

## February 2022



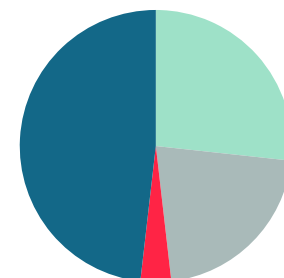
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	February 2022	+/-%
Closed Listings	45	66	46.67%
Pending Listings	60	53	-11.67%
New Listings	43	59	37.21%
Average List Price	182,789	186,402	1.98%
Average Sale Price	177,417	180,779	1.90%
Average Percent of Selling Price to List Price	95.48%	96.38%	0.94%
Average Days on Market to Sale	34.33	35.47	3.31%
End of Month Inventory	136	119	-12.50%
Months Supply of Inventory	2.43	1.62	-33.28%



■ Closed (26.72%)  
■ Pending (21.46%)  
■ Other OffMarket (3.64%)  
■ Active (48.18%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of February 28, 2022 = **119**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2022 decreased **12.50%** to 119 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 **1.62** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **1.90%** in February 2022 to \$180,779 versus the previous year at \$177,417.

##### Average Days on Market Lengthens

The average number of **35.47** days that homes spent on the market before selling increased by 1.14 days or **3.31%** in February 2022 compared to last year's same month at **34.33** DOM.

##### Sales Success for February 2022 is Positive

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

There were 59 New Listings in February 2022, up **37.21%** from last year at 43. Furthermore, there were 66 Closed Listings this month versus last year at 45, a **46.67%** increase.

Closed versus Listed trends yielded a **111.9%** ratio, up from previous year's, February 2021, at **104.7%**, a **6.89%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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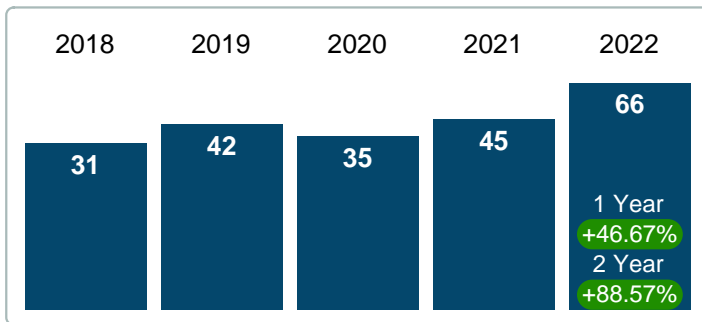
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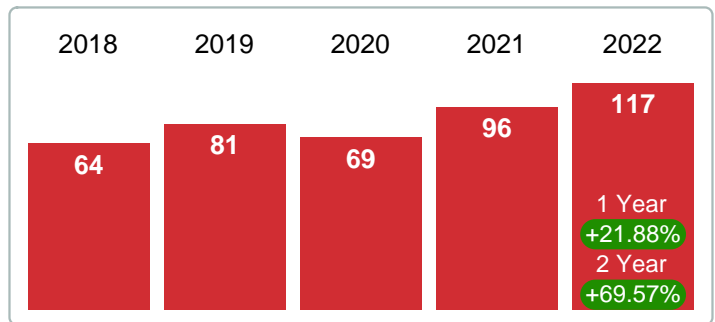
## CLOSED LISTINGS

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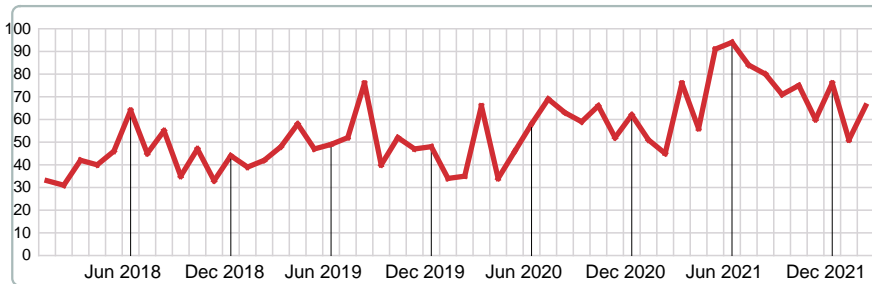
### FEBRUARY



### YEAR TO DATE (YTD)

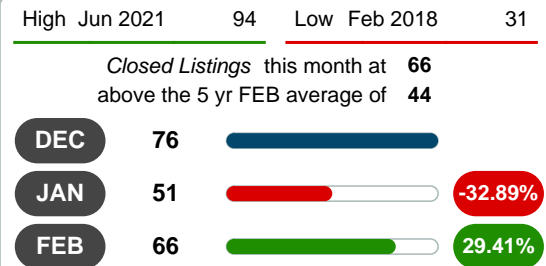


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.06%	39.0	4	0	0	0
\$50,001 - \$75,000	6	9.09%	47.7	3	3	0	0
\$75,001 - \$100,000	9	13.64%	31.4	5	3	1	0
\$100,001 - \$200,000	25	37.88%	29.6	6	17	2	0
\$200,001 - \$225,000	4	6.06%	67.8	0	2	2	0
\$225,001 - \$325,000	11	16.67%	18.7	0	8	3	0
\$325,001 and up	7	10.61%	56.9	0	1	6	0
<b>Total Closed Units</b>	<b>66</b>			<b>18</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,931,400</b>	<b>100%</b>	<b>35.5</b>	<b>1.65M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$180,779</b>			<b>\$91,736</b>	<b>\$175,393</b>	<b>\$308,343</b>	<b>\$0</b>

