

December 2022



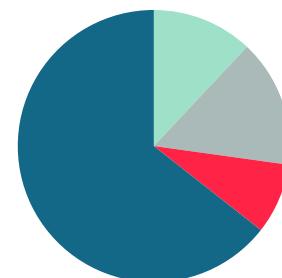
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2021	December 2022	+/-%
Closed Listings	76	30	-60.53%
Pending Listings	59	38	-35.59%
New Listings	81	52	-35.80%
Median List Price	153,900	141,950	-7.76%
Median Sale Price	149,500	128,700	-13.91%
Median Percent of Selling Price to List Price	99.40%	96.21%	-3.20%
Median Days on Market to Sale	15.00	25.00	66.67%
End of Month Inventory	149	161	8.05%
Months Supply of Inventory	2.08	2.77	33.17%



■ Closed (12.00%)
■ Pending (15.20%)
■ Other OffMarket (8.40%)
■ Active (64.40%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of December 31, 2022 = **161**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **8.05%** to 161 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **2.77** 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 **13.91%** in December 2022 to \$128,700 versus the previous year at \$149,500.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 10.00 days or **66.67%** in December 2022 compared to last year's same month at **15.00** DOM.

Sales Success for December 2022 is Positive

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

There were 52 New Listings in December 2022, down **35.80%** from last year at 81. Furthermore, there were 30 Closed Listings this month versus last year at 76, a **-60.53%** decrease.

Closed versus Listed trends yielded a **57.7%** ratio, down from previous year's, December 2021, at **93.8%**, a **38.51%** downswing. 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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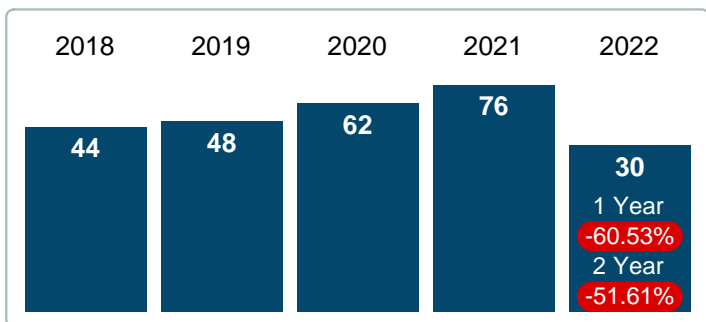
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



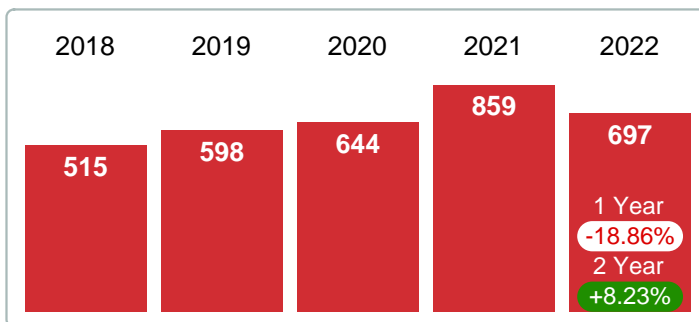
CLOSED LISTINGS

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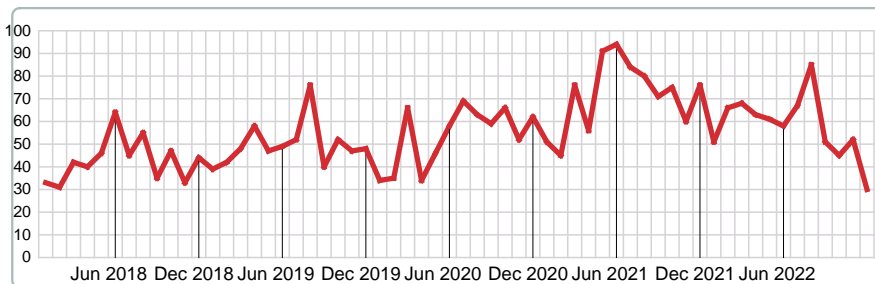
DECEMBER



YEAR TO DATE (YTD)

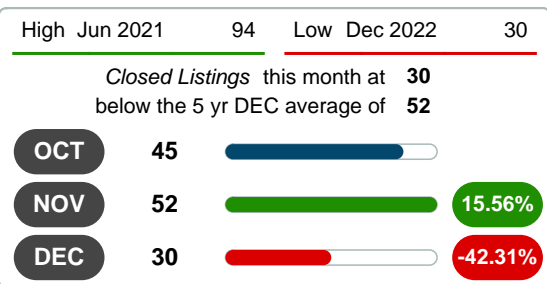


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	6.67%	11.0	1	1	0	0
\$50,001 - \$80,000	4	13.33%	16.0	1	3	0	0
\$80,001 - \$120,000	6	20.00%	32.0	3	3	0	0
\$120,001 - \$180,000	6	20.00%	48.0	2	4	0	0
\$180,001 - \$270,000	5	16.67%	62.0	0	4	1	0
\$270,001 - \$380,000	6	20.00%	21.5	0	2	3	1
\$380,001 and up	1	3.33%	3.0	0	1	0	0
Total Closed Units	30			7	18	4	1
Total Closed Volume	5,235,400	100%	25.0	700.50K	3.00M	1.16M	380.00K
Median Closed Price	\$128,700			\$110,000	\$128,700	\$283,500	\$380,000

