

February 2023



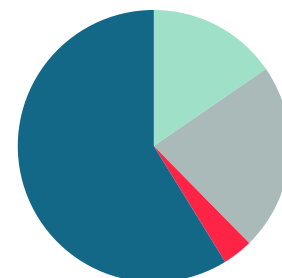
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	66	43	-34.85%
Pending Listings	53	62	16.98%
New Listings	59	53	-10.17%
Median List Price	155,450	149,500	-3.83%
Median Sale Price	152,500	137,000	-10.16%
Median Percent of Selling Price to List Price	99.84%	95.50%	-4.35%
Median Days on Market to Sale	11.50	29.00	152.17%
End of Month Inventory	219	164	-25.11%
Months Supply of Inventory	2.99	2.98	-0.15%



■ Closed (15.41%)
■ Pending (22.22%)
■ Other OffMarket (3.58%)
■ Active (58.78%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of February 28, 2023 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **25.11%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.98** 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 **10.16%** in February 2023 to \$137,000 versus the previous year at \$152,500.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 17.50 days or **152.17%** in February 2023 compared to last year's same month at **11.50** DOM.

Sales Success for February 2023 is Positive

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

There were 53 New Listings in February 2023, down **10.17%** from last year at 59. Furthermore, there were 43 Closed Listings this month versus last year at 66, a **-34.85%** decrease.

Closed versus Listed trends yielded a **81.1%** ratio, down from previous year's, February 2022, at **111.9%**, a **27.47%** downswing. This will certainly create pressure on a decreasing Monthly 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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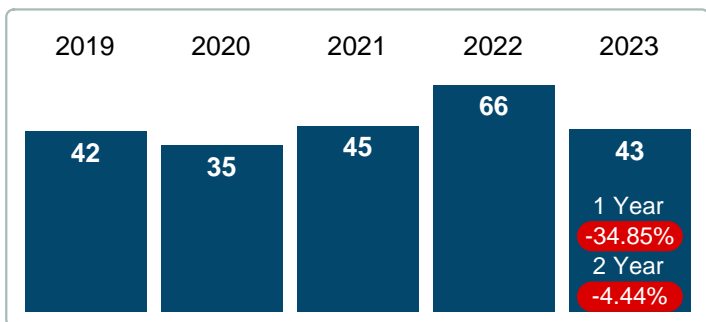
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



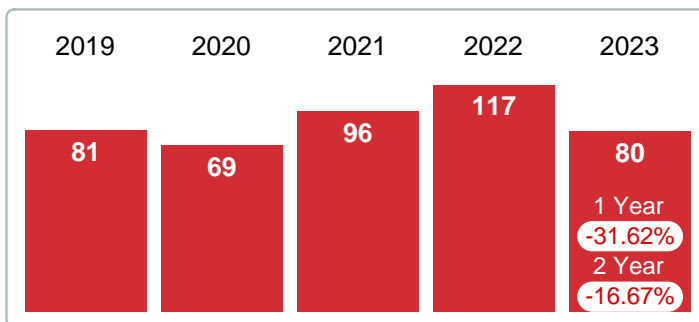
CLOSED LISTINGS

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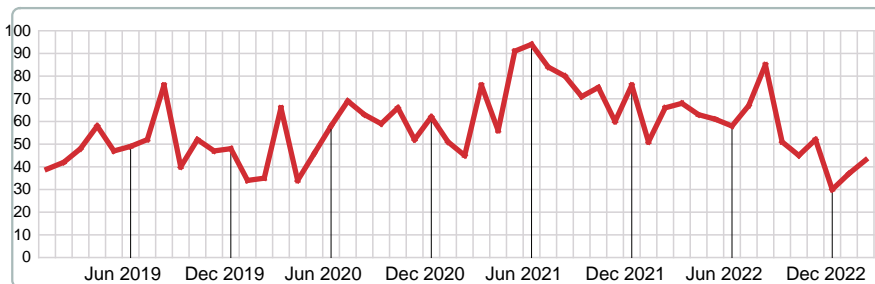
FEBRUARY



YEAR TO DATE (YTD)

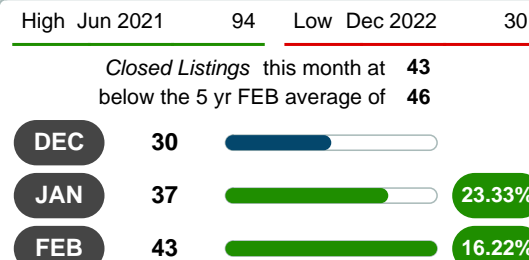


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	6.98%	59.0	0	3	0	0
\$30,001 - \$70,000	5	11.63%	21.0	3	2	0	0
\$70,001 - \$110,000	8	18.60%	39.5	4	4	0	0
\$110,001 - \$200,000	10	23.26%	15.0	0	10	0	0
\$200,001 - \$310,000	8	18.60%	30.0	0	6	2	0
\$310,001 - \$380,000	4	9.30%	19.0	1	1	2	0
\$380,001 and up	5	11.63%	128.0	0	5	0	0
Total Closed Units	43			8	31	4	0
Total Closed Volume	8,011,150	100%	29.0	810.50K	5.97M	1.23M	0.00B
Median Closed Price	\$137,000			\$75,000	\$151,000	\$330,000	\$0

