

April 2022



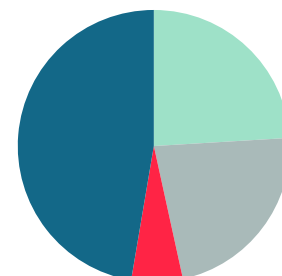
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	56	63	12.50%
Pending Listings	96	59	-38.54%
New Listings	107	81	-24.30%
Median List Price	152,500	169,900	11.41%
Median Sale Price	145,000	170,000	17.24%
Median Percent of Selling Price to List Price	98.68%	98.02%	-0.67%
Median Days on Market to Sale	10.50	11.00	4.76%
End of Month Inventory	117	124	5.98%
Months Supply of Inventory	2.00	1.69	-15.24%



■ Closed (24.05%)
■ Pending (22.52%)
■ Other OffMarket (6.11%)
■ Active (47.33%)

Absorption: Last 12 months, an Average of **73** Sales/Month
Active Inventory as of April 30, 2022 = **124**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2022 rose **5.98%** to 124 existing homes available for sale. Over the last 12 months this area has had an average of 73 closed sales per month. This represents an unsold inventory index of **1.69** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **17.24%** in April 2022 to \$170,000 versus the previous year at \$145,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 0.50 days or **4.76%** in April 2022 compared to last year's same month at **10.50** DOM.

Sales Success for April 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 81 New Listings in April 2022, down **24.30%** from last year at 107. Furthermore, there were 63 Closed Listings this month versus last year at 56, a **12.50%** increase.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, April 2021, at **52.3%**, a **48.61%** upswing. This will certainly create pressure on an increasing Month's 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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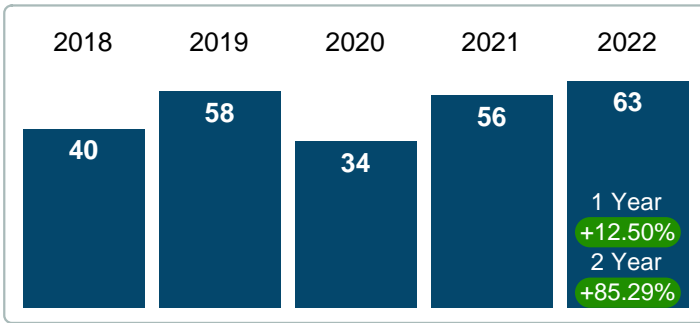
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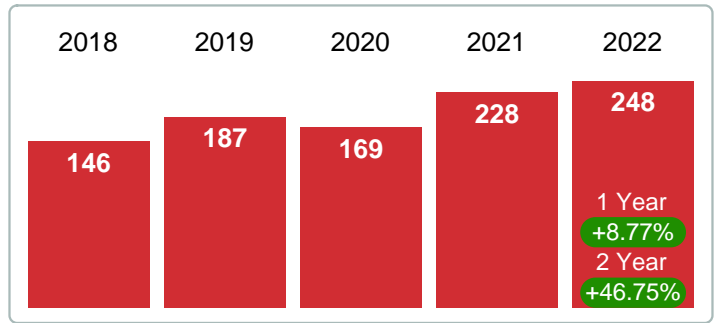
CLOSED LISTINGS

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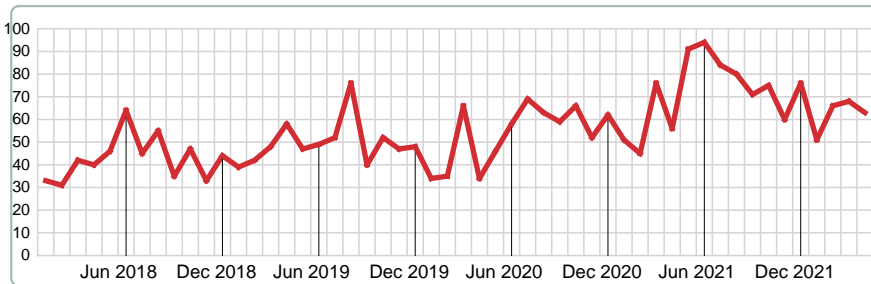
APRIL



YEAR TO DATE (YTD)

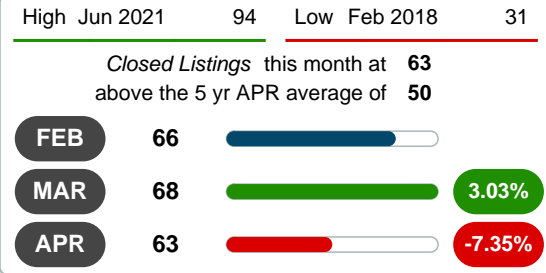


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.52%	83.5	1	5	0	0
\$75,001 - \$100,000	6	9.52%	7.5	3	3	0	0
\$100,001 - \$125,000	9	14.29%	13.0	4	5	0	0
\$125,001 - \$175,000	14	22.22%	3.5	2	9	2	1
\$175,001 - \$250,000	14	22.22%	5.5	0	9	4	1
\$250,001 - \$350,000	7	11.11%	5.0	1	5	1	0
\$350,001 and up	7	11.11%	23.0	0	4	1	2
Total Closed Units	63			11	40	8	4
Total Closed Volume	12,469,309	100%	11.0	1.30M	7.57M	1.93M	1.66M
Median Closed Price	\$170,000			\$115,000	\$170,000	\$210,000	\$395,000

