

March 2023



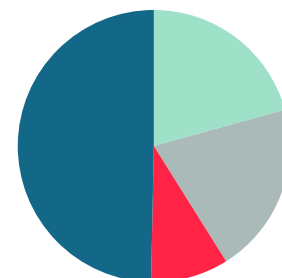
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	68	65	-4.41%
Pending Listings	73	64	-12.33%
New Listings	81	94	16.05%
Median List Price	184,450	179,000	-2.95%
Median Sale Price	182,450	168,000	-7.92%
Median Percent of Selling Price to List Price	96.92%	95.85%	-1.10%
Median Days on Market to Sale	19.50	29.00	48.72%
End of Month Inventory	220	156	-29.09%
Months Supply of Inventory	3.03	2.85	-5.89%



■ Closed (20.70%)
■ Pending (20.38%)
■ Other OffMarket (9.24%)
■ Active (49.68%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of March 31, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **29.09%** to 156 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 **2.85** 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 **7.92%** in March 2023 to \$168,000 versus the previous year at \$182,450.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 9.50 days or **48.72%** in March 2023 compared to last year's same month at **19.50** DOM.

Sales Success for March 2023 is Positive

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

There were 94 New Listings in March 2023, up **16.05%** from last year at 81. Furthermore, there were 65 Closed Listings this month versus last year at 68, a **-4.41%** decrease.

Closed versus Listed trends yielded a **69.1%** ratio, down from previous year's, March 2022, at **84.0%**, a **17.63%** 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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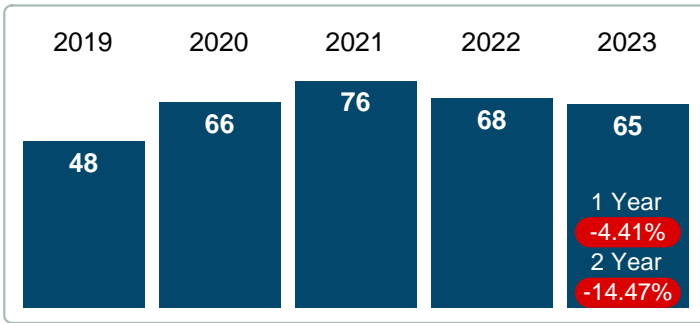
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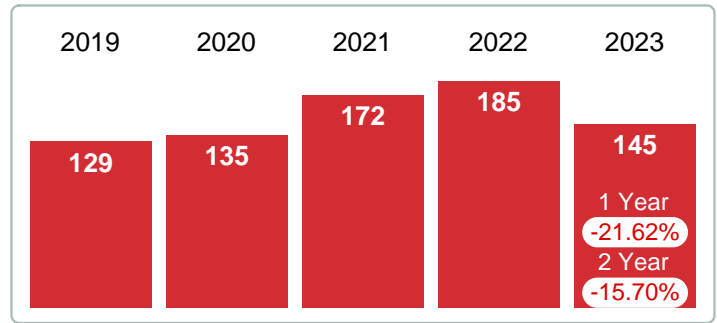
CLOSED LISTINGS

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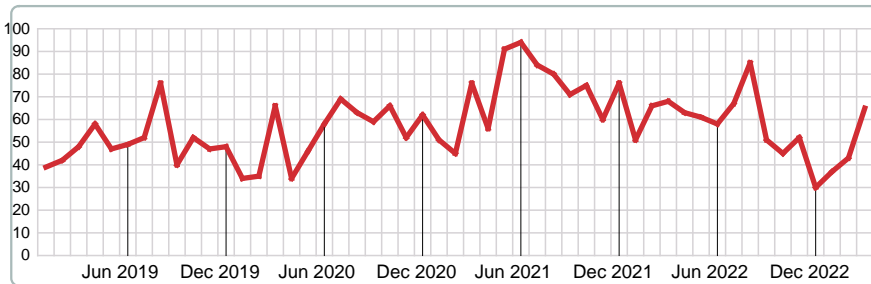
MARCH



YEAR TO DATE (YTD)

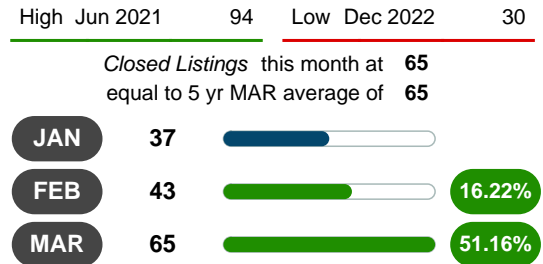


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	14	21.54%	44.5	8	6	0	0
\$50,001-\$100,000	9	13.85%	4.0	4	5	0	0
\$100,001-\$175,000	11	16.92%	24.0	2	7	2	0
\$175,001-\$275,000	15	23.08%	14.0	0	12	3	0
\$275,001-\$325,000	9	13.85%	50.0	2	6	1	0
\$325,001 and up	7	10.77%	14.0	0	4	2	1
Total Closed Units	65			16	40	8	1
Total Closed Volume	14,949,093	100%	29.0	1.39M	10.84M	1.95M	772.50K
Median Closed Price	\$168,000			\$58,500	\$187,000	\$203,247	\$772,500

