

# August 2022



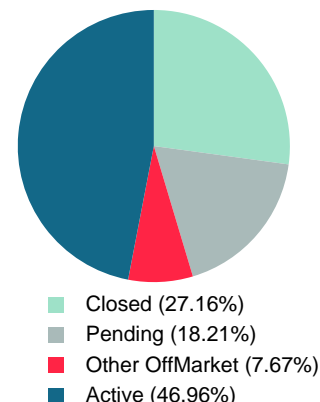
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	80	85	6.25%
Pending Listings	74	57	-22.97%
New Listings	101	69	-31.68%
Median List Price	179,075	175,000	-2.28%
Median Sale Price	175,500	170,000	-3.13%
Median Percent of Selling Price to List Price	100.00%	97.12%	-2.88%
Median Days on Market to Sale	5.00	12.00	140.00%
End of Month Inventory	191	147	-23.04%
Months Supply of Inventory	2.81	2.20	-21.60%



**Absorption:** Last 12 months, an Average of **67** Sales/Month  
**Active Inventory** as of August 31, 2022 = **147**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **23.04%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **2.20** 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 **3.13%** in August 2022 to \$170,000 versus the previous year at \$175,500.

#### Median Days on Market Lengthens

The median number of **12.00** days that homes spent on the market before selling increased by 7.00 days or **140.00%** in August 2022 compared to last year's same month at **5.00** DOM.

#### Sales Success for August 2022 is Positive

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

There were 69 New Listings in August 2022, down **31.68%** from last year at 101. Furthermore, there were 85 Closed Listings this month versus last year at 80, a **6.25%** increase.

Closed versus Listed trends yielded a **123.2%** ratio, up from previous year's, August 2021, at **79.2%**, a **55.53%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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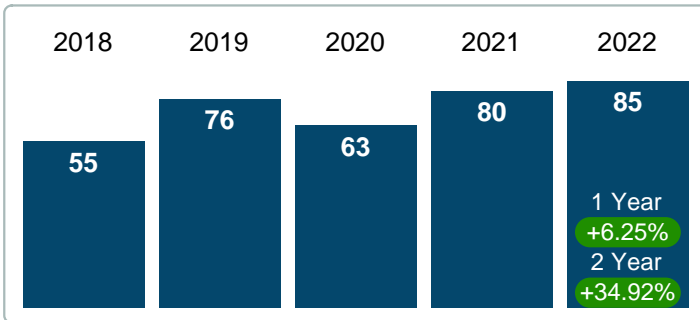
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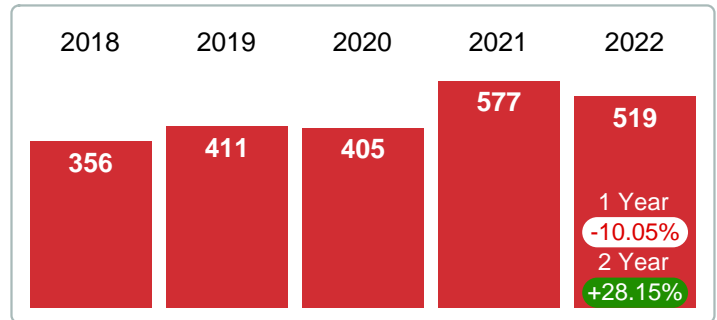
## CLOSED LISTINGS

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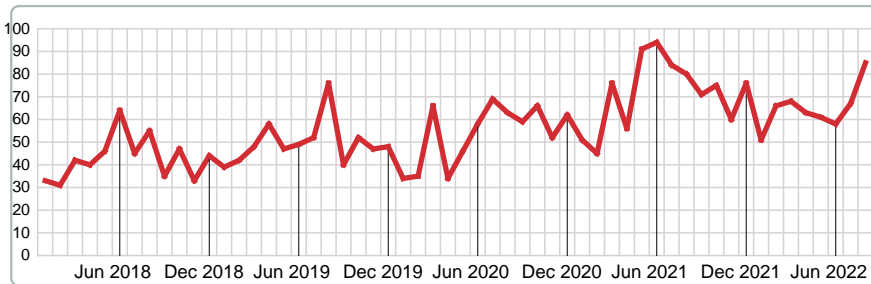
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