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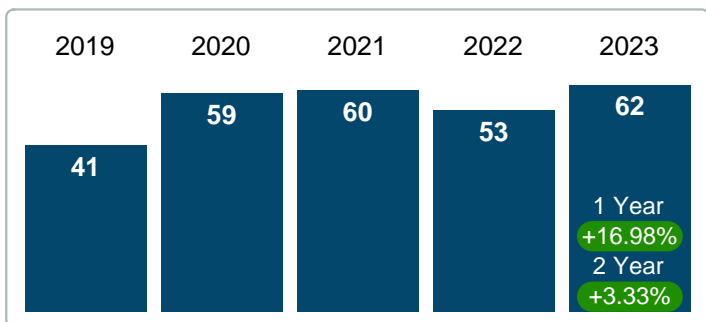
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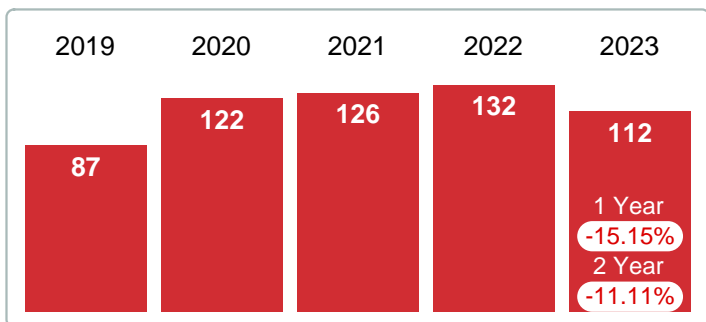
PENDING LISTINGS

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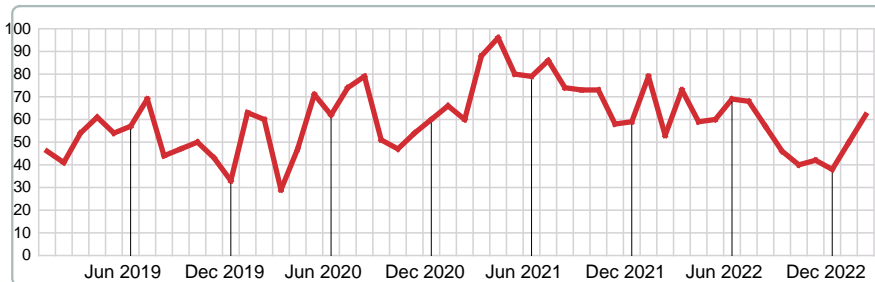
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

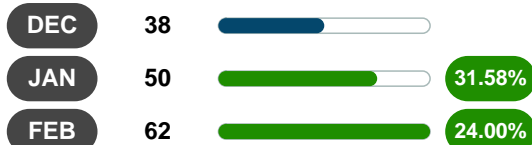


3 MONTHS

5 year FEB AVG = 55

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **62**
above the 5 yr FEB average of **55**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.61%	45.0	1	0	0	0
\$25,001 - \$50,000	11	17.74%	45.0	6	5	0	0
\$50,001 - \$75,000	5	8.06%	28.0	2	3	0	0
\$75,001 - \$175,000	18	29.03%	38.5	7	10	1	0
\$175,001 - \$275,000	12	19.35%	43.5	1	10	1	0
\$275,001 - \$325,000	9	14.52%	36.0	1	6	2	0
\$325,001 and up	6	9.68%	3.0	0	4	2	0
Total Pending Units	62			18	38	6	0
Total Pending Volume	10,569,999	100%	38.5	1.56M	7.29M	1.71M	0.00B
Median Listing Price	\$165,000			\$73,950	\$179,250	\$308,750	\$0

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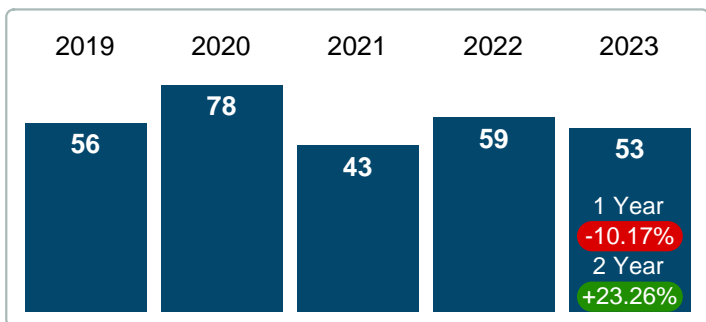
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



