

April 2023



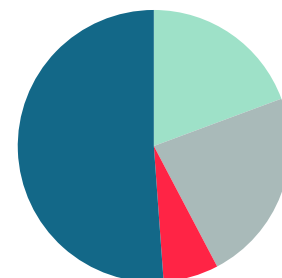
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	63	59	-6.35%
Pending Listings	59	70	18.64%
New Listings	81	79	-2.47%
Average List Price	203,714	191,939	-5.78%
Average Sale Price	197,926	185,667	-6.19%
Average Percent of Selling Price to List Price	95.90%	96.27%	0.38%
Average Days on Market to Sale	37.19	34.58	-7.03%
End of Month Inventory	222	156	-29.73%
Months Supply of Inventory	3.03	2.87	-5.41%



■ Closed (19.34%)
■ Pending (22.95%)
■ Other OffMarket (6.56%)
■ Active (51.15%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of April 30, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **29.73%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **2.87** 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 **6.19%** in April 2023 to \$185,667 versus the previous year at \$197,926.

Average Days on Market Shortens

The average number of **34.58** days that homes spent on the market before selling decreased by 2.61 days or **7.03%** in April 2023 compared to last year's same month at **37.19** DOM.

Sales Success for April 2023 is Positive

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

There were 79 New Listings in April 2023, down **2.47%** from last year at 81. Furthermore, there were 59 Closed Listings this month versus last year at 63, a **-6.35%** decrease.

Closed versus Listed trends yielded a **74.7%** ratio, down from previous year's, April 2022, at **77.8%**, a **3.98%** 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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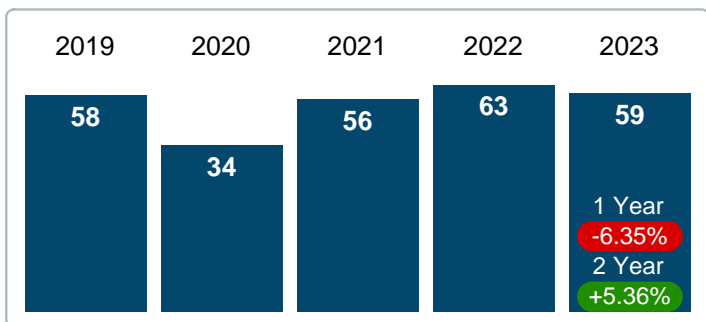
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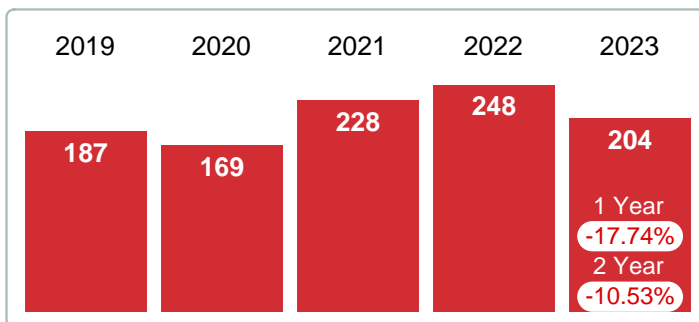
CLOSED LISTINGS

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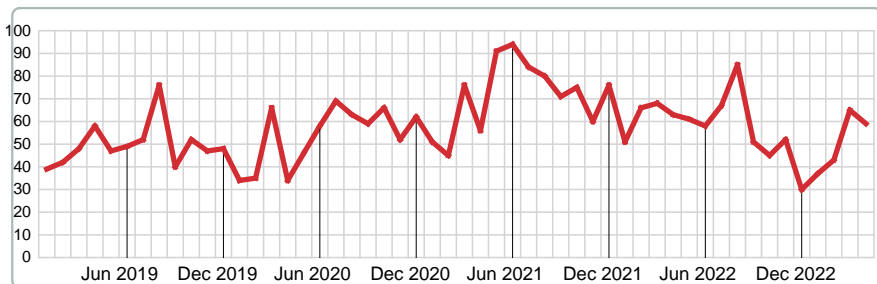
APRIL



YEAR TO DATE (YTD)