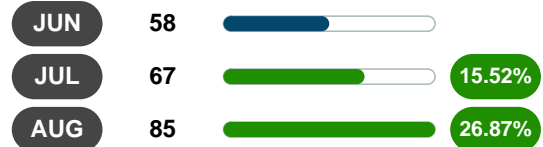


### 3 MONTHS

5 year AUG AVG = 72

High Jun 2021 94 Low Feb 2018 31

Closed Listings this month at **85**  
above the 5 yr AUG average of **72**



### 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	5	5.88%	12.0	5	0	0	0
\$25,001 - \$50,000	6	7.06%	17.5	4	2	0	0
\$50,001 - \$125,000	20	23.53%	5.0	7	12	1	0
\$125,001 - \$200,000	21	24.71%	4.0	4	16	1	0
\$200,001 - \$275,000	11	12.94%	16.0	1	9	1	0
\$275,001 - \$400,000	13	15.29%	12.0	0	6	5	2
\$400,001 and up	9	10.59%	64.0	1	6	2	0
<b>Total Closed Units</b>	<b>85</b>			<b>22</b>	<b>51</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>18,980,000</b>	<b>100%</b>	<b>12.0</b>	<b>2.06M</b>	<b>13.07M</b>	<b>3.18M</b>	<b>669.80K</b>
<b>Median Closed Price</b>	<b>\$170,000</b>			<b>\$60,750</b>	<b>\$190,000</b>	<b>\$283,500</b>	<b>\$334,900</b>

# August 2022



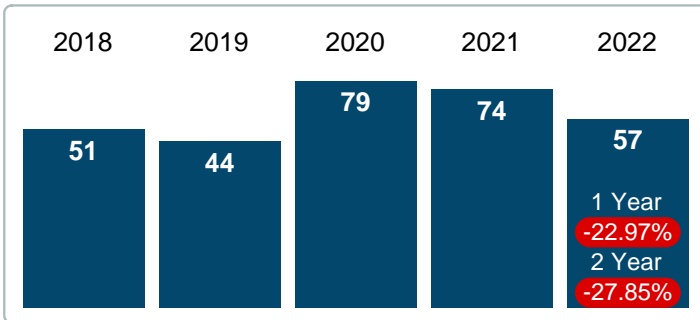
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



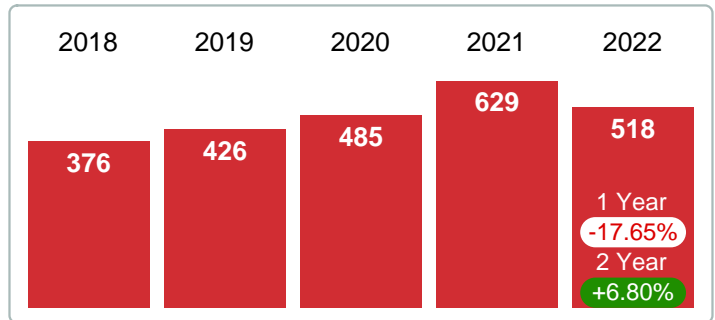
## PENDING LISTINGS

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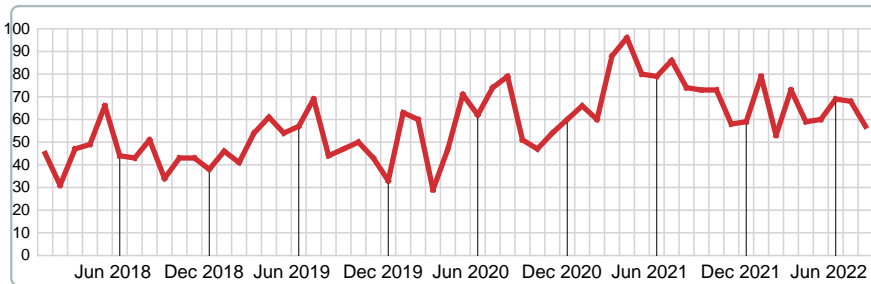
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

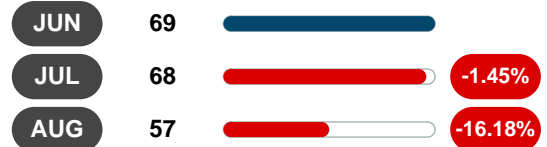


### 3 MONTHS

5 year AUG AVG = 61

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 57  
below the 5 yr AUG average of 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	5.26%	30.0	3	0	0	0
\$30,001 - \$70,000	9	15.79%	9.0	6	3	0	0
\$70,001 - \$120,000	10	17.54%	18.5	6	4	0	0
\$120,001 - \$170,000	12	21.05%	6.5	2	8	2	0
\$170,001 - \$270,000	10	17.54%	45.5	0	8	2	0
\$270,001 - \$380,000	6	10.53%	28.5	1	2	3	0
\$380,001 and up	7	12.28%	47.0	1	4	2	0
<b>Total Pending Units</b>	<b>57</b>			<b>19</b>	<b>29</b>	<b>9</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,943,299</b>	<b>100%</b>	<b>19.0</b>	<b>1.95M</b>	<b>6.14M</b>	<b>2.86M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$139,900</b>			<b>\$79,900</b>	<b>\$169,900</b>	<b>\$282,000</b>	<b>\$0</b>

