

February 2022



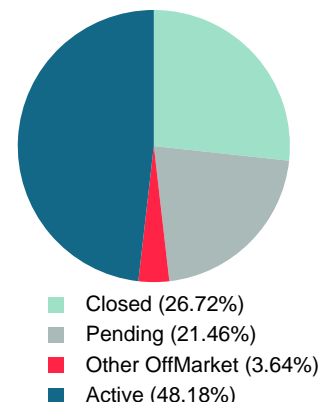
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	45	66	46.67%
Pending Listings	60	53	-11.67%
New Listings	43	59	37.21%
Median List Price	159,900	155,450	-2.78%
Median Sale Price	157,000	152,500	-2.87%
Median Percent of Selling Price to List Price	98.19%	99.84%	1.68%
Median Days on Market to Sale	9.00	11.50	27.78%
End of Month Inventory	136	119	-12.50%
Months Supply of Inventory	2.43	1.62	-33.28%



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.

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 **2.87%** in February 2022 to \$152,500 versus the previous year at \$157,000.

Median Days on Market Lengthens

The median number of **11.50** days that homes spent on the market before selling increased by 2.50 days or **27.78%** in February 2022 compared to last year's same month at **9.00** DOM.

Sales Success for February 2022 is Positive

Overall, with Median Prices falling 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.

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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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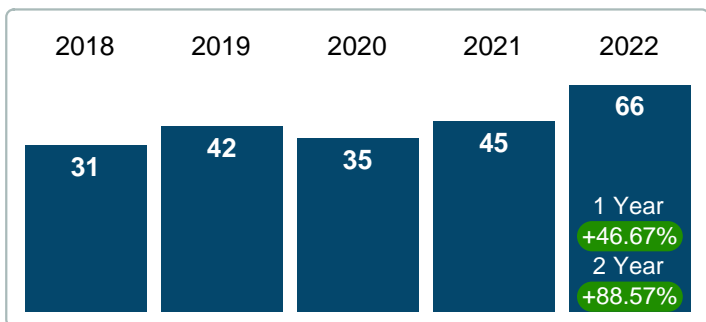
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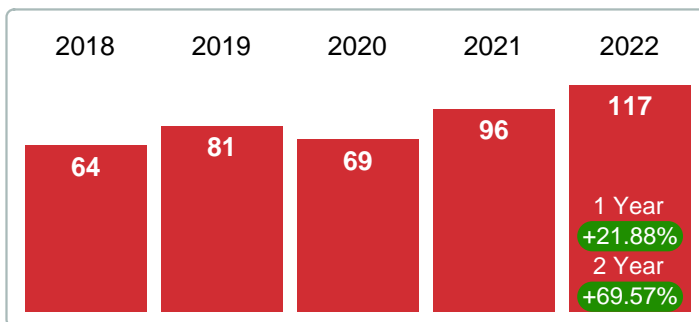
CLOSED LISTINGS

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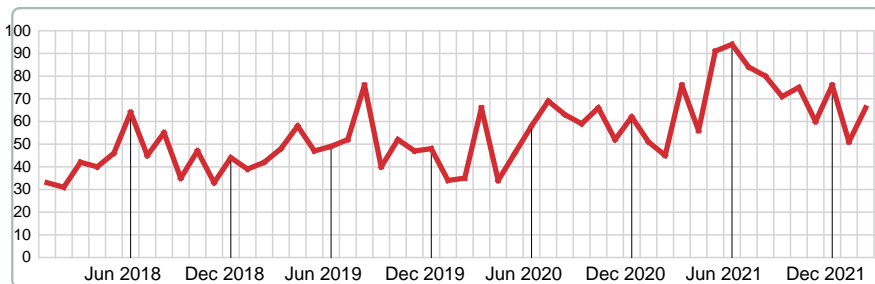
FEBRUARY



YEAR TO DATE (YTD)