# February 2022



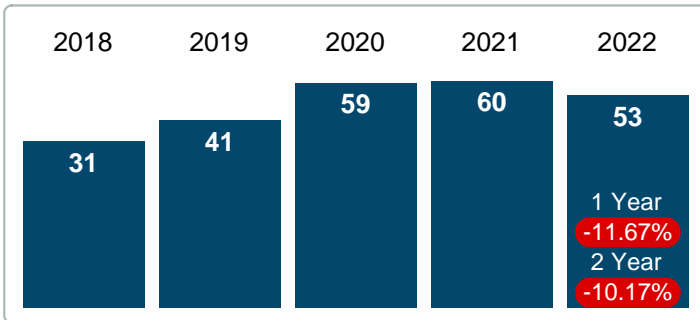
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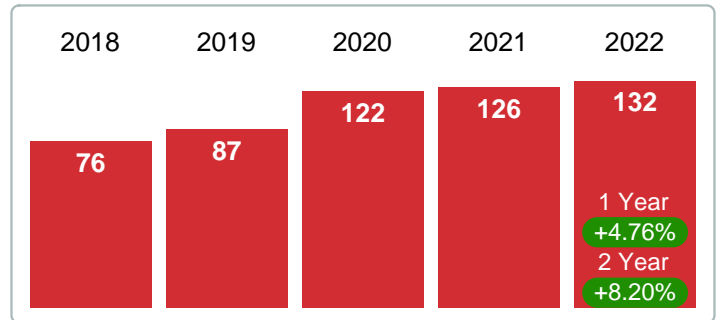
## PENDING LISTINGS

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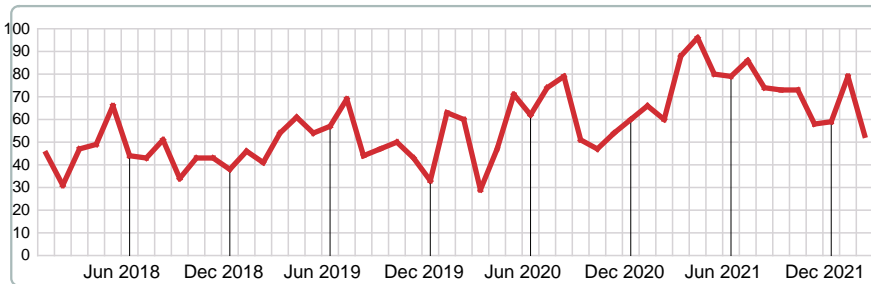
### FEBRUARY



### YEAR TO DATE (YTD)

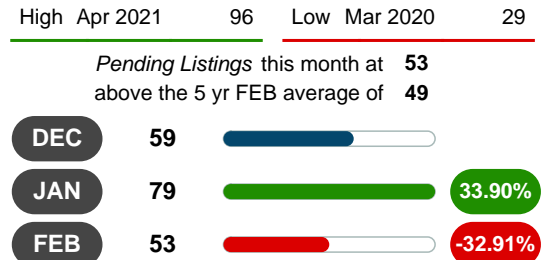


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 49



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.43%	47.2	1	4	0	0
\$75,001 - \$100,000	5	9.43%	134.6	0	5	0	0
\$100,001 - \$125,000	5	9.43%	41.6	3	2	0	0
\$125,001 - \$200,000	18	33.96%	29.4	4	11	3	0
\$200,001 - \$250,000	8	15.09%	49.3	0	6	2	0
\$250,001 - \$350,000	5	9.43%	23.4	0	3	2	0
\$350,001 and up	7	13.21%	79.9	0	4	2	1
<b>Total Pending Units</b>	<b>53</b>			<b>8</b>	<b>35</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,933,610</b>	<b>100%</b>	<b>51.3</b>	<b>1.01M</b>	<b>6.85M</b>	<b>2.51M</b>	<b>559.00K</b>
<b>Average Listing Price</b>	<b>\$206,295</b>			<b>\$126,319</b>	<b>\$195,809</b>	<b>\$278,973</b>	<b>\$559,000</b>