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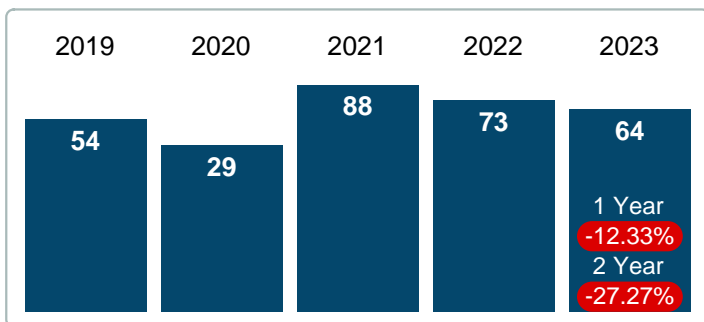
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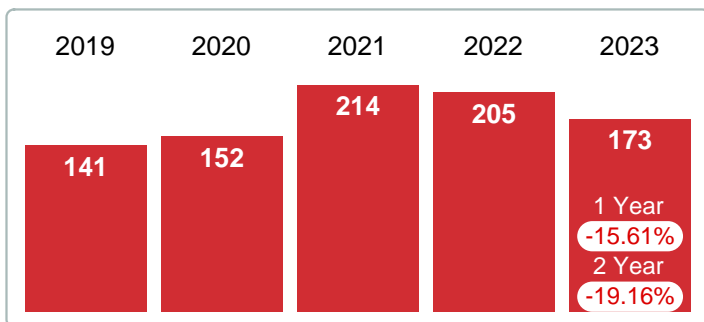
PENDING LISTINGS

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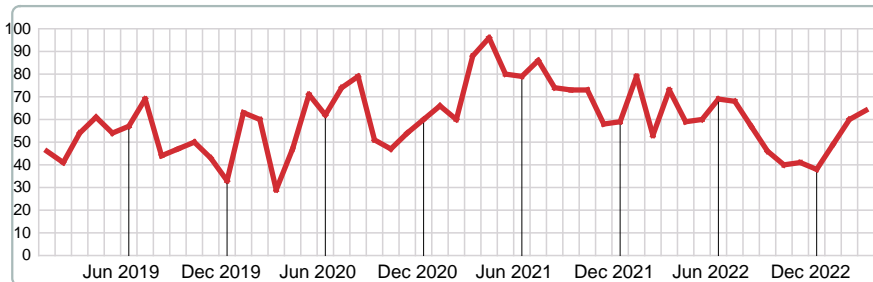
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

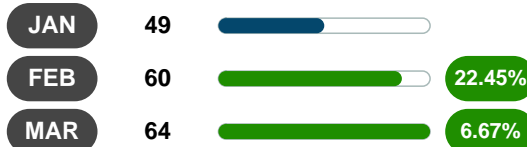


3 MONTHS

5 year MAR AVG = 62

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **64**
above the 5 yr MAR average of **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	7	10.94%	14.0	4	2	1	0
\$50,001 - \$100,000	7	10.94%	7.0	5	2	0	0
\$100,001 - \$150,000	12	18.75%	15.5	3	4	5	0
\$150,001 - \$225,000	11	17.19%	3.0	2	6	3	0
\$225,001 - \$275,000	11	17.19%	39.0	0	8	2	1
\$275,001 - \$375,000	10	15.63%	34.0	0	3	6	1
\$375,001 and up	6	9.38%	71.0	1	3	2	0
Total Pending Units	64			15	28	19	2
Total Pending Volume	13,663,095	100%	12.5	1.74M	6.56M	4.74M	615.00K
Median Listing Price	\$206,000			\$89,000	\$224,950	\$249,900	\$307,500