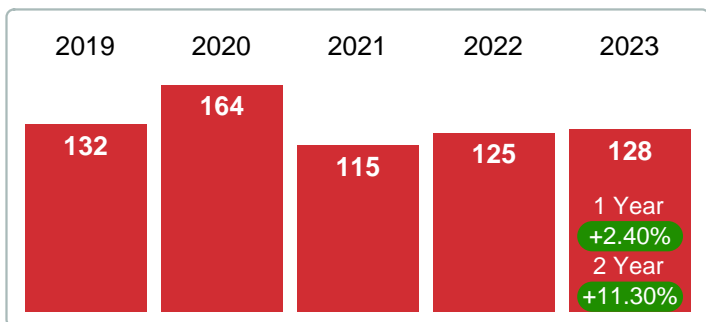
NEW LISTINGS

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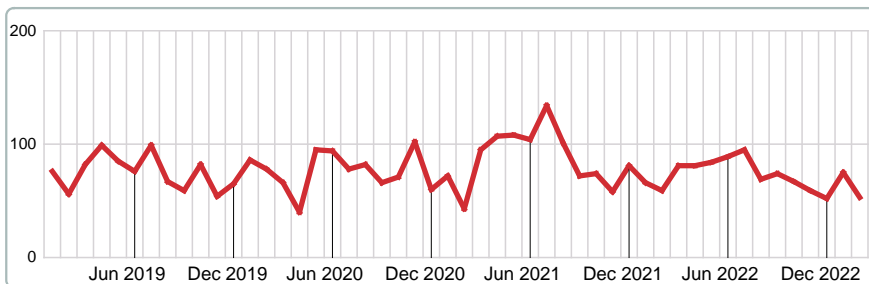
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

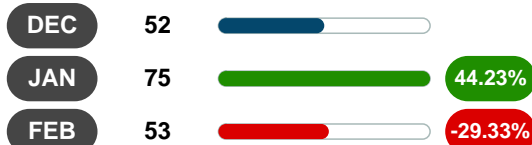


3 MONTHS

5 year FEB AVG = 58

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 53
below the 5 yr FEB average of 58



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	3	1	0	0
\$75,001 - \$100,000	5	9.43%	4	1	0	0
\$100,001 - \$150,000	9	16.98%	2	6	1	0
\$150,001 - \$275,000	15	28.30%	1	13	1	0
\$275,001 - \$325,000	8	15.09%	1	4	3	0
\$325,001 - \$425,000	7	13.21%	0	3	4	0
\$425,001 and up	5	9.43%	0	3	1	1
Total New Listed Units	53		11	31	10	1
Total New Listed Volume	13,289,000	100%	1.19M	7.32M	3.28M	1.50M
Median New Listed Listing Price	\$199,000		\$89,000	\$199,000	\$328,000	\$1,500,000

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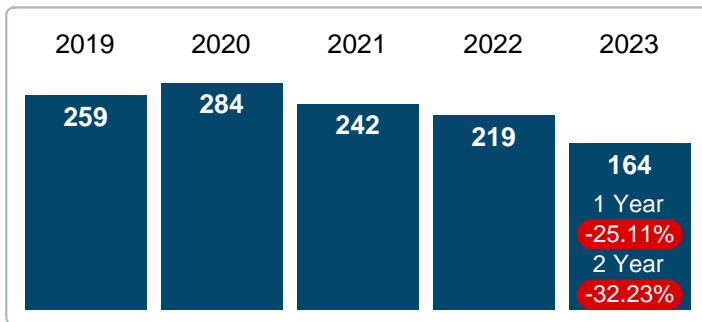
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



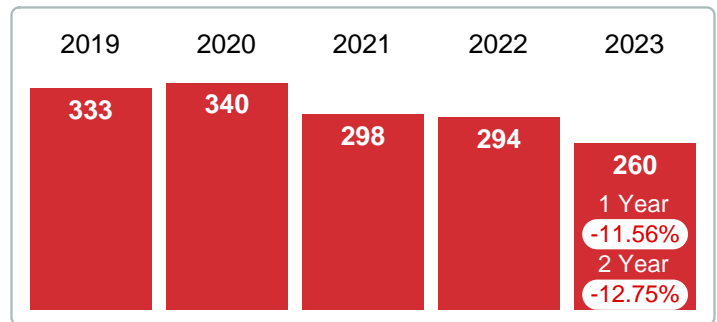
ACTIVE INVENTORY

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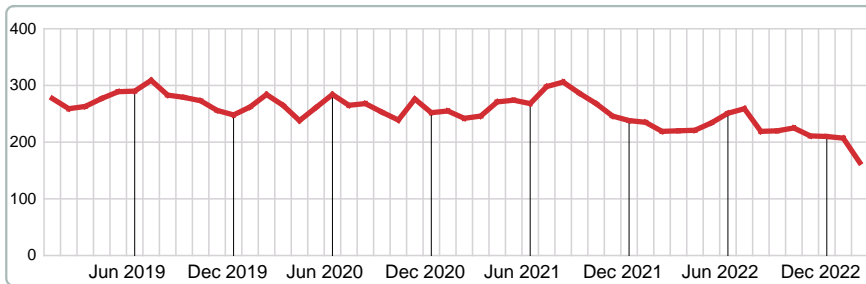
END OF FEBRUARY