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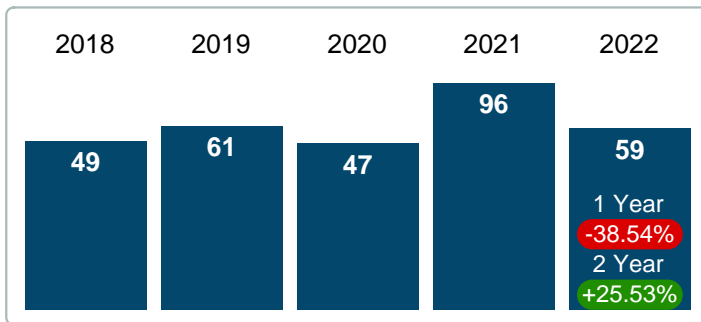
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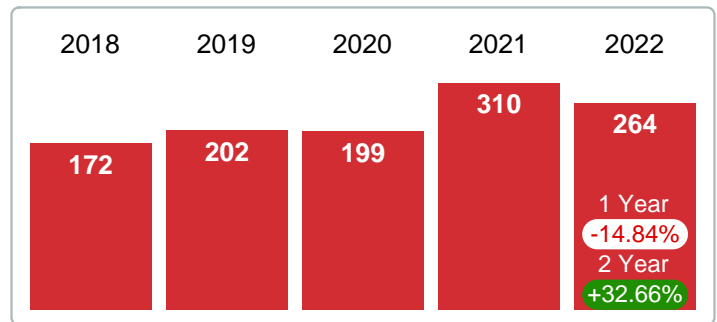
PENDING LISTINGS

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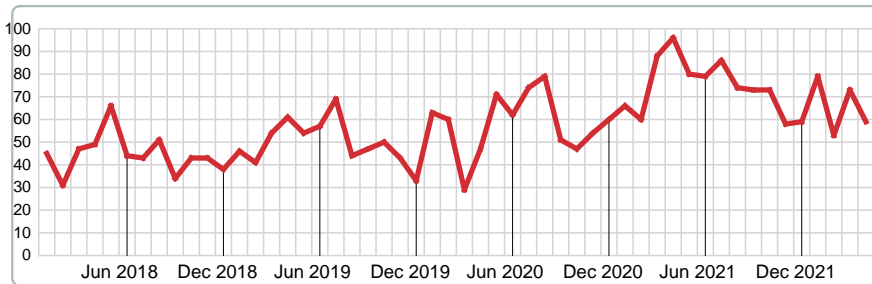
APRIL



YEAR TO DATE (YTD)

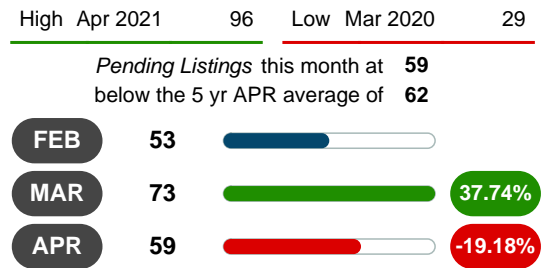


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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	3	5.08%	2.0	2	1	0	0
\$50,001 - \$100,000	8	13.56%	4.5	5	3	0	0
\$100,001 - \$150,000	12	20.34%	4.5	5	7	0	0
\$150,001 - \$250,000	14	23.73%	6.0	1	9	1	3
\$250,001 - \$300,000	8	13.56%	10.0	0	5	3	0
\$300,001 - \$475,000	8	13.56%	5.5	0	5	3	0
\$475,001 and up	6	10.17%	3.5	1	1	2	2
Total Pending Units	59			14	31	9	5
Total Pending Volume	13,991,180	100%	5.0	1.78M	6.72M	3.64M	1.85M
Median Listing Price	\$199,000			\$107,895	\$199,000	\$339,500	\$250,000

