

January 2023



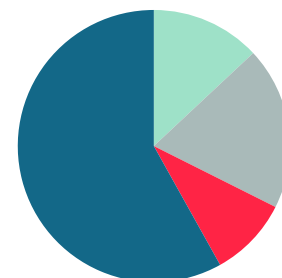
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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% |
| Median List Price | 200,000 | 180,000 | -10.00% |
| Median Sale Price | 200,000 | 180,000 | -10.00% |
| Median Percent of Selling Price to List Price | 98.73% | 96.67% | -2.09% |
| Median Days on Market to Sale | 25.00 | 13.00 | -48.00% |
| 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.

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 **10.00%** in January 2023 to \$180,000 versus the previous year at \$200,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 12.00 days or **48.00%** in January 2023 compared to last year's same month at **25.00** DOM.

Sales Success for January 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Median Sale Price at Closing | 9 |
| Median 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

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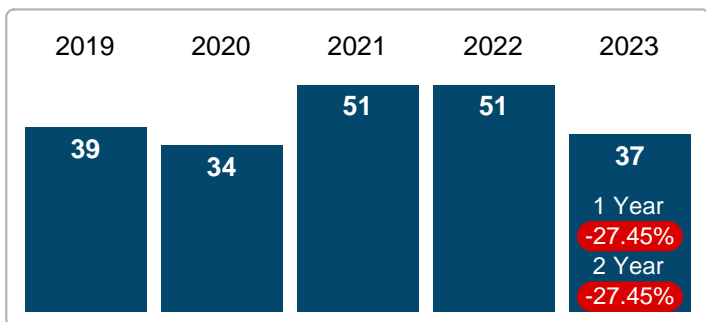
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



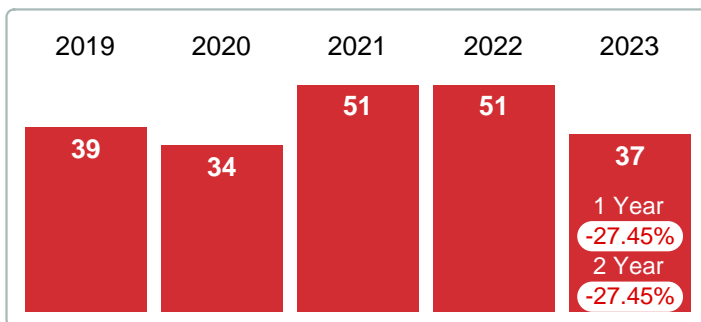
CLOSED LISTINGS

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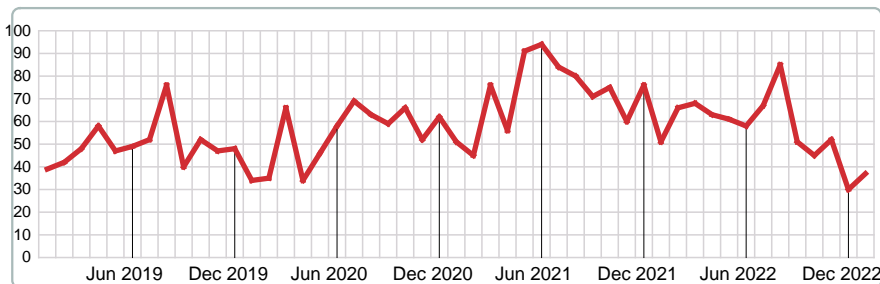
JANUARY



YEAR TO DATE (YTD)

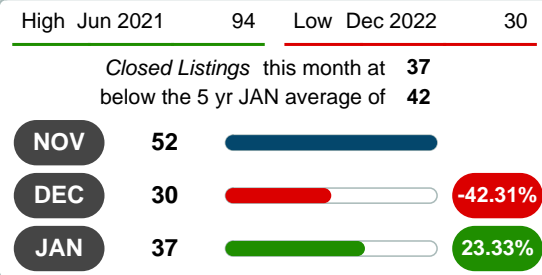


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 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% | 7.0 | 3 | 3 | 1 | 0 |
| \$100,001 - \$150,000 | 4 | 10.81% | 30.5 | 0 | 2 | 2 | 0 |
| \$150,001 - \$250,000 | 10 | 27.03% | 12.0 | 3 | 5 | 2 | 0 |
| \$250,001 - \$325,000 | 5 | 13.51% | 8.0 | 0 | 5 | 0 | 0 |
| \$325,001 - \$425,000 | 5 | 13.51% | 87.0 | 0 | 2 | 3 | 0 |
| \$425,001 and up | 4 | 10.81% | 175.5 | 0 | 2 | 2 | 0 |
| Total Closed Units | 37 | | | 8 | 19 | 10 | 0 |
| Total Closed Volume | 8,526,850 | 100% | 13.0 | 894.50K | 4.85M | 2.79M | 0.00B |
| Median Closed Price | \$180,000 | | | \$98,500 | \$230,000 | \$285,000 | \$0 |