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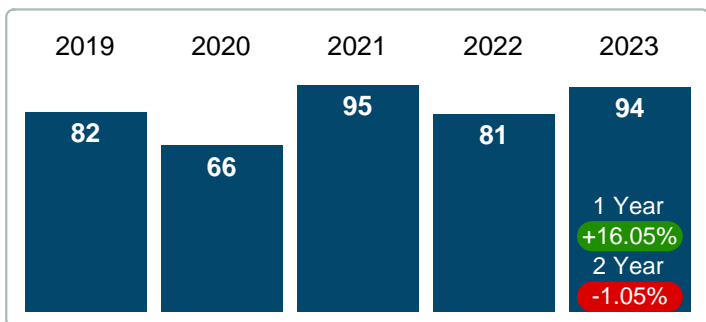
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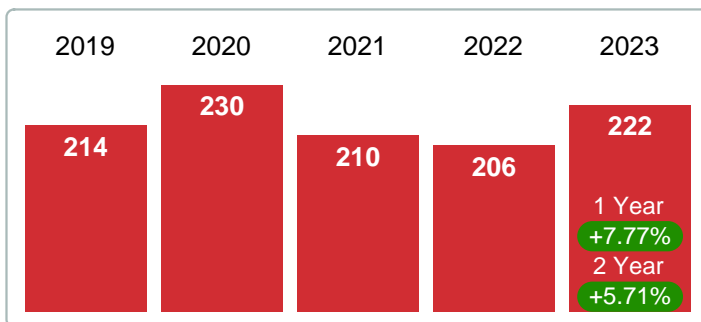
NEW LISTINGS

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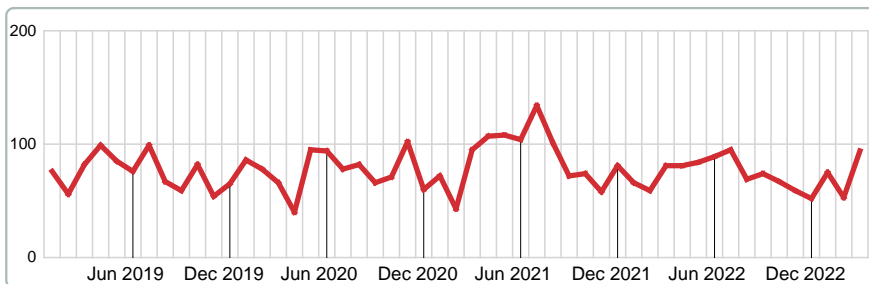
MARCH



YEAR TO DATE (YTD)

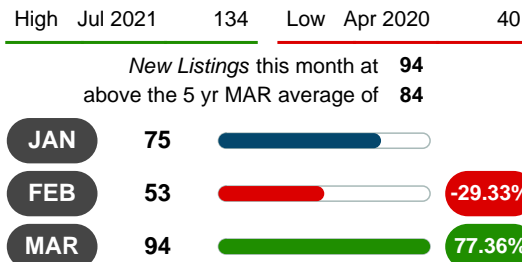


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 84



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	7	7.45%	5	1	1	0
\$50,001 - \$75,000	4	4.26%	3	0	1	0
\$75,001 - \$150,000	23	24.47%	11	10	2	0
\$150,001 - \$225,000	23	24.47%	5	13	5	0
\$225,001 - \$275,000	12	12.77%	0	5	6	1
\$275,001 - \$400,000	15	15.96%	2	6	7	0
\$400,001 and up	10	10.64%	1	4	5	0
Total New Listed Units	94		27	39	27	1
Total New Listed Volume	22,641,795	100%	4.00M	8.79M	9.62M	240.00K
Median New Listed Listing Price	\$192,450		\$109,900	\$200,000	\$249,900	\$240,000

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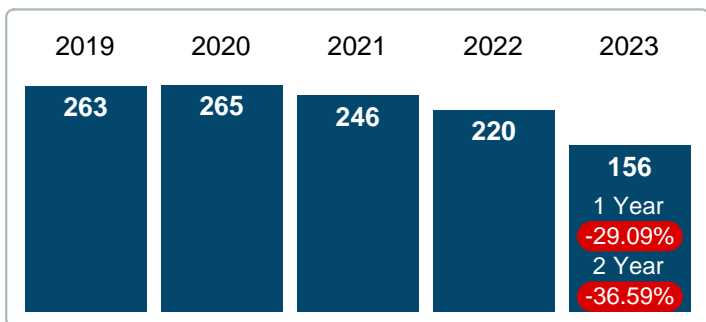
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



