84	0
\$175,001 - \$250,000	13.64%	32	0	18	71	0
\$250,001 - \$300,000	11.36%	8	139	5	39	0
\$300,001 and up	11.36%	24	0	24	0	0
Median Closed DOM		16	5	18	74	0
Total Closed Units	100%	44	15	23	6	
Total Closed Volume		7,820,700	1.30M	5.28M	1.23M	0.00B

October 2022



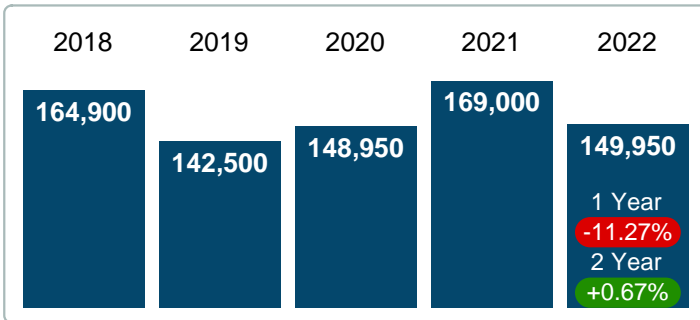
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



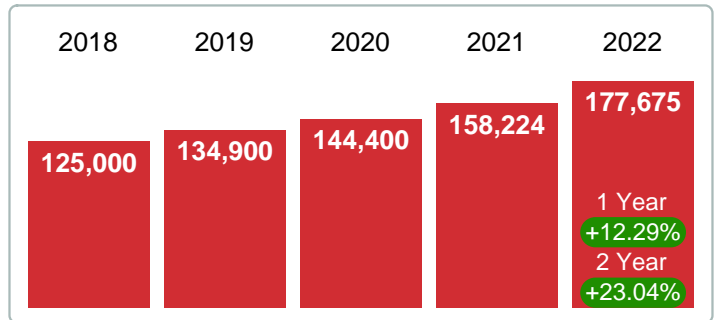
MEDIAN LIST PRICE AT CLOSING

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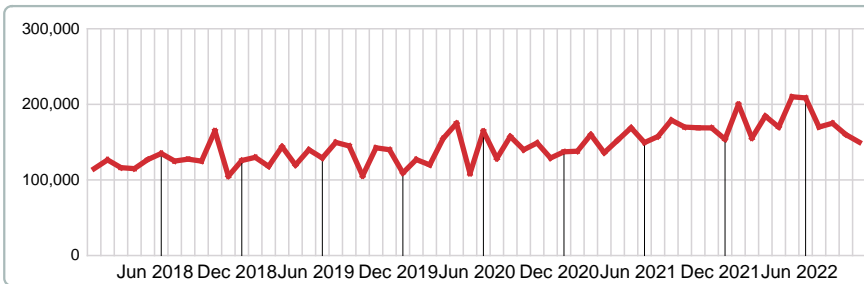
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

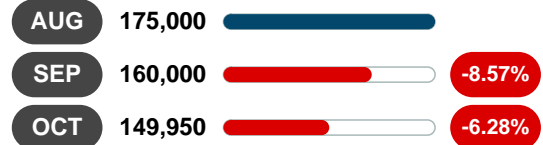


3 MONTHS

5 year OCT AVG = 155,060

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

Median List Price at Closing this month at **149,950**
 below the 5 yr OCT average of **155,060**



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
\$30,000 and less	4.55%	26,000	26,000	0	0	0
\$30,001 - \$70,000	11.36%	38,900	38,700	60,000	0	0
\$70,001 - \$120,000	22.73%	91,000	87,250	99,750	0	0
\$120,001 - \$170,000	20.45%	149,900	132,450	150,000	149,450	0
\$170,001 - \$250,000	15.91%	199,500	0	221,500	194,500	0
\$250,001 - \$300,000	11.36%	285,000	0	264,000	292,500	0
\$300,001 and up	13.64%	435,000	375,000	485,000	0	0
Median List Price		149,950	79,900	179,900	194,500	0
Total Closed Units		44	15	23	6	0
Total Closed Volume		8,120,499	1.39M	5.46M	1.27M	0.00B