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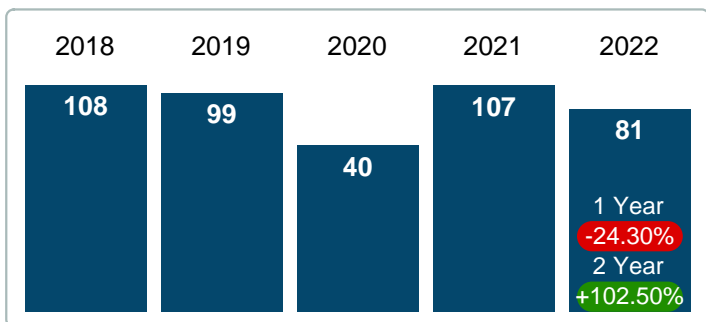
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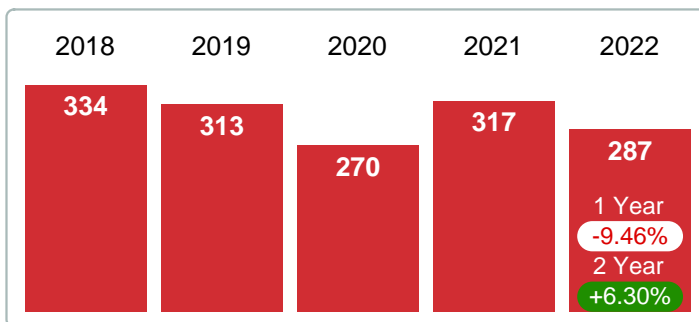
NEW LISTINGS

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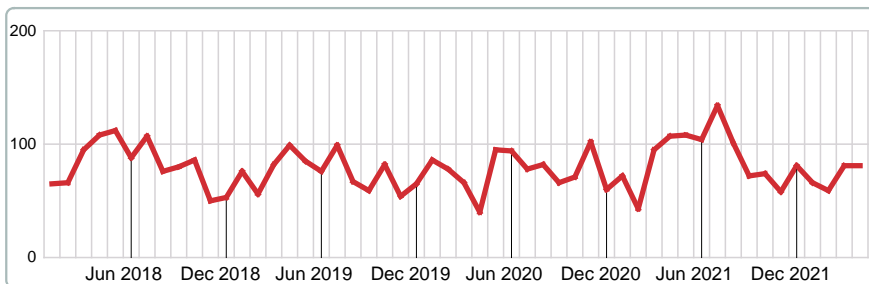
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

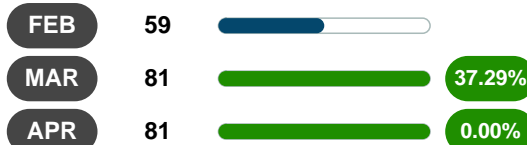


3 MONTHS

5 year APR AVG = 87

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 81
below the 5 yr APR average of 87



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	6.17%	4	1	0	0
\$75,001 - \$125,000	11	13.58%	6	5	0	0
\$125,001 - \$150,000	11	13.58%	3	7	1	0
\$150,001 - \$225,000	21	25.93%	3	13	3	2
\$225,001 - \$325,000	14	17.28%	1	10	1	2
\$325,001 - \$525,000	10	12.35%	1	4	5	0
\$525,001 and up	9	11.11%	0	4	4	1
Total New Listed Units	81		18	44	14	5
Total New Listed Volume	23,059,579	100%	2.56M	11.26M	7.72M	1.51M
Median New Listed Listing Price	\$190,000		\$124,750	\$194,500	\$344,500	\$239,900

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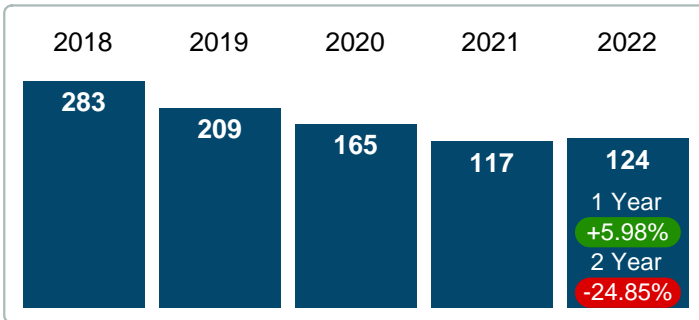
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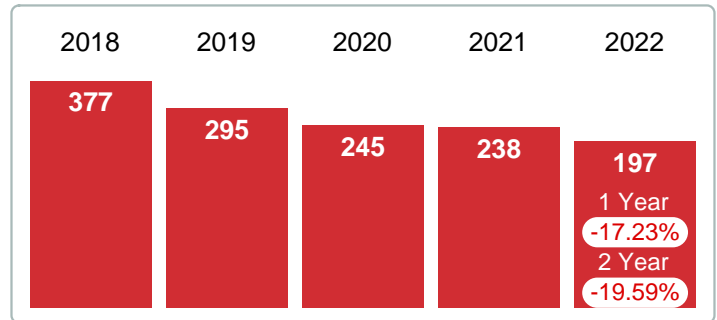
ACTIVE INVENTORY