# August 2022



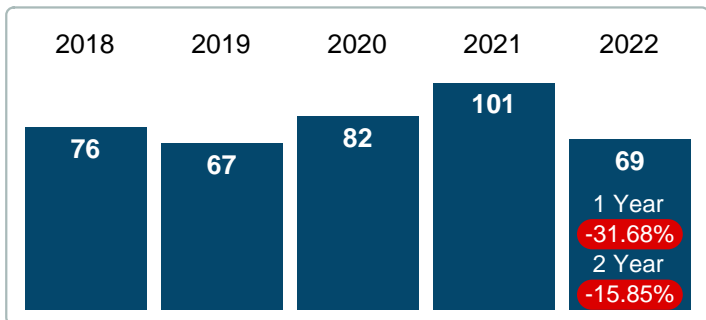
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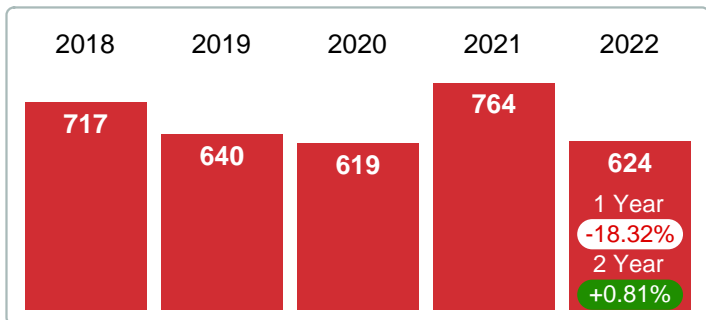
## NEW LISTINGS

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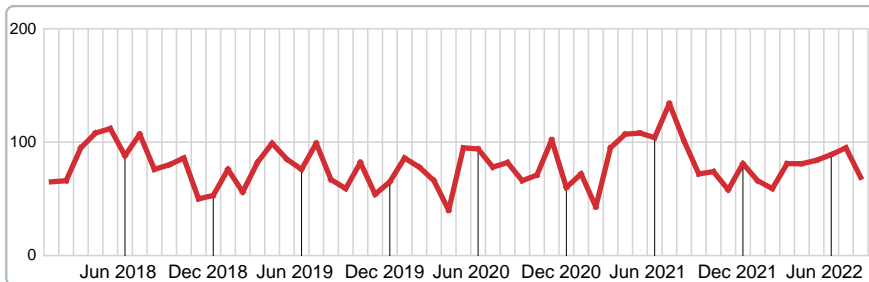
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 79

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 69  
below the 5 yr AUG average of 79



### 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	6	8.70%	4	2	0	0
\$50,001 - \$75,000	7	10.14%	1	6	0	0
\$75,001 - \$125,000	11	15.94%	5	4	2	0
\$125,001 - \$175,000	15	21.74%	1	12	2	0
\$175,001 - \$275,000	14	20.29%	0	9	4	1
\$275,001 - \$400,000	9	13.04%	0	4	4	1
\$400,001 and up	7	10.14%	0	6	1	0
<b>Total New Listed Units</b>	<b>69</b>		<b>11</b>	<b>43</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>17,215,479</b>	<b>100%</b>	<b>804.00K</b>	<b>12.21M</b>	<b>3.58M</b>	<b>624.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$169,000</b>		<b>\$76,500</b>	<b>\$175,000</b>	<b>\$245,000</b>	<b>\$312,000</b>

# August 2022



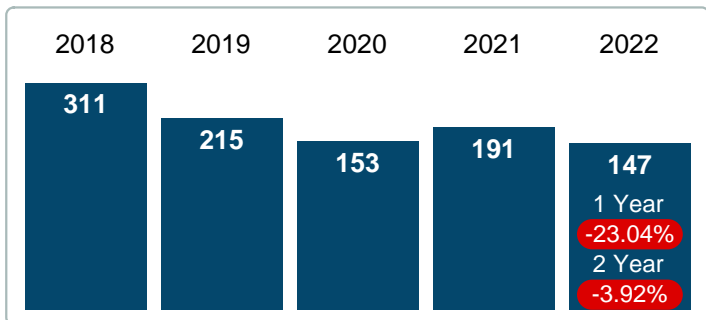
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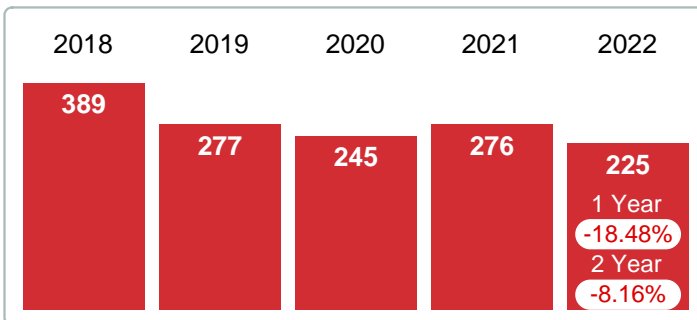
## ACTIVE INVENTORY