January 2023



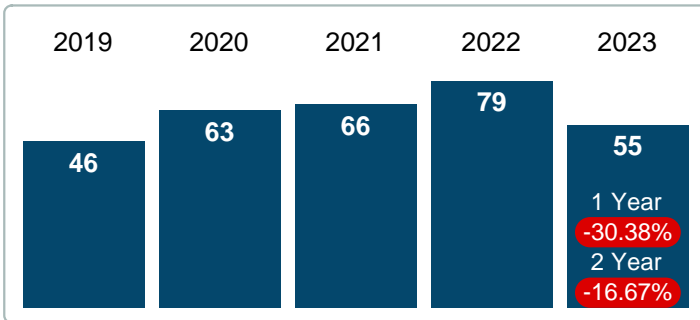
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



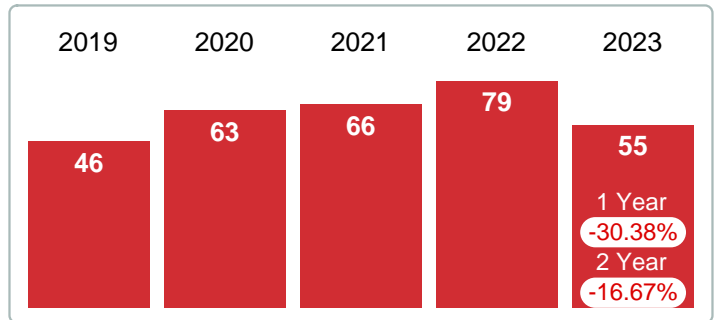
PENDING LISTINGS

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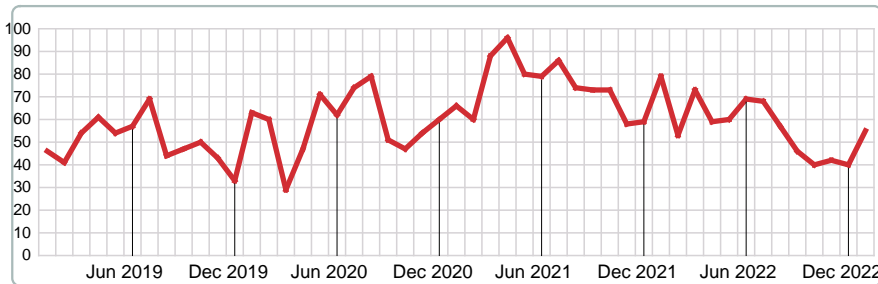
JANUARY



YEAR TO DATE (YTD)

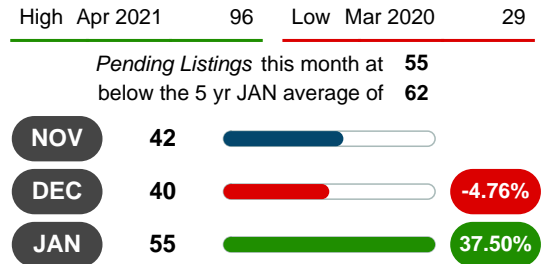


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 4 | 7.27% | 46.5 | 3 | 1 | 0 | 0 |
| \$50,001 - \$75,000 | 4 | 7.27% | 4.0 | 2 | 2 | 0 | 0 |
| \$75,001 - \$100,000 | 9 | 16.36% | 51.0 | 5 | 4 | 0 | 0 |
| \$100,001 - \$200,000 | 17 | 30.91% | 24.0 | 0 | 14 | 3 | 0 |
| \$200,001 - \$275,000 | 8 | 14.55% | 23.5 | 0 | 7 | 1 | 0 |
| \$275,001 - \$400,000 | 6 | 10.91% | 70.0 | 2 | 3 | 1 | 0 |
| \$400,001 and up | 7 | 12.73% | 118.0 | 0 | 5 | 0 | 2 |
| Total Pending Units | 55 | | | 12 | 36 | 5 | 2 |
| Total Pending Volume | 15,515,710 | 100% | 49.0 | 1.28M | 11.58M | 1.13M | 1.52M |
| Median Listing Price | \$165,000 | | | \$81,900 | \$177,000 | \$194,900 | \$762,000 |

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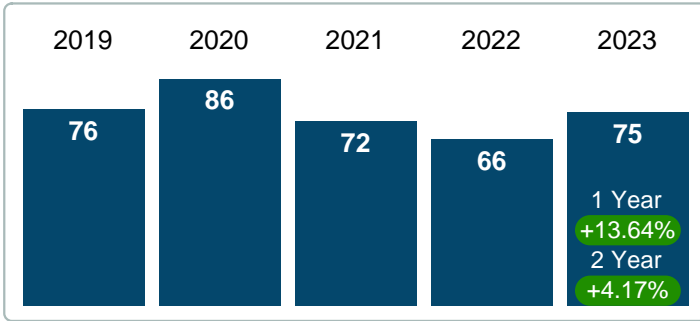
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



