

April 2023



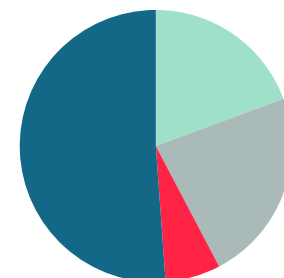
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	169,900	174,900	2.94%
Median Sale Price	170,000	166,250	-2.21%
Median Percent of Selling Price to List Price	98.02%	98.57%	0.56%
Median Days on Market to Sale	11.00	14.00	27.27%
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.

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 **2.21%** in April 2023 to \$166,250 versus the previous year at \$170,000.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 3.00 days or **27.27%** in April 2023 compared to last year's same month at **11.00** DOM.

Sales Success for April 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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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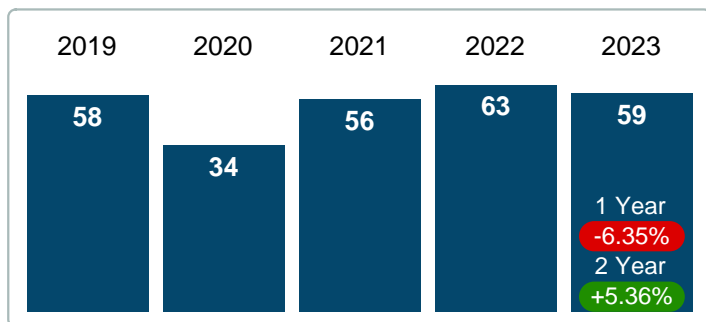
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



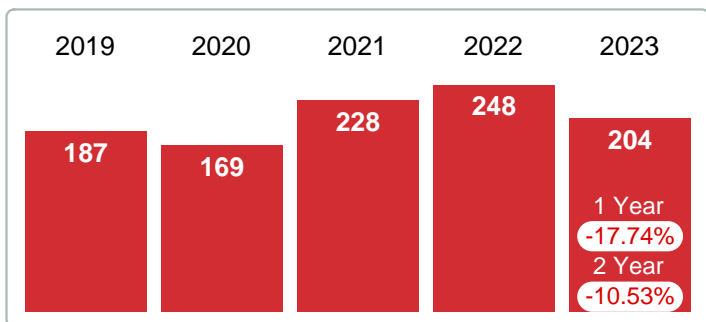
CLOSED LISTINGS

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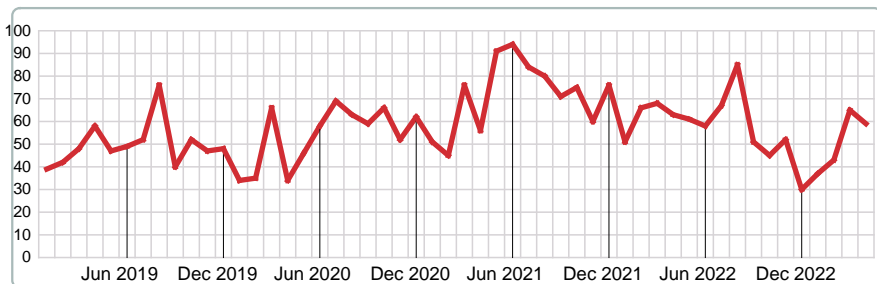
APRIL



YEAR TO DATE (YTD)

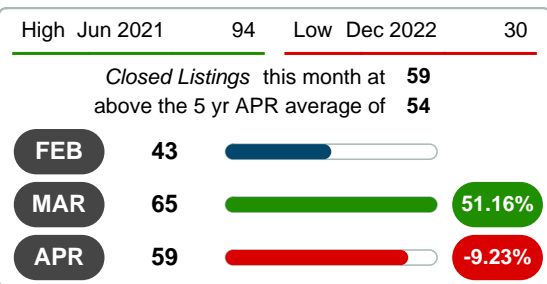


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	5.08%	4.0	3	0	0	0
\$25,001 - \$75,000	8	13.56%	14.0	4	4	0	0
\$75,001 - \$125,000	12	20.34%	16.0	5	6	1	0
\$125,001 - \$200,000	14	23.73%	9.0	4	7	3	0
\$200,001 - \$225,000	6	10.17%	4.5	0	6	0	0
\$225,001 - \$300,000	10	16.95%	18.0	0	6	4	0
\$300,001 and up	6	10.17%	4.0	0	3	2	1
Total Closed Units	59			16	32	10	1
Total Closed Volume	10,954,350	100%	14.0	1.39M	6.13M	2.76M	680.00K
Median Closed Price	\$166,250			\$81,500	\$182,000	\$249,500	\$680,000