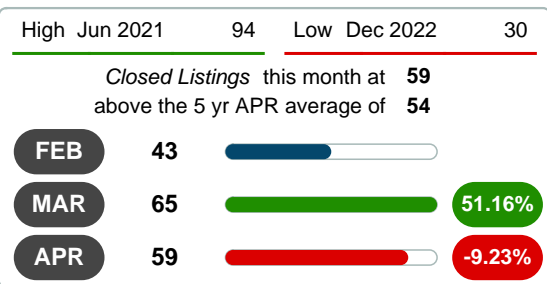


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.08%	7.3	3	0	0	0
\$25,001 - \$75,000	8	13.56%	30.0	4	4	0	0
\$75,001 - \$125,000	12	20.34%	34.8	5	6	1	0
\$125,001 - \$200,000	14	23.73%	43.4	4	7	3	0
\$200,001 - \$225,000	6	10.17%	29.3	0	6	0	0
\$225,001 - \$300,000	10	16.95%	30.9	0	6	4	0
\$300,001 and up	6	10.17%	44.5	0	3	2	1
Total Closed Units	59			16	32	10	1
Total Closed Volume	10,954,350	100%	34.6	1.39M	6.13M	2.76M	680.00K
Average Closed Price	\$185,667			\$86,613	\$191,455	\$276,200	\$680,000

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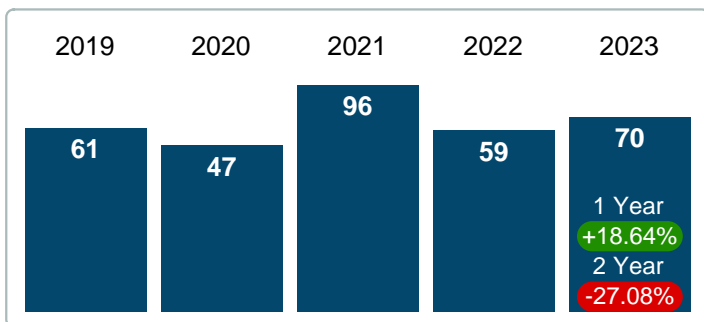
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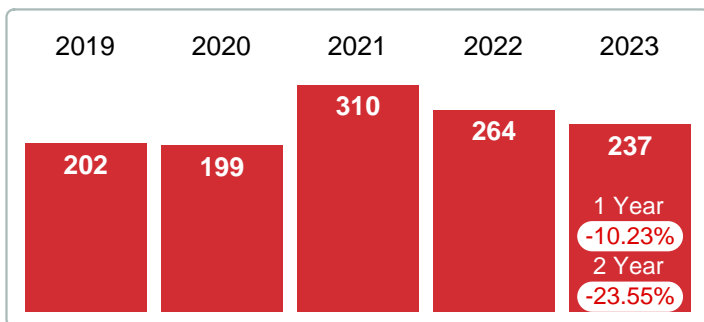
PENDING LISTINGS

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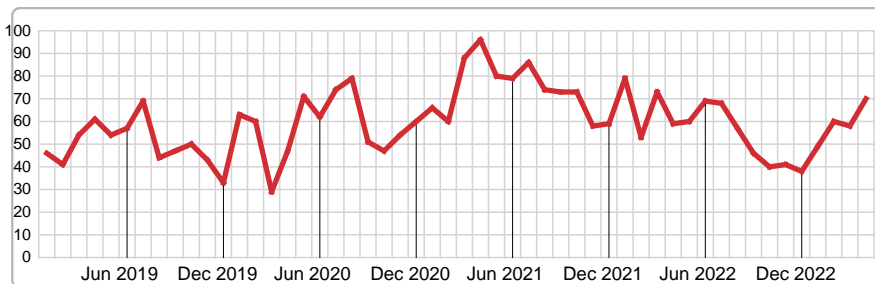
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 67

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 70 above the 5 yr APR average of 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	6	8.57%	89.0	6	0	0	0
\$70,001 - \$100,000	9	12.86%	25.0	5	4	0	0
\$100,001 - \$160,000	12	17.14%	40.3	1	10	1	0
\$160,001 - \$220,000	14	20.00%	26.1	2	9	3	0
\$220,001 - \$290,000	12	17.14%	67.5	0	9	3	0
\$290,001 - \$360,000	10	14.29%	29.1	1	6	3	0
\$360,001 and up	7	10.00%	15.7	1	4	1	1
Total Pending Units	70			16	42	11	1
Total Pending Volume	14,537,499	100%	23.2	2.03M	9.23M	2.87M	400.00K
Average Listing Price	\$148,736			\$127,125	\$219,850	\$260,891	\$399,999

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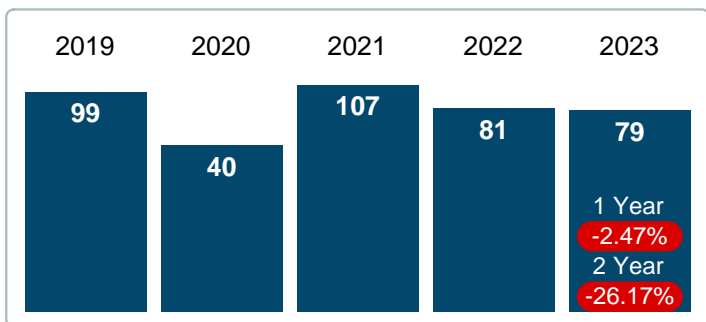
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



