

January 2023



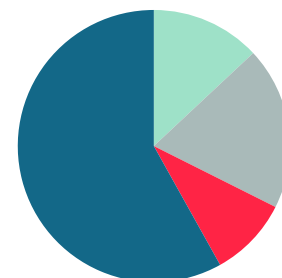
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	51	37	-27.45%
Pending Listings	79	55	-30.38%
New Listings	66	75	13.64%
Average List Price	285,380	240,768	-15.63%
Average Sale Price	276,918	230,455	-16.78%
Average Percent of Selling Price to List Price	97.61%	95.49%	-2.18%
Average Days on Market to Sale	41.98	54.14	28.95%
End of Month Inventory	235	165	-29.79%
Months Supply of Inventory	3.28	2.90	-11.69%



■ Closed (13.03%)
■ Pending (19.37%)
■ Other OffMarket (9.51%)
■ Active (58.10%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of January 31, 2023 = **165**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **29.79%** to 165 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **2.90** 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 **16.78%** in January 2023 to \$230,455 versus the previous year at \$276,918.

Average Days on Market Lengthens

The average number of **54.14** days that homes spent on the market before selling increased by 12.15 days or **28.95%** in January 2023 compared to last year's same month at **41.98** DOM.

Sales Success for January 2023 is Positive

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

There were 75 New Listings in January 2023, up **13.64%** from last year at 66. Furthermore, there were 37 Closed Listings this month versus last year at 51, a **-27.45%** decrease.

Closed versus Listed trends yielded a **49.3%** ratio, down from previous year's, January 2022, at **77.3%**, a **36.16%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2023



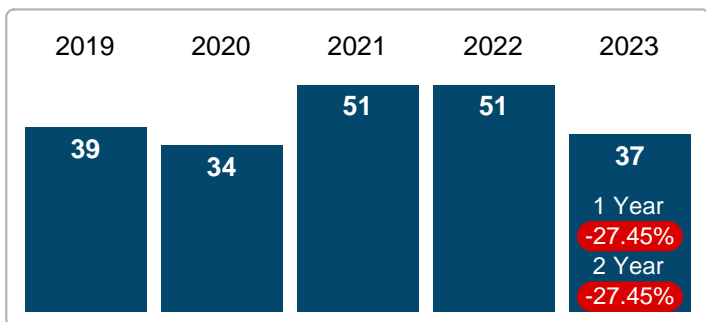
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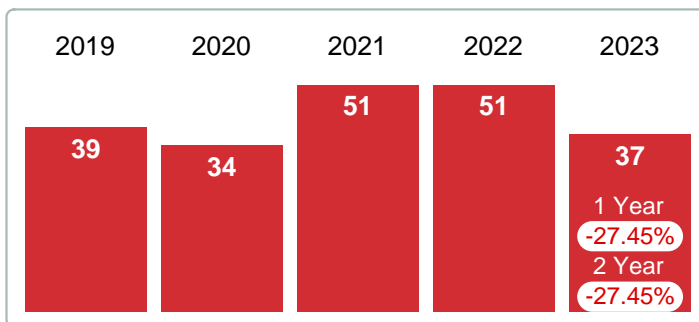
CLOSED LISTINGS

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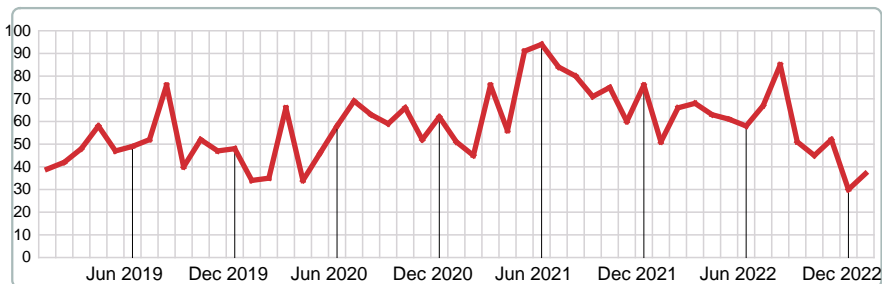
JANUARY



YEAR TO DATE (YTD)

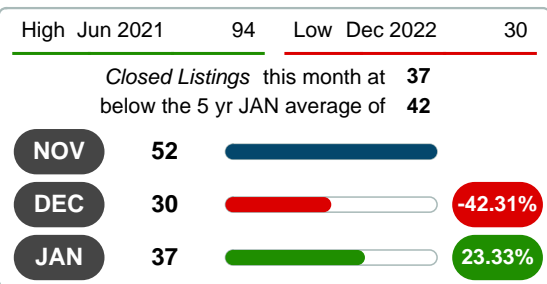


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



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	5.41%	37.0	2	0	0	0
\$50,001 - \$100,000	7	18.92%	15.4	3	3	1	0
\$100,001 - \$150,000	4	10.81%	34.5	0	2	2	0
\$150,001 - \$250,000	10	27.03%	63.9	3	5	2	0
\$250,001 - \$325,000	5	13.51%	27.6	0	5	0	0
\$325,001 - \$425,000	5	13.51%	72.6	0	2	3	0
\$425,001 and up	4	10.81%	135.8	0	2	2	0
Total Closed Units	37			8	19	10	0
Total Closed Volume	8,526,850	100%	54.1	894.50K	4.85M	2.79M	0.00B
Average Closed Price	\$230,455			\$111,813	\$255,103	\$278,540	\$0