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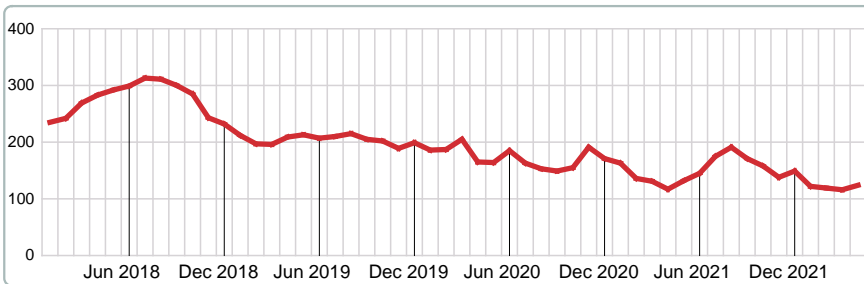
END OF APRIL



ACTIVE DURING APRIL

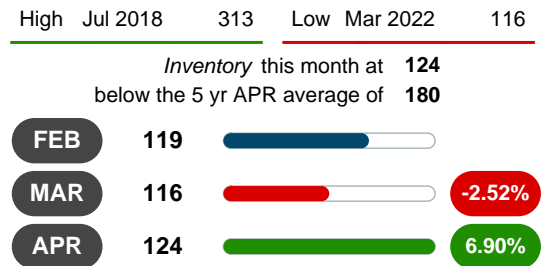


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 180



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	8.87%	82.0	6	3	2	0
\$50,001 - \$75,000	9	7.26%	104.0	2	6	1	0
\$75,001 - \$150,000	23	18.55%	43.0	8	12	3	0
\$150,001 - \$250,000	35	28.23%	31.0	3	23	7	2
\$250,001 - \$350,000	18	14.52%	30.0	2	11	4	1
\$350,001 - \$550,000	15	12.10%	37.0	3	3	6	3
\$550,001 and up	13	10.48%	31.0	0	4	6	3
Total Active Inventory by Units	124			24	62	29	9
Total Active Inventory by Volume	37,137,264	100%	42.0	3.86M	16.44M	12.24M	4.59M
Median Active Inventory Listing Price	\$192,500			\$104,495	\$179,950	\$319,000	\$549,000

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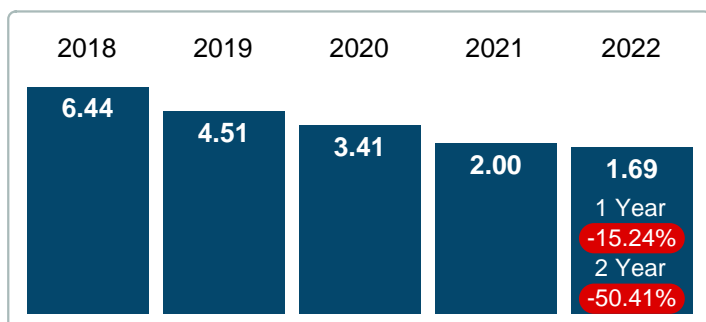
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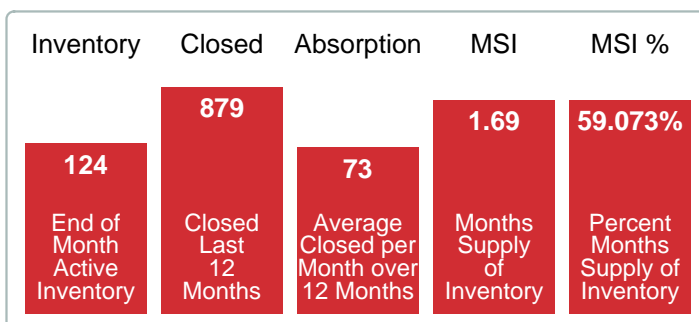
MONTHS SUPPLY of INVENTORY (MSI)

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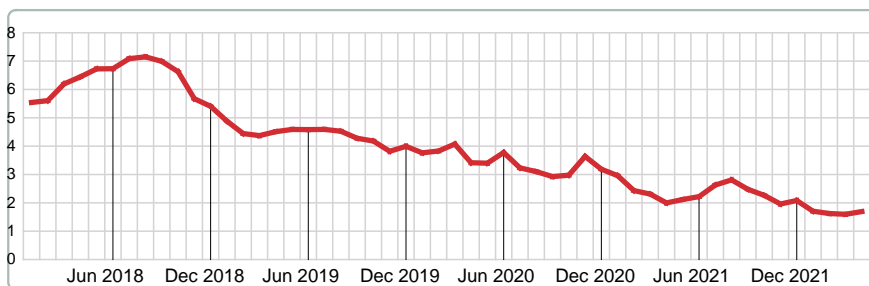
MSI FOR APRIL