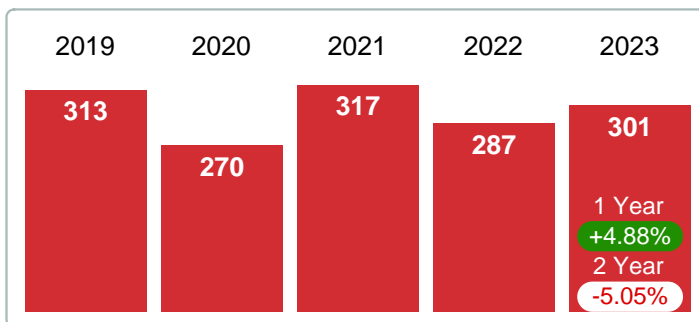
NEW LISTINGS

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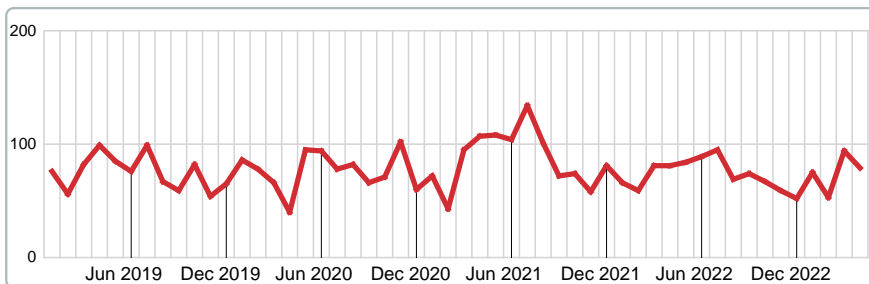
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 79
below the 5 yr APR average of 81



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$90,000 and less	5	6.33%	3	2	0	0
\$90,001 - \$140,000	12	15.19%	5	6	1	0
\$140,001 - \$180,000	12	15.19%	0	9	3	0
\$180,001 - \$290,000	18	22.78%	4	10	4	0
\$290,001 - \$360,000	14	17.72%	2	10	2	0
\$360,001 - \$490,000	9	11.39%	0	5	3	1
\$490,001 and up	9	11.39%	1	5	2	1
Total New Listed Units	79		15	47	15	2
Total New Listed Volume	27,456,998	100%	2.82M	19.25M	4.46M	920.00K
Average New Listed Listing Price	\$134,160		\$187,920	\$409,649	\$297,647	\$460,000

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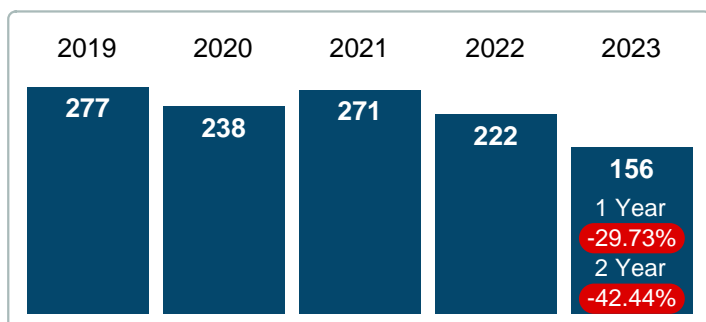
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



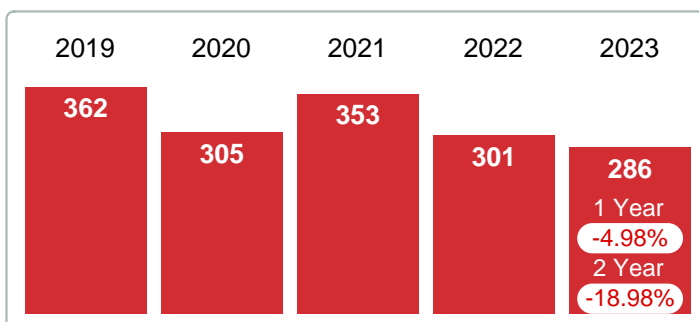
ACTIVE INVENTORY

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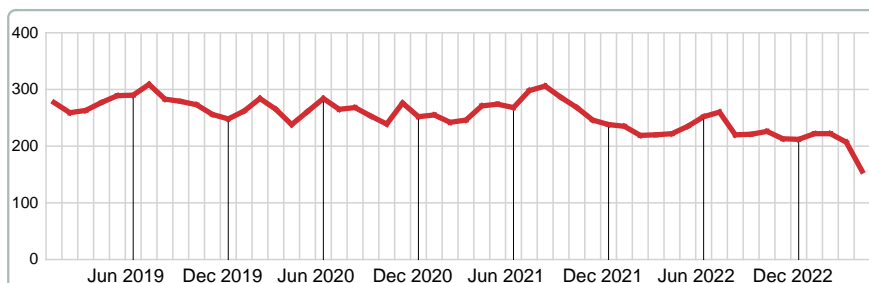
END OF APRIL