January 2023



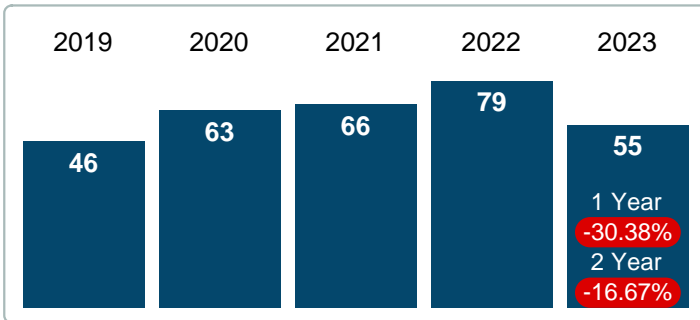
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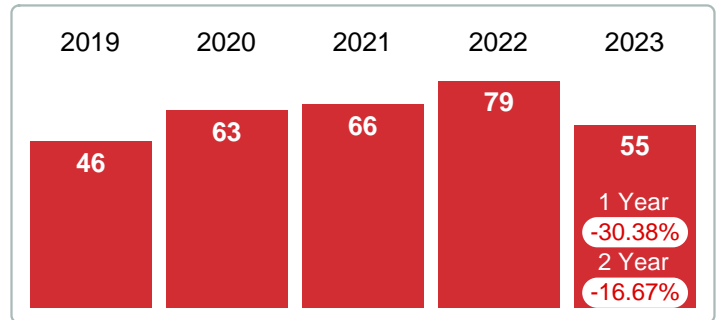
PENDING LISTINGS

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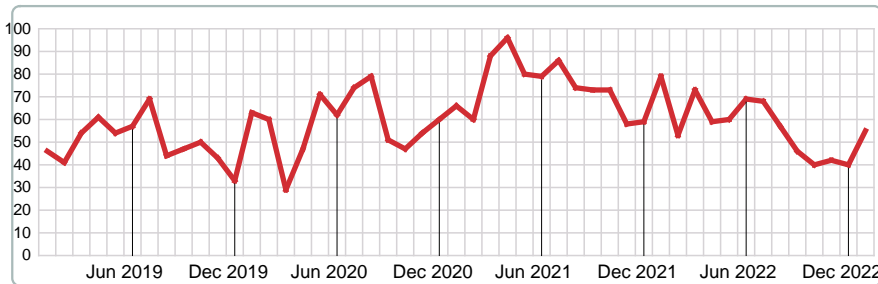
JANUARY



YEAR TO DATE (YTD)

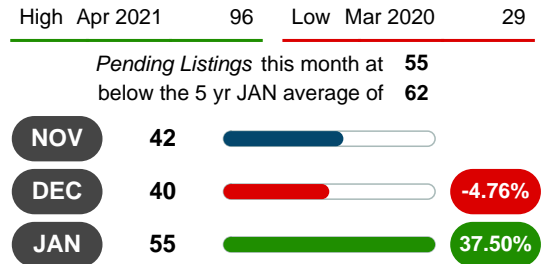


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 62



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	4	7.27%	58.0	3	1	0	0
\$50,001 - \$75,000	4	7.27%	14.3	2	2	0	0
\$75,001 - \$100,000	9	16.36%	57.2	5	4	0	0
\$100,001 - \$200,000	17	30.91%	51.5	0	14	3	0
\$200,001 - \$275,000	8	14.55%	39.9	0	7	1	0
\$275,001 - \$400,000	6	10.91%	110.0	2	3	1	0
\$400,001 and up	7	12.73%	121.4	0	5	0	2
Total Pending Units	55			12	36	5	2
Total Pending Volume	15,515,710	100%	84.0	1.28M	11.58M	1.13M	1.52M
Average Listing Price	\$170,700			\$107,008	\$321,634	\$225,760	\$762,000

January 2023



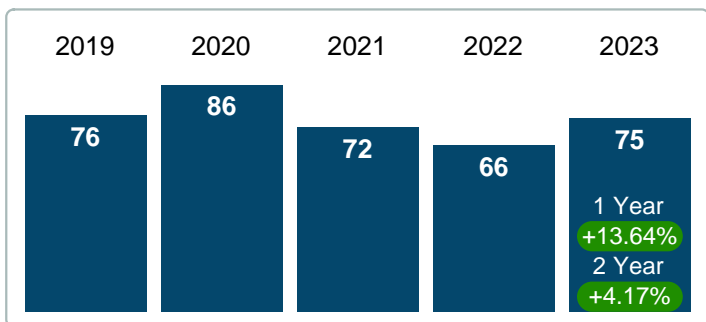
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