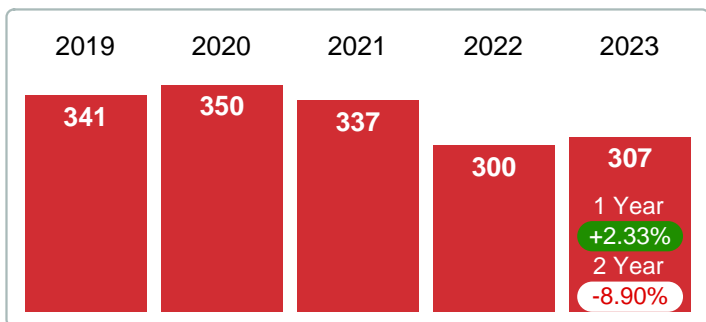
ACTIVE INVENTORY

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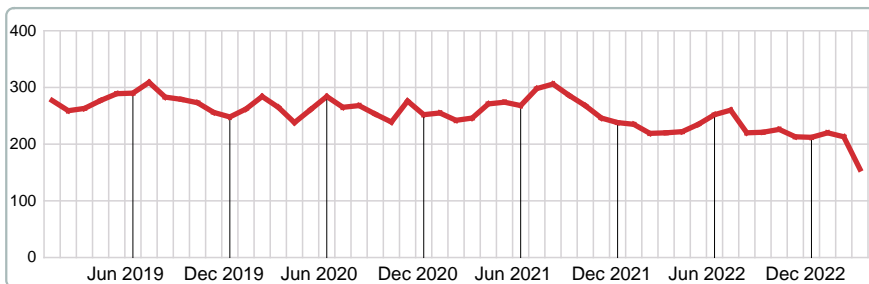
END OF MARCH



ACTIVE DURING MARCH

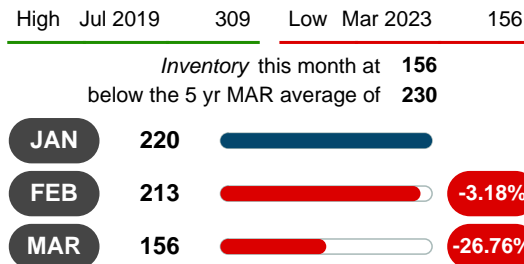


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 230



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	11	7.05%	87.0	9	1	1	0
\$75,001 - \$125,000	24	15.38%	36.0	13	10	1	0
\$125,001 - \$150,000	13	8.33%	79.0	2	8	2	1
\$150,001 - \$275,000	46	29.49%	39.5	7	27	12	0
\$275,001 - \$350,000	27	17.31%	48.0	2	17	8	0
\$350,001 - \$575,000	17	10.90%	74.0	0	8	9	0
\$575,001 and up	18	11.54%	86.5	1	11	3	3
Total Active Inventory by Units	156			34	82	36	4
Total Active Inventory by Volume	49,264,598	100%	62.5	4.73M	27.82M	12.94M	3.77M
Median Active Inventory Listing Price	\$225,000			\$99,000	\$239,450	\$299,450	\$1,062,500

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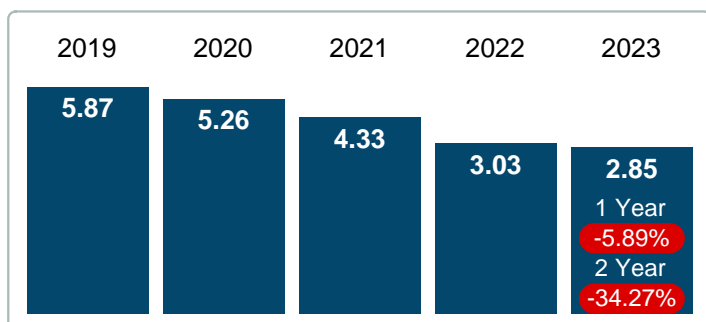
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



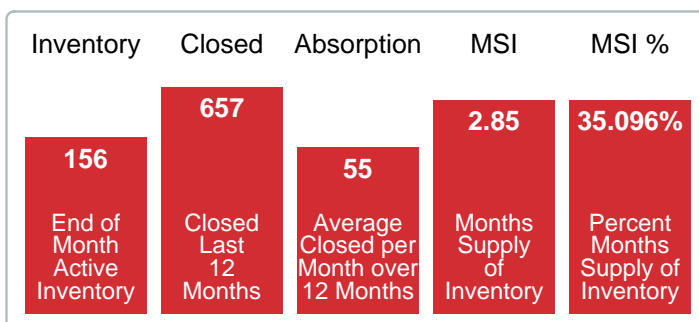
MONTHS SUPPLY of INVENTORY (MSI)

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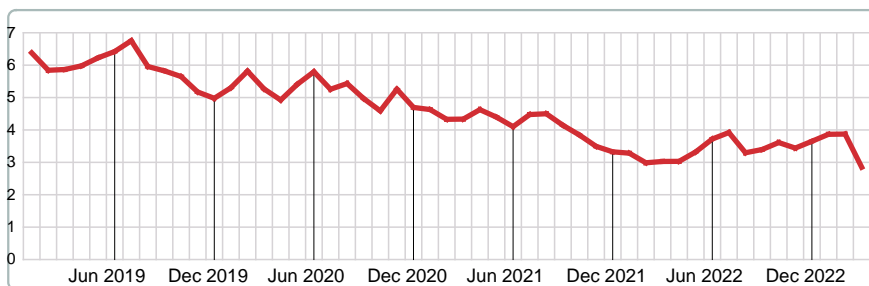
MSI FOR MARCH