December 2022



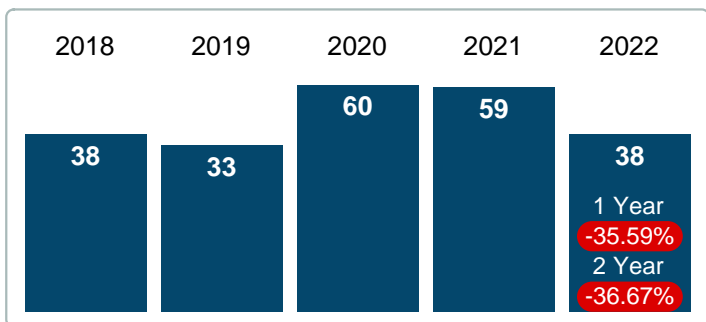
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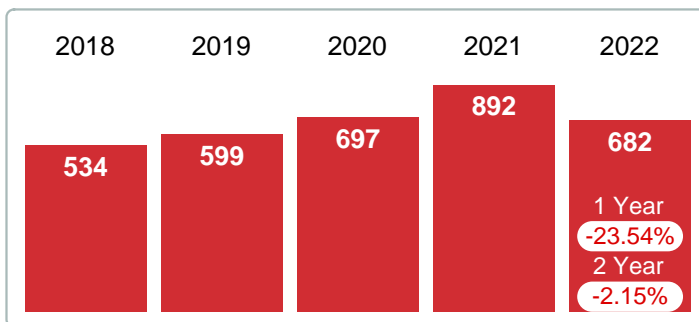
PENDING LISTINGS

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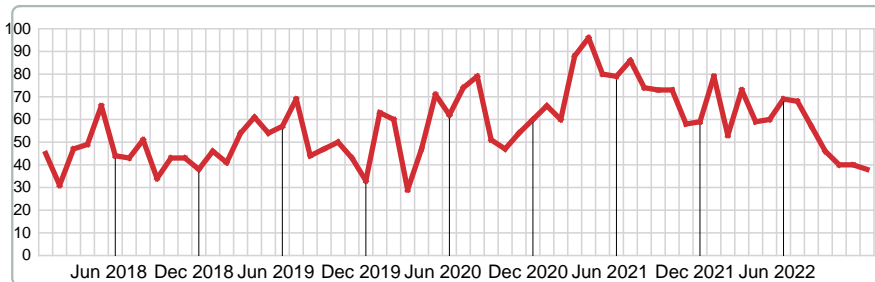
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

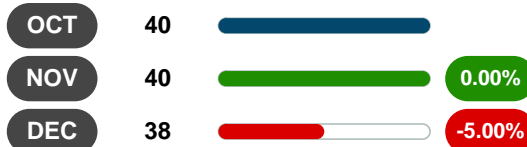


3 MONTHS

5 year DEC AVG = 46

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 38
below the 5 yr DEC average of 46



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	1	2.63%	59.0	0	1	0	0
\$50,001 - \$75,000	7	18.42%	21.0	2	3	2	0
\$75,001 - \$125,000	7	18.42%	6.0	2	4	1	0
\$125,001 - \$200,000	9	23.68%	80.0	1	8	0	0
\$200,001 - \$300,000	5	13.16%	30.0	0	3	2	0
\$300,001 - \$425,000	5	13.16%	14.0	0	2	3	0
\$425,001 and up	4	10.53%	93.0	0	1	3	0
Total Pending Units	38			5	22	11	0
Total Pending Volume	7,680,800	100%	25.5	487.90K	3.88M	3.31M	0.00B
Median Listing Price	\$172,450			\$97,000	\$164,900	\$329,900	\$0

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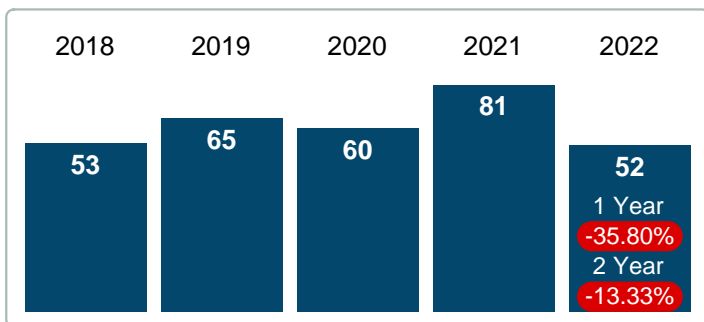
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