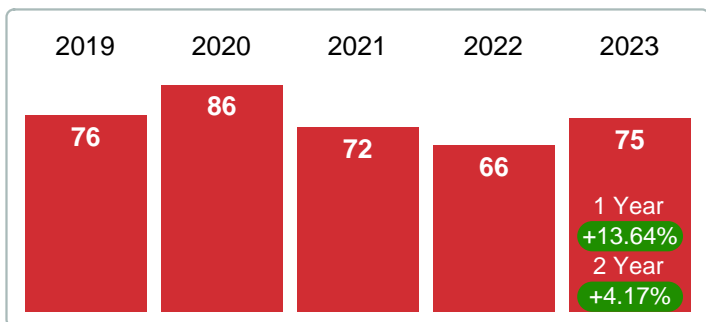
NEW LISTINGS

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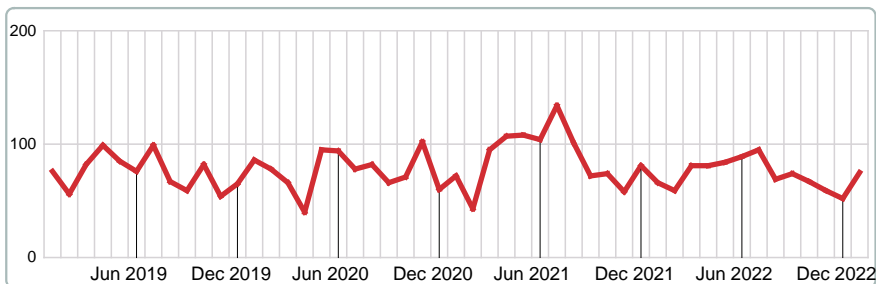
JANUARY



YEAR TO DATE (YTD)

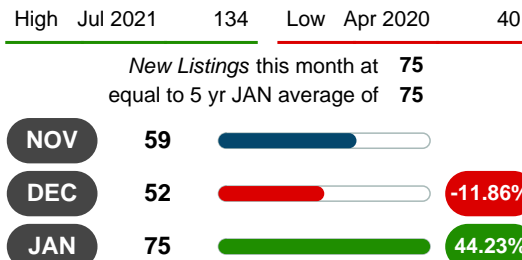


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 75



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	2.67%	1	1	0	0
\$30,001 - \$60,000	14	18.67%	8	5	1	0
\$60,001 - \$110,000	11	14.67%	6	5	0	0
\$110,001 - \$220,000	19	25.33%	1	10	7	1
\$220,001 - \$310,000	12	16.00%	0	12	0	0
\$310,001 - \$390,000	9	12.00%	0	5	4	0
\$390,001 and up	8	10.67%	0	6	1	1
Total New Listed Units	75		16	44	13	2
Total New Listed Volume	17,226,550	100%	999.10K	11.60M	3.06M	1.57M
Average New Listed Listing Price	\$75,000		\$62,444	\$263,538	\$235,600	\$784,500

January 2023



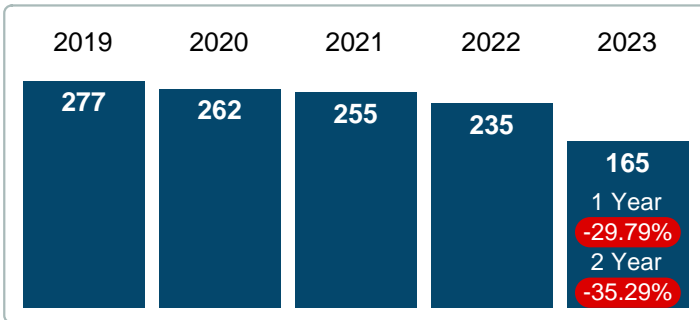
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



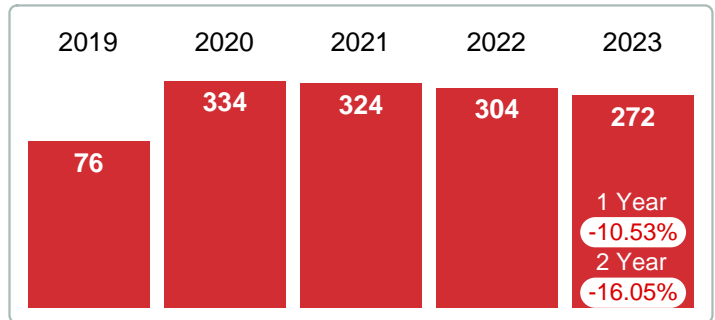
ACTIVE INVENTORY

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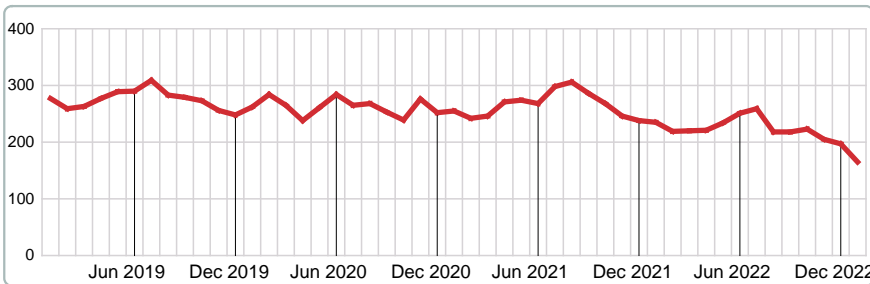
END OF JANUARY