# February 2022



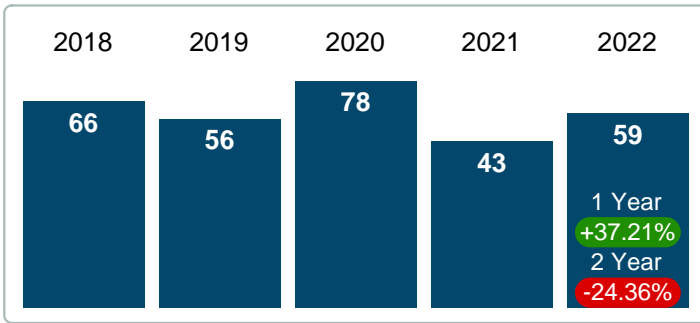
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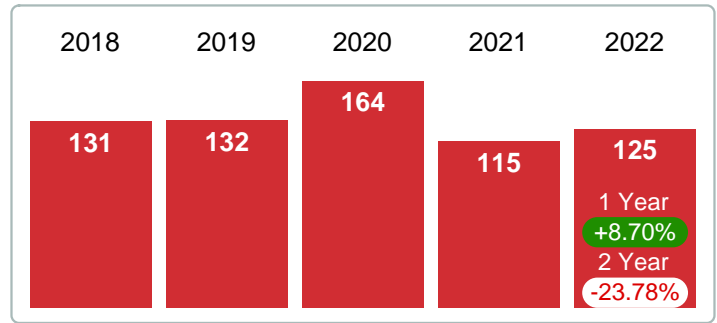
## NEW LISTINGS

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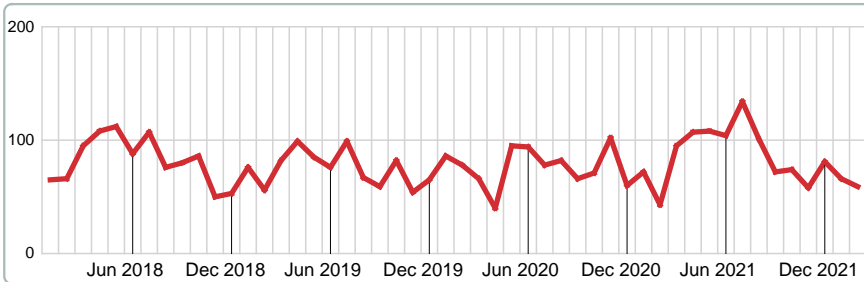
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

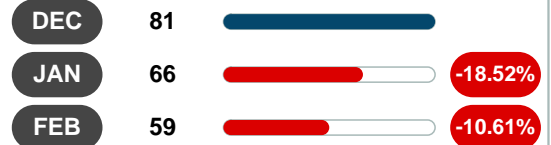


### 3 MONTHS

5 year FEB AVG = 60

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 59  
below the 5 yr FEB average of 60



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$75,000	9	15.25%	1	6	2	0
\$75,001 - \$100,000	10	16.95%	3	6	1	0
\$100,001 - \$175,000	15	25.42%	6	8	1	0
\$175,001 - \$300,000	10	16.95%	2	7	1	0
\$300,001 - \$475,000	9	15.25%	0	4	5	0
\$475,001 and up	6	10.17%	0	0	3	3
<b>Total New Listed Units</b>	<b>59</b>		<b>12</b>	<b>31</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>12,479,140</b>	<b>100%</b>	<b>1.56M</b>	<b>4.82M</b>	<b>4.23M</b>	<b>1.86M</b>
<b>Average New Listed Listing Price</b>	<b>\$197,459</b>		<b>\$130,212</b>	<b>\$155,629</b>	<b>\$325,738</b>	<b>\$619,167</b>

# February 2022



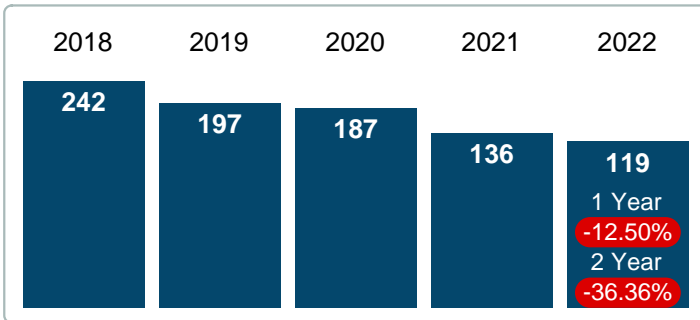
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



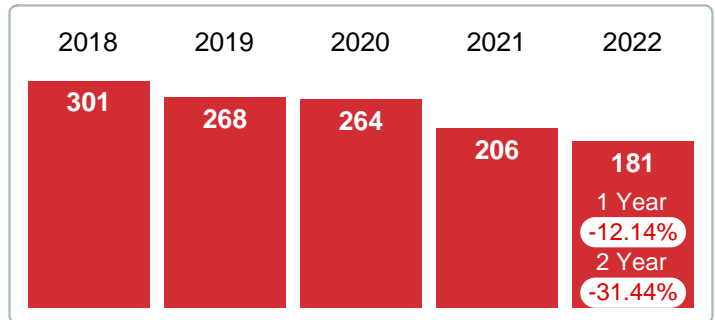
## ACTIVE INVENTORY

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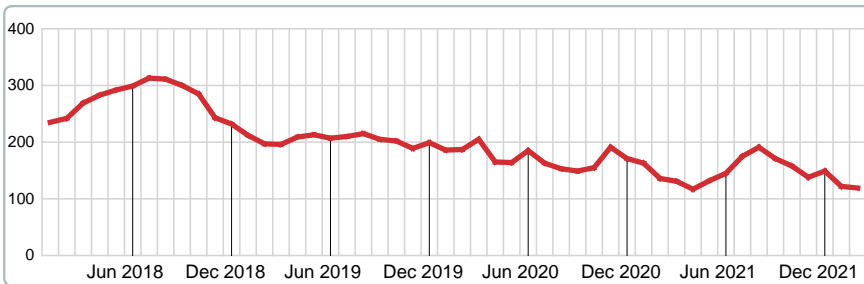
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