ACTIVE DURING FEBRUARY

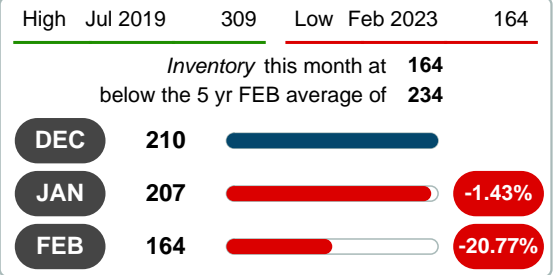


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 234



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	6.71%	83.0	9	2	0	0
\$50,001 - \$125,000	21	12.80%	77.0	12	8	1	0
\$125,001 - \$175,000	29	17.68%	61.0	6	16	7	0
\$175,001 - \$275,000	38	23.17%	83.5	2	26	10	0
\$275,001 - \$350,000	27	16.46%	74.0	3	15	9	0
\$350,001 - \$475,000	21	12.80%	77.0	1	11	8	1
\$475,001 and up	17	10.37%	118.0	0	12	3	2
Total Active Inventory by Units	164			33	90	38	3
Total Active Inventory by Volume	48,572,821	100%	76.5	3.92M	30.29M	11.09M	3.28M
Median Active Inventory Listing Price	\$229,950			\$89,000	\$249,000	\$277,700	\$1,400,000

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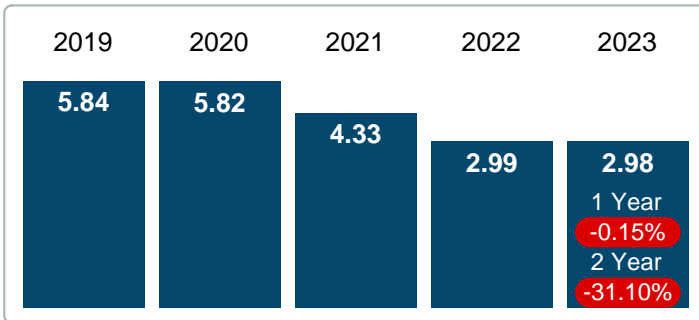
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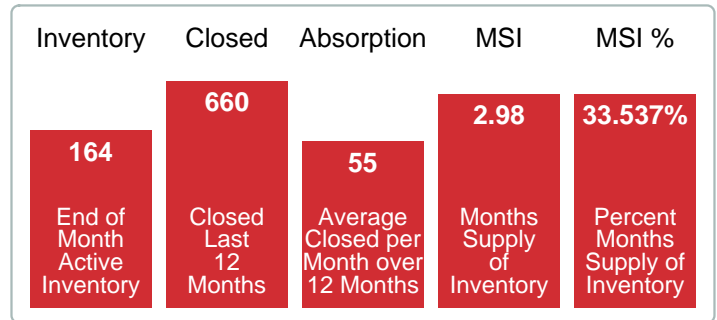
MONTHS SUPPLY of INVENTORY (MSI)

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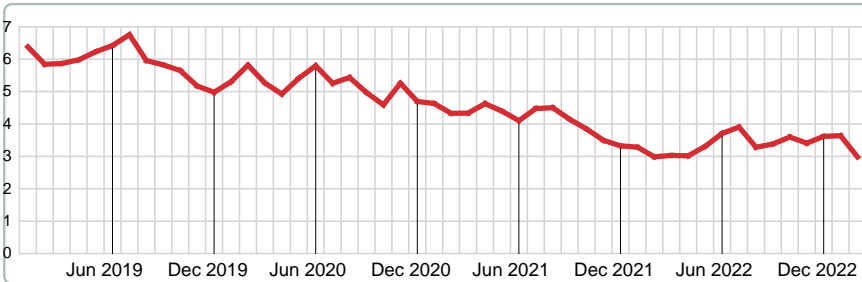
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