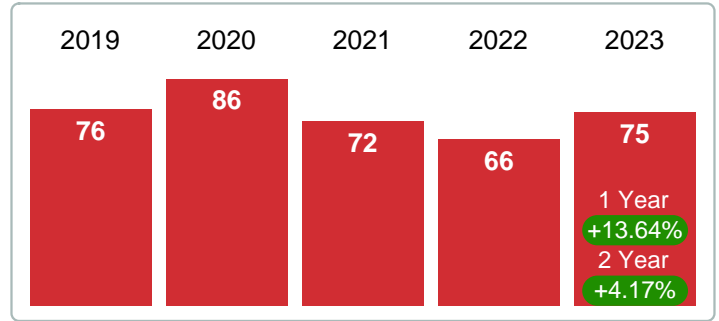
NEW LISTINGS

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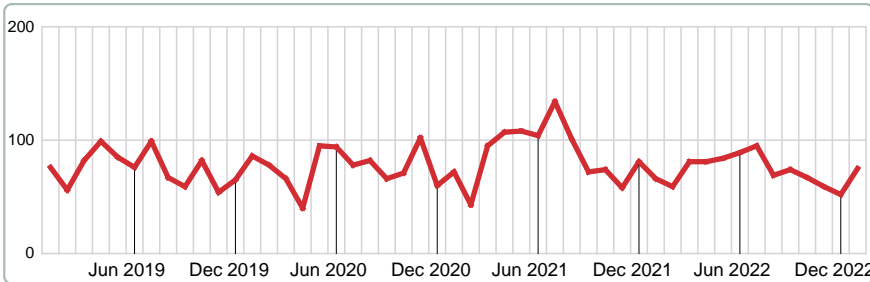
JANUARY



YEAR TO DATE (YTD)

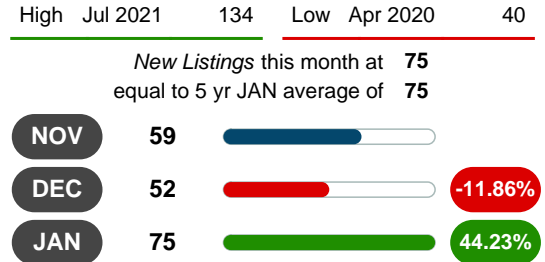


5 YEAR MARKET ACTIVITY TRENDS



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 |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less | 1 | 1.33% | 1 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 14 | 18.67% | 8 | 5 | 1 | 0 |
| \$50,001 - \$100,000 | 11 | 14.67% | 5 | 6 | 0 | 0 |
| \$100,001 - \$225,000 | 21 | 28.00% | 2 | 11 | 7 | 1 |
| \$225,001 - \$300,000 | 11 | 14.67% | 0 | 11 | 0 | 0 |
| \$300,001 - \$375,000 | 7 | 9.33% | 0 | 5 | 2 | 0 |
| \$375,001 and up | 10 | 13.33% | 0 | 6 | 3 | 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 |
| Median New Listed Listing Price | \$169,000 | | \$44,000 | \$227,450 | \$180,000 | \$784,500 |

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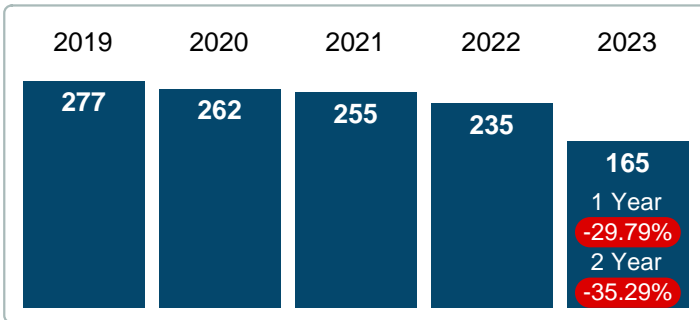
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



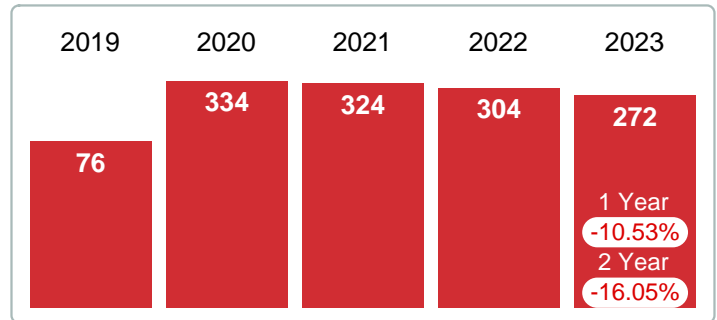
ACTIVE INVENTORY

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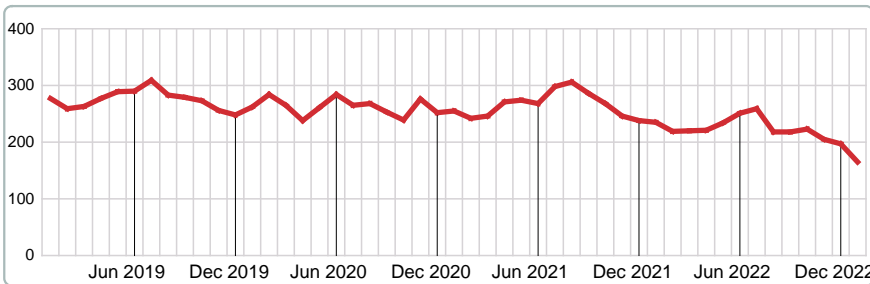
END OF JANUARY