ACTIVE DURING APRIL

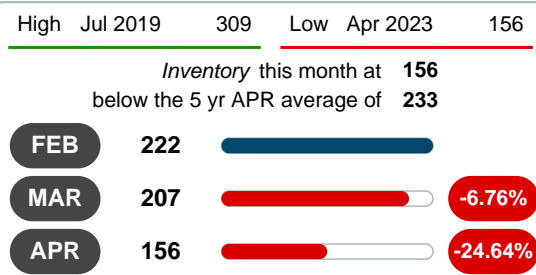


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 233



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	7.69%	92.0	10	2	0	0
\$75,001 - \$125,000	21	13.46%	58.7	10	9	2	0
\$125,001 - \$150,000	17	10.90%	97.3	5	9	3	0
\$150,001 - \$275,000	44	28.21%	57.8	8	25	11	0
\$275,001 - \$375,000	28	17.95%	74.3	3	17	7	1
\$375,001 - \$625,000	18	11.54%	77.7	0	8	10	0
\$625,001 and up	16	10.26%	75.9	1	11	2	2
Total Active Inventory by Units	156			37	81	35	3
Total Active Inventory by Volume	56,262,297	100%	72.0	5.72M	34.10M	13.16M	3.28M
Average Active Inventory Listing Price	\$360,656			\$154,573	\$421,036	\$376,120	\$1,091,667

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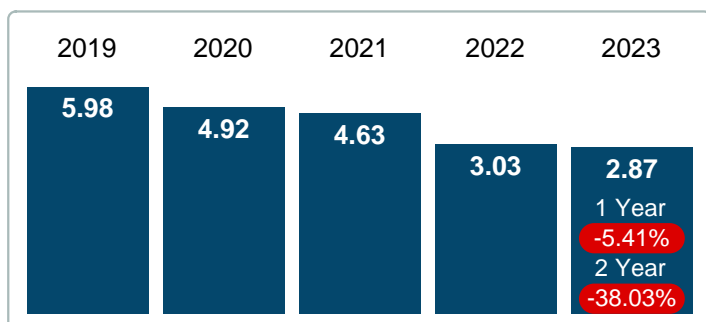
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



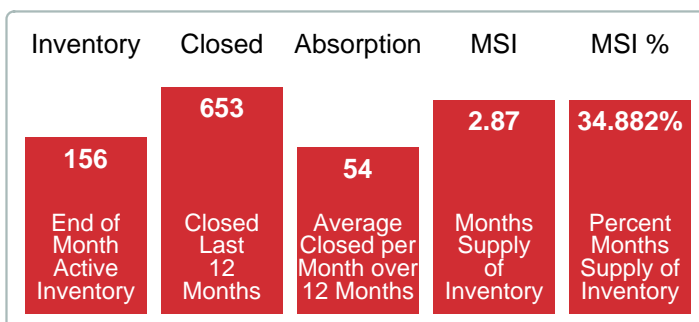
MONTHS SUPPLY of INVENTORY (MSI)

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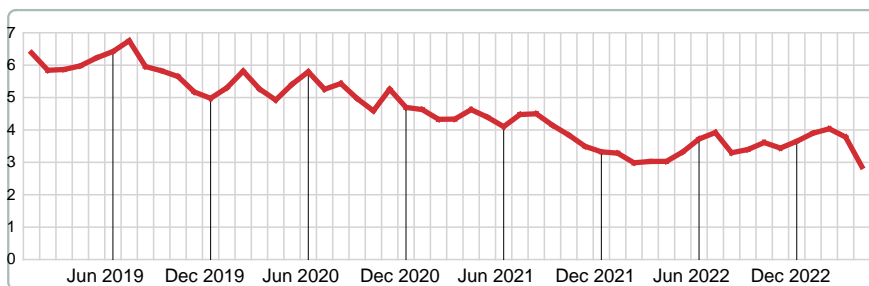
MSI FOR APRIL