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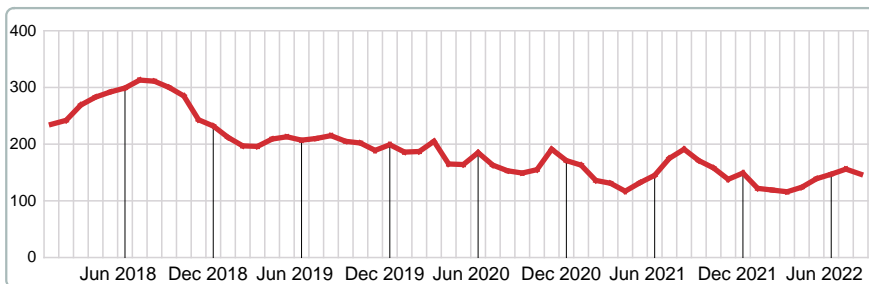
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 203

High Jul 2018 313 Low Mar 2022 116

Inventory this month at **147**  
below the 5 yr AUG average of **203**

JUN	147	<div style="width: 72%;"></div>
JUL	156	<div style="width: 77%;"></div> 6.12%
AUG	147	<div style="width: 72%;"></div> -5.77%

### 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	16	10.88%	46.5	8	6	2	0
\$75,001 - \$125,000	17	11.56%	43.0	6	8	3	0
\$125,001 - \$175,000	19	12.93%	54.0	2	12	4	1
\$175,001 - \$275,000	36	24.49%	44.5	2	23	10	1
\$275,001 - \$400,000	26	17.69%	71.5	2	17	7	0
\$400,001 - \$575,000	18	12.24%	54.0	3	9	5	1
\$575,001 and up	15	10.20%	103.0	0	8	5	2
<b>Total Active Inventory by Units</b>	<b>147</b>			<b>23</b>	<b>83</b>	<b>36</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>45,153,369</b>	<b>100%</b>	<b>55.0</b>	<b>3.66M</b>	<b>24.75M</b>	<b>13.77M</b>	<b>2.97M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$229,000</b>			<b>\$85,900</b>	<b>\$234,900</b>	<b>\$272,450</b>	<b>\$549,000</b>

# August 2022



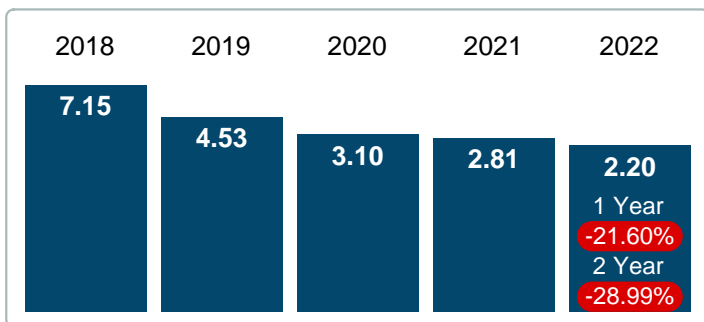
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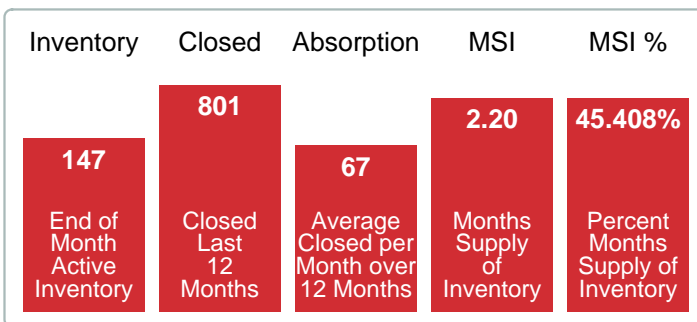
## MONTHS SUPPLY of INVENTORY (MSI)

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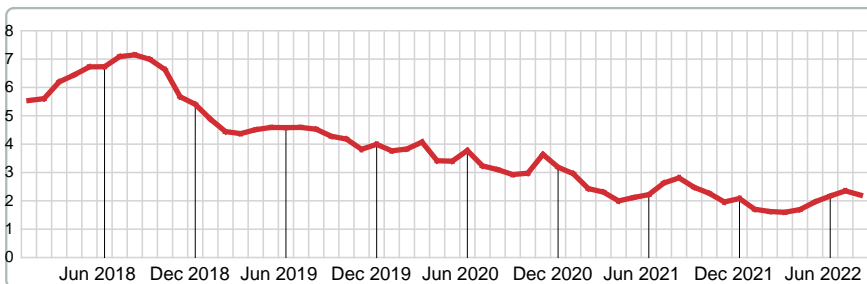
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.96

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at 2.20 below the 5 yr AUG average of 3.96