ACTIVE DURING JANUARY

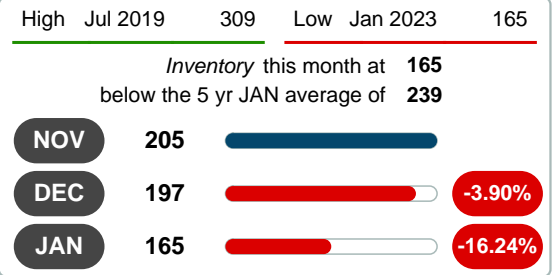


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 239



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$25,000 and less | 2 | 1.21% | 70.5 | 2 | 0 | 0 | 0 |
| \$25,001 - \$100,000 | 33 | 20.00% | 49.0 | 20 | 12 | 1 | 0 |
| \$100,001 - \$150,000 | 16 | 9.70% | 74.5 | 3 | 12 | 1 | 0 |
| \$150,001 - \$275,000 | 47 | 28.48% | 77.0 | 4 | 29 | 13 | 1 |
| \$275,001 - \$350,000 | 28 | 16.97% | 81.5 | 0 | 22 | 6 | 0 |
| \$350,001 - \$475,000 | 21 | 12.73% | 73.0 | 2 | 12 | 6 | 1 |
| \$475,001 and up | 18 | 10.91% | 90.5 | 0 | 13 | 4 | 1 |
| Total Active Inventory by Units | 165 | | | 31 | 100 | 31 | 3 |
| Total Active Inventory by Volume | 53,637,360 | 100% | 68.0 | 3.12M | 39.08M | 9.47M | 1.97M |
| Median Active Inventory Listing Price | \$220,000 | | | \$63,979 | \$264,700 | \$285,000 | \$399,000 |

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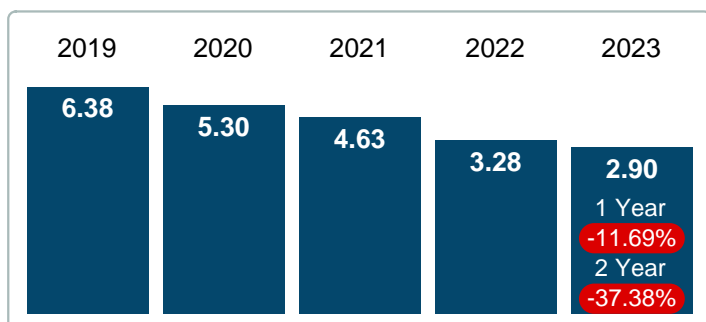
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



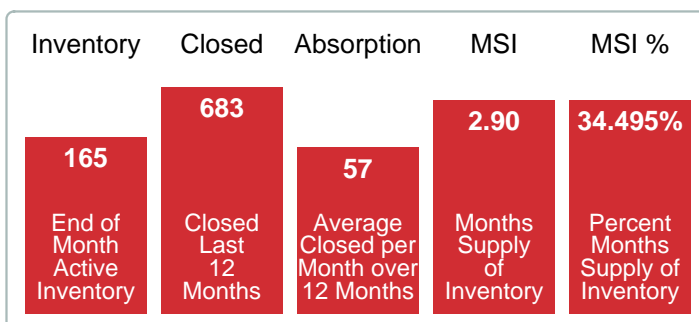
MONTHS SUPPLY of INVENTORY (MSI)

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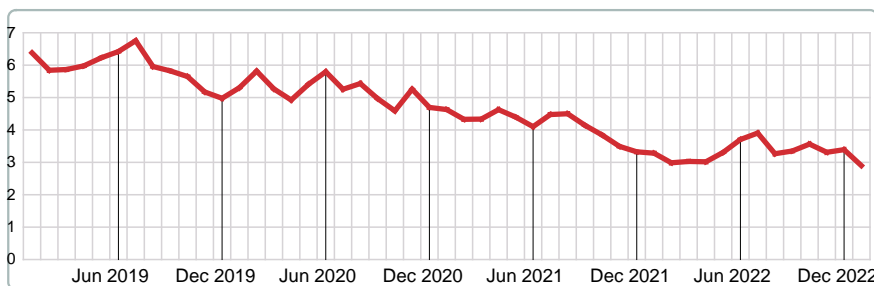
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