INDICATORS FOR MARCH 2023

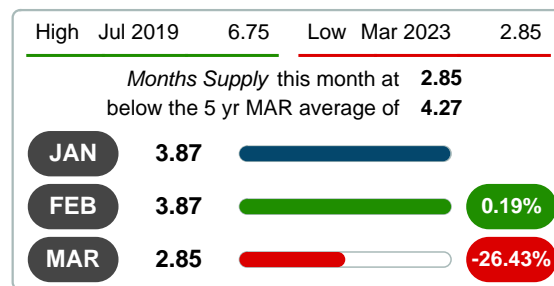


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.27



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	7.05%	1.21	1.96	0.24	2.40	0.00
\$75,001 - \$125,000	15.38%	2.74	3.63	2.31	1.33	0.00
\$125,001 - \$150,000	8.33%	2.56	1.41	2.34	8.00	0.00
\$150,001 - \$275,000	29.49%	2.42	4.94	1.99	3.51	0.00
\$275,001 - \$350,000	17.31%	4.56	4.80	4.98	4.17	0.00
\$350,001 - \$575,000	10.90%	3.24	0.00	2.91	5.40	0.00
\$575,001 and up	11.54%	10.80	0.00	18.86	6.00	5.14
Market Supply of Inventory (MSI)		2.85	2.87	2.55	4.04	2.18
Total Active Inventory by Units		156	34	82	36	4

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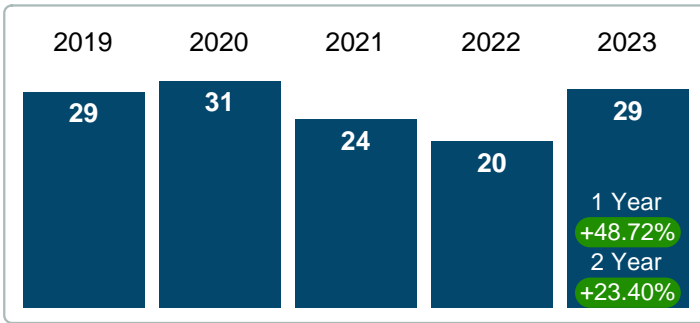
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



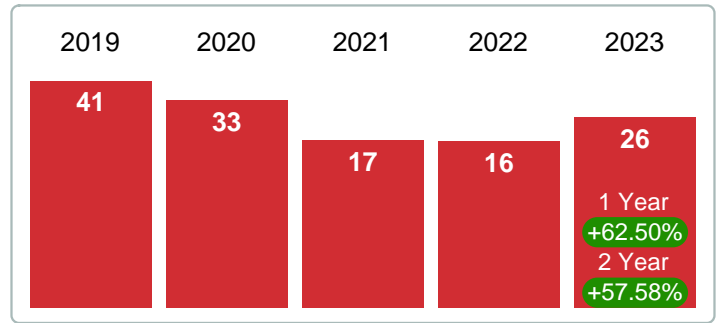
MEDIAN DAYS ON MARKET TO SALE

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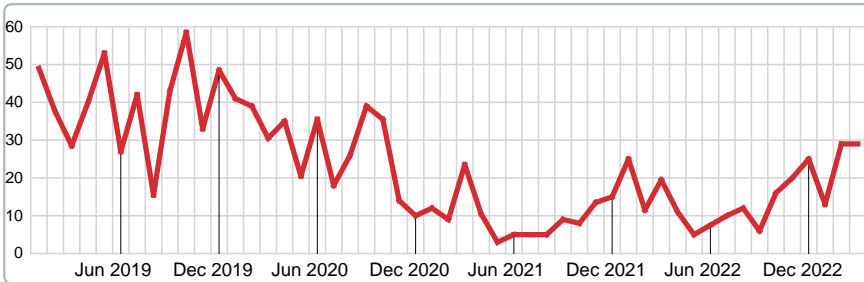
MARCH



YEAR TO DATE (YTD)

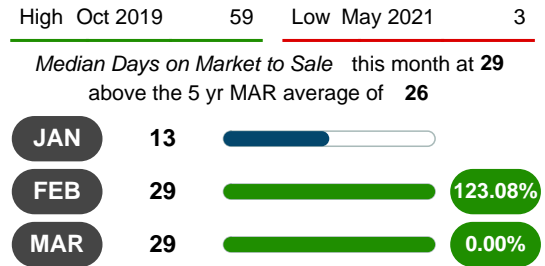


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 26



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
\$0 and less	0	0.00%	87	0	0	0	0
\$1-\$50,000	14	21.54%	45	45	45	0	0
\$50,001-\$100,000	9	13.85%	4	2	5	0	0
\$100,001-\$175,000	11	16.92%	24	3	91	23	0
\$175,001-\$275,000	15	23.08%	14	0	11	69	0
\$275,001-\$325,000	9	13.85%	50	236	43	36	0
\$325,001 and up	7	10.77%	14	0	39	3	52
Median Closed DOM	29			24	32	23	52
Total Closed Units	65	100%	29.0	16	40	8	1
Total Closed Volume	14,949,093			1.39M	10.84M	1.95M	772.50K