### 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	16	10.88%	1.75	1.81	1.33	8.00	0.00
\$75,001 - \$125,000	17	11.56%	1.41	1.26	1.26	3.27	0.00
\$125,001 - \$175,000	19	12.93%	1.42	0.65	1.48	2.09	3.00
\$175,001 - \$275,000	36	24.49%	2.04	2.67	1.80	2.73	2.00
\$275,001 - \$400,000	26	17.69%	2.94	8.00	3.40	2.15	0.00
\$400,001 - \$575,000	18	12.24%	4.60	7.20	5.68	3.53	2.00
\$575,001 and up	15	10.20%	9.00	0.00	13.71	12.00	3.43
Market Supply of Inventory (MSI)			2.20	1.67	2.14	3.04	2.14
Total Active Inventory by Units		100%	2.20	23	83	36	5

# August 2022



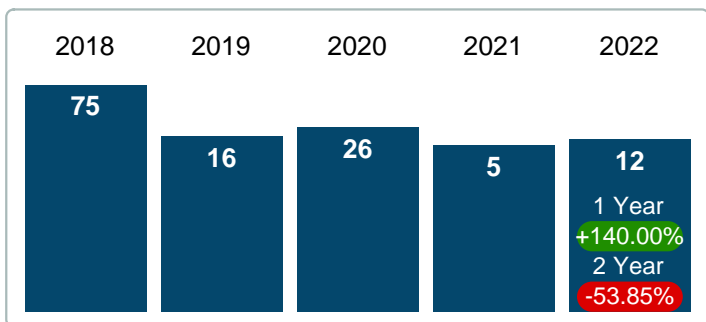
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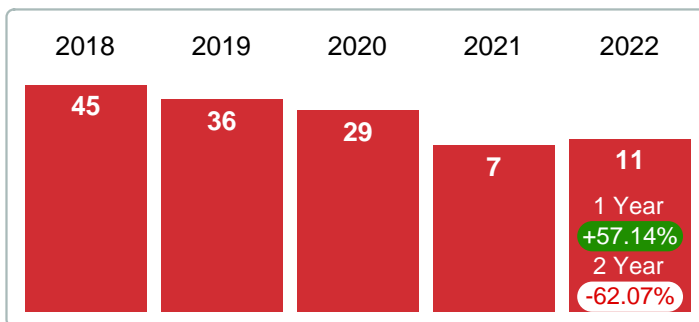
## MEDIAN DAYS ON MARKET TO SALE

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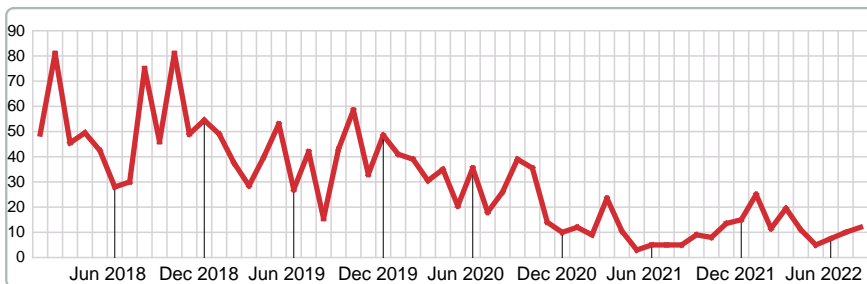
### AUGUST



### YEAR TO DATE (YTD)

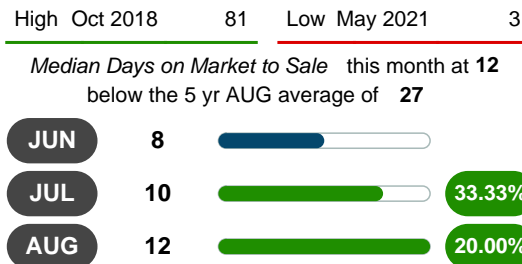


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 27



### 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	5.88%	12	12	0	0	0
\$25,001 - \$50,000	7.06%	18	18	108	0	0
\$50,001 - \$125,000	23.53%	5	2	11	16	0
\$125,001 - \$200,000	24.71%	4	3	6	4	0
\$200,001 - \$275,000	12.94%	16	52	14	20	0
\$275,001 - \$400,000	15.29%	12	0	7	13	32
\$400,001 and up	10.59%	64	170	51	62	0
<b>Median Closed DOM</b>		12	8	12	15	32
<b>Total Closed Units</b>	100%	12.0	22	51	10	2
<b>Total Closed Volume</b>		18,980,000	2.06M	13.07M	3.18M	669.80K