INDICATORS FOR APRIL 2022

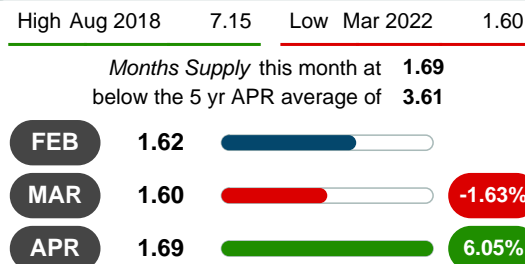


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.61



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	8.87%	2.10	1.89	1.50	24.00	0.00
\$50,001 - \$75,000	9	7.26%	1.48	0.86	1.67	6.00	0.00
\$75,001 - \$150,000	23	18.55%	1.06	1.35	0.88	1.57	0.00
\$150,001 - \$250,000	35	28.23%	1.54	1.50	1.44	1.68	3.43
\$250,001 - \$350,000	18	14.52%	1.93	12.00	2.00	1.17	4.00
\$350,001 - \$550,000	15	12.10%	2.57	3.27	1.44	2.67	5.14
\$550,001 and up	13	10.48%	5.57	0.00	4.36	8.00	6.00
Market Supply of Inventory (MSI)			1.69	1.64	1.42	2.27	4.15
Total Active Inventory by Units		100%	1.69	24	62	29	9

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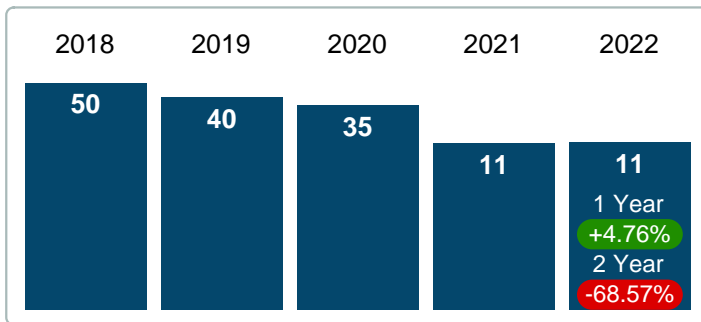
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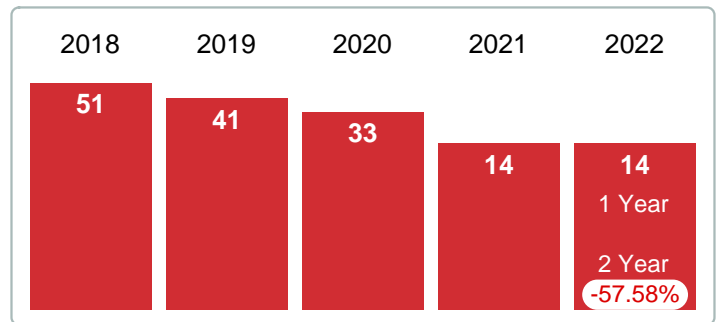
MEDIAN DAYS ON MARKET TO SALE

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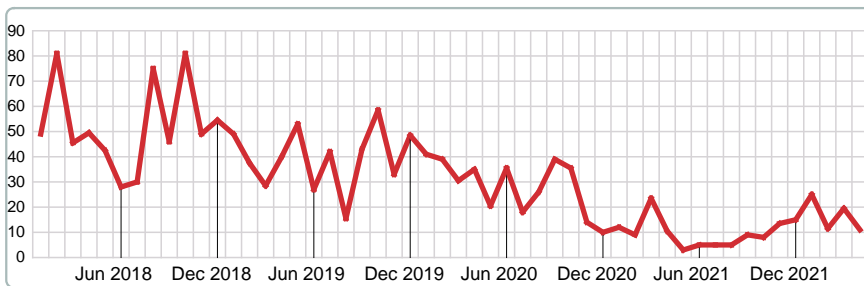
APRIL



YEAR TO DATE (YTD)

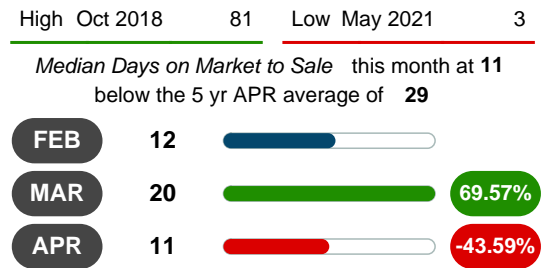


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 29



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
\$75,000 and less	9.52%	84	112	81	0	0
\$75,001 - \$100,000	9.52%	8	7	8	0	0
\$100,001 - \$125,000	14.29%	13	1	40	0	0
\$125,001 - \$175,000	22.22%	4	2	1	52	127
\$175,001 - \$250,000	22.22%	6	0	4	59	1
\$250,001 - \$350,000	11.11%	5	22	4	18	0
\$350,001 and up	11.11%	23	0	63	23	48
Median Closed DOM		11	2	11	21	48
Total Closed Units	100%	11.0	11	40	8	4
Total Closed Volume		12,469,309	1.30M	7.57M	1.93M	1.66M