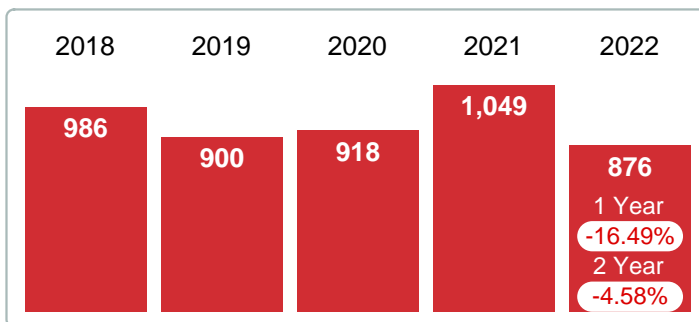
NEW LISTINGS

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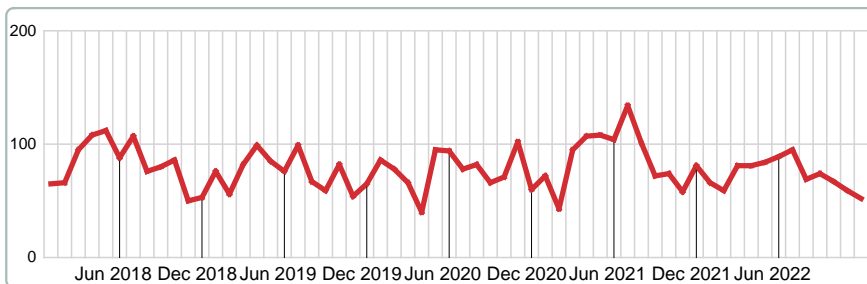
DECEMBER



YEAR TO DATE (YTD)

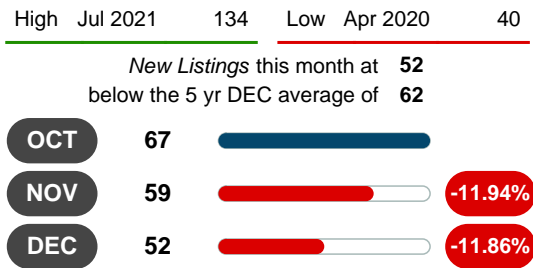


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



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	4	7.69%	3	1	0	0
\$50,001 - \$75,000	5	9.62%	2	2	1	0
\$75,001 - \$125,000	9	17.31%	2	6	1	0
\$125,001 - \$225,000	14	26.92%	4	7	3	0
\$225,001 - \$325,000	9	17.31%	0	7	2	0
\$325,001 - \$475,000	5	9.62%	0	2	2	1
\$475,001 and up	6	11.54%	0	2	2	2
Total New Listed Units	52		11	27	11	3
Total New Listed Volume	15,370,999	100%	1.06M	6.68M	3.06M	4.57M
Median New Listed Listing Price	\$170,000		\$85,000	\$175,000	\$259,000	\$799,000

December 2022



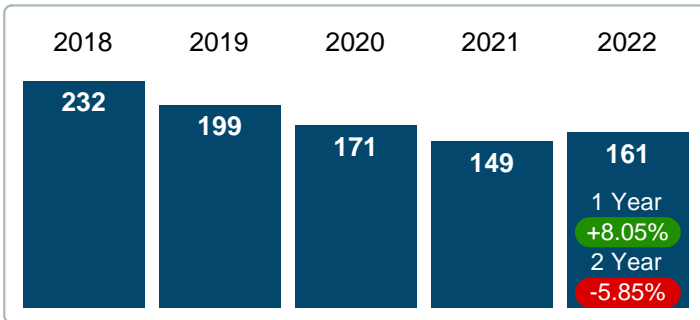
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



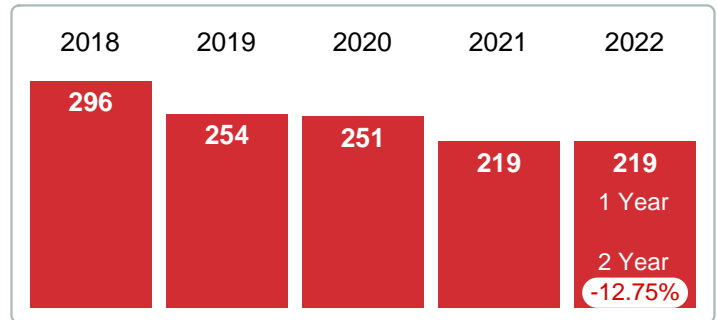
ACTIVE INVENTORY

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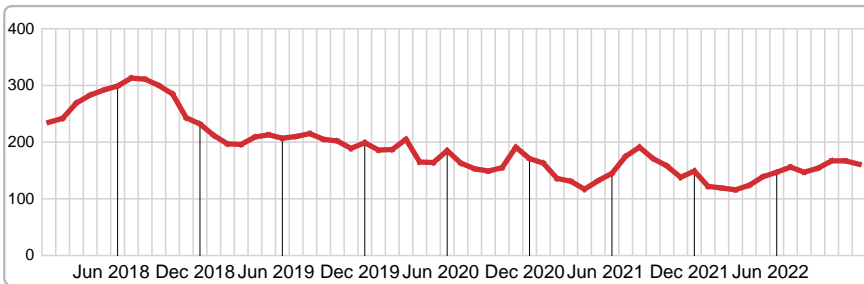
END OF DECEMBER