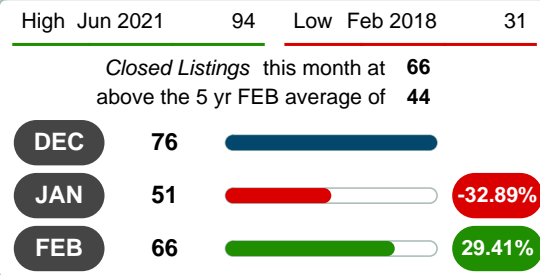


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.06%	10.0	4	0	0	0
\$50,001 - \$75,000	6	9.09%	22.0	3	3	0	0
\$75,001 - \$100,000	9	13.64%	11.0	5	3	1	0
\$100,001 - \$200,000	25	37.88%	6.0	6	17	2	0
\$200,001 - \$225,000	4	6.06%	56.0	0	2	2	0
\$225,001 - \$325,000	11	16.67%	9.0	0	8	3	0
\$325,001 and up	7	10.61%	68.0	0	1	6	0
Total Closed Units	66			18	34	14	0
Total Closed Volume	11,931,400	100%	11.5	1.65M	5.96M	4.32M	0.00B
Median Closed Price	\$152,500			\$85,750	\$172,500	\$280,000	\$0

February 2022



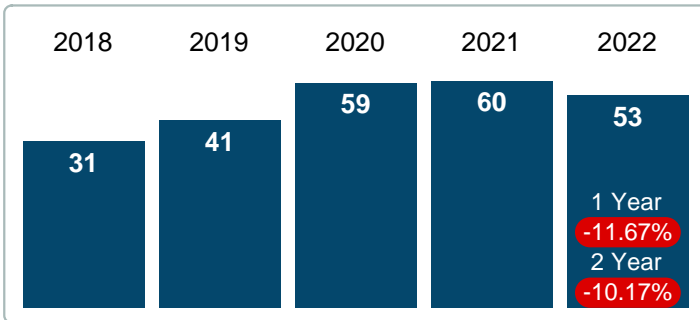
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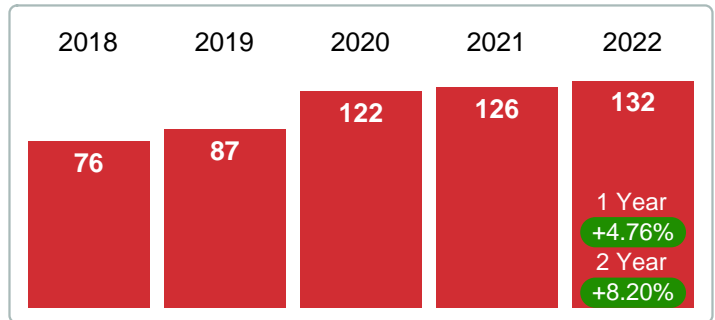
PENDING LISTINGS

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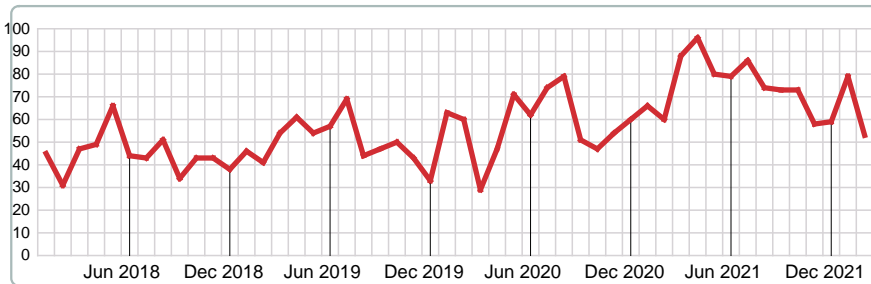
FEBRUARY



YEAR TO DATE (YTD)

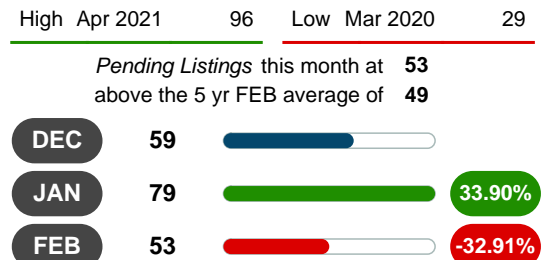


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.43%	9.0	1	4	0	0
\$75,001 - \$100,000	5	9.43%	88.0	0	5	0	0
\$100,001 - \$125,000	5	9.43%	6.0	3	2	0	0
\$125,001 - \$200,000	18	33.96%	5.0	4	11	3	0
\$200,001 - \$250,000	8	15.09%	31.0	0	6	2	0
\$250,001 - \$350,000	5	9.43%	9.0	0	3	2	0
\$350,001 and up	7	13.21%	53.0	0	4	2	1
Total Pending Units	53			8	35	9	1
Total Pending Volume	10,933,610	100%	18.0	1.01M	6.85M	2.51M	559.00K
Median Listing Price	\$179,000			\$126,700	\$177,400	\$247,000	\$559,000