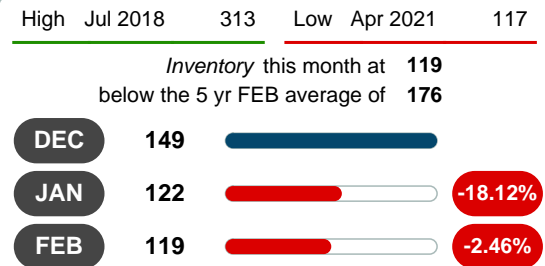


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 176



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.68%	66.5	2	0	0	0
\$25,001 - \$75,000	21	17.65%	67.1	5	14	2	0
\$75,001 - \$125,000	21	17.65%	68.6	7	13	1	0
\$125,001 - \$225,000	25	21.01%	93.1	3	19	2	1
\$225,001 - \$375,000	23	19.33%	71.4	1	15	5	2
\$375,001 - \$675,000	16	13.45%	115.9	0	4	9	3
\$675,001 and up	11	9.24%	106.8	0	5	3	3
<b>Total Active Inventory by Units</b>	<b>119</b>			<b>18</b>	<b>70</b>	<b>22</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>36,017,145</b>	<b>100%</b>	<b>83.9</b>	<b>1.86M</b>	<b>20.59M</b>	<b>8.75M</b>	<b>4.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$302,665</b>			<b>\$103,159</b>	<b>\$294,171</b>	<b>\$397,790</b>	<b>\$535,211</b>

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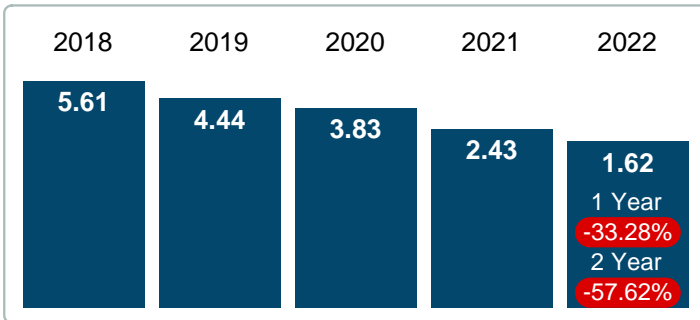
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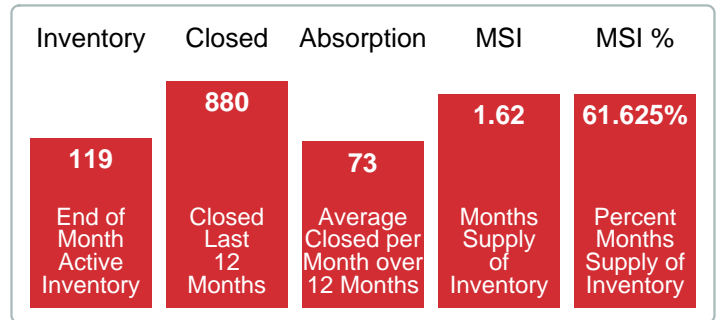
## MONTHS SUPPLY of INVENTORY (MSI)

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

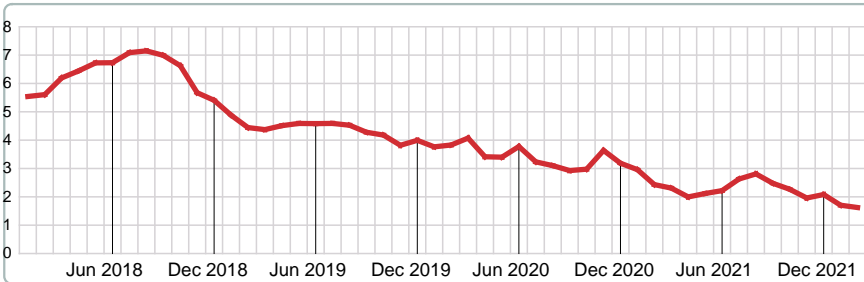
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