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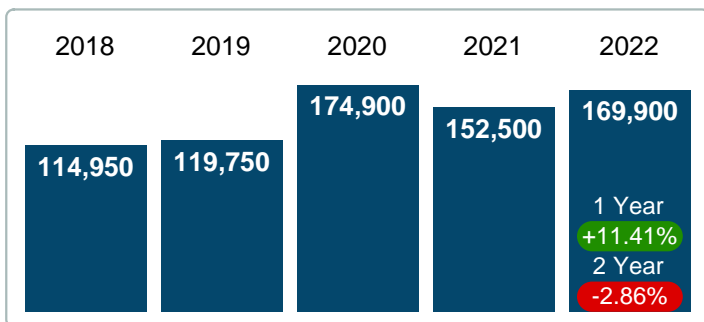
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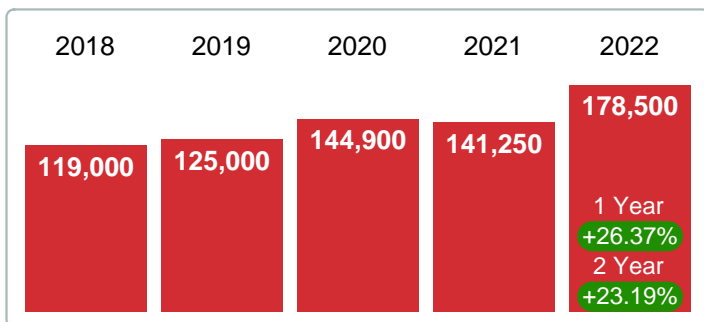
MEDIAN LIST PRICE AT CLOSING

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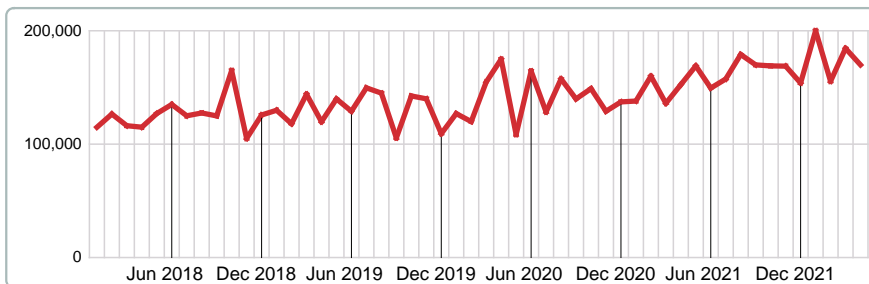
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

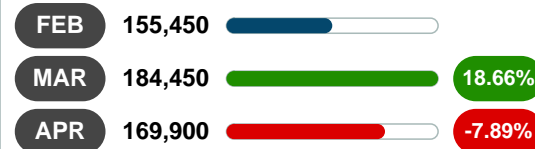


3 MONTHS

5 year APR AVG = 146,400

High Jan 2022 200,000 Low Nov 2018 105,000

Median List Price at Closing this month at **169,900** above the 5 yr APR average of **146,400**



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
\$75,000 and less	7.94%	52,000	14,900	57,750	0	0
\$75,001 - \$100,000	7.94%	89,500	89,500	87,450	0	0
\$100,001 - \$125,000	15.87%	124,500	119,500	125,000	0	0
\$125,001 - \$175,000	19.05%	151,000	138,450	158,000	155,000	0
\$175,001 - \$250,000	25.40%	199,200	0	199,400	208,000	184,000
\$250,001 - \$350,000	12.70%	293,500	299,000	299,500	288,000	0
\$350,001 and up	11.11%	472,000	0	417,000	499,900	649,500
Median List Price		169,900	115,000	167,450	225,250	395,000
Total Closed Units	100%	169,900	11	40	8	4
Total Closed Volume		12,834,000	1.33M	7.81M	2.02M	1.67M

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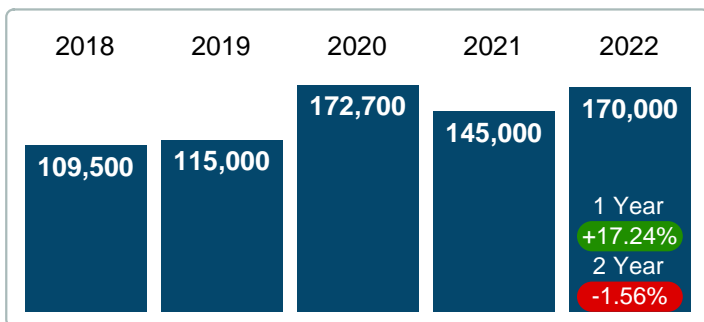
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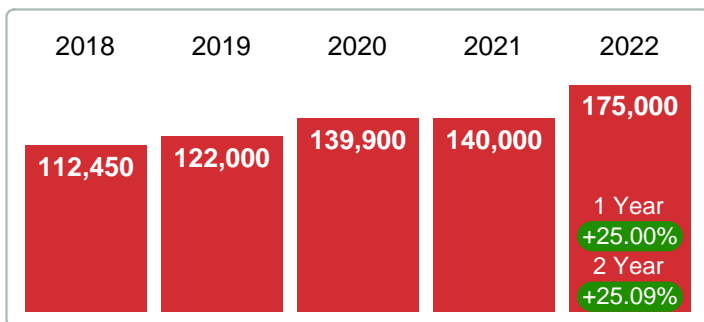
MEDIAN SOLD PRICE AT CLOSING