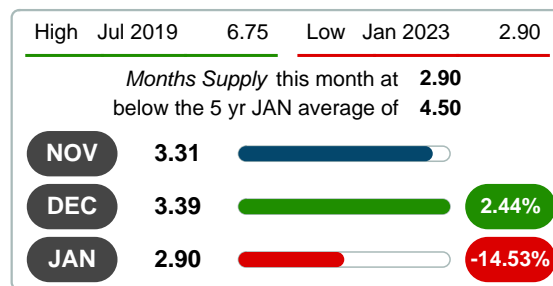


5 YEAR MARKET ACTIVITY TRENDS



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 | | 100% | 2.90 | 31 | 100 | 31 | 3 |

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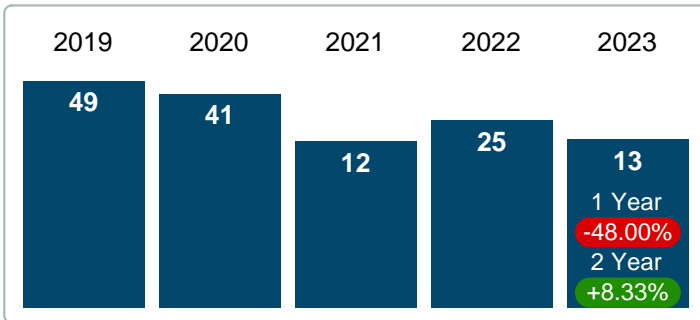
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



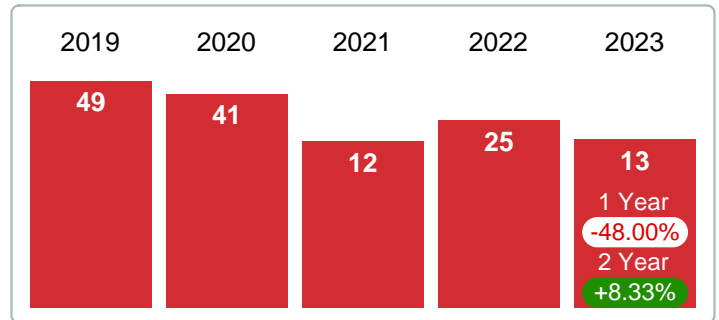
MEDIAN DAYS ON MARKET TO SALE

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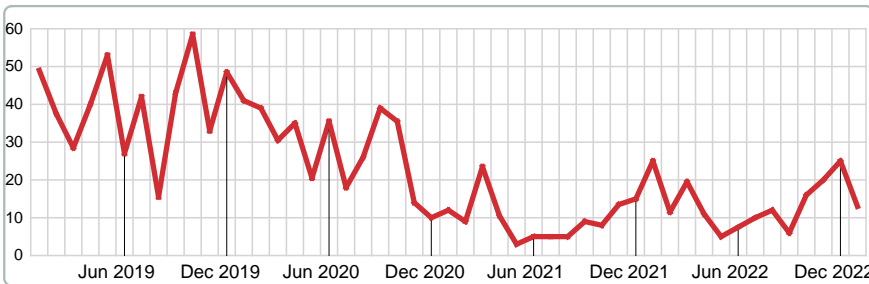
JANUARY



YEAR TO DATE (YTD)

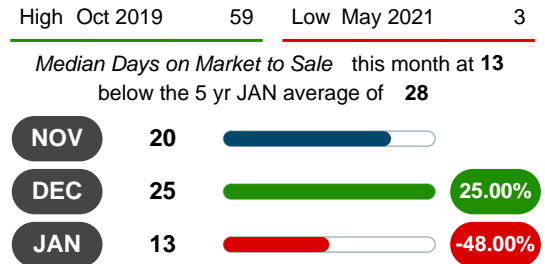


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



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 | 5.41% | 37 | 37 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 18.92% | 7 | 7 | 4 | 10 | 0 |
| \$100,001 - \$150,000 | 10.81% | 31 | 0 | 39 | 31 | 0 |
| \$150,001 - \$250,000 | 27.03% | 12 | 8 | 16 | 31 | 0 |
| \$250,001 - \$325,000 | 13.51% | 8 | 0 | 8 | 0 | 0 |
| \$325,001 - \$425,000 | 13.51% | 87 | 0 | 125 | 13 | 0 |
| \$425,001 and up | 10.81% | 176 | 0 | 184 | 88 | 0 |
| Median Closed DOM | | 13 | 19 | 16 | 13 | 0 |
| Total Closed Units | 100% | 37 | 8 | 19 | 10 | |
| Total Closed Volume | | 8,526,850 | 894.50K | 4.85M | 2.79M | 0.00B |

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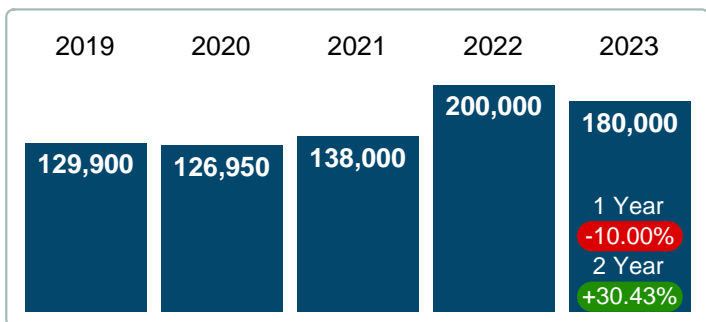
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