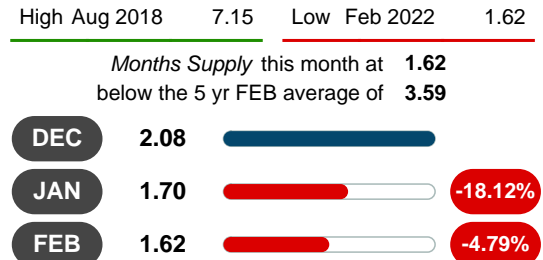


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 3.59



### 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
\$25,000 and less	2	1.68%	1.41	1.85	0.00	0.00	0.00
\$25,001 - \$75,000	21	17.65%	1.95	0.94	2.71	8.00	0.00
\$75,001 - \$125,000	21	17.65%	1.43	1.75	1.37	0.86	0.00
\$125,001 - \$225,000	25	21.01%	0.98	1.03	1.07	0.49	1.33
\$225,001 - \$375,000	23	19.33%	1.57	1.71	1.82	0.98	2.67
\$375,001 - \$675,000	16	13.45%	3.00	0.00	2.29	4.00	4.50
\$675,001 and up	11	9.24%	11.00	0.00	10.00	12.00	36.00
Market Supply of Inventory (MSI)			1.62	1.22	1.62	1.67	4.00
Total Active Inventory by Units		100%	1.62	18	70	22	9

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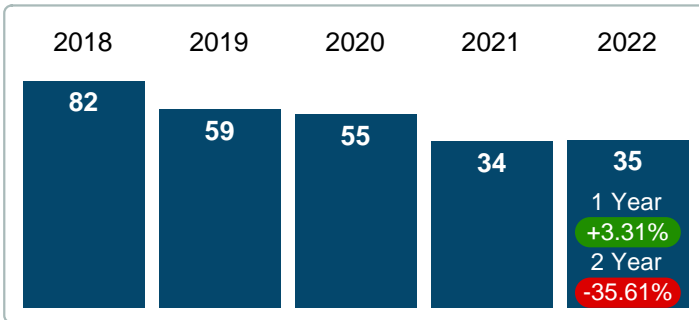
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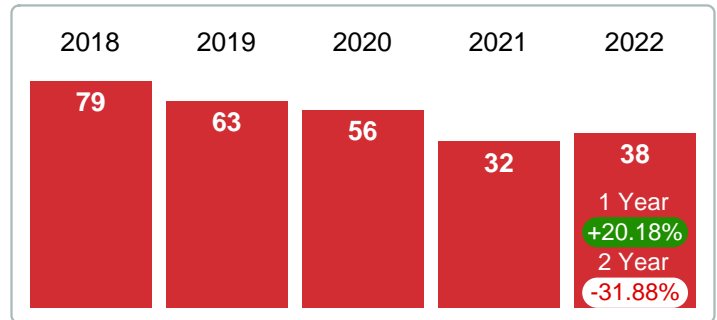
## AVERAGE DAYS ON MARKET TO SALE

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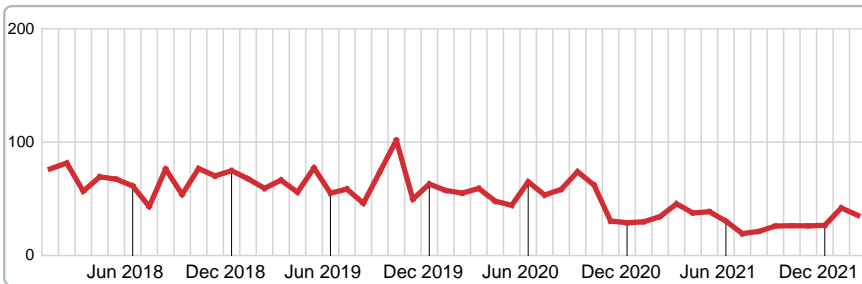
### FEBRUARY



### YEAR TO DATE (YTD)

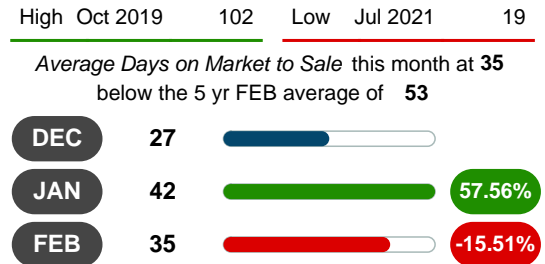


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 53



### 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
\$50,000 and less	6.06%	39	39	0	0	0
\$50,001 - \$75,000	9.09%	48	57	39	0	0
\$75,001 - \$100,000	13.64%	31	11	71	14	0
\$100,001 - \$200,000	37.88%	30	29	29	41	0
\$200,001 - \$225,000	6.06%	68	0	27	109	0
\$225,001 - \$325,000	16.67%	19	0	24	6	0
\$325,001 and up	10.61%	57	0	30	61	0
<b>Average Closed DOM</b>		<b>35</b>	<b>31</b>	<b>32</b>	<b>50</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>35</b>	<b>18</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,931,400</b>	<b>1.65M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>