# August 2022



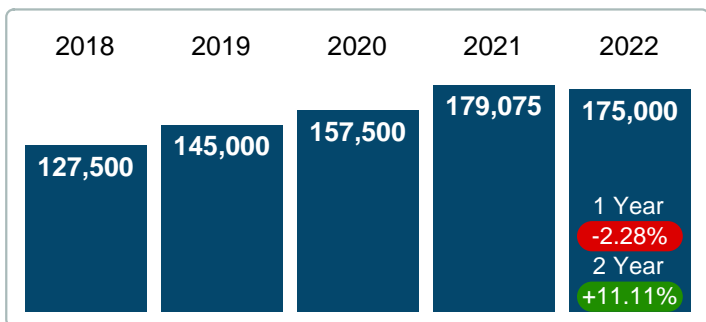
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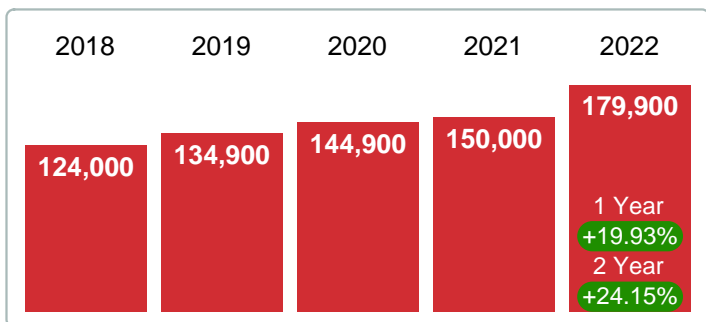
## MEDIAN LIST PRICE AT CLOSING

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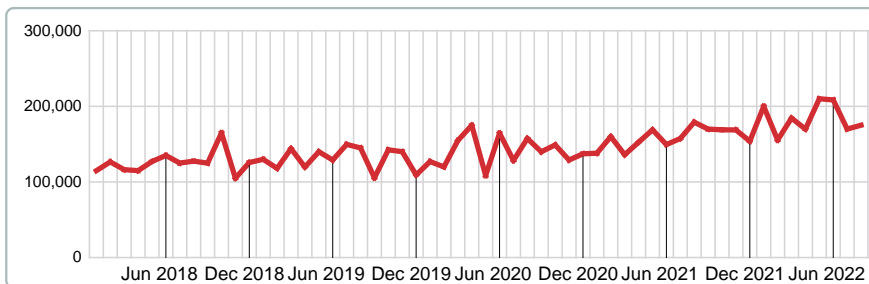
### AUGUST



### YEAR TO DATE (YTD)

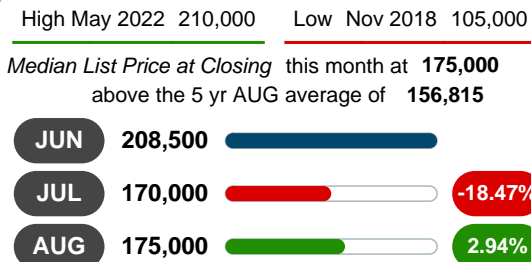


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 156,815



## 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	3.53%	10,000	10,000	0	0	0
\$25,001 - \$50,000	7.06%	46,000	39,500	49,945	0	0
\$50,001 - \$125,000	25.88%	76,950	74,000	75,700	80,000	0
\$125,001 - \$200,000	23.53%	163,450	134,500	169,900	194,900	0
\$200,001 - \$275,000	14.12%	232,500	275,000	229,500	239,500	0
\$275,001 - \$400,000	14.12%	322,450	0	325,000	298,000	334,900
\$400,001 and up	11.76%	467,000	459,000	475,000	617,500	0
<b>Median List Price</b>		<b>175,000</b>	<b>66,950</b>	<b>190,000</b>	<b>296,500</b>	<b>334,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,000</b>	<b>22</b>	<b>51</b>	<b>10</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>20,410,690</b>	<b>2.21M</b>	<b>14.22M</b>	<b>3.31M</b>	<b>669.80K</b>



# August 2022



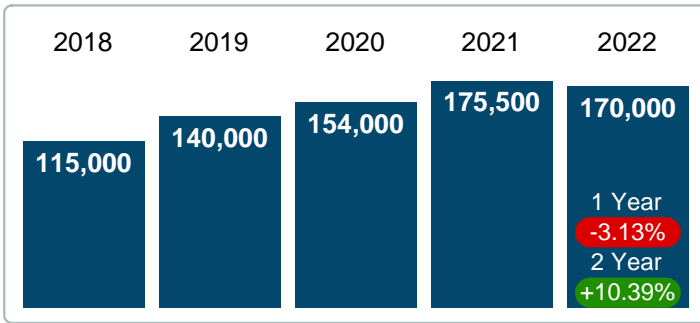
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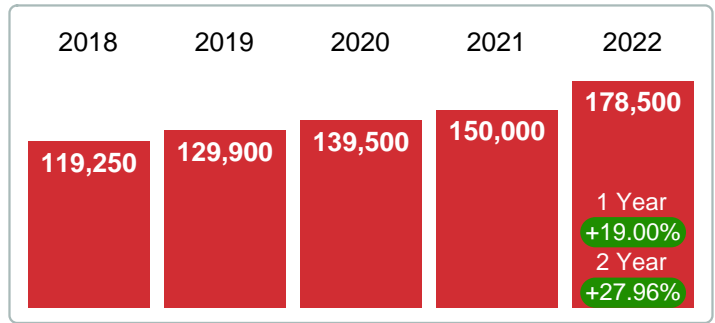
## MEDIAN SOLD PRICE AT CLOSING