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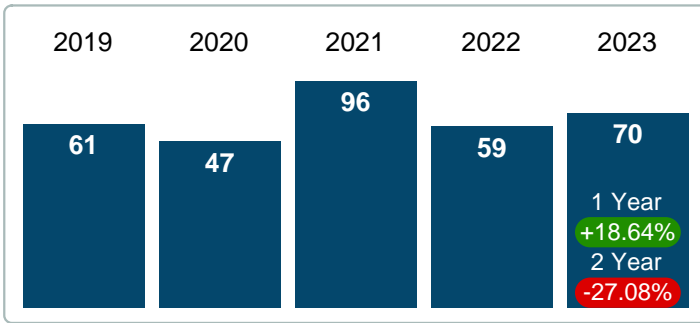
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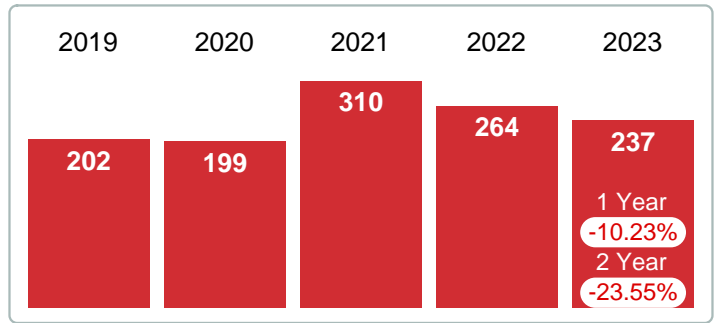
PENDING LISTINGS

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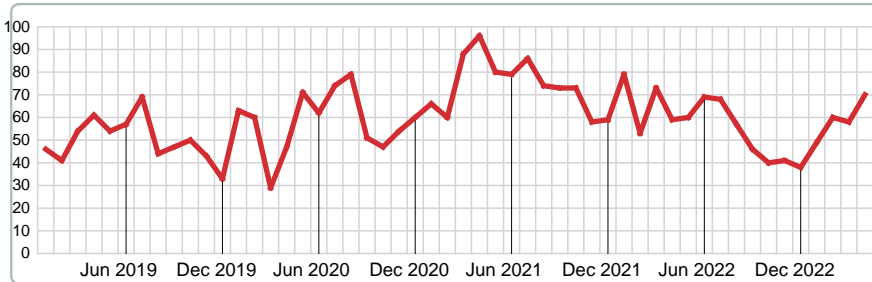
APRIL



YEAR TO DATE (YTD)

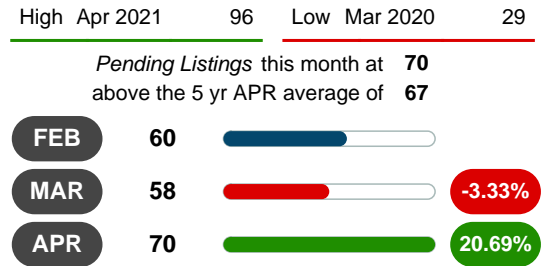


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	10.00%	15.0	6	1	0	0
\$75,001 - \$100,000	8	11.43%	3.0	5	3	0	0
\$100,001 - \$150,000	8	11.43%	37.0	1	7	0	0
\$150,001 - \$225,000	20	28.57%	14.5	2	14	4	0
\$225,001 - \$275,000	7	10.00%	41.0	0	5	2	0
\$275,001 - \$350,000	12	17.14%	30.0	1	8	3	0
\$350,001 and up	8	11.43%	4.5	1	4	2	1
Total Pending Units	70			16	42	11	1
Total Pending Volume	14,537,499	100%	21.5	2.03M	9.23M	2.87M	400.00K
Median Listing Price	\$189,950			\$89,700	\$195,000	\$249,900	\$399,999

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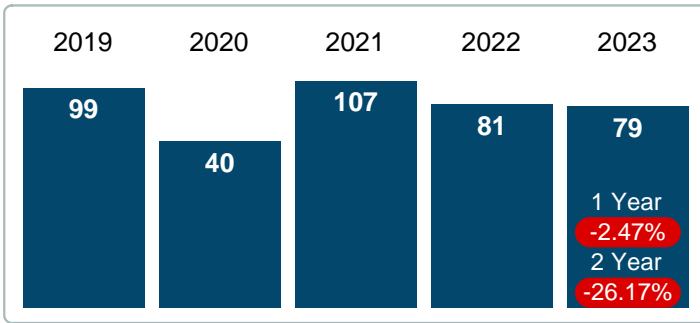
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