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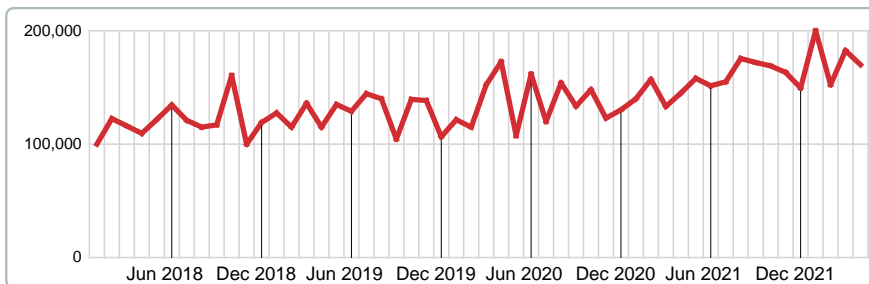
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

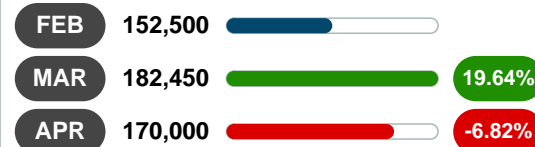


3 MONTHS

5 year APR AVG = 142,440

High Jan 2022 200,000 Low Jan 2018 100,000

Median Sold Price at Closing this month at 170,000 above the 5 yr APR average of 142,440



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
\$75,000 and less	9.52%	51,000	15,500	57,000	0	0
\$75,001 - \$100,000	9.52%	89,750	89,500	90,000	0	0
\$100,001 - \$125,000	14.29%	115,000	118,500	113,000	0	0
\$125,001 - \$175,000	22.22%	160,000	133,950	160,000	167,500	170,000
\$175,001 - \$250,000	22.22%	200,000	0	205,000	210,000	190,000
\$250,001 - \$350,000	11.11%	280,000	280,000	315,000	260,000	0
\$350,001 and up	11.11%	477,000	0	417,000	490,000	649,500
Median Sold Price		170,000	115,000	170,000	210,000	395,000
Total Closed Units	100%	170,000	11	40	8	4
Total Closed Volume		12,469,309	1.30M	7.57M	1.93M	1.66M

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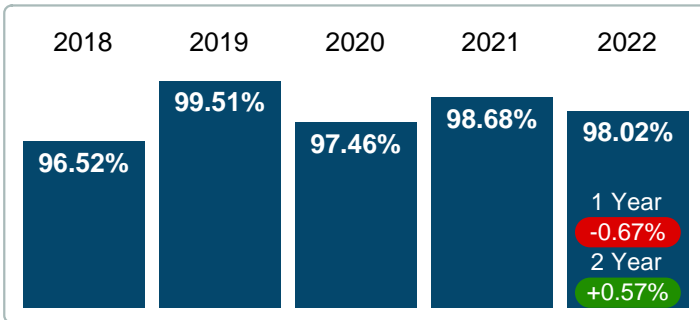
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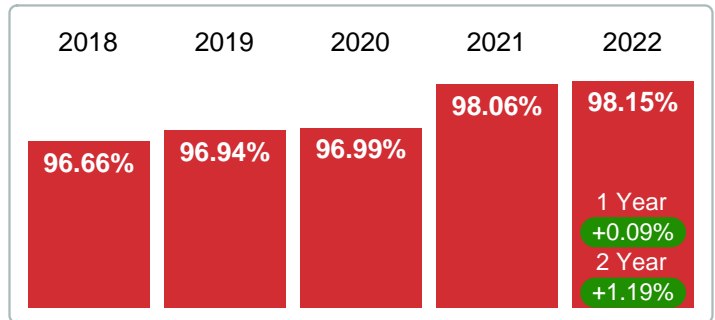
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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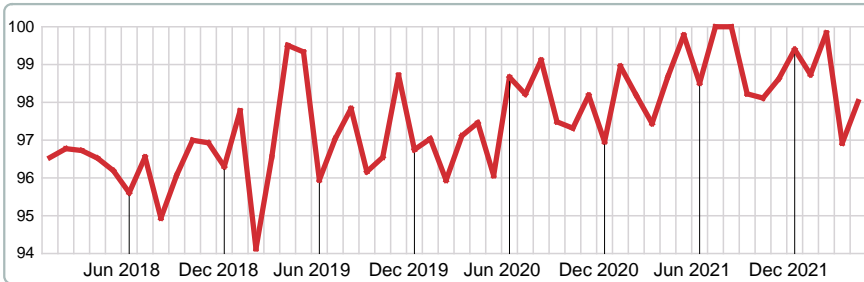
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