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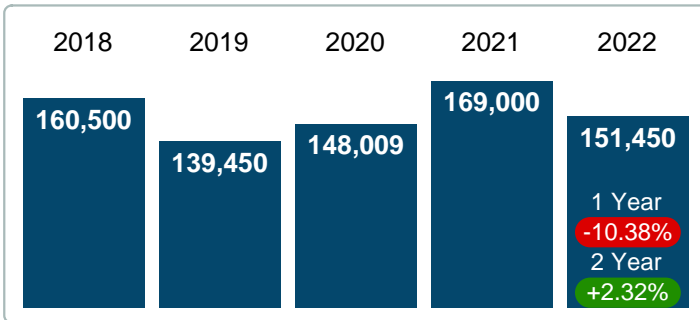
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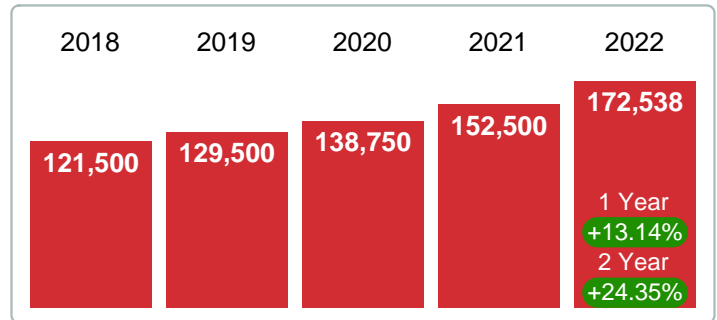
MEDIAN SOLD PRICE AT CLOSING

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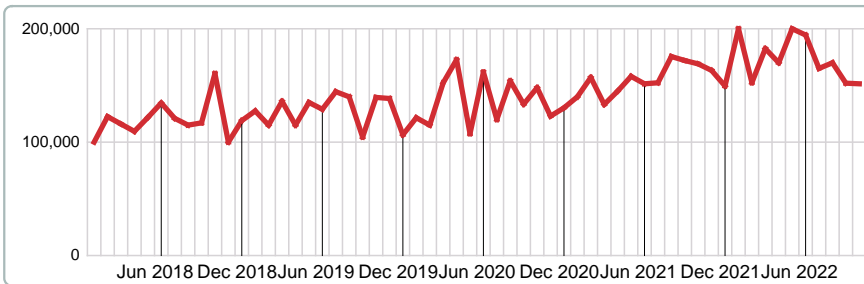
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

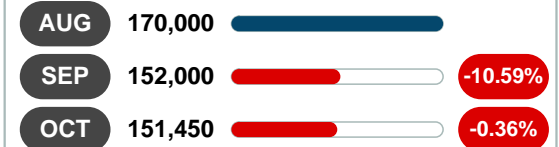


3 MONTHS

5 year OCT AVG = 153,682

High May 2022 200,000 Low Jan 2018 100,000

Median Sold Price at Closing this month at 151,450 below the 5 yr OCT average of 153,682



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
\$25,000 and less	1	2.27%	17,000	17,000	0	0	0
\$25,001 - \$75,000	7	15.91%	38,900	38,700	51,000	0	0
\$75,001 - \$125,000	9	20.45%	92,500	89,500	98,750	0	0
\$125,001 - \$175,000	11	25.00%	152,900	133,300	156,200	159,900	0
\$175,001 - \$250,000	6	13.64%	206,000	0	227,000	185,000	0
\$250,001 - \$300,000	5	11.36%	289,000	300,000	268,700	294,500	0
\$300,001 and up	5	11.36%	447,500	0	447,500	0	0
Median Sold Price			151,450	77,900	179,900	174,500	0
Total Closed Units		100%	151,450	15	23	6	
Total Closed Volume			7,820,700	1.30M	5.28M	1.23M	0.00B

October 2022



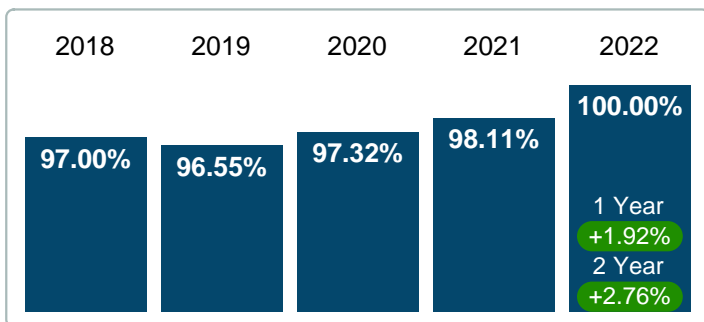
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



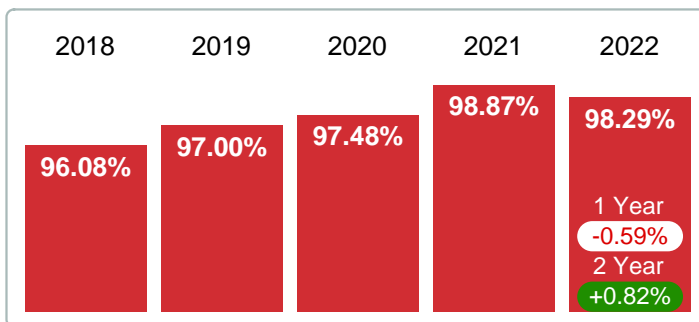
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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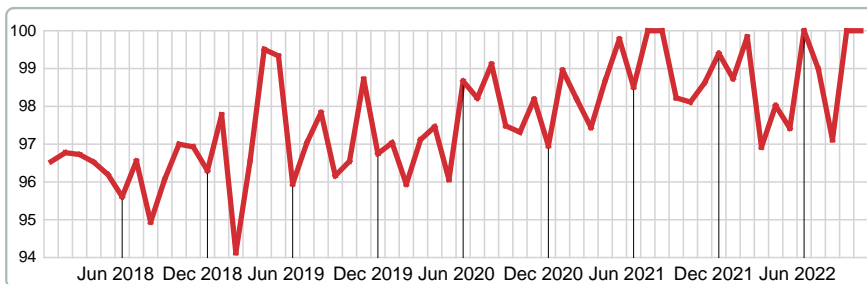
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