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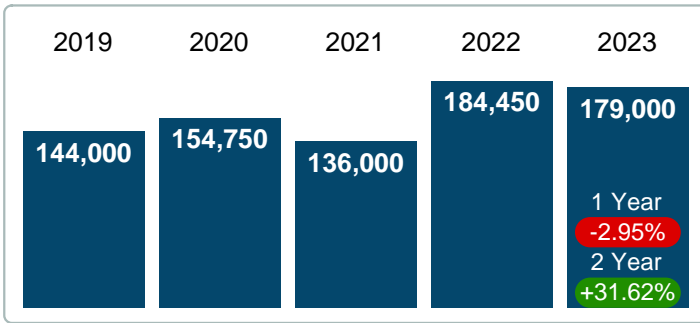
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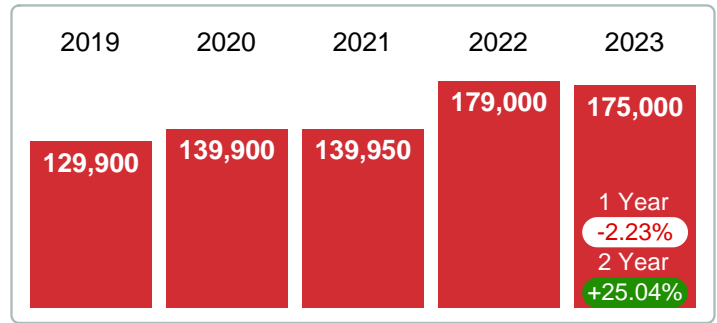
MEDIAN LIST PRICE AT CLOSING

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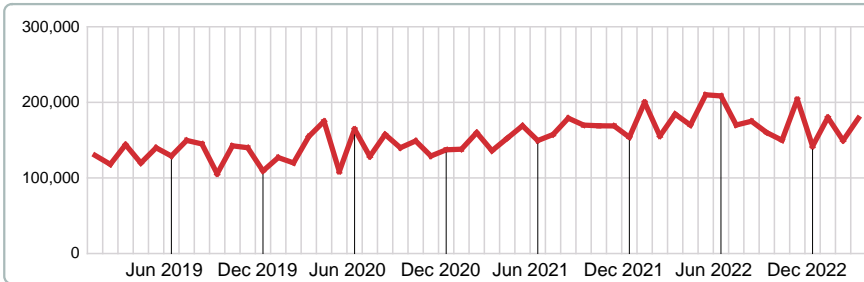
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159,640

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

Median List Price at Closing this month at 179,000 above the 5 yr MAR average of 159,640



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
\$0 and less	0	0.00%	14	0	0	0	0
\$1-\$50,000	12	18.46%	37,000	39,000	33,000	0	0
\$50,001-\$100,000	10	15.38%	74,950	69,900	75,000	0	0
\$100,001-\$175,000	10	15.38%	152,500	167,500	139,950	153,000	0
\$175,001-\$275,000	16	24.62%	194,900	0	194,900	194,900	0
\$275,001-\$325,000	8	12.31%	300,000	299,500	300,000	325,000	0
\$325,001 and up	9	13.85%	389,000	0	377,000	389,500	799,000
Median List Price			179,000	64,450	182,500	197,400	799,000
Total Closed Units		100%	179,000	16	40	8	1
Total Closed Volume			16,281,159	1.56M	11.93M	1.99M	799.00K

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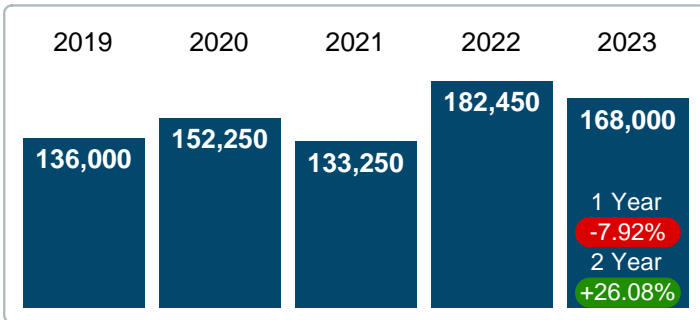
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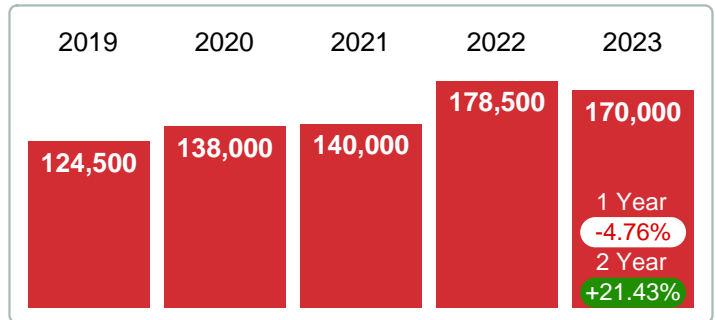
MEDIAN SOLD PRICE AT CLOSING