ACTIVE DURING JANUARY

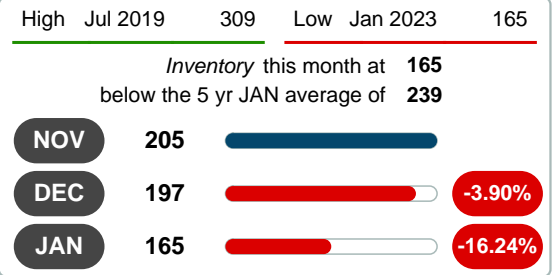


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 239



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	<div style="width: 1.21%;"></div> 2	1.21%	70.5	2	0	0	0
\$25,001 - \$100,000	<div style="width: 20.00%;"></div> 33	20.00%	64.5	20	12	1	0
\$100,001 - \$150,000	<div style="width: 9.70%;"></div> 16	9.70%	71.5	3	12	1	0
\$150,001 - \$275,000	<div style="width: 28.48%;"></div> 47	28.48%	77.8	4	29	13	1
\$275,001 - \$350,000	<div style="width: 16.97%;"></div> 28	16.97%	81.3	0	22	6	0
\$350,001 - \$475,000	<div style="width: 12.73%;"></div> 21	12.73%	83.6	2	12	6	1
\$475,001 and up	<div style="width: 10.91%;"></div> 18	10.91%	93.3	0	13	4	1
Total Active Inventory by Units	165			31	100	31	3
Total Active Inventory by Volume	53,637,360	100%	77.5	3.12M	39.08M	9.47M	1.97M
Average Active Inventory Listing Price	\$325,075			\$100,540	\$390,827	\$305,483	\$656,000

January 2023



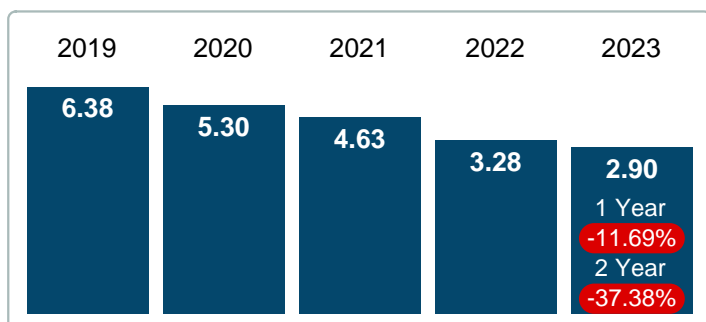
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



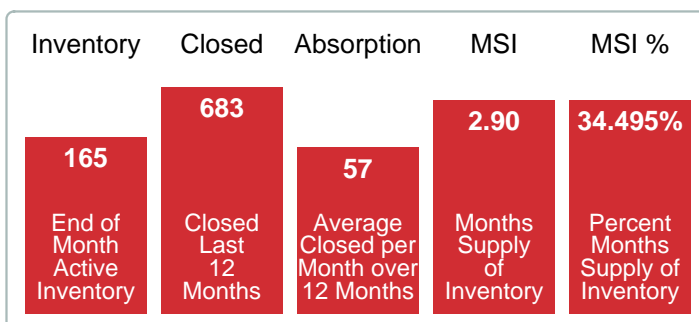
MONTHS SUPPLY of INVENTORY (MSI)

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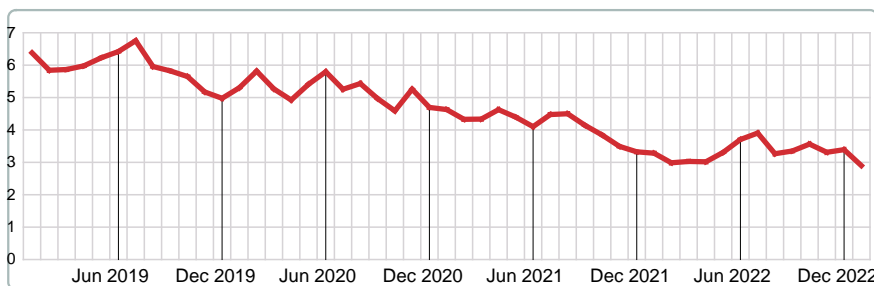
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