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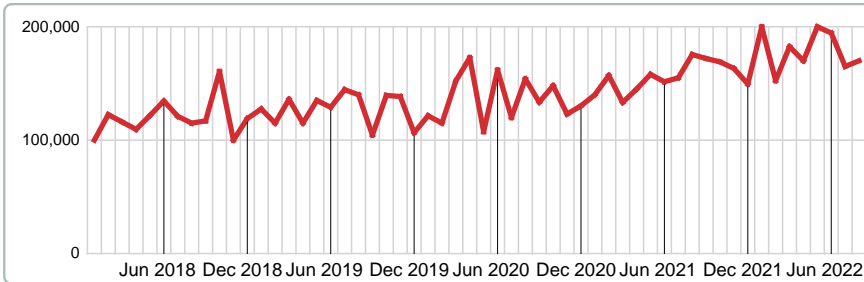
### AUGUST



### YEAR TO DATE (YTD)

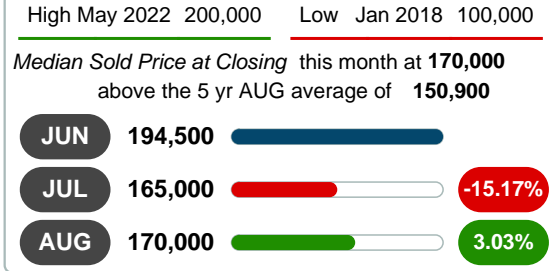


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 150,900



### 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	5.88%	15,000	15,000	0	0	0
\$25,001 - \$50,000	6	7.06%	47,000	42,750	47,500	0	0
\$50,001 - \$125,000	20	23.53%	71,500	75,000	65,750	75,000	0
\$125,001 - \$200,000	21	24.71%	165,000	133,000	167,500	194,900	0
\$200,001 - \$275,000	11	12.94%	220,000	265,000	220,000	234,500	0
\$275,001 - \$400,000	13	15.29%	319,900	0	320,000	285,000	334,900
\$400,001 and up	9	10.59%	436,000	417,000	437,500	565,500	0
Median Sold Price			170,000	60,750	190,000	283,500	334,900
Total Closed Units		100%	170,000	22	51	10	2
Total Closed Volume			18,980,000	2.06M	13.07M	3.18M	669.80K

# August 2022



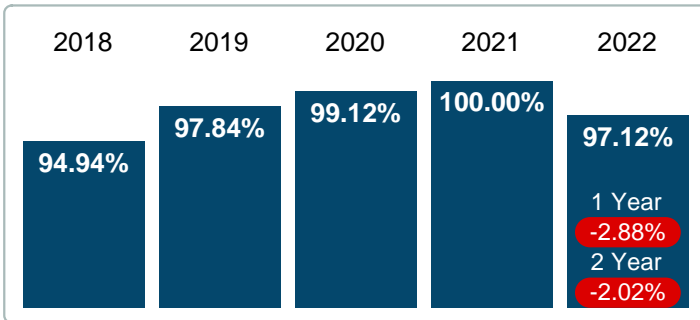
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



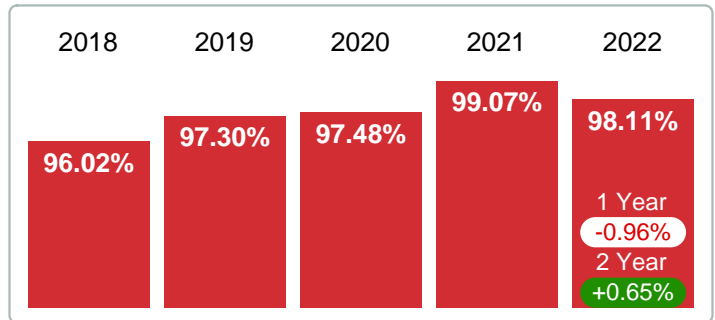
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

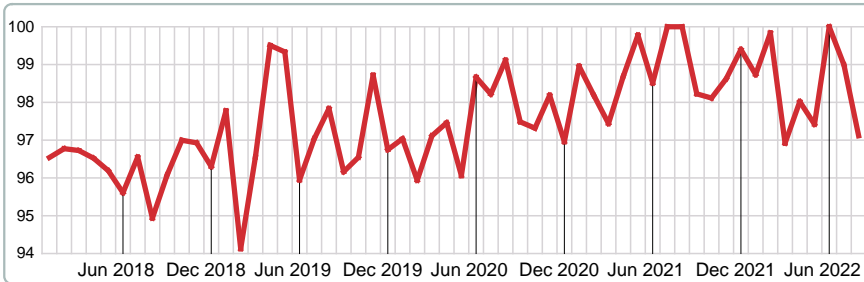
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