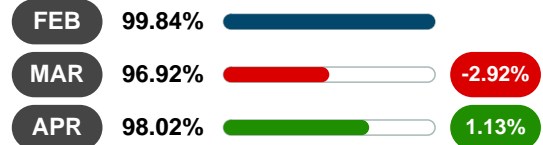


3 MONTHS

5 year APR AVG = 98.04%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.02%**
equal to 5 yr APR average of **98.04%**



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
\$75,000 and less	6	9.52%	84.04%	104.03%	81.55%	0.00%	0.00%
\$75,001 - \$100,000	6	9.52%	93.14%	100.00%	87.03%	0.00%	0.00%
\$100,001 - \$125,000	9	14.29%	97.60%	100.00%	92.25%	0.00%	0.00%
\$125,001 - \$175,000	14	22.22%	99.09%	96.94%	100.00%	100.25%	95.51%
\$175,001 - \$250,000	14	22.22%	100.00%	0.00%	100.00%	94.72%	100.00%
\$250,001 - \$350,000	7	11.11%	100.00%	93.65%	100.00%	90.28%	0.00%
\$350,001 and up	7	11.11%	100.00%	0.00%	99.39%	98.02%	100.00%
Median Sold/List Ratio		98.02%		100.00%	97.95%	96.97%	100.00%
Total Closed Units		63	100%	11	40	8	4
Total Closed Volume		12,469,309		1.30M	7.57M	1.93M	1.66M

April 2022



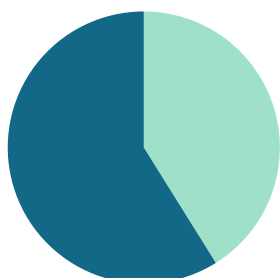
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

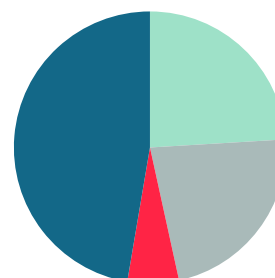


Inventory
 New Listings **81 = 41.12%**
 Start Inventory **116**
 Total Inventory Units **197**
 Volume **\$54,935,744**

Market Activity

Closed Sales **63 = 24.05%**
 Pending Sales **59 = 22.52%**
 Other Off Market **16 = 6.11%**
 Active Inventory **124 = 47.33%**

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	56	63	12.50%	228	248	8.77%
Pending Sales	96	59	-38.54%	310	264	-14.84%
New Listings	107	81	-24.30%	317	287	-9.46%
Median List Price	152,500	169,900	11.41%	141,250	178,500	26.37%
Median Sale Price	145,000	170,000	17.24%	140,000	175,000	25.00%
Median Percent of Selling Price to List Price	98.68%	98.02%	-0.67%	98.06%	98.15%	0.09%
Median Days on Market to Sale	10.50	11.00	4.76%	14.00	14.00	0.00%
Monthly Inventory	117	124	5.98%	117	124	5.98%
Months Supply of Inventory	2.00	1.69	-15.24%	2.00	1.69	-15.24%

Absorption: Last 12 months, an Average of **73** Sales/Month

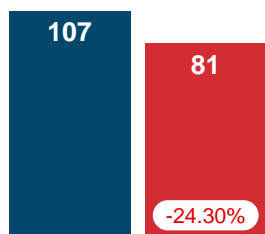
Inventory on April 30, 2022 = **124**

2021 **2022**

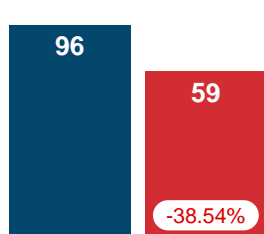
APRIL MARKET

MEDIAN PRICES

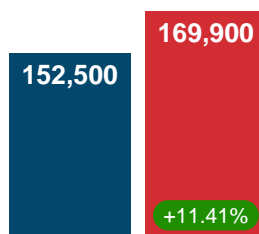
New Listings



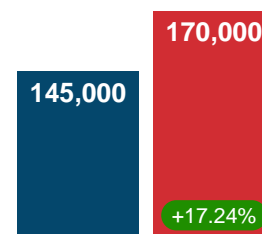
Pending Listings



List Price



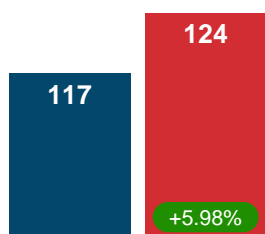
Sale Price



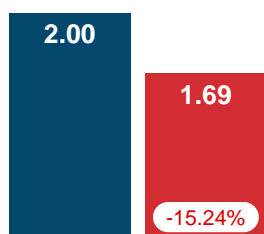
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

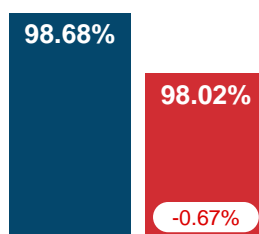
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