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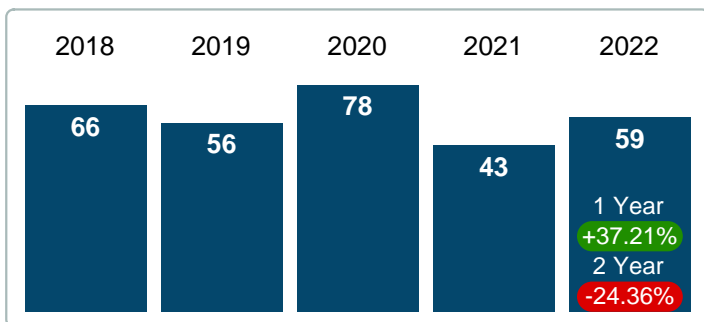
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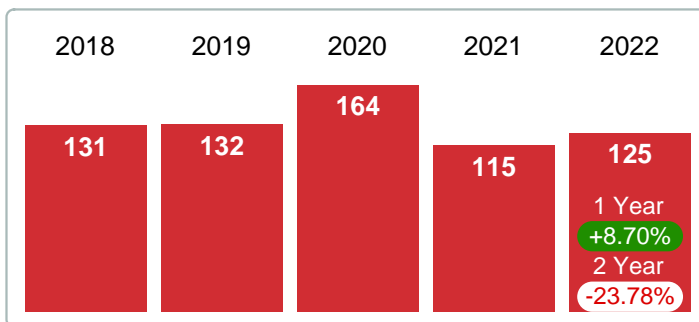
NEW LISTINGS

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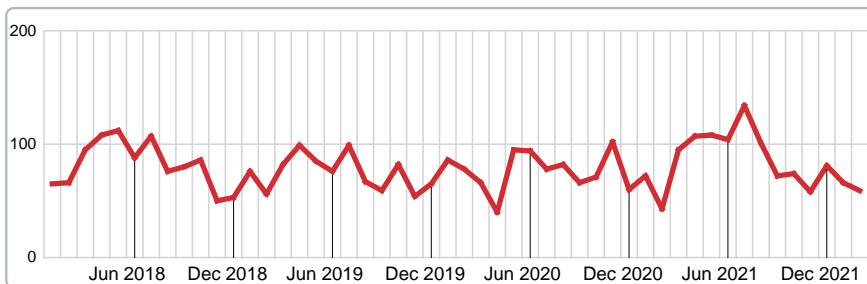
FEBRUARY



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			
\$40,000 and less	2	3.39%	0				1				1				0			
\$40,001 - \$80,000	10	16.95%	2				6				2				0			
\$80,001 - \$110,000	8	13.56%	2				6				0				0			
\$110,001 - \$190,000	16	27.12%	7				8				1				0			
\$190,001 - \$310,000	9	15.25%	1				6				2				0			
\$310,001 - \$490,000	8	13.56%	0				4				4				0			
\$490,001 and up	6	10.17%	0				0				3				3			
Total New Listed Units	59		12				31				13				3			
Total New Listed Volume	12,479,140	100%	1.56M				4.82M				4.23M				1.86M			
Median New Listed Listing Price	\$149,000		\$119,500				\$133,500				\$319,000				\$559,000			

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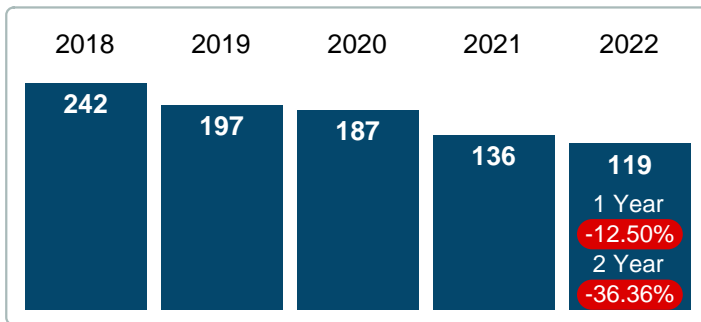
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