ACTIVE DURING DECEMBER

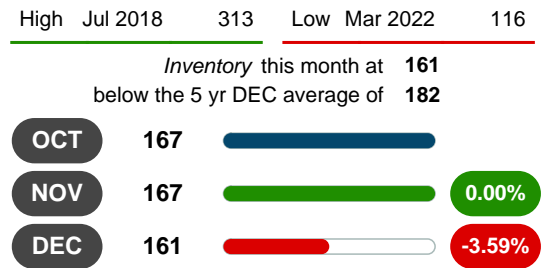


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 182



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	9	5.59%	47.0	7	2	0	0
\$50,001 - \$100,000	22	13.66%	85.5	13	7	2	0
\$100,001 - \$175,000	30	18.63%	52.5	3	20	7	0
\$175,001 - \$275,000	37	22.98%	80.0	3	25	9	0
\$275,001 - \$350,000	22	13.66%	80.0	2	15	5	0
\$350,001 - \$525,000	22	13.66%	90.5	1	17	3	1
\$525,001 and up	19	11.80%	77.0	0	12	3	4
Total Active Inventory by Units	161			29	98	29	5
Total Active Inventory by Volume	59,195,931	100%	78.0	3.35M	41.59M	7.55M	6.70M
Median Active Inventory Listing Price	\$217,000			\$85,000	\$259,000	\$199,000	\$799,000

December 2022



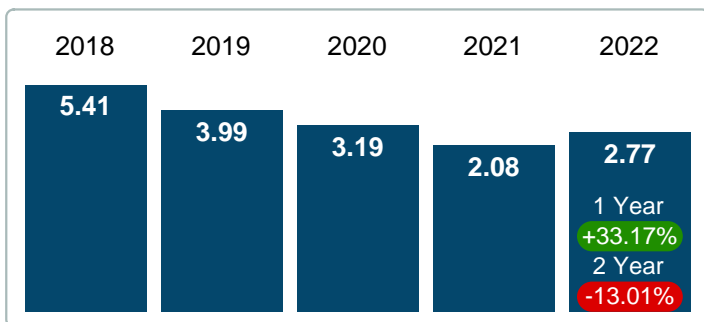
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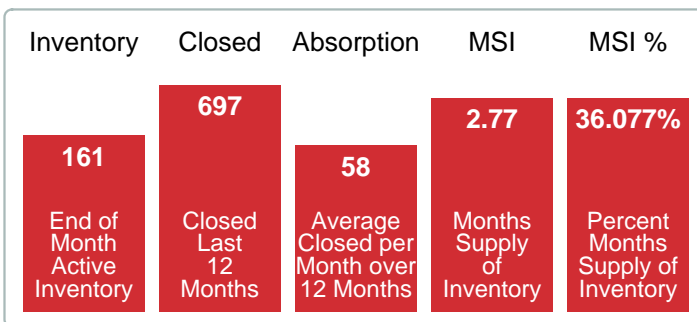
MONTHS SUPPLY of INVENTORY (MSI)

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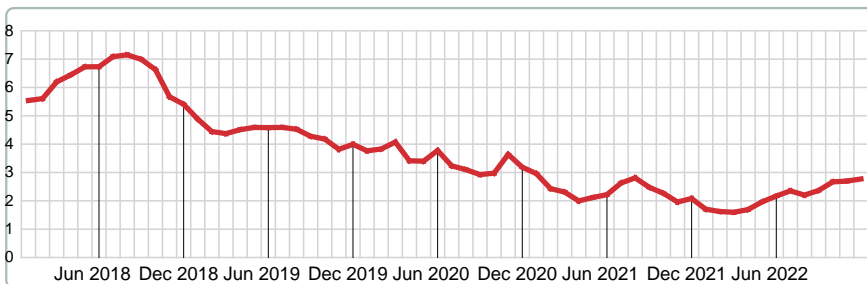
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

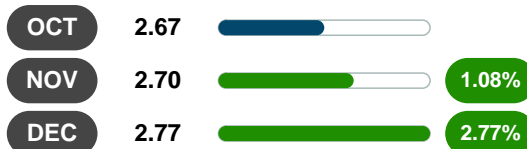


3 MONTHS

5 year DEC AVG = 3.49

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at 2.77 below the 5 yr DEC average of 3.49