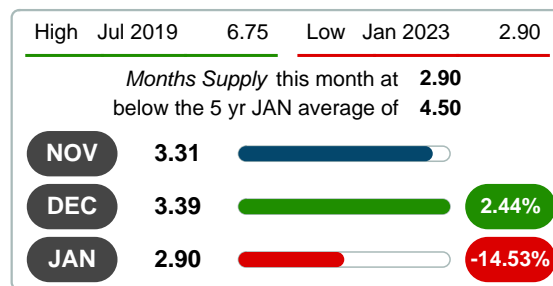


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.50



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
\$25,000 and less	2	1.21%	1.50	1.85	0.00	0.00	0.00
\$25,001 - \$100,000	33	20.00%	2.81	3.64	2.15	1.71	0.00
\$100,001 - \$150,000	16	9.70%	1.49	0.82	1.89	1.33	0.00
\$150,001 - \$275,000	47	28.48%	2.33	2.67	2.05	3.32	1.71
\$275,001 - \$350,000	28	16.97%	4.73	0.00	6.60	2.77	0.00
\$350,001 - \$475,000	21	12.73%	6.00	8.00	6.86	5.14	3.00
\$475,001 and up	18	10.91%	5.14	0.00	10.40	2.82	1.33
Market Supply of Inventory (MSI)	2.90			2.51	3.08	3.05	1.57
Total Active Inventory by Units	165	100%	2.90	31	100	31	3

January 2023



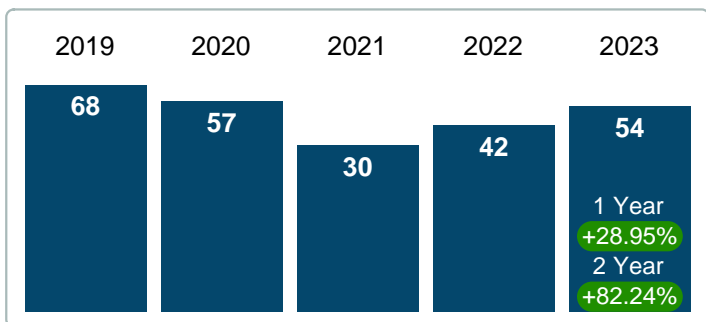
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



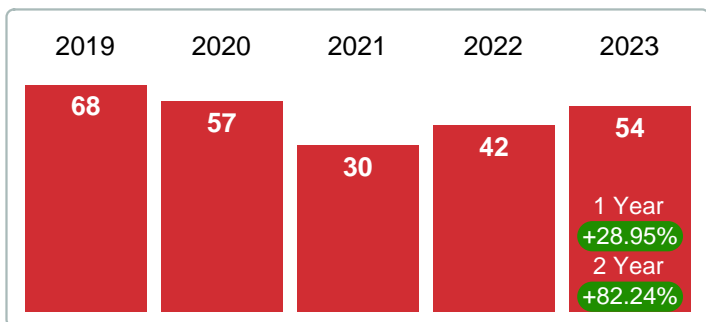
AVERAGE DAYS ON MARKET TO SALE

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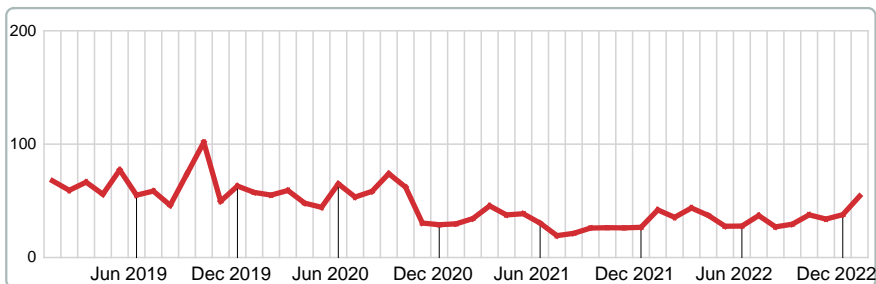
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

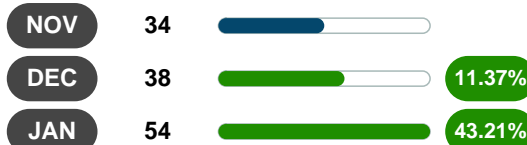


3 MONTHS

5 year JAN AVG = 50

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 54 above the 5 yr JAN average of 50



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	5.41%	37	37	0	0	0
\$50,001 - \$100,000	18.92%	15	19	14	10	0
\$100,001 - \$150,000	10.81%	35	0	39	31	0
\$150,001 - \$250,000	27.03%	64	58	81	31	0
\$250,001 - \$325,000	13.51%	28	0	28	0	0
\$325,001 - \$425,000	13.51%	73	0	125	38	0
\$425,001 and up	10.81%	136	0	184	88	0
Average Closed DOM		54	38	67	42	0
Total Closed Units	100%	54	8	19	10	
Total Closed Volume		8,526,850	894.50K	4.85M	2.79M	0.00B