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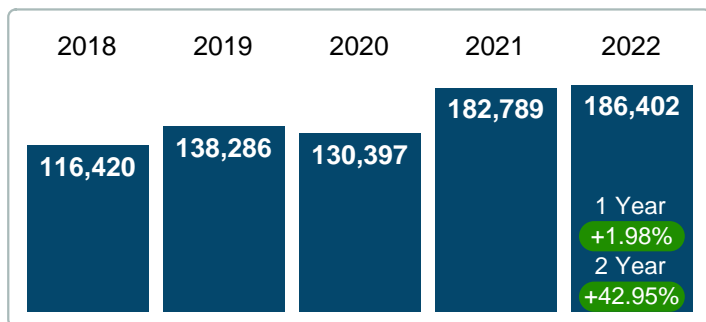
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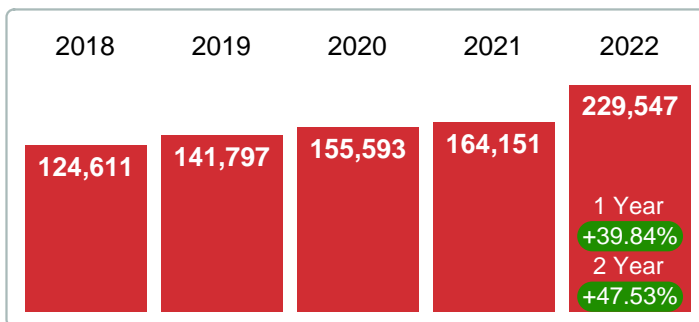
## AVERAGE LIST PRICE AT CLOSING

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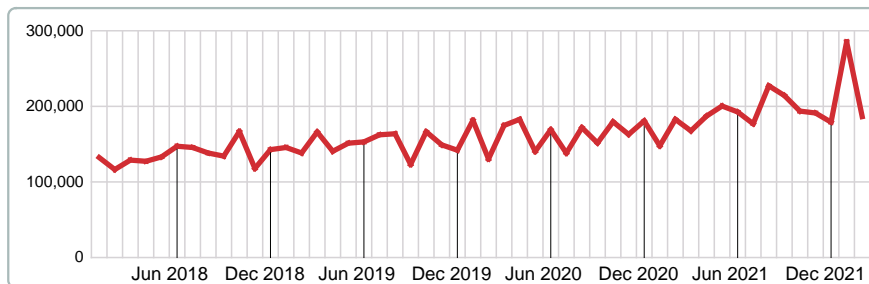
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

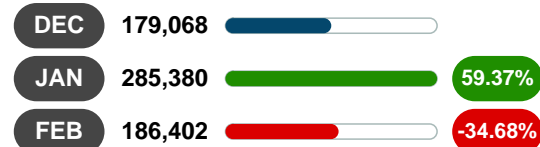


### 3 MONTHS

5 year FEB AVG = 150,859

High Jan 2022 285,380 Low Feb 2018 116,420

Average List Price at Closing this month at **186,402** above the 5 yr FEB average of **150,859**



### 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
\$50,000 and less	4	6.06%	45,500	0	0	0
\$50,001 - \$75,000	3	4.55%	70,800	81,333	0	0
\$75,001 - \$100,000	9	13.64%	91,640	93,800	104,999	0
\$100,001 - \$200,000	27	40.91%	142,025	156,482	155,450	0
\$200,001 - \$225,000	5	7.58%	0	219,950	239,750	0
\$225,001 - \$325,000	12	18.18%	0	273,013	270,000	0
\$325,001 and up	6	9.09%	0	325,000	459,633	0
<b>Average List Price</b>		<b>186,402</b>	<b>94,708</b>	<b>180,429</b>	<b>318,800</b>	<b>0</b>
<b>Total Closed Units</b>		<b>66</b>	<b>18</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,302,549</b>	<b>1.70M</b>	<b>6.13M</b>	<b>4.46M</b>	<b>0.00B</b>



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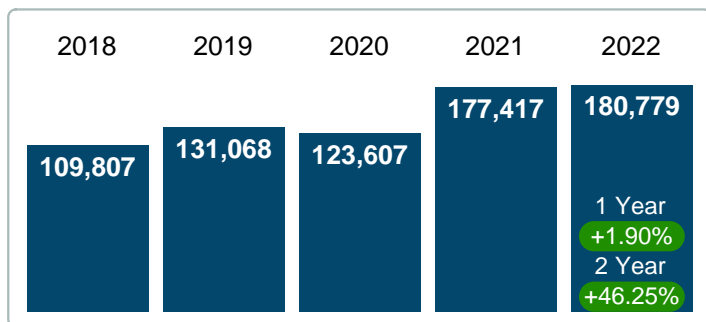
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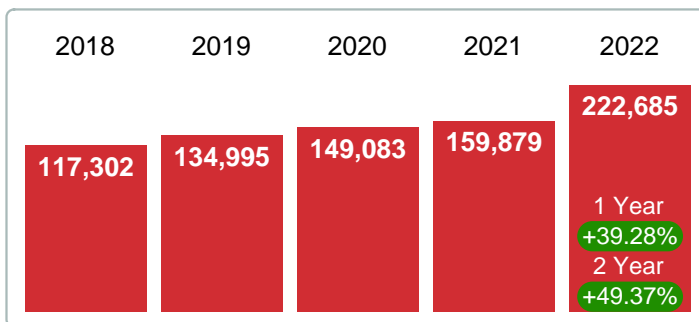
## AVERAGE SOLD PRICE AT CLOSING