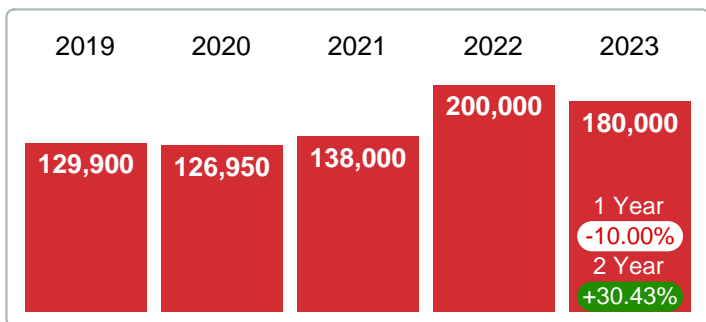
MEDIAN LIST PRICE AT CLOSING

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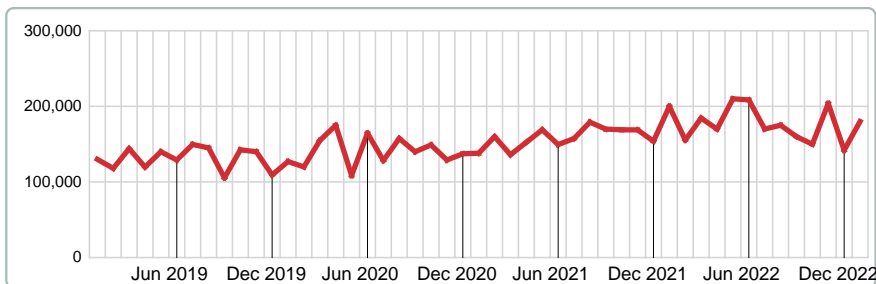
JANUARY



YEAR TO DATE (YTD)

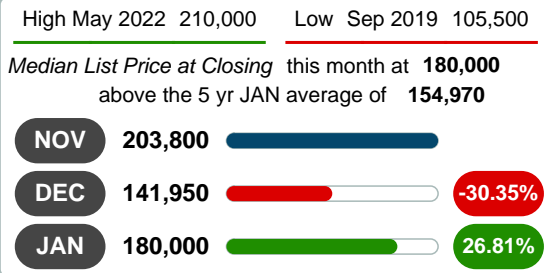


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 154,970



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 | 2 | 5.41% | 30,000 | 30,000 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 7 | 18.92% | 80,000 | 97,000 | 74,500 | 60,000 | 0 |
| \$100,001 - \$150,000 | 4 | 10.81% | 122,250 | 0 | 122,000 | 122,250 | 0 |
| \$150,001 - \$250,000 | 8 | 21.62% | 177,450 | 175,000 | 174,900 | 219,900 | 0 |
| \$250,001 - \$325,000 | 7 | 18.92% | 294,900 | 0 | 303,700 | 259,000 | 0 |
| \$325,001 - \$425,000 | 5 | 13.51% | 375,000 | 0 | 397,500 | 375,000 | 0 |
| \$425,001 and up | 4 | 10.81% | 534,250 | 0 | 664,500 | 502,000 | 0 |
| Median List Price | | | 180,000 | 98,450 | 255,000 | 304,500 | 0 |
| Total Closed Units | | 100% | 180,000 | 8 | 19 | 10 | |
| Total Closed Volume | | | 8,908,400 | 921.80K | 5.05M | 2.94M | 0.00B |

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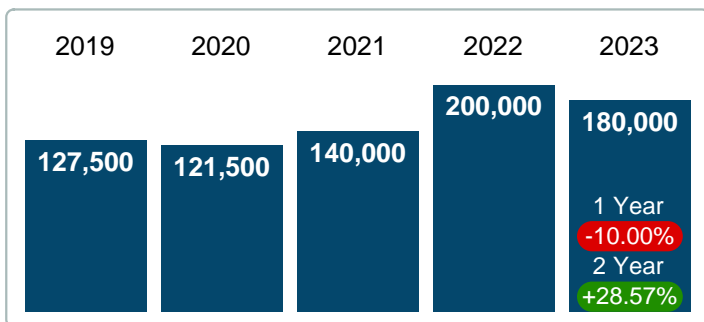
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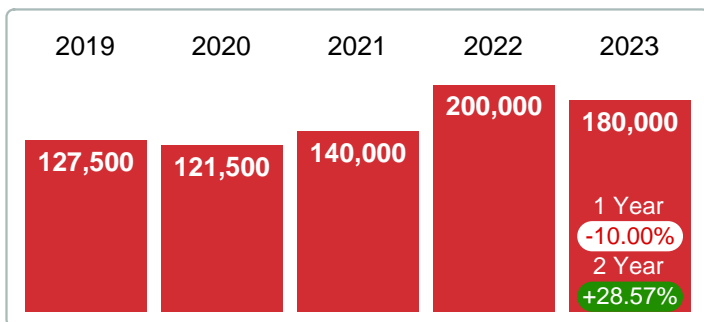
MEDIAN SOLD PRICE AT CLOSING