January 2023



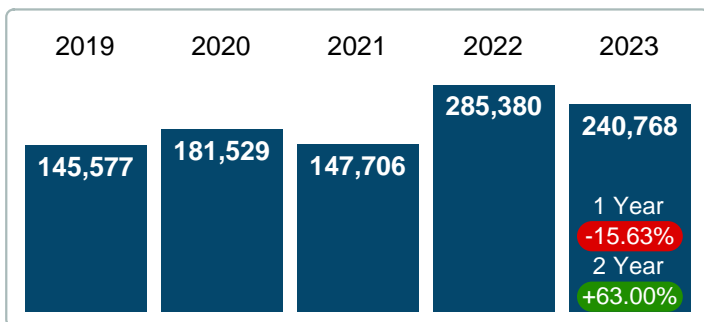
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



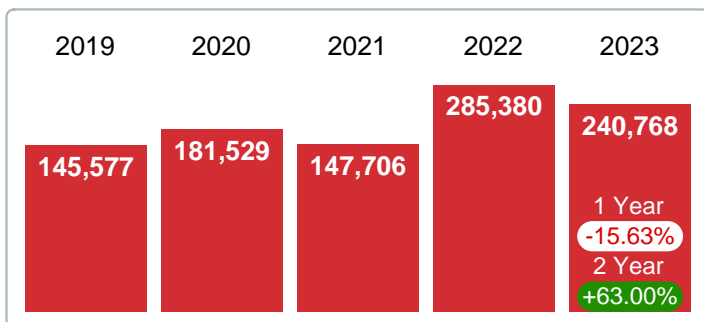
AVERAGE LIST PRICE AT CLOSING

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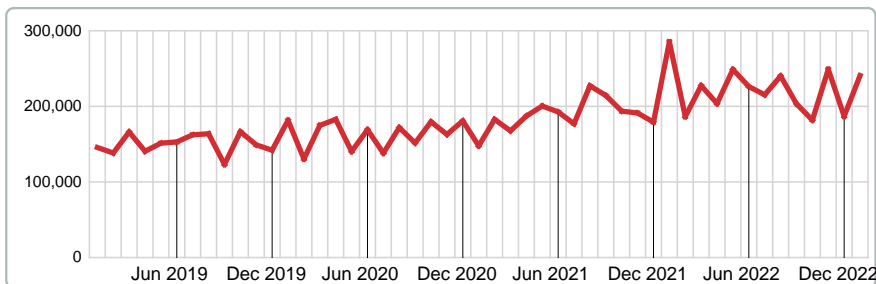
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 200,192

High Jan 2022 285,380 Low Sep 2019 123,180

Average List Price at Closing this month at **240,768** above the 5 yr JAN average of **200,192**

- NOV 248,967
- DEC 186,883 (-24.94%)
- JAN 240,768 (28.83%)

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	5.41%	30,000	30,000	0	0	0
\$50,001 - \$100,000	18.92%	80,914	93,967	74,833	60,000	0
\$100,001 - \$150,000	10.81%	122,125	0	122,000	122,250	0
\$150,001 - \$250,000	21.62%	186,388	193,300	190,060	239,450	0
\$250,001 - \$325,000	18.92%	289,200	0	301,280	0	0
\$325,001 - \$425,000	13.51%	389,000	0	397,500	383,333	0
\$425,001 and up	10.81%	583,250	0	664,500	502,000	0
Average List Price		240,768	115,225	265,747	293,740	0
Total Closed Units	100%	240,768	8	19	10	0
Total Closed Volume		8,908,400	921.80K	5.05M	2.94M	0.00B

January 2023



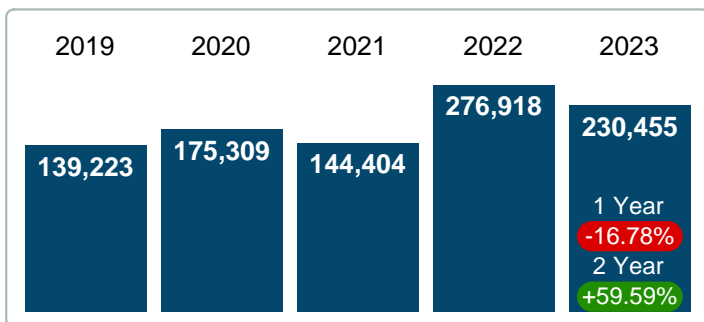
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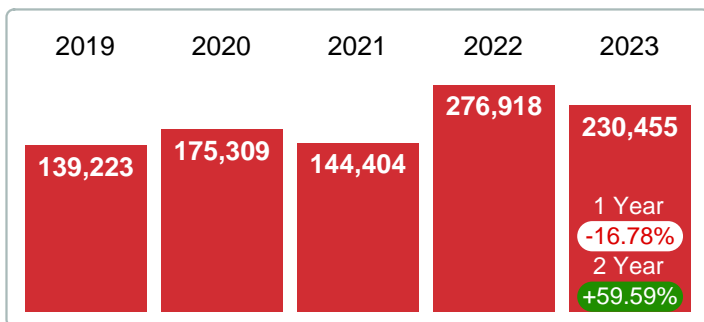
AVERAGE SOLD PRICE AT CLOSING