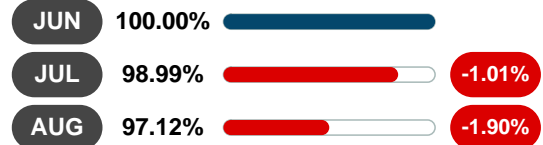


### 3 MONTHS

5 year AUG AVG = 97.80%

High Jun 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.12%**  
 below the 5 yr AUG average of **97.80%**



## 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	5	5.88%	75.00%	75.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	6	7.06%	83.21%	82.38%	87.46%	0.00%	0.00%
\$50,001 - \$125,000	20	23.53%	93.95%	100.00%	92.43%	93.75%	0.00%
\$125,001 - \$200,000	21	24.71%	100.00%	98.72%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	11	12.94%	96.36%	96.36%	94.18%	97.91%	0.00%
\$275,001 - \$400,000	13	15.29%	100.00%	0.00%	97.35%	100.00%	100.00%
\$400,001 and up	9	10.59%	92.63%	90.85%	94.07%	93.49%	0.00%
Median Sold/List Ratio		97.12%		94.26%	97.12%	98.96%	100.00%
Total Closed Units		85	100%	22	51	10	2
Total Closed Volume		18,980,000		2.06M	13.07M	3.18M	669.80K

# August 2022



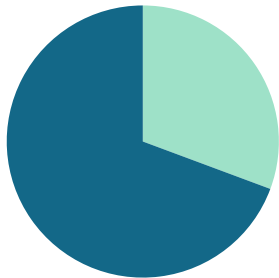
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

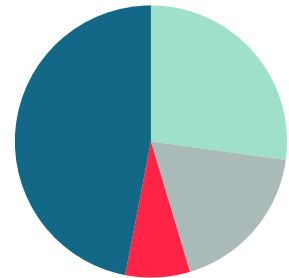


**Inventory**  
 New Listings  
**69 = 30.67%**  
 Start Inventory  
**156**  
 Total Inventory Units  
**225**  
 Volume  
**\$63,772,468**

### Market Activity

Closed Sales  
**85 = 27.16%**  
 Pending Sales  
**57 = 18.21%**  
 Other Off Market  
**24 = 7.67%**  
 Active Inventory  
**147 = 46.96%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	80	85	6.25%	577	519	-10.05%
Pending Sales	74	57	-22.97%	629	518	-17.65%
New Listings	101	69	-31.68%	764	624	-18.32%
Median List Price	179,075	175,000	-2.28%	150,000	179,900	19.93%
Median Sale Price	175,500	170,000	-3.13%	150,000	178,500	19.00%
Median Percent of Selling Price to List Price	100.00%	97.12%	-2.88%	99.07%	98.11%	-0.96%
Median Days on Market to Sale	5.00	12.00	140.00%	7.00	11.00	57.14%
Monthly Inventory	191	147	-23.04%	191	147	-23.04%
Months Supply of Inventory	2.81	2.20	-21.60%	2.81	2.20	-21.60%

**Absorption:** Last 12 months, an Average of **67** Sales/Month

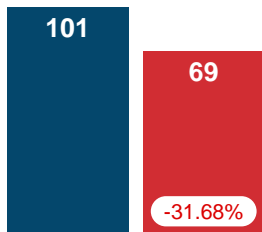
**Inventory** on August 31, 2022 = **147**

**2021** **2022**

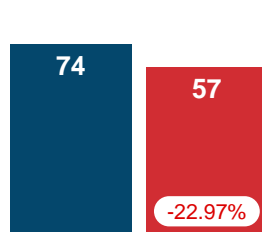
### AUGUST MARKET

### MEDIAN PRICES

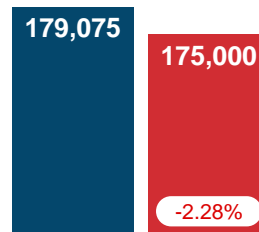
#### New Listings



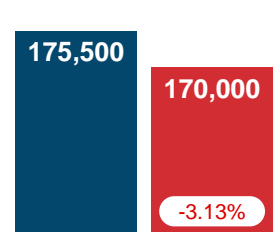
#### Pending Listings



#### List Price



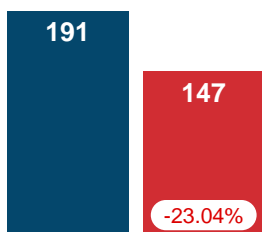
#### Sale Price



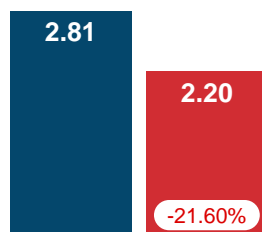
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

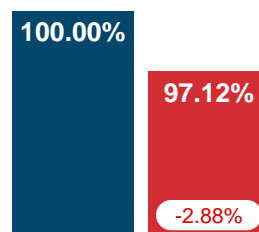
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