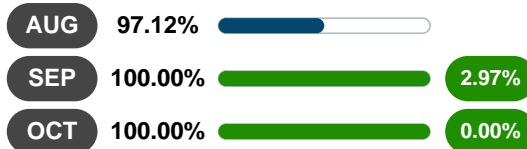


3 MONTHS

5 year OCT AVG = 97.79%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **97.79%**



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	
\$25,000 and less	1	2.27%	77.27%	77.27%	0.00%	0.00%	0.00%	
\$25,001 - \$75,000	7	15.91%	100.00%	100.00%	85.00%	0.00%	0.00%	
\$75,001 - \$125,000	9	20.45%	100.00%	100.00%	102.13%	0.00%	0.00%	
\$125,001 - \$175,000	11	25.00%	100.00%	108.49%	100.00%	97.12%	0.00%	
\$175,001 - \$250,000	6	13.64%	96.30%	0.00%	94.98%	97.63%	0.00%	
\$250,001 - \$300,000	5	11.36%	100.00%	80.00%	98.72%	100.70%	0.00%	
\$300,001 and up	5	11.36%	96.58%	0.00%	96.58%	0.00%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.81%	0.00%	
Total Closed Units		44	100%	100.00%	15	23	6	
Total Closed Volume		7,820,700			1.30M	5.28M	1.23M	0.00B

October 2022



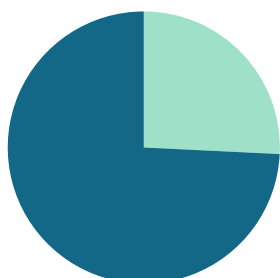
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

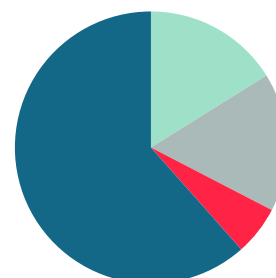


Inventory
 New Listings
67 = 25.77%
 Start Inventory
193
 Total Inventory Units
260
 Volume
\$74,438,249

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%
Median List Price	169,000	149,950	-11.27%	158,224	177,675	12.29%
Median Sale Price	169,000	151,450	-10.38%	152,500	172,538	13.14%
Median Percent of Selling Price to List Price	98.11%	100.00%	1.92%	98.87%	98.29%	-0.59%
Median Days on Market to Sale	8.00	15.50	93.75%	7.00	11.00	57.14%
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

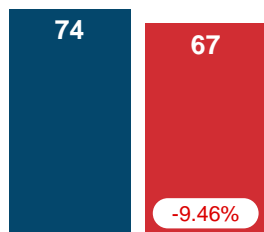
Inventory on October 31, 2022 = **168**

2021 **2022**

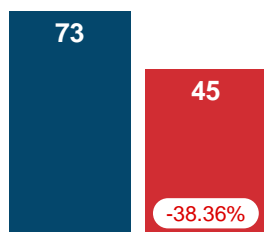
OCTOBER MARKET

MEDIAN PRICES

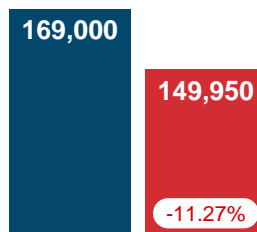
New Listings



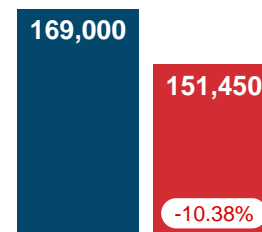
Pending Listings



List Price



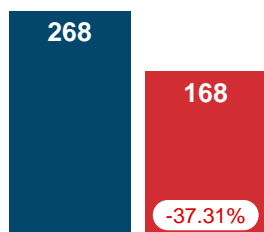
Sale Price



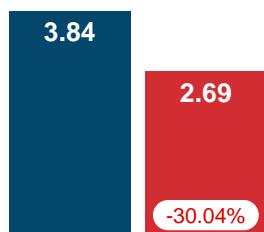
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

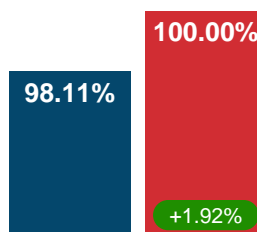
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