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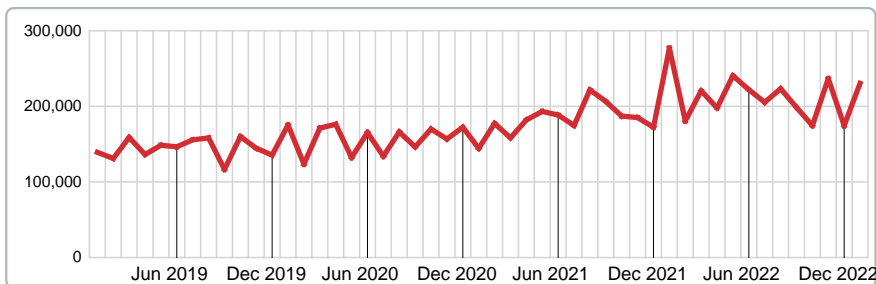
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

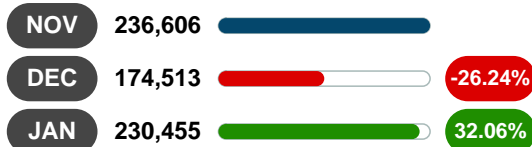


3 MONTHS

5 year JAN AVG = 193,262

High Jan 2022 276,918 Low Sep 2019 116,623

Average Sold Price at Closing this month at 230,455 above the 5 yr JAN average of 193,262



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	5.41%	25,000	25,000	0	0	0
\$50,001 - \$100,000	18.92%	78,357	92,333	71,167	58,000	0
\$100,001 - \$150,000	10.81%	119,725	0	118,000	121,450	0
\$150,001 - \$250,000	27.03%	192,875	189,167	183,250	222,500	0
\$250,001 - \$325,000	13.51%	286,440	0	286,440	0	0
\$325,001 - \$425,000	13.51%	366,000	0	372,500	361,667	0
\$425,001 and up	10.81%	564,625	0	652,000	477,250	0
Average Sold Price		230,455	111,813	255,103	278,540	0
Total Closed Units	100%	230,455	8	19	10	0
Total Closed Volume		8,526,850	894.50K	4.85M	2.79M	0.00B

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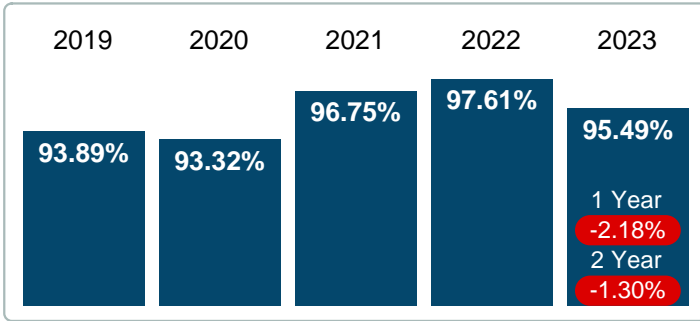
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



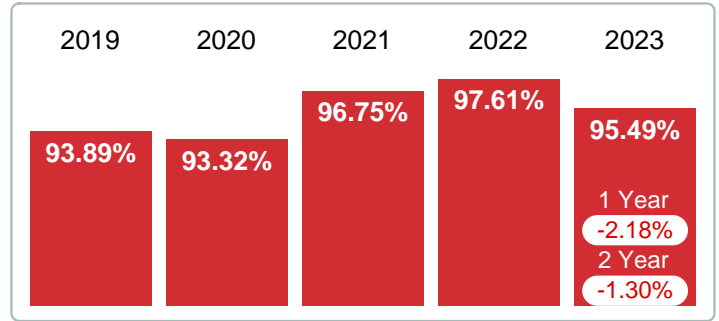
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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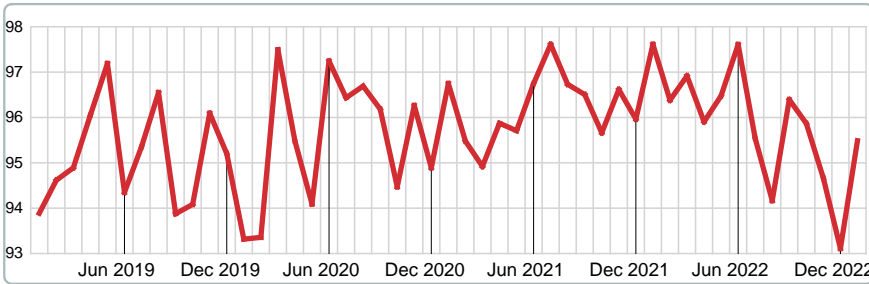
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