INDICATORS FOR APRIL 2023

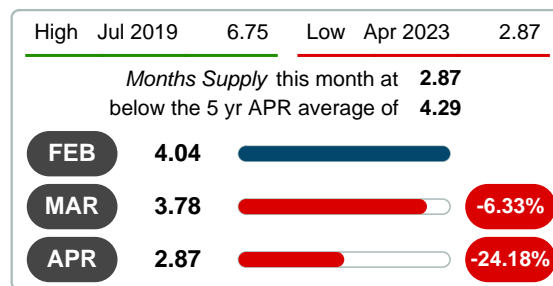


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.29



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	12	7.69%	1.26	1.97	0.50	0.00	0.00
\$75,001 - \$125,000	21	13.46%	2.47	2.93	2.16	2.40	0.00
\$125,001 - \$150,000	17	10.90%	3.40	3.75	2.63	12.00	0.00
\$150,001 - \$275,000	44	28.21%	2.34	4.80	1.85	3.38	0.00
\$275,001 - \$375,000	28	17.95%	4.42	7.20	4.86	3.23	4.00
\$375,001 - \$625,000	18	11.54%	3.66	0.00	3.31	5.71	0.00
\$625,001 and up	16	10.26%	12.00	0.00	22.00	4.80	4.80
Market Supply of Inventory (MSI)			2.87	3.02	2.57	3.85	1.89
Total Active Inventory by Units		100%	2.87	37	81	35	3

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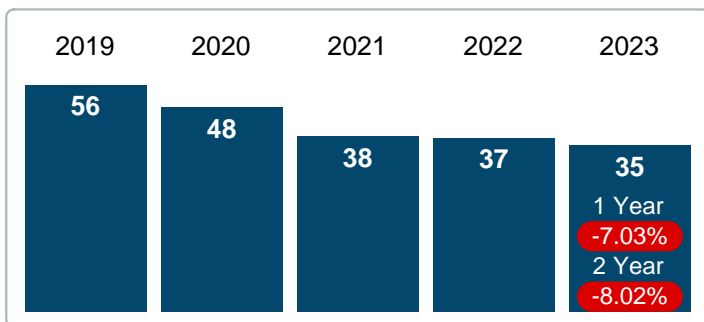
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



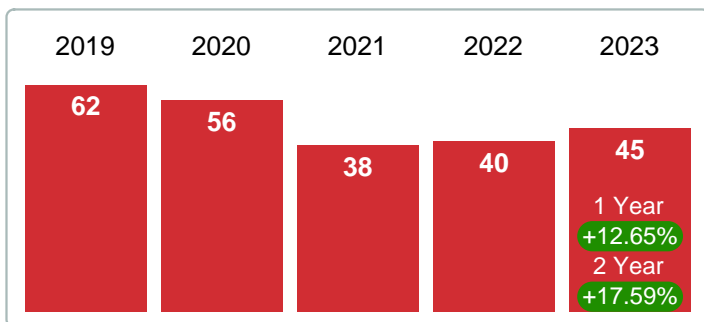
AVERAGE DAYS ON MARKET TO SALE

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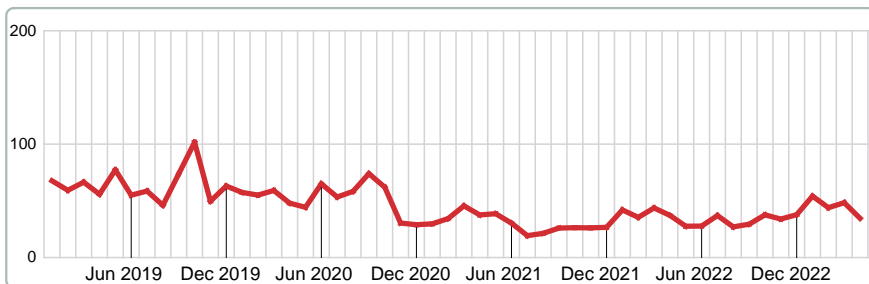
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

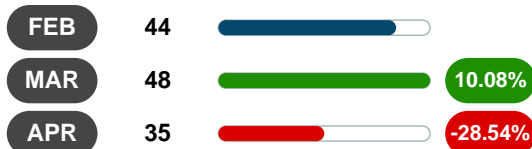


3 MONTHS

5 year APR AVG = 43

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 35 below the 5 yr APR average of 43



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
\$25,000 and less	5.08%	7	7	0	0	0
\$25,001 - \$75,000	13.56%	30	37	24	0	0
\$75,001 - \$125,000	20.34%	35	30	45	1	0
\$125,001 - \$200,000	23.73%	43	23	47	62	0
\$200,001 - \$225,000	10.17%	29	0	29	0	0
\$225,001 - \$300,000	16.95%	31	0	36	23	0
\$300,001 and up	10.17%	45	0	48	3	118
Average Closed DOM		35	25	39	28	118
Total Closed Units	100%	35	16	32	10	1
Total Closed Volume		10,954,350	1.39M	6.13M	2.76M	680.00K