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	9	5.59%	2.04	2.55	1.33	0.00	0.00
\$50,001 - \$100,000	22	13.66%	2.61	3.47	1.71	4.00	0.00
\$100,001 - \$175,000	30	18.63%	1.76	0.63	1.89	4.94	0.00
\$175,001 - \$275,000	37	22.98%	2.45	6.00	2.29	2.77	0.00
\$275,001 - \$350,000	22	13.66%	3.77	8.00	4.86	2.22	0.00
\$350,001 - \$525,000	22	13.66%	5.08	3.00	8.16	1.89	3.00
\$525,001 and up	19	11.80%	6.33	0.00	10.29	3.27	5.33
Market Supply of Inventory (MSI)	2.77			2.32	2.93	2.88	2.40
Total Active Inventory by Units	161	100%	2.77	29	98	29	5

December 2022



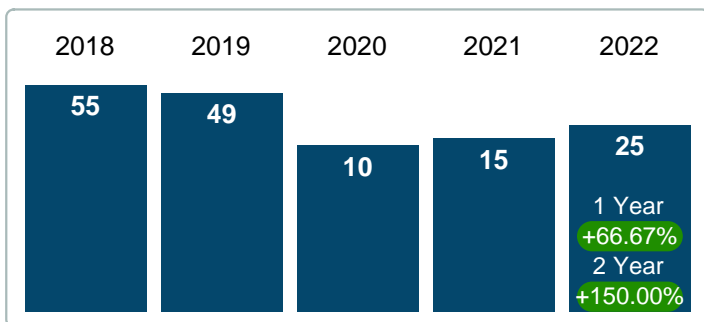
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



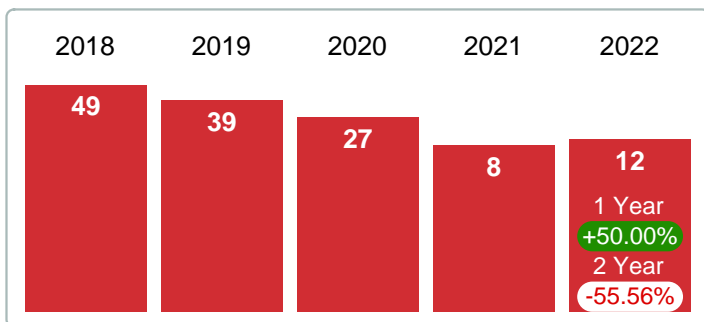
MEDIAN DAYS ON MARKET TO SALE

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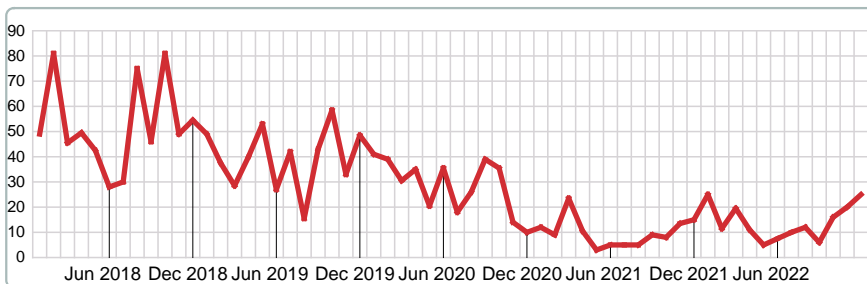
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

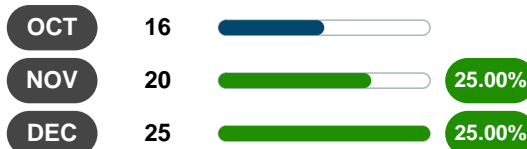


3 MONTHS

5 year DEC AVG = 31

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 25 below the 5 yr DEC average of 31



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
\$50,000 and less	6.67%	11	7	15	0	0
\$50,001 - \$80,000	13.33%	16	26	6	0	0
\$80,001 - \$120,000	20.00%	32	24	40	0	0
\$120,001 - \$180,000	20.00%	48	48	35	0	0
\$180,001 - \$270,000	16.67%	62	0	35	130	0
\$270,001 - \$380,000	20.00%	22	0	11	29	1
\$380,001 and up	3.33%	3	0	3	0	0
Median Closed DOM		25	26	11	33	1
Total Closed Units	100%	25.0	7	18	4	1
Total Closed Volume		5,235,400	700.50K	3.00M	1.16M	380.00K

December 2022



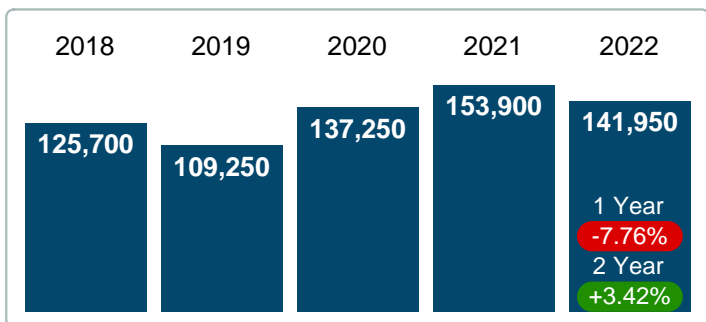
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