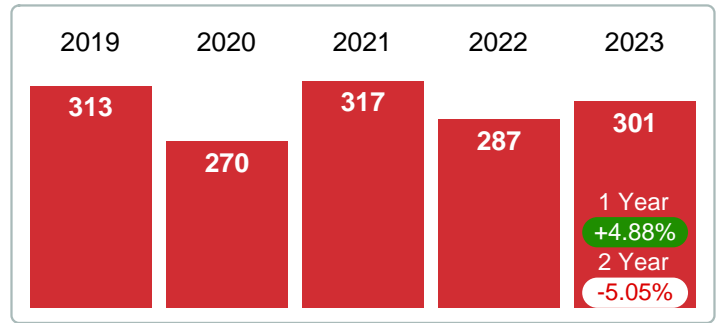
NEW LISTINGS

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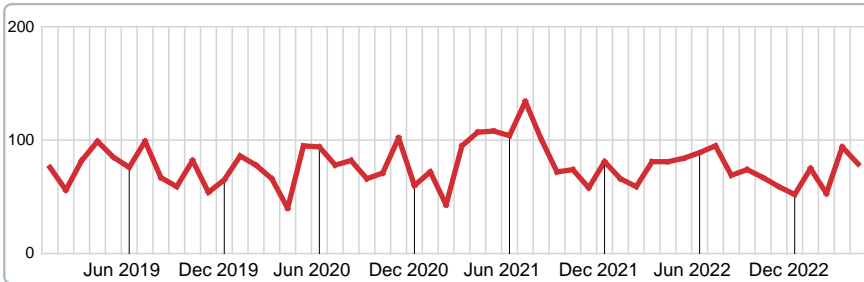
APRIL



YEAR TO DATE (YTD)

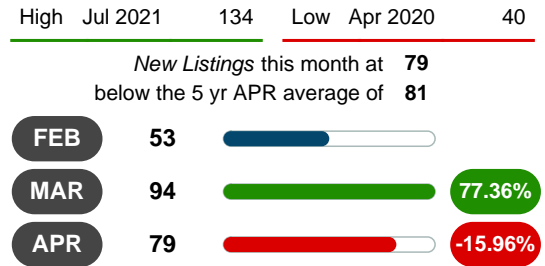


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



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	5	6.33%	3	2	0	0
\$75,001 - \$125,000	8	10.13%	4	3	1	0
\$125,001 - \$175,000	15	18.99%	1	11	3	0
\$175,001 - \$275,000	19	24.05%	4	11	4	0
\$275,001 - \$350,000	14	17.72%	2	10	2	0
\$350,001 - \$475,000	9	11.39%	0	5	3	1
\$475,001 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
Median New Listed Listing Price	\$225,000		\$139,900	\$215,000	\$250,000	\$460,000

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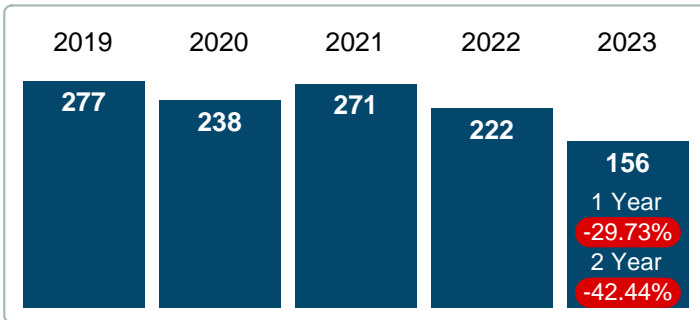
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



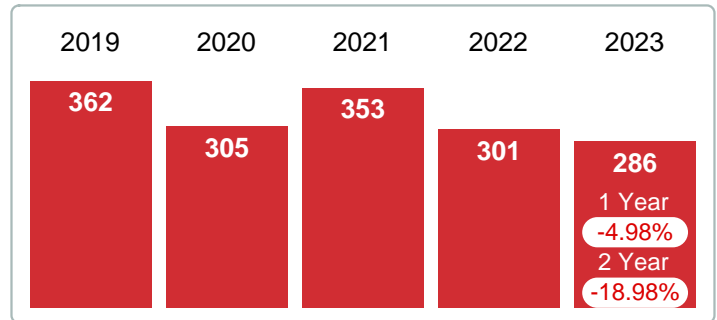
ACTIVE INVENTORY

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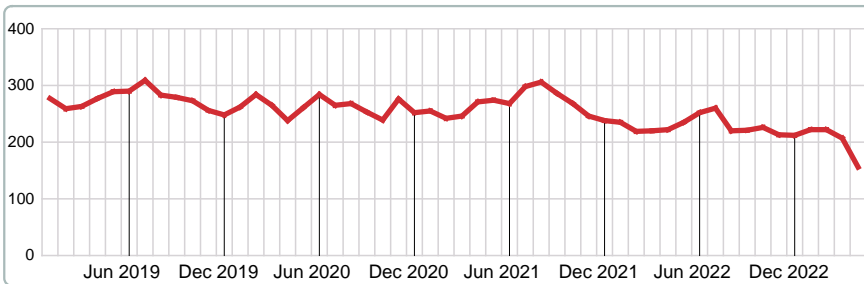
END OF APRIL