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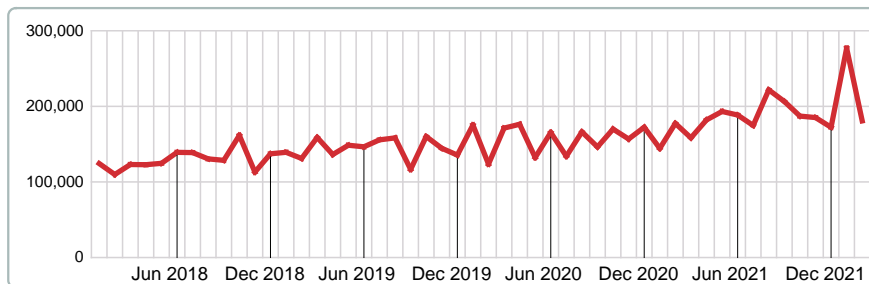
### FEBRUARY



### YEAR TO DATE (YTD)

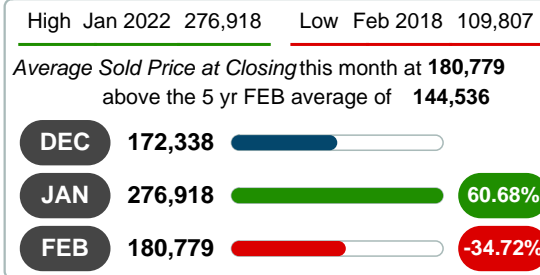


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 144,536



### 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
\$50,000 and less <span>4</span>	6.06%	44,375	44,375	0	0	0
\$50,001 - \$75,000 <span>6</span>	9.09%	66,650	67,833	65,467	0	0
\$75,001 - \$100,000 <span>9</span>	13.64%	88,378	88,500	84,967	98,000	0
\$100,001 - \$200,000 <span>25</span>	37.88%	149,040	137,958	152,544	152,500	0
\$200,001 - \$225,000 <span>4</span>	6.06%	214,725	0	217,450	212,000	0
\$225,001 - \$325,000 <span>11</span>	16.67%	267,445	0	268,238	265,333	0
\$325,001 and up <span>7</span>	10.61%	433,114	0	338,000	448,967	0
<b>Average Sold Price</b>		<b>180,779</b>	<b>91,736</b>	<b>175,393</b>	<b>308,343</b>	<b>0</b>
<b>Total Closed Units</b>		<b>66</b>	<b>18</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,931,400</b>	<b>1.65M</b>	<b>5.96M</b>	<b>4.32M</b>	<b>0.00B</b>

# February 2022



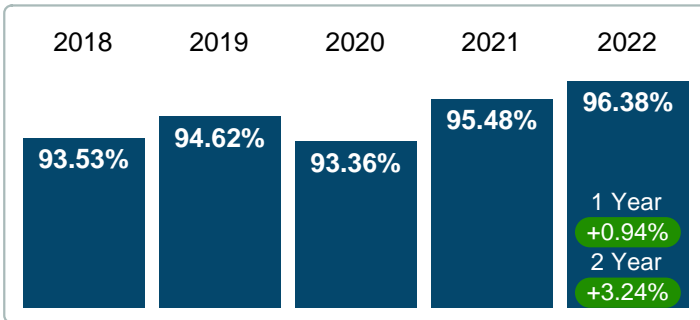
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



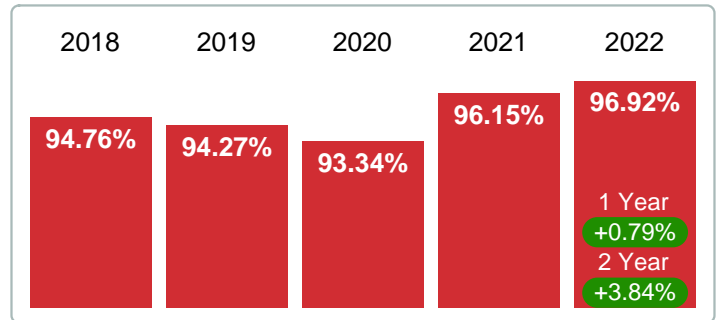
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

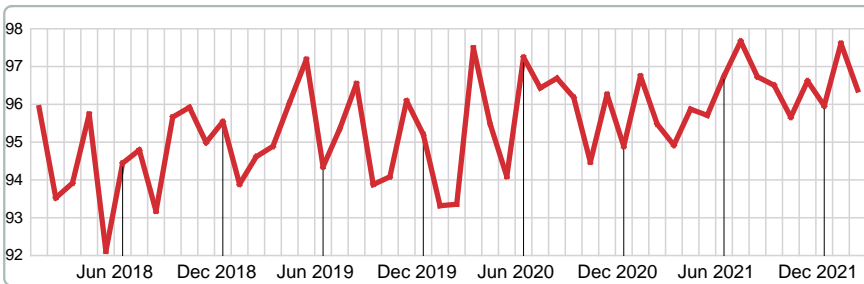
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