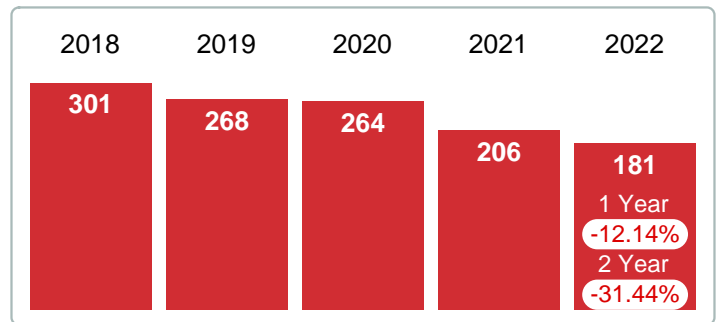
ACTIVE INVENTORY

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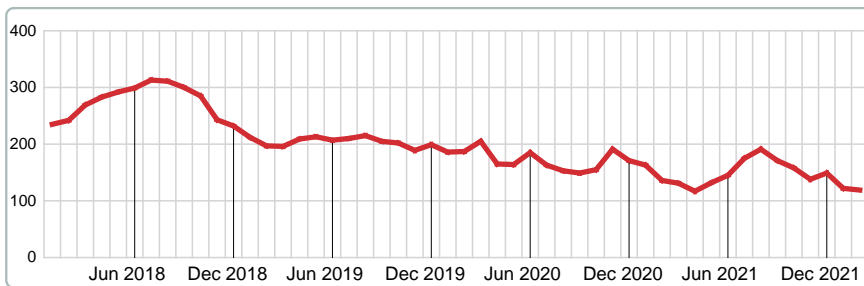
END OF FEBRUARY



ACTIVE DURING FEBRUARY

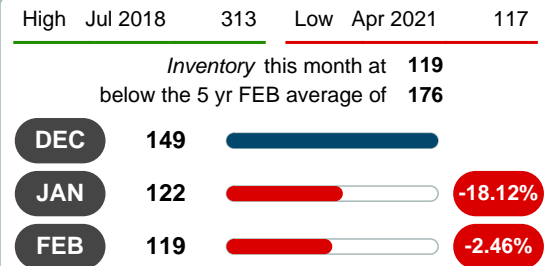


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 176



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	46.0	5	14	2	0
\$75,001 - \$125,000	21	17.65%	19.0	7	13	1	0
\$125,001 - \$225,000	25	21.01%	61.0	3	19	2	1
\$225,001 - \$375,000	23	19.33%	49.0	1	15	5	2
\$375,001 - \$675,000	16	13.45%	112.0	0	4	9	3
\$675,001 and up	11	9.24%	69.0	0	5	3	3
Total Active Inventory by Units	119			18	70	22	9
Total Active Inventory by Volume	36,017,145	100%	54.0	1.86M	20.59M	8.75M	4.82M
Median Active Inventory Listing Price	\$180,000			\$87,250	\$169,750	\$399,000	\$549,000

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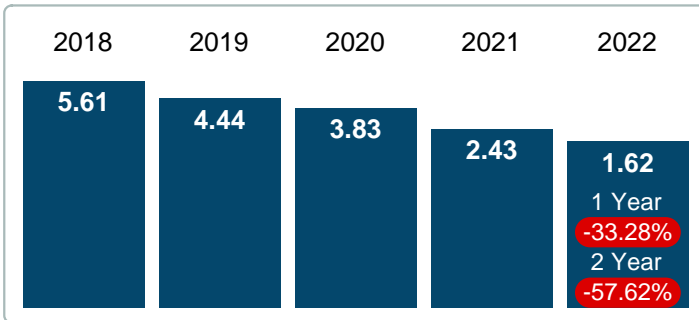
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