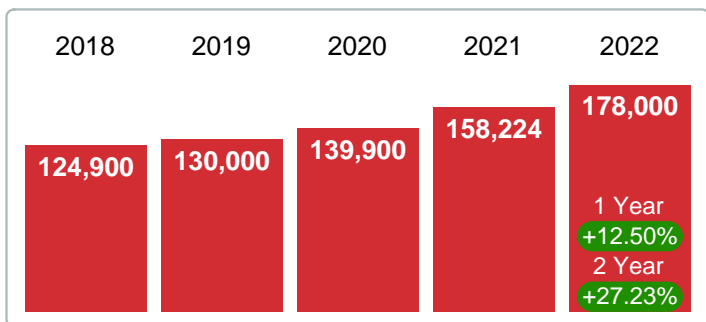
MEDIAN LIST PRICE AT CLOSING

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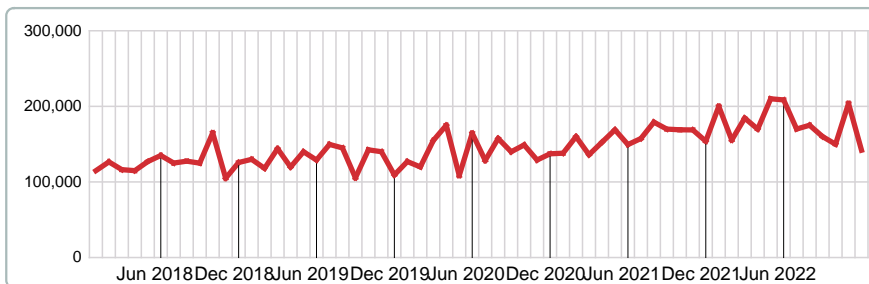
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

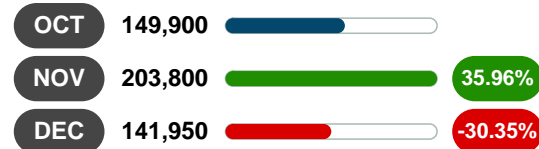


3 MONTHS

5 year DEC AVG = 133,610

High May 2022 210,000 Low Nov 2018 105,000

Median List Price at Closing this month at **141,950**
above the 5 yr DEC average of **133,610**



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
\$50,000 and less	1	3.33%	49,900	0	49,900	0	0
\$50,001 - \$80,000	4	13.33%	71,400	61,950	76,450	0	0
\$80,001 - \$120,000	8	26.67%	109,900	109,900	99,000	0	0
\$120,001 - \$180,000	6	20.00%	156,500	154,900	156,500	0	0
\$180,001 - \$270,000	3	10.00%	215,000	0	215,000	0	0
\$270,001 - \$380,000	5	16.67%	299,500	0	274,900	299,700	0
\$380,001 and up	3	10.00%	399,000	0	470,500	0	399,000
Median List Price			141,950	109,900	136,950	299,700	399,000
Total Closed Units		100%	141,950	7	18	4	1
Total Closed Volume			5,606,500	772.50K	3.21M	1.23M	399.00K

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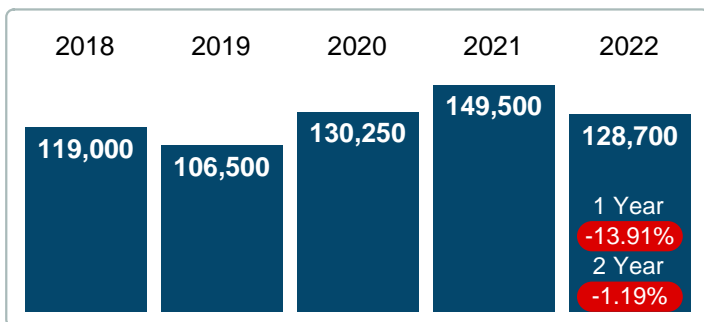
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