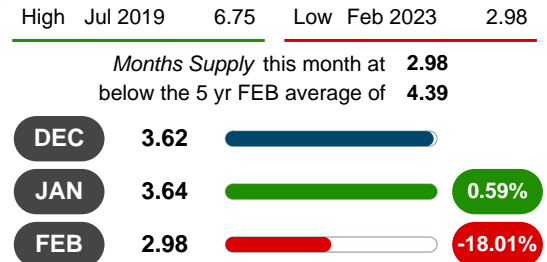


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.39



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
\$50,000 and less	11	6.71%	2.40	3.27	1.20	0.00	0.00
\$50,001 - \$125,000	21	12.80%	1.61	2.32	1.16	1.09	0.00
\$125,001 - \$175,000	29	17.68%	2.70	2.67	2.16	7.64	0.00
\$175,001 - \$275,000	38	23.17%	2.78	3.00	2.69	3.43	0.00
\$275,001 - \$350,000	27	16.46%	4.70	12.00	4.74	4.15	0.00
\$350,001 - \$475,000	21	12.80%	5.48	3.00	5.28	7.38	3.00
\$475,001 and up	17	10.37%	5.10	0.00	9.00	2.57	2.67
Market Supply of Inventory (MSI)			2.98	2.87	2.79	4.07	1.57
Total Active Inventory by Units		100%	2.98	33	90	38	3

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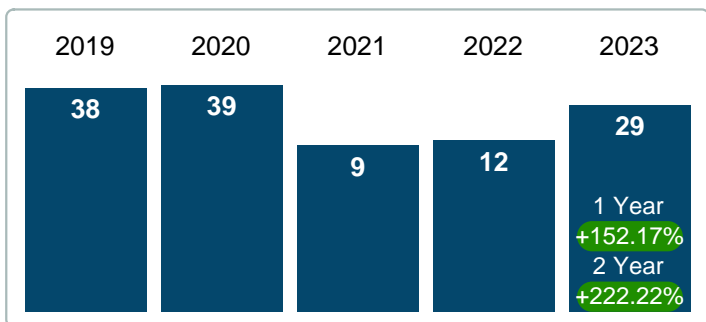
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



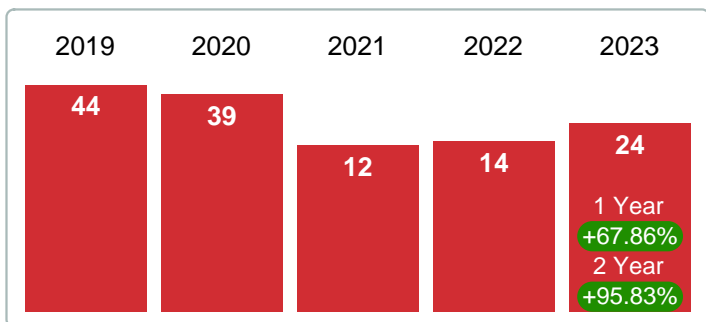
MEDIAN DAYS ON MARKET TO SALE

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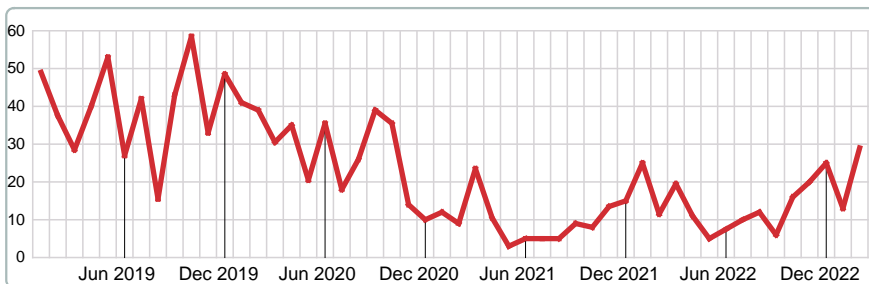
FEBRUARY



YEAR TO DATE (YTD)

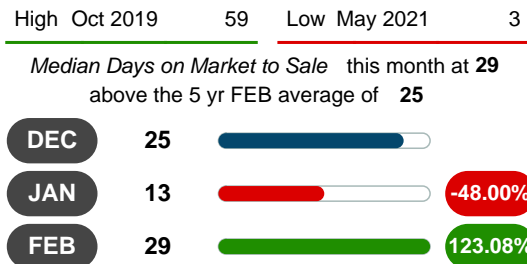


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 25



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
\$30,000 and less	3	6.98%	59	0	59	0	0
\$30,001 - \$70,000	5	11.63%	21	49	13	0	0
\$70,001 - \$110,000	8	18.60%	40	57	31	0	0
\$110,001 - \$200,000	10	23.26%	15	0	15	0	0
\$200,001 - \$310,000	8	18.60%	30	0	55	12	0
\$310,001 - \$380,000	4	9.30%	19	145	12	14	0
\$380,001 and up	5	11.63%	128	0	128	0	0
Median Closed DOM			29	51	37	12	0
Total Closed Units		100%	29.0	8	31	4	
Total Closed Volume			8,011,150	810.50K	5.97M	1.23M	0.00B