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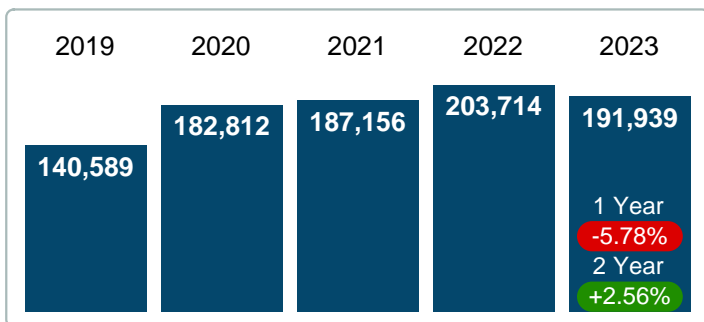
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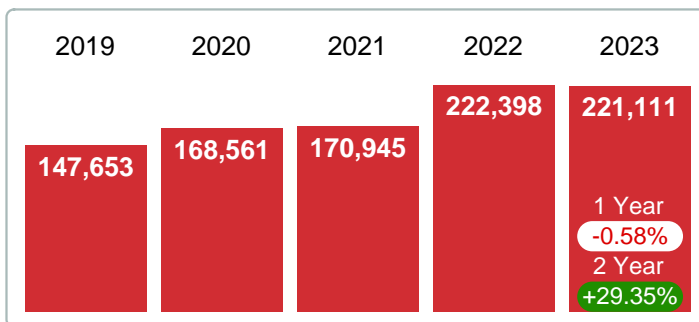
AVERAGE LIST PRICE AT CLOSING

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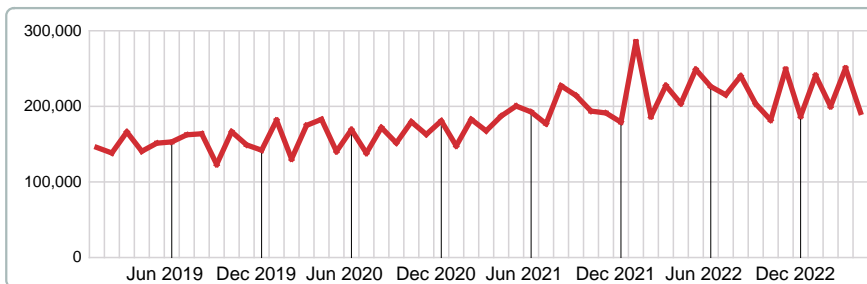
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 181,242

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

Average List Price at Closing this month at **191,939** above the 5 yr APR average of **181,242**

- FEB 199,831
- MAR 250,479 (+25.35%)
- APR 191,939 (-23.37%)

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
\$25,000 and less	1	1.69%	20,000	29,667	0	0	0
\$25,001 - \$75,000	9	15.25%	50,244	58,350	56,425	0	0
\$75,001 - \$125,000	10	16.95%	101,380	97,380	117,300	129,000	0
\$125,001 - \$200,000	16	27.12%	162,694	162,100	172,557	191,633	0
\$200,001 - \$225,000	5	8.47%	210,380	0	226,067	0	0
\$225,001 - \$300,000	12	20.34%	261,467	0	250,633	279,850	0
\$300,001 and up	6	10.17%	507,633	0	430,633	514,450	725,000
Average List Price			191,939	91,106	196,547	285,220	725,000
Total Closed Units		100%	191,939	16	32	10	1
Total Closed Volume			11,324,400	1.46M	6.29M	2.85M	725.00K

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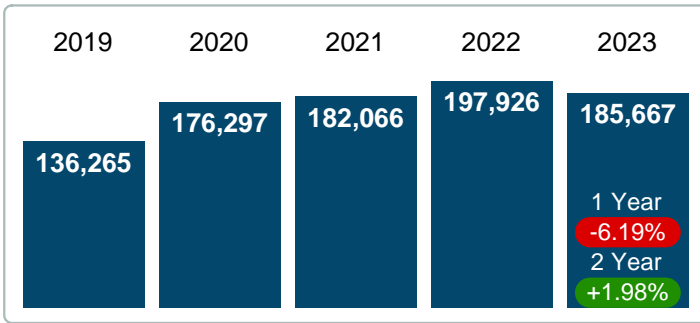
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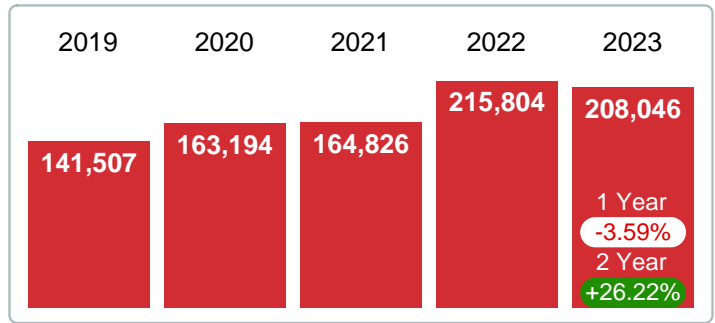
AVERAGE SOLD PRICE AT CLOSING