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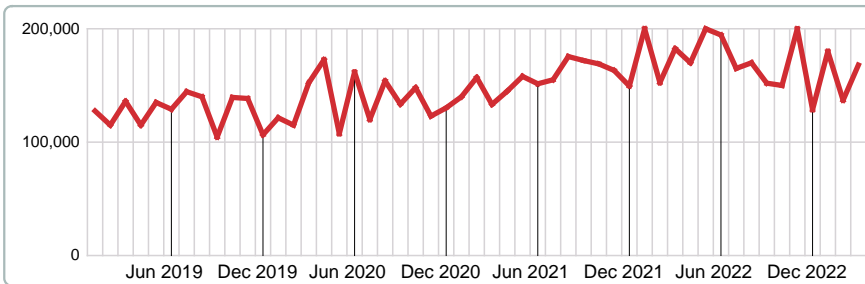
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

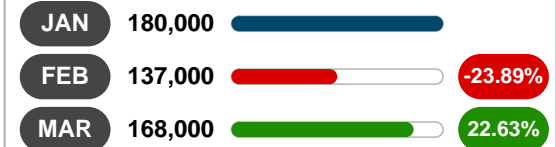


3 MONTHS

5 year MAR AVG = 154,390

High May 2022 200,000 Low Sep 2019 104,500

Median Sold Price at Closing this month at **168,000** above the 5 yr MAR average of **154,390**



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
\$0 and less	0	0.00%	389,000	0	0	0	0
\$1-\$50,000	14	21.54%	10,500	10,950	10,500	0	0
\$50,001-\$100,000	9	13.85%	73,000	74,500	73,000	0	0
\$100,001-\$175,000	11	16.92%	162,000	167,000	150,000	141,000	0
\$175,001-\$275,000	15	23.08%	200,000	0	204,000	199,900	0
\$275,001-\$325,000	9	13.85%	299,900	292,500	294,950	305,000	0
\$325,001 and up	7	10.77%	394,000	0	386,250	389,500	772,500
Median Sold Price			168,000	58,500	187,000	203,247	772,500
Total Closed Units		100%	168,000	16	40	8	1
Total Closed Volume			14,949,093	1.39M	10.84M	1.95M	772.50K

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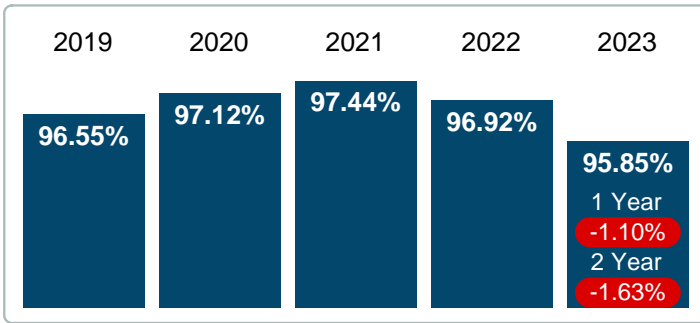
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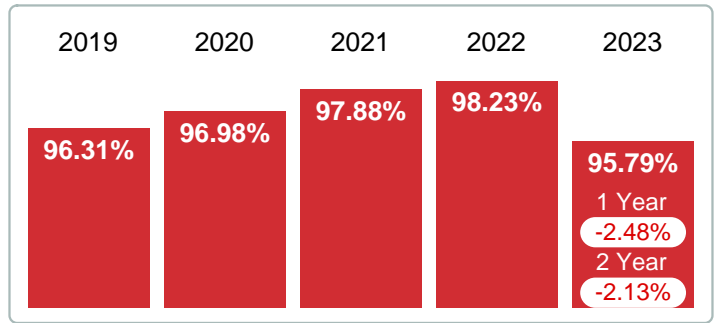
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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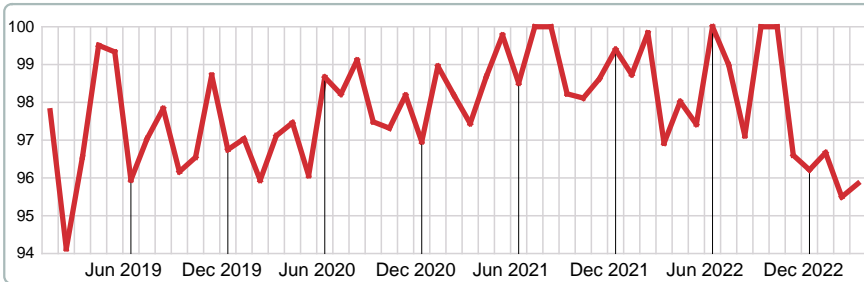
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