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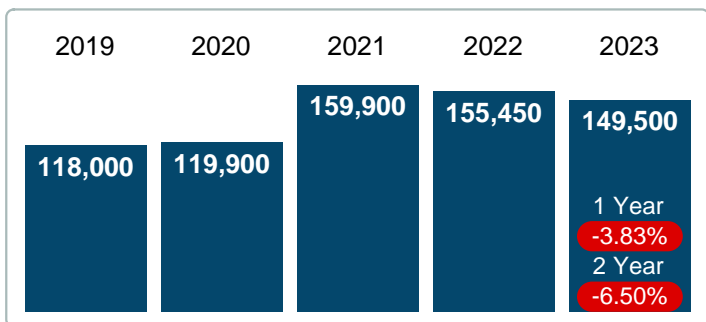
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



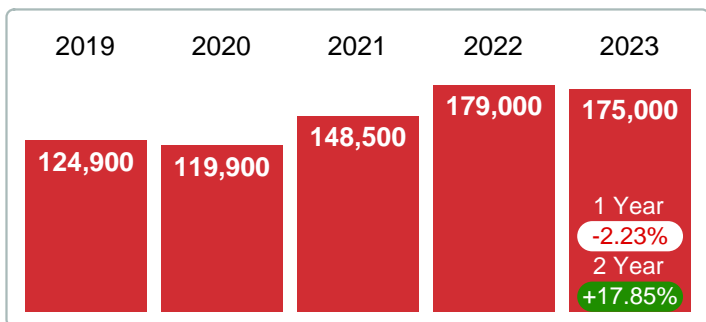
MEDIAN LIST PRICE AT CLOSING

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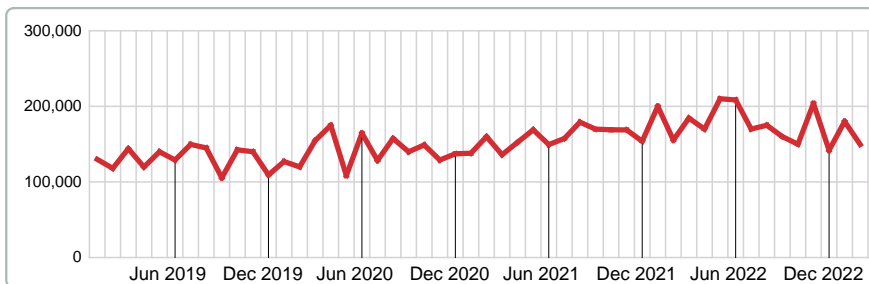
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

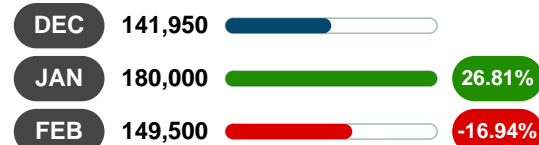


3 MONTHS

5 year FEB AVG = 140,550

High May 2022 210,000 Low Sep 2019 105,500

Median List Price at Closing this month at **149,500**
 above the 5 yr FEB average of **140,550**



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	2	4.65%	28,000	0	28,000	0	0
\$30,001 - \$70,000	6	13.95%	57,450	52,000	60,000	0	0
\$70,001 - \$110,000	6	13.95%	86,300	87,000	83,800	0	0
\$110,001 - \$200,000	12	27.91%	139,450	0	139,450	0	0
\$200,001 - \$310,000	7	16.28%	250,000	0	254,500	217,000	0
\$310,001 - \$380,000	3	6.98%	350,000	0	350,000	344,450	0
\$380,001 and up	7	16.28%	429,000	429,000	419,000	485,000	0
Median List Price			149,500	81,950	159,900	344,450	0
Total Closed Units		100%	149,500	8	31	4	0
Total Closed Volume			8,592,750	931.75K	6.27M	1.39M	0.00B

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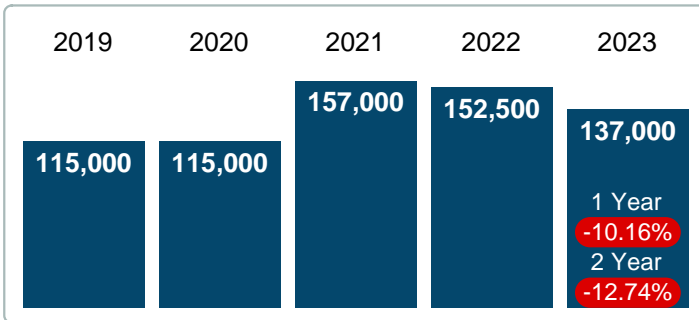
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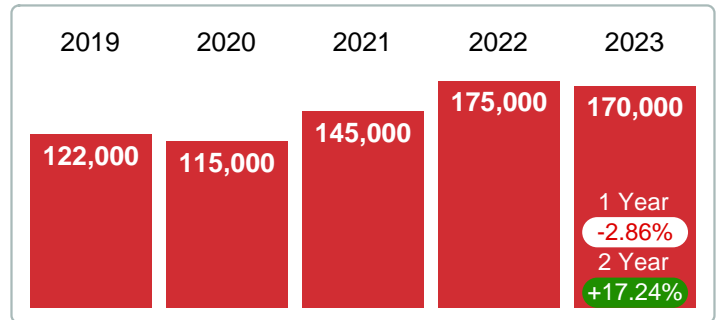
MEDIAN SOLD PRICE AT CLOSING