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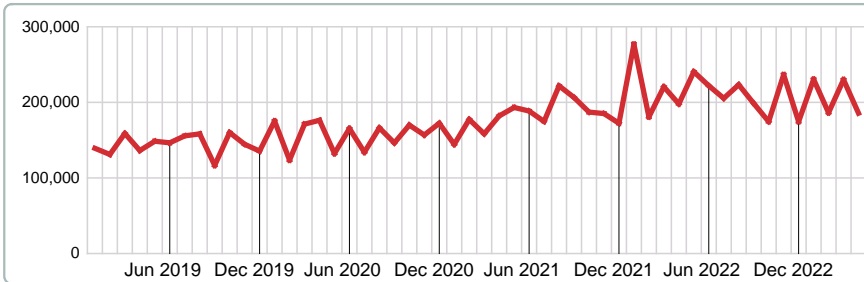
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

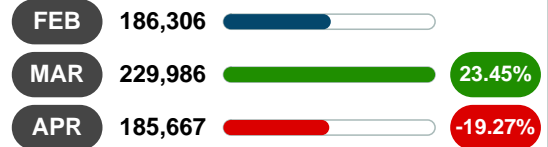


3 MONTHS

5 year APR AVG = 175,644

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

Average Sold Price at Closing this month at **185,667** above the 5 yr APR average of **175,644**



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
\$25,000 and less	3	5.08%	22,167	0	0	0
\$25,001 - \$75,000	8	13.56%	49,975	58,475	0	0
\$75,001 - \$125,000	12	20.34%	97,300	116,167	120,000	0
\$125,001 - \$200,000	14	23.73%	158,225	166,536	186,667	0
\$200,001 - \$225,000	6	10.17%	0	213,150	0	0
\$225,001 - \$300,000	10	16.95%	0	246,167	267,875	0
\$300,001 and up	6	10.17%	0	424,667	505,250	680,000
Average Sold Price		185,667	86,613	191,455	276,200	680,000
Total Closed Units		59	16	32	10	1
Total Closed Volume		10,954,350	1.39M	6.13M	2.76M	680.00K

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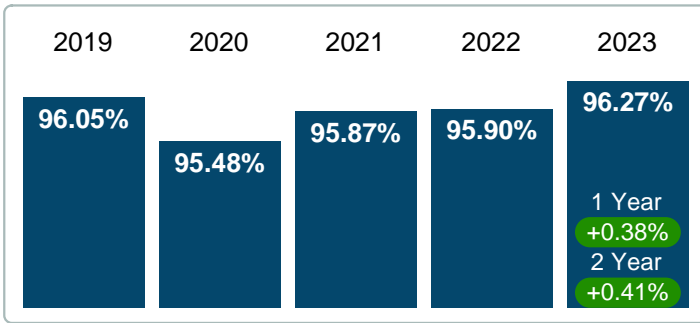
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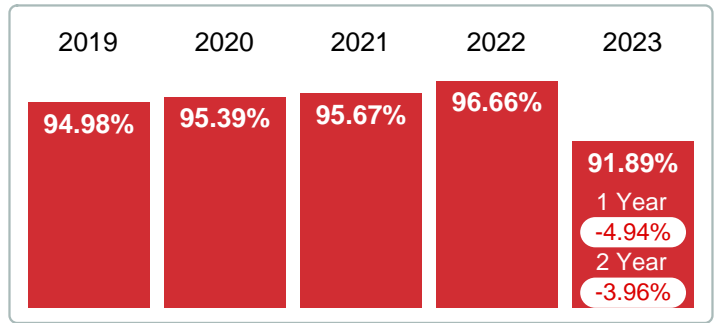
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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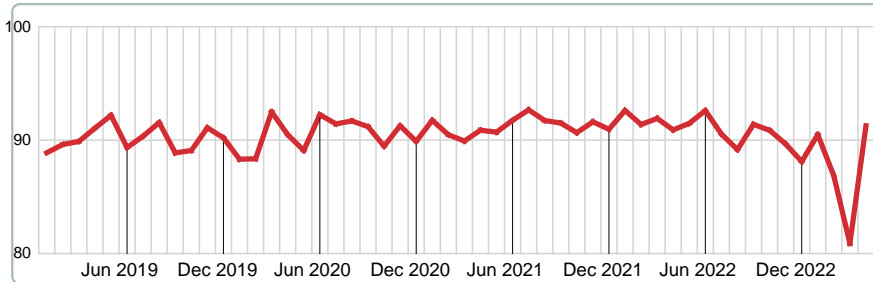
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