ACTIVE DURING APRIL

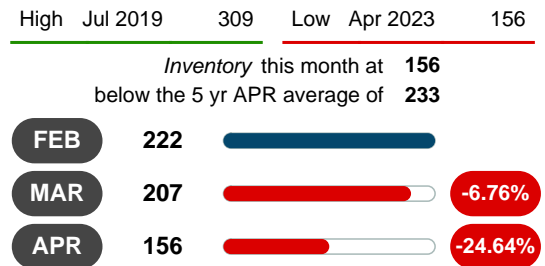


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 233



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	7.69%	68.0	10	2	0	0
\$75,001 - \$125,000	21	13.46%	51.0	10	9	2	0
\$125,001 - \$150,000	17	10.90%	109.0	5	9	3	0
\$150,001 - \$275,000	44	28.21%	38.0	8	25	11	0
\$275,001 - \$375,000	28	17.95%	50.0	3	17	7	1
\$375,001 - \$625,000	18	11.54%	65.0	0	8	10	0
\$625,001 and up	16	10.26%	61.0	1	11	2	2
Total Active Inventory by Units	156			37	81	35	3
Total Active Inventory by Volume	56,262,297	100%	48.5	5.72M	34.10M	13.16M	3.28M
Median Active Inventory Listing Price	\$225,000			\$110,000	\$235,000	\$310,000	\$1,400,000

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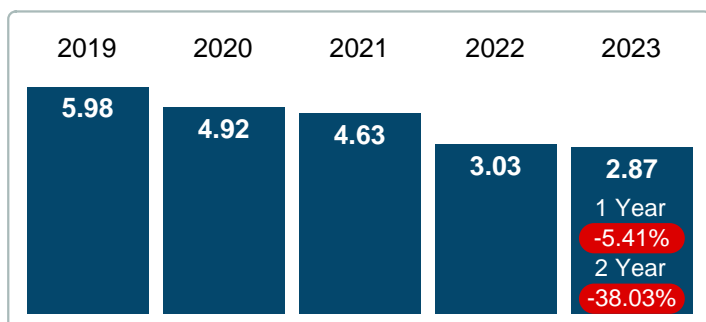
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



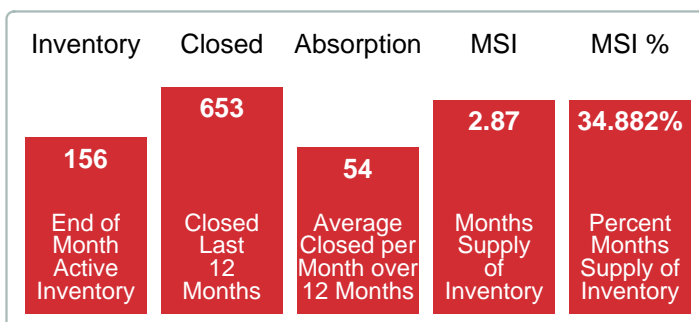
MONTHS SUPPLY of INVENTORY (MSI)

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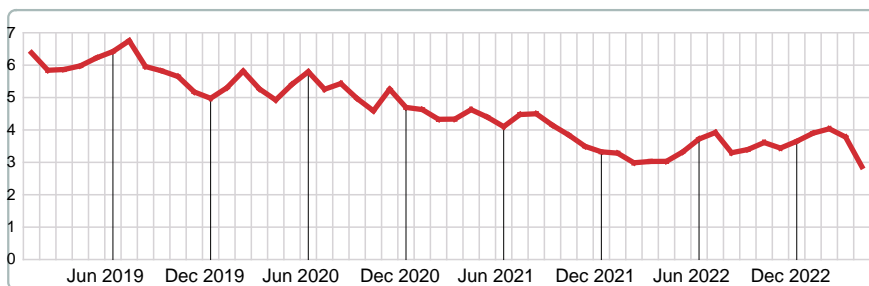
MSI FOR APRIL