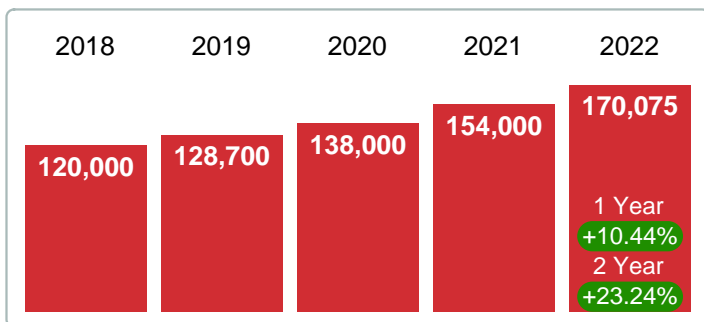
MEDIAN SOLD PRICE AT CLOSING

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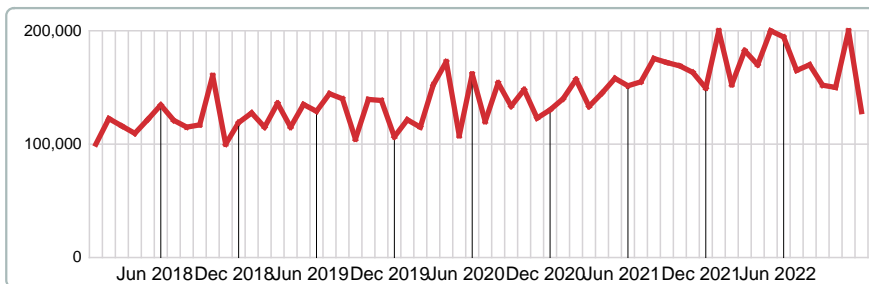
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

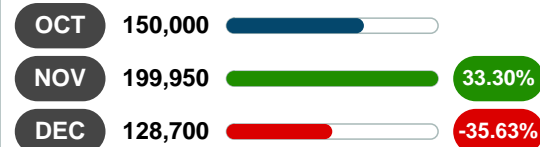


3 MONTHS

5 year DEC AVG = 126,790

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

Median Sold Price at Closing this month at **128,700** above the 5 yr DEC average of **126,790**



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
\$50,000 and less	6.67%	45,000	50,000	40,000	0	0
\$50,001 - \$80,000	13.33%	60,500	63,000	58,000	0	0
\$80,001 - \$120,000	20.00%	104,500	110,000	99,000	0	0
\$120,001 - \$180,000	20.00%	128,700	137,750	128,700	0	0
\$180,001 - \$270,000	16.67%	210,000	0	198,000	250,000	0
\$270,001 - \$380,000	20.00%	315,750	0	326,500	292,000	380,000
\$380,001 and up	3.33%	450,000	0	450,000	0	0
Median Sold Price		128,700	110,000	128,700	283,500	380,000
Total Closed Units	100%	128,700	7	18	4	1
Total Closed Volume		5,235,400	700.50K	3.00M	1.16M	380.00K

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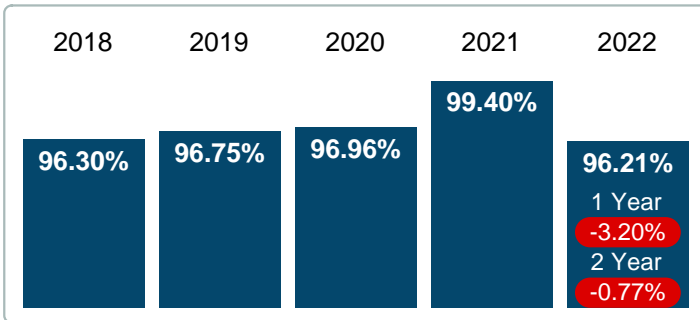
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



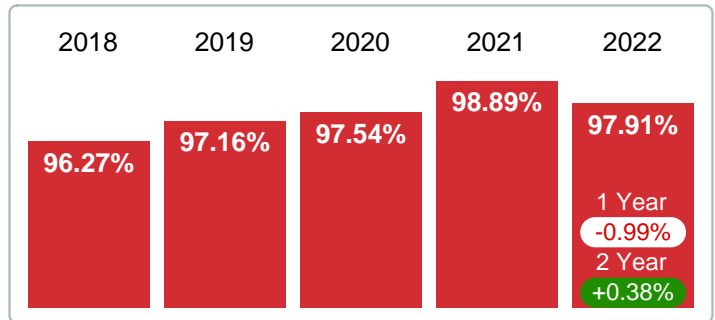
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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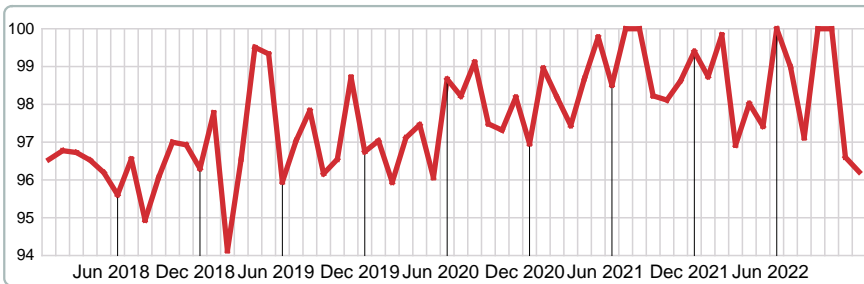
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