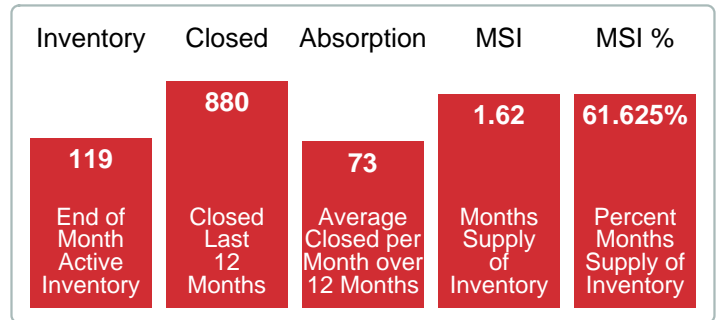
MONTHS SUPPLY of INVENTORY (MSI)

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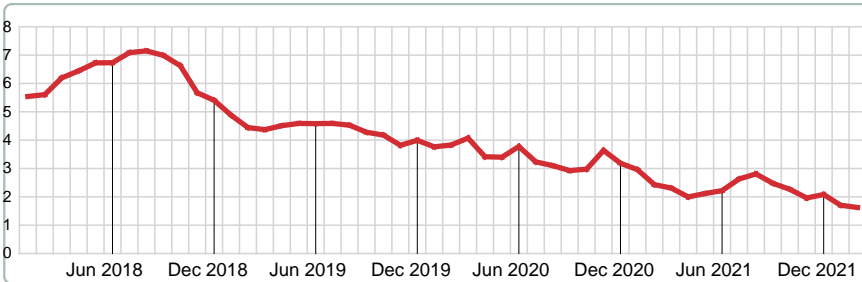
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

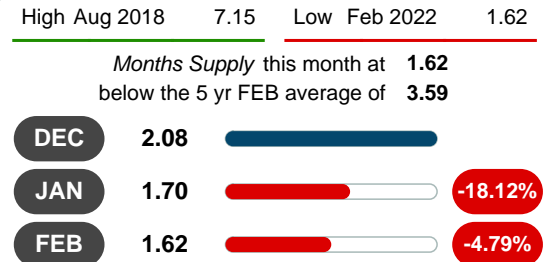


5 YEAR MARKET ACTIVITY TRENDS



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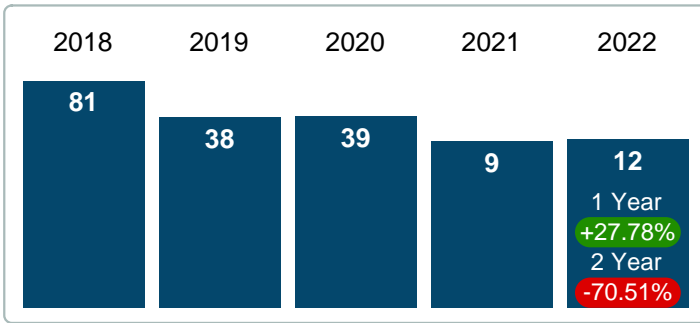
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



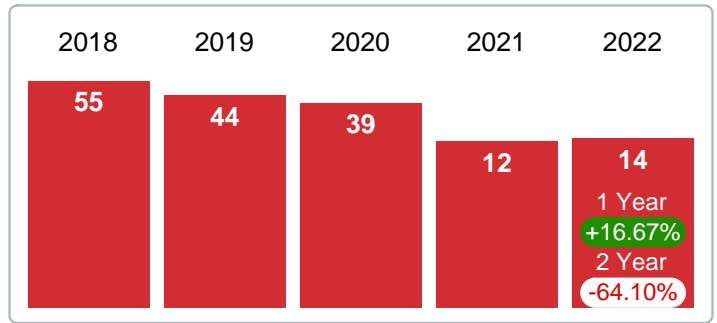
MEDIAN DAYS ON MARKET TO SALE

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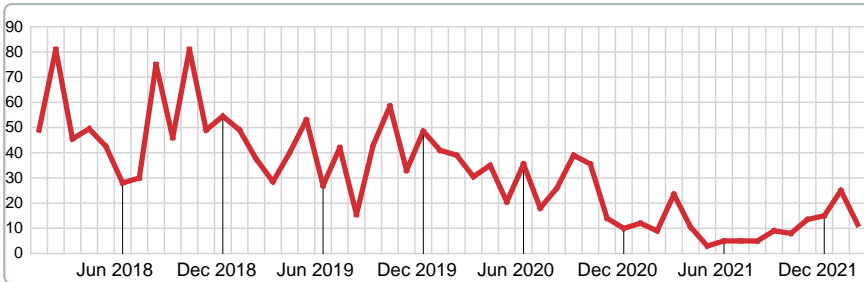
FEBRUARY