INDICATORS FOR APRIL 2023

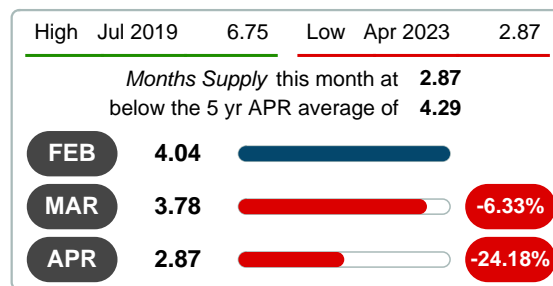


5 YEAR MARKET ACTIVITY TRENDS



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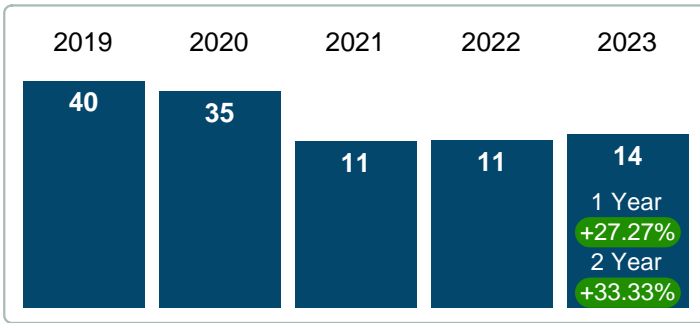
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



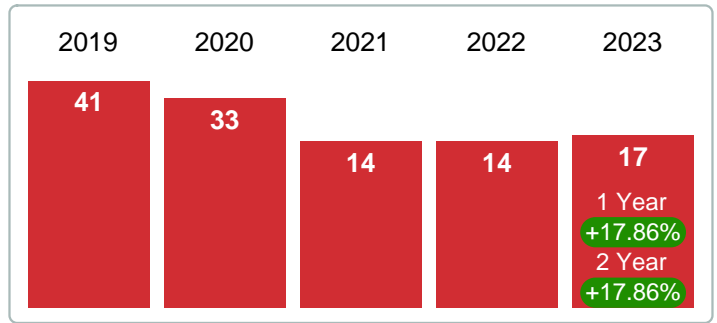
MEDIAN DAYS ON MARKET TO SALE

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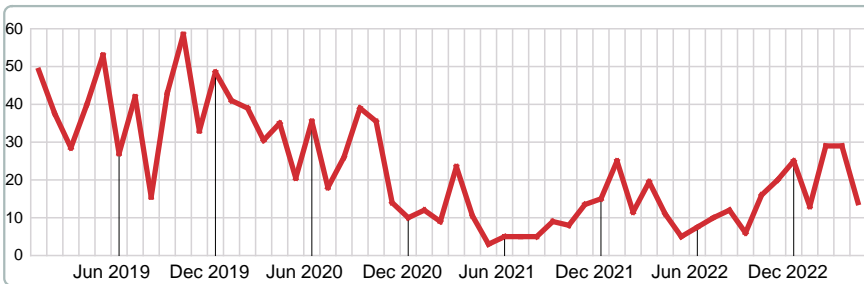
APRIL



YEAR TO DATE (YTD)

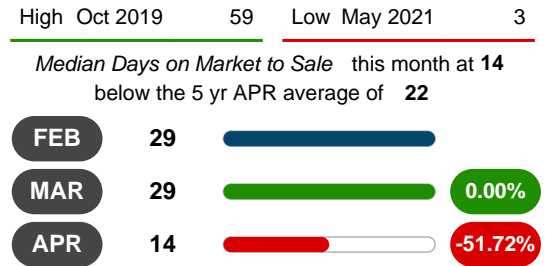


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 22



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
\$25,000 and less	3	5.08%	4	4	0	0	0
\$25,001 - \$75,000	8	13.56%	14	15	8	0	0
\$75,001 - \$125,000	12	20.34%	16	15	23	1	0
\$125,001 - \$200,000	14	23.73%	9	7	7	16	0
\$200,001 - \$225,000	6	10.17%	5	0	5	0	0
\$225,001 - \$300,000	10	16.95%	18	0	9	25	0
\$300,001 and up	6	10.17%	4	0	3	3	118
Median Closed DOM			14	11	11	13	118
Total Closed Units		100%	14.0	16	32	10	1
Total Closed Volume			10,954,350	1.39M	6.13M	2.76M	680.00K