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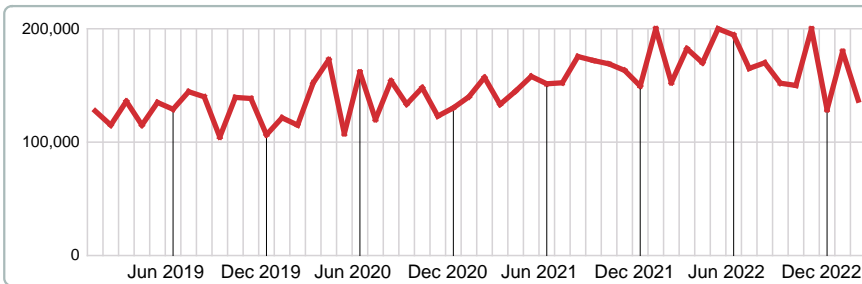
FEBRUARY



YEAR TO DATE (YTD)

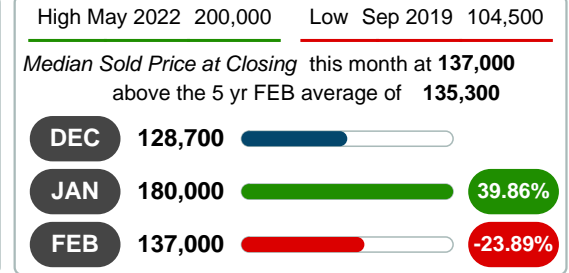


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 135,300



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
\$30,000 and less	3	6.98%	23,000	0	23,000	0	0
\$30,001 - \$70,000	5	11.63%	55,000	38,000	62,500	0	0
\$70,001 - \$110,000	8	18.60%	83,750	78,750	88,250	0	0
\$110,001 - \$200,000	10	23.26%	133,500	0	133,500	0	0
\$200,001 - \$310,000	8	18.60%	249,500	0	249,500	259,250	0
\$310,001 - \$380,000	4	9.30%	354,500	365,000	342,000	354,500	0
\$380,001 and up	5	11.63%	416,000	0	416,000	0	0
Median Sold Price			137,000	75,000	151,000	330,000	0
Total Closed Units		100%	43	8	31	4	
Total Closed Volume			8,011,150	810.50K	5.97M	1.23M	0.00B

February 2023



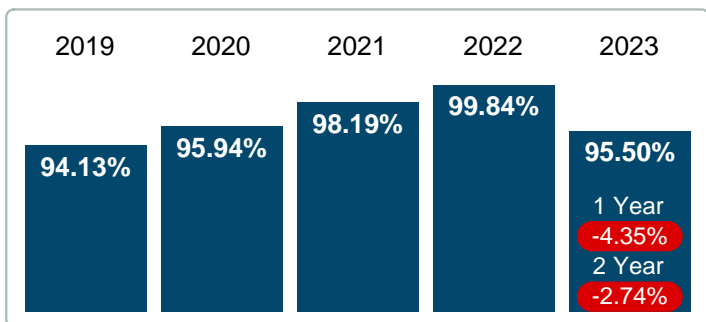
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



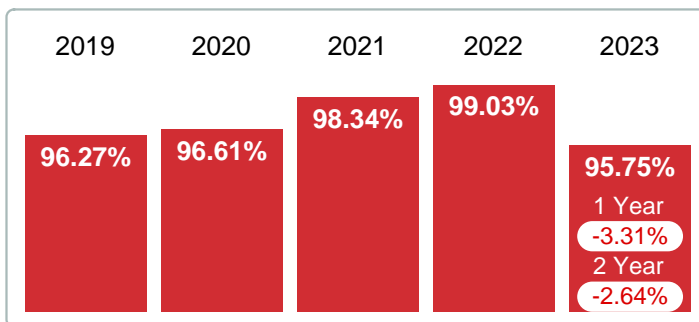
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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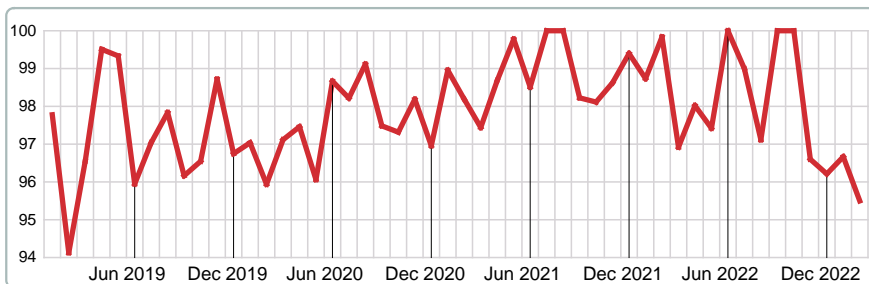
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