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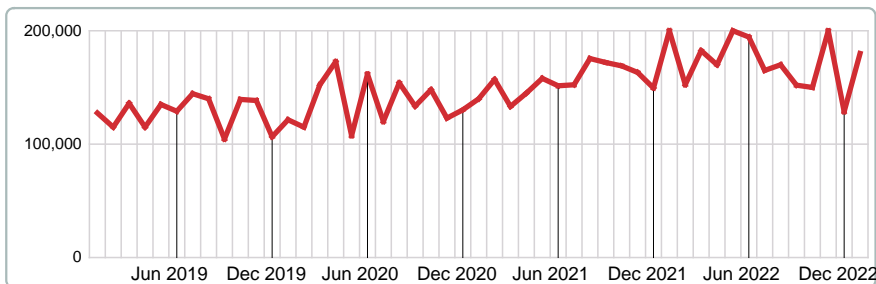
JANUARY



YEAR TO DATE (YTD)

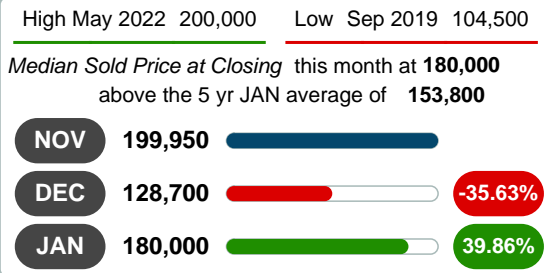


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 153,800



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 | 2 | 5.41% | 25,000 | 25,000 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 7 | 18.92% | 79,000 | 97,000 | 70,000 | 58,000 | 0 |
| \$100,001 - \$150,000 | 4 | 10.81% | 121,450 | 0 | 118,000 | 121,450 | 0 |
| \$150,001 - \$250,000 | 10 | 27.03% | 179,950 | 180,000 | 170,000 | 222,500 | 0 |
| \$250,001 - \$325,000 | 5 | 13.51% | 305,000 | 0 | 305,000 | 0 | 0 |
| \$325,001 - \$425,000 | 5 | 13.51% | 350,000 | 0 | 372,500 | 350,000 | 0 |
| \$425,001 and up | 4 | 10.81% | 500,750 | 0 | 652,000 | 477,250 | 0 |
| Median Sold Price | | | 180,000 | 98,500 | 230,000 | 285,000 | 0 |
| Total Closed Units | | 100% | 180,000 | 8 | 19 | 10 | |
| Total Closed Volume | | | 8,526,850 | 894.50K | 4.85M | 2.79M | 0.00B |

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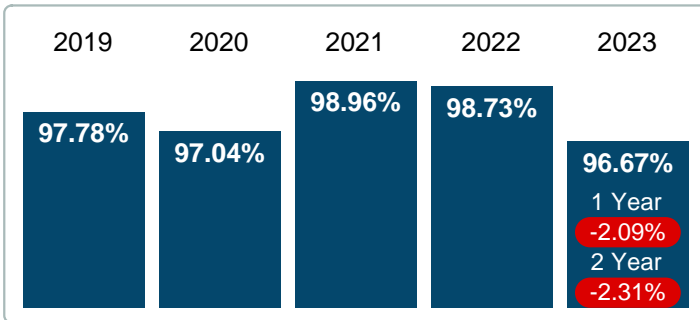
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



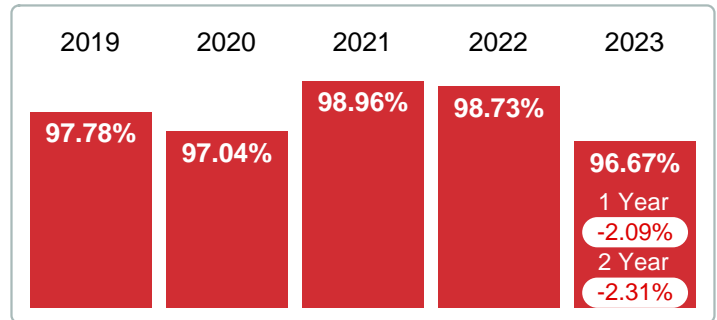
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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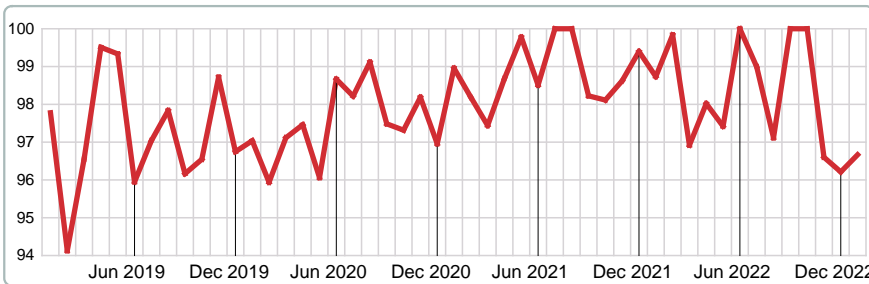
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