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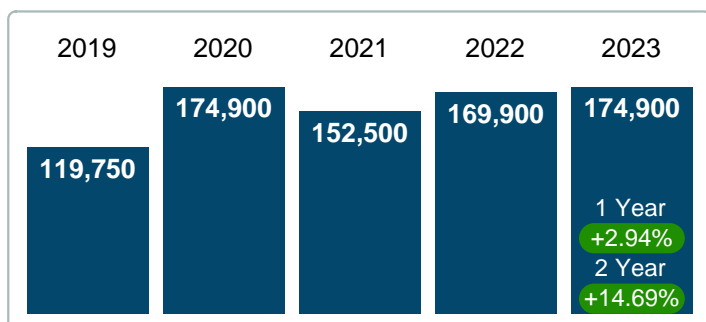
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



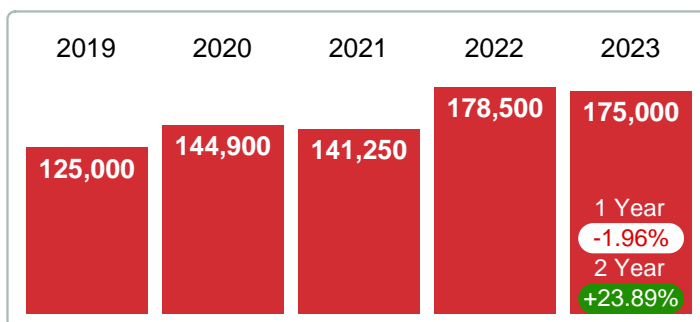
MEDIAN LIST PRICE AT CLOSING

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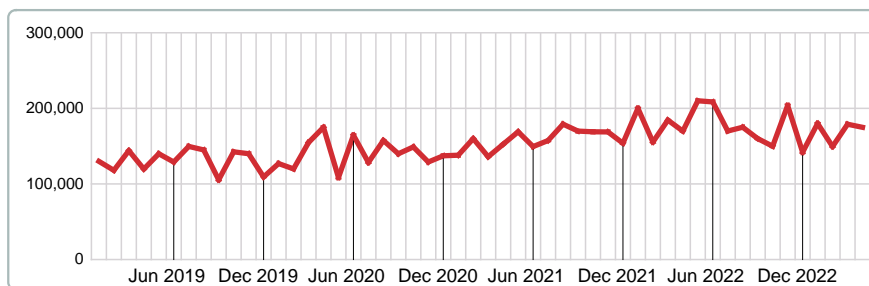
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 158,390

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

Median List Price at Closing this month at **174,900**
above the 5 yr APR average of **158,390**

- FEB 149,500
- MAR 179,000 (+19.73%)
- APR 174,900 (-2.29%)

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
\$25,000 and less	1	1.69%	20,000	20,000	0	0	0
\$25,001 - \$75,000	9	15.25%	49,000	49,250	40,000	0	0
\$75,001 - \$125,000	10	16.95%	99,450	99,000	119,000	0	0
\$125,001 - \$200,000	16	27.12%	167,500	164,500	165,000	180,000	0
\$200,001 - \$225,000	5	8.47%	209,900	0	211,000	209,900	0
\$225,001 - \$300,000	12	20.34%	257,500	0	247,000	286,200	0
\$300,001 and up	6	10.17%	486,950	0	439,000	514,450	725,000
Median List Price			174,900	81,500	189,500	264,950	725,000
Total Closed Units		100%	174,900	16	32	10	1
Total Closed Volume			11,324,400	1.46M	6.29M	2.85M	725.00K

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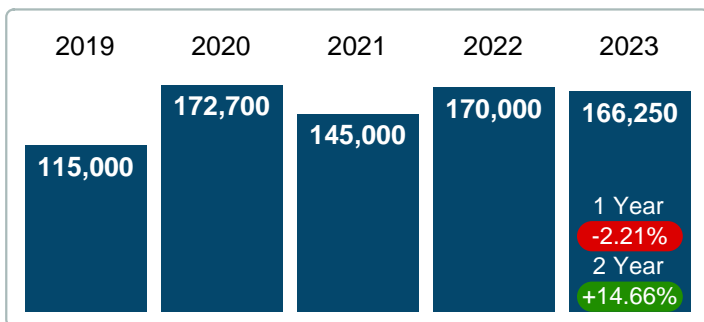
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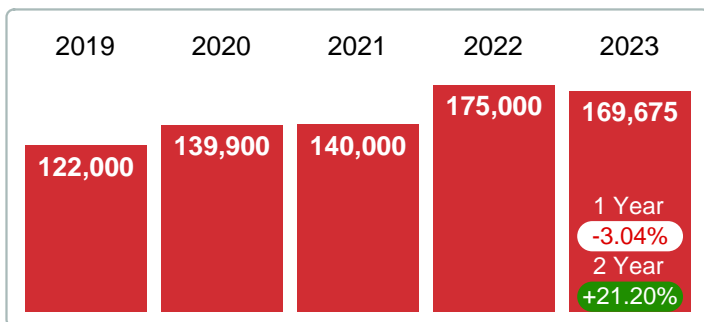
MEDIAN SOLD PRICE AT CLOSING