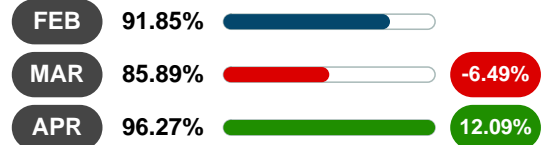


3 MONTHS

5 year APR AVG = 95.92%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.27%** equal to 5 yr APR average of **95.92%**



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
\$25,000 and less	3	5.08%	79.49%	79.49%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	13.56%	95.39%	84.73%	106.05%	0.00%	0.00%
\$75,001 - \$125,000	12	20.34%	98.97%	100.01%	99.09%	93.02%	0.00%
\$125,001 - \$200,000	14	23.73%	97.13%	97.79%	96.59%	97.50%	0.00%
\$200,001 - \$225,000	6	10.17%	95.14%	0.00%	95.14%	0.00%	0.00%
\$225,001 - \$300,000	10	16.95%	97.29%	0.00%	98.35%	95.70%	0.00%
\$300,001 and up	6	10.17%	97.86%	0.00%	98.88%	98.35%	93.79%
Average Sold/List Ratio		96.30%		91.79%	98.52%	96.50%	93.79%
Total Closed Units	59	100%	96.30%	16	32	10	1
Total Closed Volume	10,954,350			1.39M	6.13M	2.76M	680.00K

April 2023



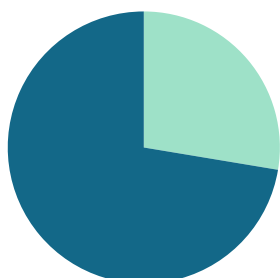
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

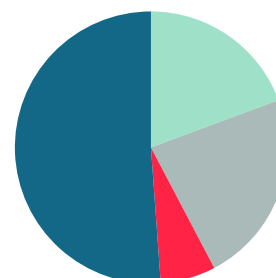


Inventory
 New Listings
79 = 27.62%
 Start Inventory
207
 Total Inventory Units
286
 Volume
\$85,843,496

Market Activity

Closed Sales
59 = 19.34%
 Pending Sales
70 = 22.95%
 Other Off Market
20 = 6.56%
 Active Inventory
156 = 51.15%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	63	59	-6.35%	248	204	-17.74%
Pending Sales	59	70	18.64%	264	237	-10.23%
New Listings	81	79	-2.47%	287	301	4.88%
Average List Price	203,714	191,939	-5.78%	222,398	221,111	-0.58%
Average Sale Price	197,926	185,667	-6.19%	215,804	208,046	-3.59%
Average Percent of Selling Price to List Price	95.90%	96.27%	0.38%	96.66%	91.89%	-4.94%
Average Days on Market to Sale	37.19	34.58	-7.03%	39.50	44.50	12.65%
Monthly Inventory	222	156	-29.73%	222	156	-29.73%
Months Supply of Inventory	3.03	2.87	-5.41%	3.03	2.87	-5.41%

Absorption: Last 12 months, an Average of **54** Sales/Month

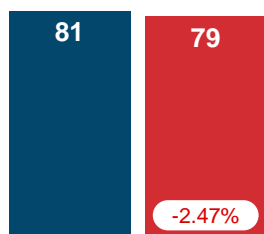
Inventory on April 30, 2023 = **156**

2022 **2023**

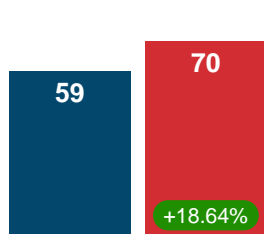
APRIL MARKET

AVERAGE PRICES

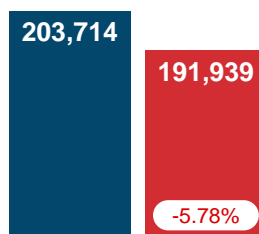
New Listings



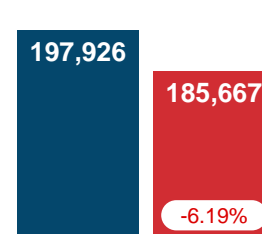
Pending Listings



List Price



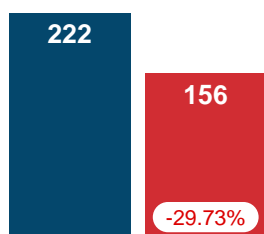
Sale Price



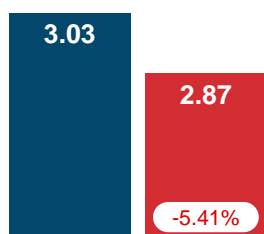
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

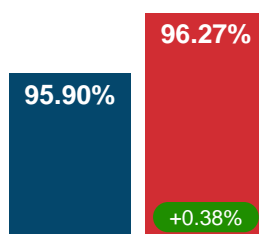
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