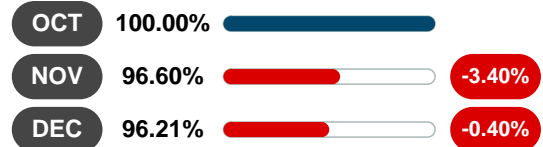


3 MONTHS

5 year DEC AVG = 97.12%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.21%**
 below the 5 yr DEC average of **97.12%**



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
\$50,000 and less	2	6.67%	70.54%	92.59%	48.48%	0.00%	0.00%
\$50,001 - \$80,000	4	13.33%	95.06%	90.13%	100.00%	0.00%	0.00%
\$80,001 - \$120,000	6	20.00%	92.93%	85.78%	100.00%	0.00%	0.00%
\$120,001 - \$180,000	6	20.00%	97.34%	96.50%	97.34%	0.00%	0.00%
\$180,001 - \$270,000	5	16.67%	97.67%	0.00%	98.84%	86.51%	0.00%
\$270,001 - \$380,000	6	20.00%	97.34%	0.00%	98.25%	97.50%	95.24%
\$380,001 and up	1	3.33%	81.82%	0.00%	81.82%	0.00%	0.00%
Median Sold/List Ratio		96.21%		90.13%	98.49%	94.60%	95.24%
Total Closed Units		30	100%	7	18	4	1
Total Closed Volume		5,235,400		700.50K	3.00M	1.16M	380.00K

December 2022



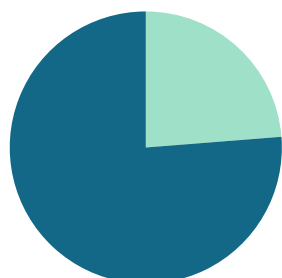
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

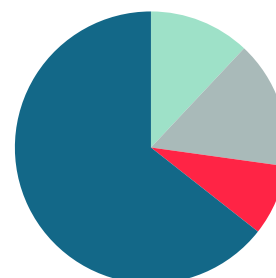


Inventory
 New Listings
52 = 23.74%
 Start Inventory
167
 Total Inventory Units
219
 Volume
\$75,600,130

Market Activity

Closed Sales
30 = 12.00%
 Pending Sales
38 = 15.20%
 Other Off Market
21 = 8.40%
 Active Inventory
161 = 64.40%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	76	30	-60.53%	859	697	-18.86%
Pending Sales	59	38	-35.59%	892	682	-23.54%
New Listings	81	52	-35.80%	1,049	876	-16.49%
Median List Price	153,900	141,950	-7.76%	158,224	178,000	12.50%
Median Sale Price	149,500	128,700	-13.91%	154,000	170,075	10.44%
Median Percent of Selling Price to List Price	99.40%	96.21%	-3.20%	98.89%	97.91%	-0.99%
Median Days on Market to Sale	15.00	25.00	66.67%	8.00	12.00	50.00%
Monthly Inventory	149	161	8.05%	149	161	8.05%
Months Supply of Inventory	2.08	2.77	33.17%	2.08	2.77	33.17%

Absorption: Last 12 months, an Average of **58** Sales/Month

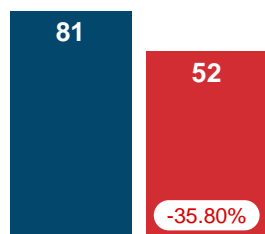
Inventory on December 31, 2022 = **161**

2021 **2022**

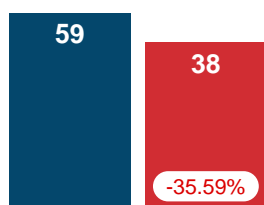
DECEMBER MARKET

MEDIAN PRICES

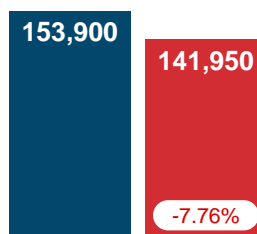
New Listings



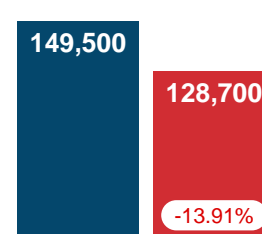
Pending Listings



List Price



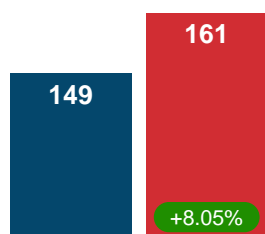
Sale Price



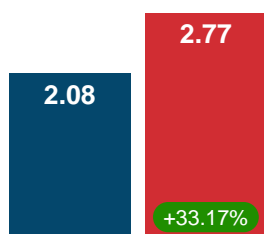
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

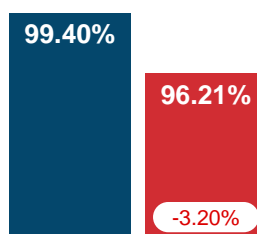
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