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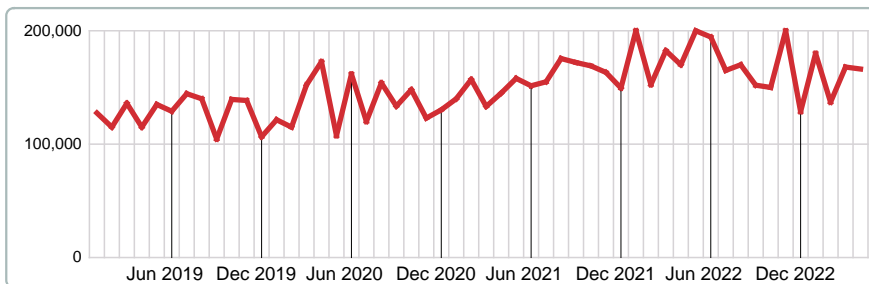
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

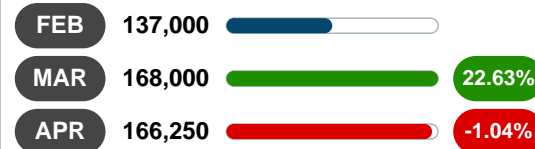


3 MONTHS

5 year APR AVG = 153,790

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

Median Sold Price at Closing this month at **166,250** above the 5 yr APR average of **153,790**



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
\$25,000 and less	5.08%	21,500	21,500	0	0	0
\$25,001 - \$75,000	13.56%	50,450	47,750	59,200	0	0
\$75,001 - \$125,000	20.34%	118,750	92,500	119,500	120,000	0
\$125,001 - \$200,000	23.73%	169,375	158,000	166,250	185,000	0
\$200,001 - \$225,000	10.17%	212,500	0	212,500	0	0
\$225,001 - \$300,000	16.95%	250,000	0	243,500	269,500	0
\$300,001 and up	10.17%	478,000	0	439,000	505,250	680,000
Median Sold Price		166,250	81,500	182,000	249,500	680,000
Total Closed Units	100%	166,250	16	32	10	1
Total Closed Volume		10,954,350	1.39M	6.13M	2.76M	680.00K

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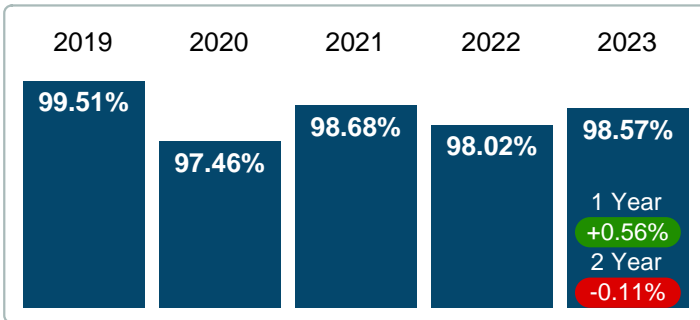
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



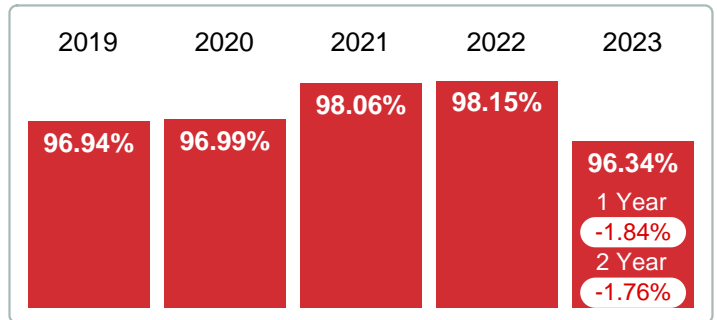
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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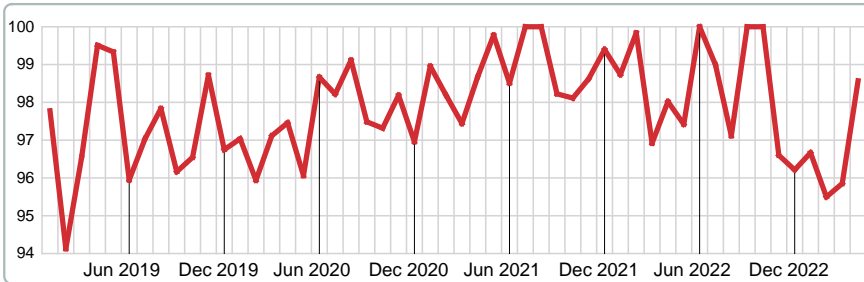
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