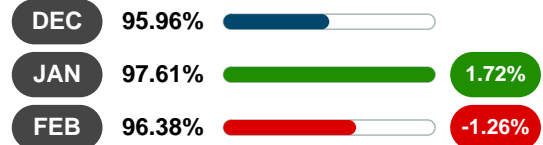


### 3 MONTHS

5 year FEB AVG = 94.67%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.38%**  
above the 5 yr FEB average of **94.67%**



## 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
\$50,000 and less	4	6.06%	97.18%	97.18%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	6	9.09%	89.30%	96.11%	82.50%	0.00%	0.00%
\$75,001 - \$100,000	9	13.64%	94.79%	97.25%	91.18%	93.33%	0.00%
\$100,001 - \$200,000	25	37.88%	97.40%	96.85%	97.53%	98.03%	0.00%
\$200,001 - \$225,000	4	6.06%	94.64%	0.00%	98.86%	90.41%	0.00%
\$225,001 - \$325,000	11	16.67%	98.22%	0.00%	98.25%	98.15%	0.00%
\$325,001 and up	7	10.61%	98.48%	0.00%	104.00%	97.56%	0.00%
Average Sold/List Ratio		96.40%		96.91%	96.08%	96.43%	0.00%
Total Closed Units		66	100%	18	34	14	
Total Closed Volume		11,931,400		1.65M	5.96M	4.32M	0.00B

# February 2022



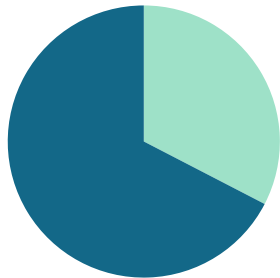
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

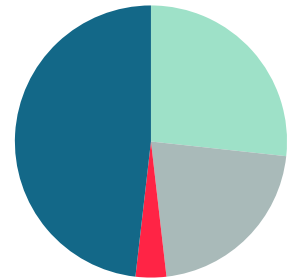


**Inventory**  
 New Listings  
**59 = 32.60%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**181**  
 Volume  
**\$48,410,054**

### Market Activity

Closed Sales  
**66 = 26.72%**  
 Pending Sales  
**53 = 21.46%**  
 Other Off Market  
**9 = 3.64%**  
 Active Inventory  
**119 = 48.18%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	45	66	46.67%	96	117	21.88%
Pending Sales	60	53	-11.67%	126	132	4.76%
New Listings	43	59	37.21%	115	125	8.70%
Average List Price	182,789	186,402	1.98%	164,151	229,547	39.84%
Average Sale Price	177,417	180,779	1.90%	159,879	222,685	39.28%
Average Percent of Selling Price to List Price	95.48%	96.38%	0.94%	96.15%	96.92%	0.79%
Average Days on Market to Sale	34.33	35.47	3.31%	31.88	38.31	20.18%
Monthly Inventory	136	119	-12.50%	136	119	-12.50%
Months Supply of Inventory	2.43	1.62	-33.28%	2.43	1.62	-33.28%

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

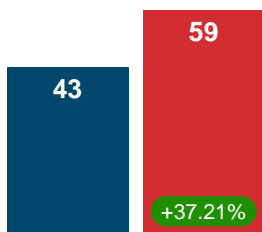
**Inventory** on February 28, 2022 = **119**

**2021** **2022**

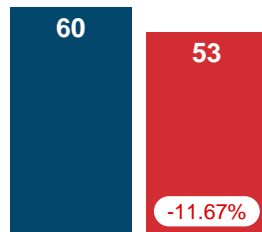
### FEBRUARY MARKET

### AVERAGE PRICES

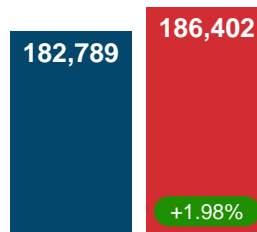
#### New Listings



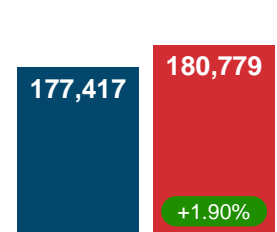
#### Pending Listings



#### List Price



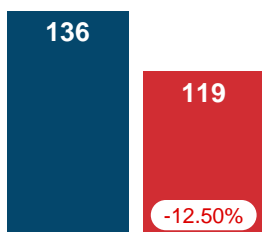
#### Sale Price



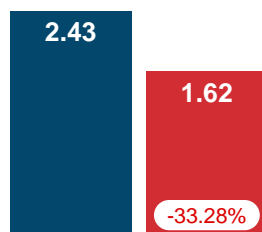
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

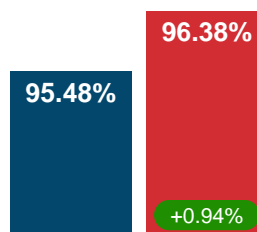
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