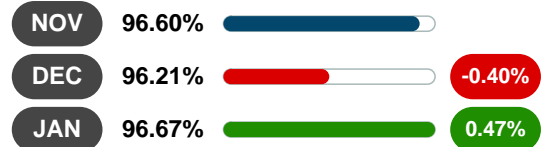


3 MONTHS

5 year JAN AVG = 97.83%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.67%**
below the 5 yr JAN average of **97.83%**



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 | 2 | 5.41% | 83.33% | 83.33% | 0.00% | 0.00% | 0.00% |
| \$50,001 - \$100,000 | 7 | 18.92% | 98.75% | 100.00% | 98.75% | 96.67% | 0.00% |
| \$100,001 - \$150,000 | 4 | 10.81% | 99.33% | 0.00% | 96.62% | 99.33% | 0.00% |
| \$150,001 - \$250,000 | 10 | 27.03% | 96.15% | 96.81% | 98.29% | 93.12% | 0.00% |
| \$250,001 - \$325,000 | 5 | 13.51% | 97.69% | 0.00% | 97.69% | 0.00% | 0.00% |
| \$325,001 - \$425,000 | 5 | 13.51% | 94.12% | 0.00% | 93.48% | 94.12% | 0.00% |
| \$425,001 and up | 4 | 10.81% | 97.17% | 0.00% | 97.60% | 95.51% | 0.00% |
| Median Sold/List Ratio | | 96.67% | | 95.49% | 97.69% | 95.61% | 0.00% |
| Total Closed Units | | 37 | 100% | 96.67% | 8 | 19 | 10 |
| Total Closed Volume | | 8,526,850 | | | 894.50K | 4.85M | 2.79M |

January 2023



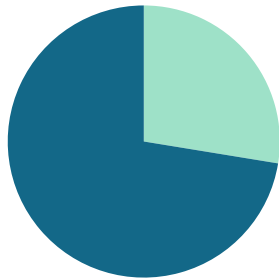
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

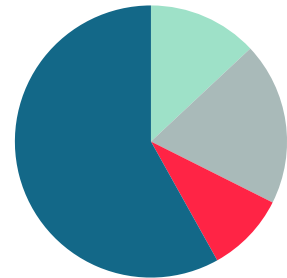


Inventory
 New Listings
75 = 27.57%
 Start Inventory
197
 Total Inventory Units
272
 Volume
\$86,212,360

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% |
| Median List Price | 200,000 | 180,000 | -10.00% | 200,000 | 180,000 | -10.00% |
| Median Sale Price | 200,000 | 180,000 | -10.00% | 200,000 | 180,000 | -10.00% |
| Median Percent of Selling Price to List Price | 98.73% | 96.67% | -2.09% | 98.73% | 96.67% | -2.09% |
| Median Days on Market to Sale | 25.00 | 13.00 | -48.00% | 25.00 | 13.00 | -48.00% |
| 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

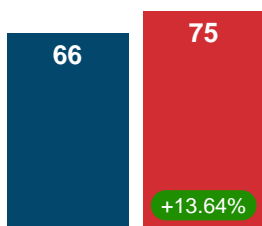
Inventory on January 31, 2023 = **165**

2022 **2023**

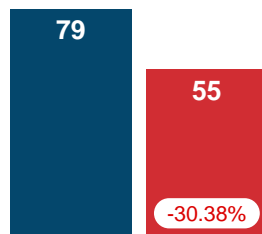
JANUARY MARKET

MEDIAN PRICES

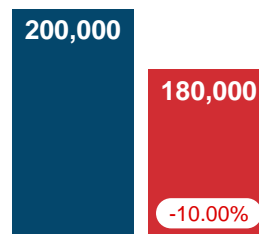
New Listings



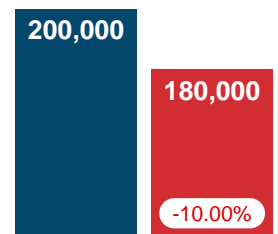
Pending Listings



List Price



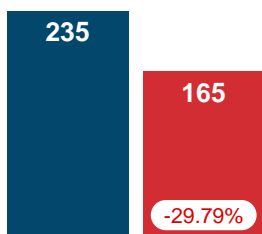
Sale Price



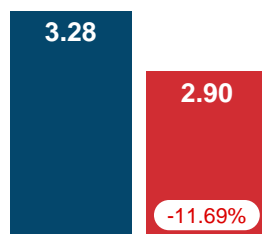
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

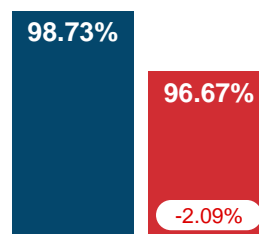
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