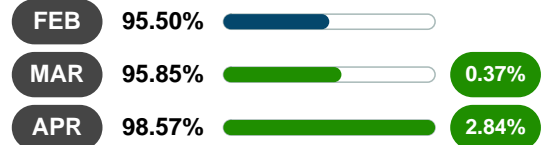


3 MONTHS

5 year APR AVG = 98.45%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.57%**
above the 5 yr APR average of **98.45%**



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
\$25,000 and less	3	5.08%	83.33%	83.33%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	13.56%	94.95%	87.70%	100.03%	0.00%	0.00%
\$75,001 - \$125,000	12	20.34%	99.44%	100.00%	99.44%	93.02%	0.00%
\$125,001 - \$200,000	14	23.73%	98.60%	99.29%	98.63%	97.22%	0.00%
\$200,001 - \$225,000	6	10.17%	97.67%	0.00%	97.67%	0.00%	0.00%
\$225,001 - \$300,000	10	16.95%	97.57%	0.00%	98.98%	95.14%	0.00%
\$300,001 and up	6	10.17%	98.35%	0.00%	100.00%	98.35%	93.79%
Median Sold/List Ratio		98.57%		93.78%	99.44%	96.61%	93.79%
Total Closed Units		59	100%	16	32	10	1
Total Closed Volume		10,954,350		1.39M	6.13M	2.76M	680.00K

April 2023



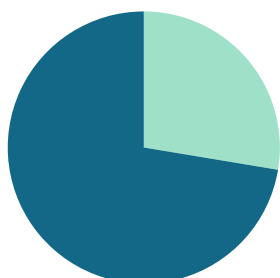
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

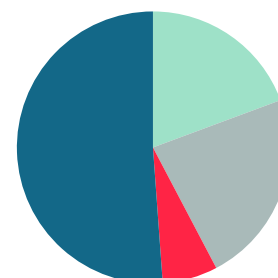


Inventory
 New Listings
79 = 27.62%
 Start Inventory
207
 Total Inventory Units
286
 Volume
\$85,843,496

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%
Median List Price	169,900	174,900	2.94%	178,500	175,000	-1.96%
Median Sale Price	170,000	166,250	-2.21%	175,000	169,675	-3.04%
Median Percent of Selling Price to List Price	98.02%	98.57%	0.56%	98.15%	96.34%	-1.84%
Median Days on Market to Sale	11.00	14.00	27.27%	14.00	16.50	17.86%
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

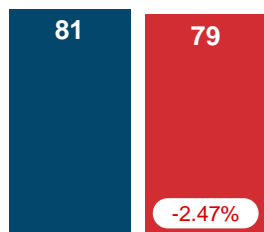
Inventory on April 30, 2023 = **156**

2022 **2023**

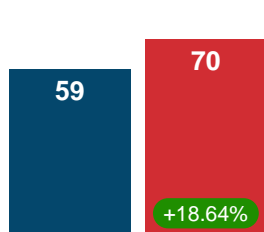
APRIL MARKET

MEDIAN PRICES

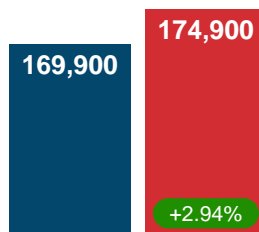
New Listings



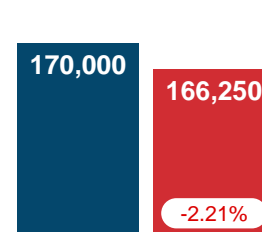
Pending Listings



List Price



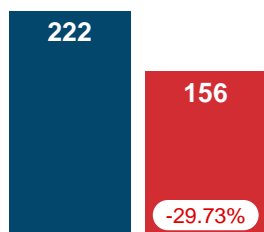
Sale Price



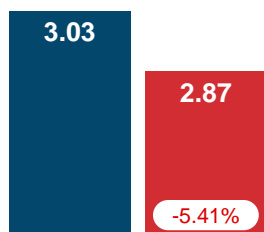
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

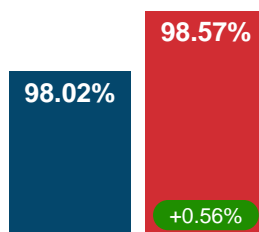
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