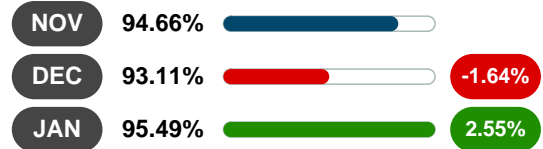


3 MONTHS

5 year JAN AVG = 95.41%

High Jan 2022 97.61% Low Dec 2022 93.11%

Average Sold/List Ratio this month at **95.49%** equal to 5 yr JAN average of **95.41%**



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	5.41%	83.33%	83.33%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	18.92%	96.60%	98.07%	95.11%	96.67%	0.00%
\$100,001 - \$150,000	4	10.81%	97.98%	0.00%	96.62%	99.33%	0.00%
\$150,001 - \$250,000	10	27.03%	96.65%	97.95%	97.28%	93.12%	0.00%
\$250,001 - \$325,000	5	13.51%	95.08%	0.00%	95.08%	0.00%	0.00%
\$325,001 - \$425,000	5	13.51%	94.02%	0.00%	93.48%	94.39%	0.00%
\$425,001 and up	4	10.81%	96.56%	0.00%	97.60%	95.51%	0.00%
Average Sold/List Ratio		95.50%		94.34%	95.92%	95.58%	0.00%
Total Closed Units		37	100%	95.50%	8	19	10
Total Closed Volume		8,526,850			894.50K	4.85M	2.79M

January 2023



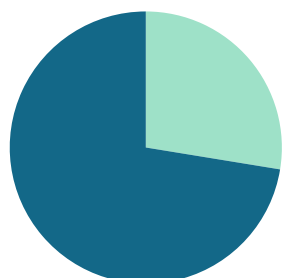
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

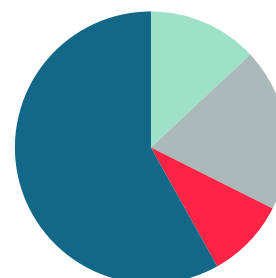


Inventory
 New Listings
75 = 27.57%
 Start Inventory
197
 Total Inventory Units
272
 Volume
\$86,212,360

Market Activity

Closed Sales
37 = 13.03%
 Pending Sales
55 = 19.37%
 Other Off Market
27 = 9.51%
 Active Inventory
165 = 58.10%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	37	-27.45%	51	37	-27.45%
Pending Sales	79	55	-30.38%	79	55	-30.38%
New Listings	66	75	13.64%	66	75	13.64%
Average List Price	285,380	240,768	-15.63%	285,380	240,768	-15.63%
Average Sale Price	276,918	230,455	-16.78%	276,918	230,455	-16.78%
Average Percent of Selling Price to List Price	97.61%	95.49%	-2.18%	97.61%	95.49%	-2.18%
Average Days on Market to Sale	41.98	54.14	28.95%	41.98	54.14	28.95%
Monthly Inventory	235	165	-29.79%	235	165	-29.79%
Months Supply of Inventory	3.28	2.90	-11.69%	3.28	2.90	-11.69%

Absorption: Last 12 months, an Average of **57** Sales/Month

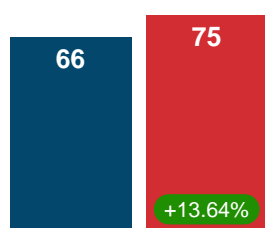
Inventory on January 31, 2023 = **165**

2022 **2023**

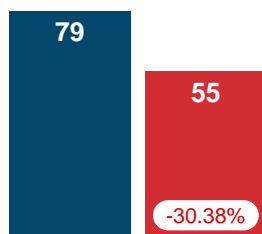
JANUARY MARKET

AVERAGE PRICES

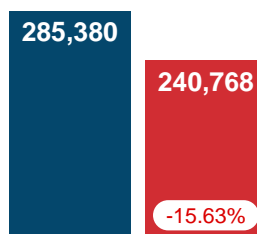
New Listings



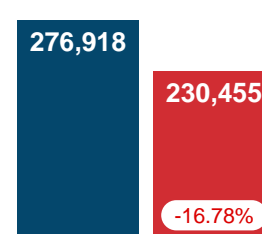
Pending Listings



List Price



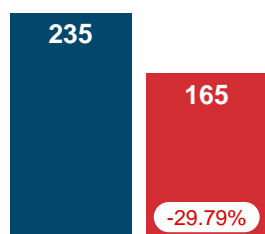
Sale Price



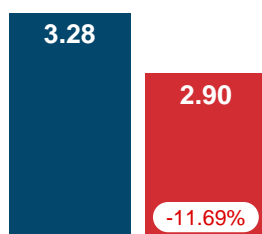
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

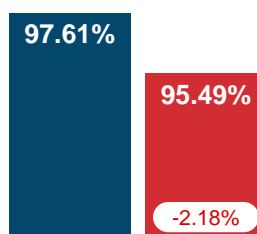
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