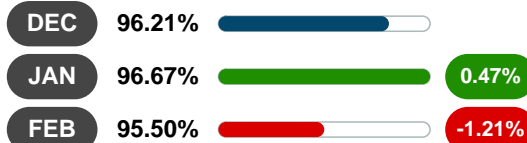


3 MONTHS

5 year FEB AVG = 96.72%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **95.50%**
below the 5 yr FEB average of **96.72%**



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
\$30,000 and less	3	6.98%	65.52%	0.00%	65.52%	0.00%	0.00%
\$30,001 - \$70,000	5	11.63%	87.50%	91.82%	86.06%	0.00%	0.00%
\$70,001 - \$110,000	8	18.60%	90.47%	90.47%	91.39%	0.00%	0.00%
\$110,001 - \$200,000	10	23.26%	96.90%	0.00%	96.90%	0.00%	0.00%
\$200,001 - \$310,000	8	18.60%	95.79%	0.00%	95.82%	95.03%	0.00%
\$310,001 - \$380,000	4	9.30%	91.40%	85.08%	97.71%	86.08%	0.00%
\$380,001 and up	5	11.63%	97.50%	0.00%	97.50%	0.00%	0.00%
Median Sold/List Ratio		95.50%		90.03%	96.14%	95.03%	0.00%
Total Closed Units		43	100%	8	31	4	
Total Closed Volume		8,011,150		810.50K	5.97M	1.23M	0.00B

February 2023



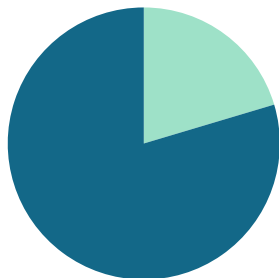
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

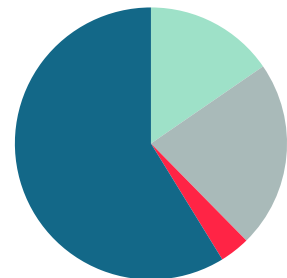


Inventory
 New Listings
53 = 20.38%
 Start Inventory
207
 Total Inventory Units
260
 Volume
\$73,615,670

Market Activity

Closed Sales
43 = 15.41%
 Pending Sales
62 = 22.22%
 Other Off Market
10 = 3.58%
 Active Inventory
164 = 58.78%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	66	43	-34.85%	117	80	-31.62%
Pending Sales	53	62	16.98%	132	112	-15.15%
New Listings	59	53	-10.17%	125	128	2.40%
Median List Price	155,450	149,500	-3.83%	179,000	175,000	-2.23%
Median Sale Price	152,500	137,000	-10.16%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	99.84%	95.50%	-4.35%	99.03%	95.75%	-3.31%
Median Days on Market to Sale	11.50	29.00	152.17%	14.00	23.50	67.86%
Monthly Inventory	219	164	-25.11%	219	164	-25.11%
Months Supply of Inventory	2.99	2.98	-0.15%	2.99	2.98	-0.15%

Absorption: Last 12 months, an Average of **55** Sales/Month

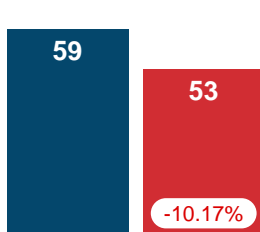
Inventory on February 28, 2023 = **164**

2022 **2023**

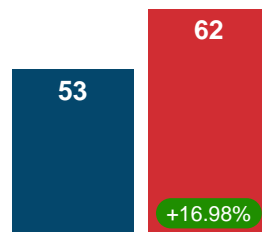
FEBRUARY MARKET

MEDIAN PRICES

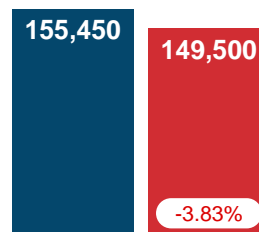
New Listings



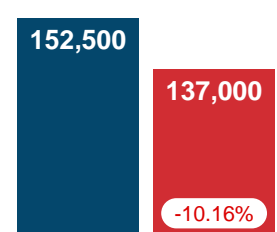
Pending Listings



List Price



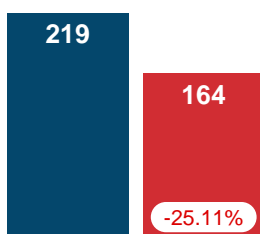
Sale Price



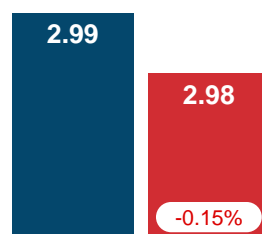
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

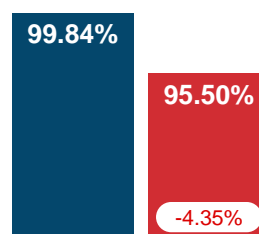
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