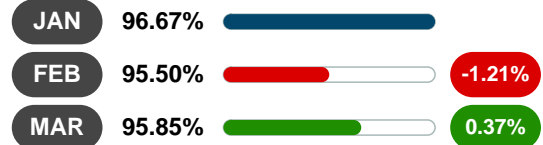


3 MONTHS

5 year MAR AVG = 96.78%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **95.85%**
below the 5 yr MAR average of **96.78%**



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
\$0 and less	0	0.00%	94.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	14	21.54%	33.91%	39.21%	33.91%	0.00%	0.00%
\$50,001-\$100,000	9	13.85%	94.38%	97.93%	77.33%	0.00%	0.00%
\$100,001-\$175,000	11	16.92%	99.16%	99.70%	99.16%	91.72%	0.00%
\$175,001-\$275,000	15	23.08%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001-\$325,000	9	13.85%	95.32%	97.66%	95.80%	93.85%	0.00%
\$325,001 and up	7	10.77%	96.68%	0.00%	91.20%	100.00%	96.68%
Median Sold/List Ratio		95.85%		88.93%	96.19%	97.29%	96.68%
Total Closed Units		65	100%	16	40	8	1
Total Closed Volume		14,949,093		1.39M	10.84M	1.95M	772.50K

March 2023



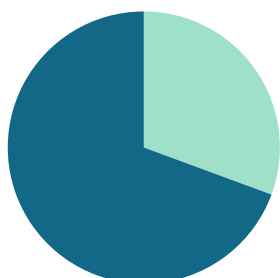
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

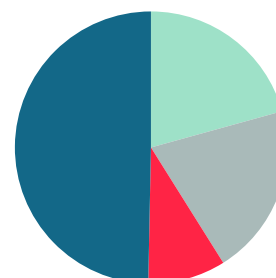


Inventory
 New Listings **94 = 30.62%**
 Start Inventory **213**
 Total Inventory Units **307**
 Volume **\$84,232,826**

Market Activity

Closed Sales **65 = 20.70%**
 Pending Sales **64 = 20.38%**
 Other Off Market **29 = 9.24%**
 Active Inventory **156 = 49.68%**

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	68	65	-4.41%	185	145	-21.62%
Pending Sales	73	64	-12.33%	205	173	-15.61%
New Listings	81	94	16.05%	206	222	7.77%
Median List Price	184,450	179,000	-2.95%	179,000	175,000	-2.23%
Median Sale Price	182,450	168,000	-7.92%	178,500	170,000	-4.76%
Median Percent of Selling Price to List Price	96.92%	95.85%	-1.10%	98.23%	95.79%	-2.48%
Median Days on Market to Sale	19.50	29.00	48.72%	16.00	26.00	62.50%
Monthly Inventory	220	156	-29.09%	220	156	-29.09%
Months Supply of Inventory	3.03	2.85	-5.89%	3.03	2.85	-5.89%

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

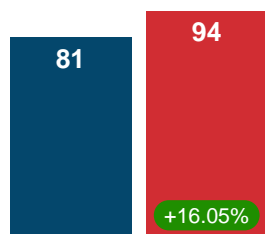
Inventory on March 31, 2023 = **156**

2022 **2023**

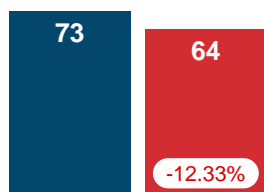
MARCH MARKET

MEDIAN PRICES

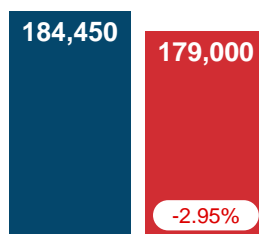
New Listings



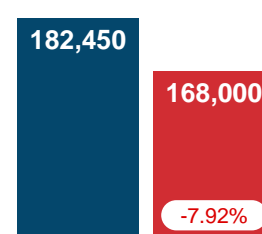
Pending Listings



List Price



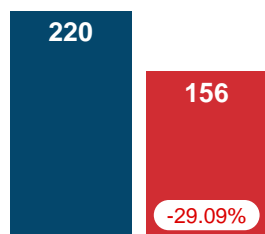
Sale Price



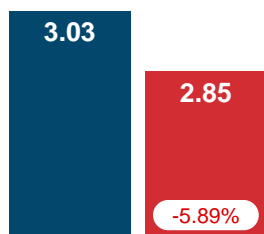
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

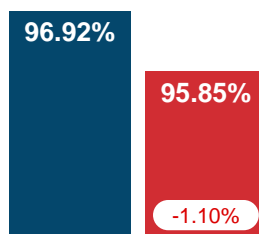
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