YEAR TO DATE (YTD)

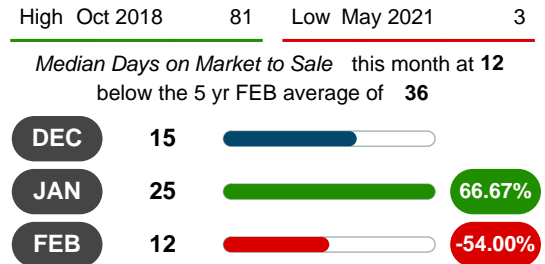


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 36



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	6.06%	10	10	0	0	0
\$50,001 - \$75,000	9.09%	22	4	40	0	0
\$75,001 - \$100,000	13.64%	11	9	11	14	0
\$100,001 - \$200,000	37.88%	6	12	6	41	0
\$200,001 - \$225,000	6.06%	56	0	27	109	0
\$225,001 - \$325,000	16.67%	9	0	16	8	0
\$325,001 and up	10.61%	68	0	30	74	0
Median Closed DOM		12	8	11	37	0
Total Closed Units	100%	66	18	34	14	
Total Closed Volume		11,931,400	1.65M	5.96M	4.32M	0.00B

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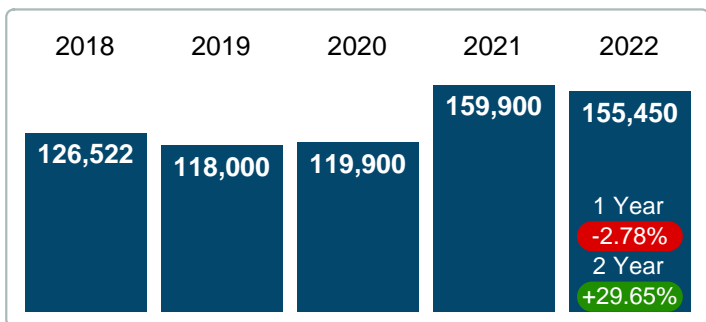
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



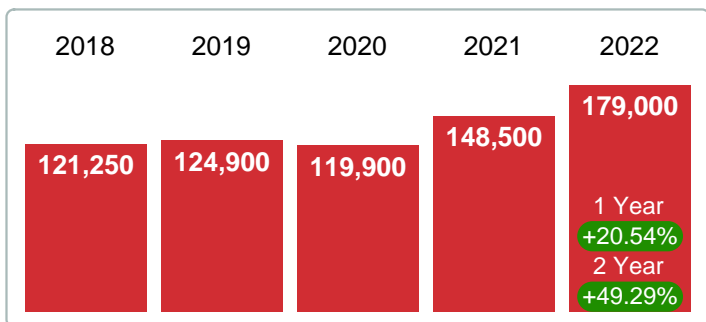
MEDIAN LIST PRICE AT CLOSING

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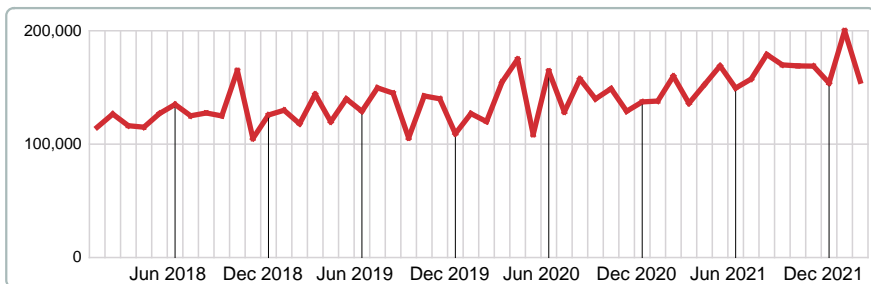
FEBRUARY



YEAR TO DATE (YTD)

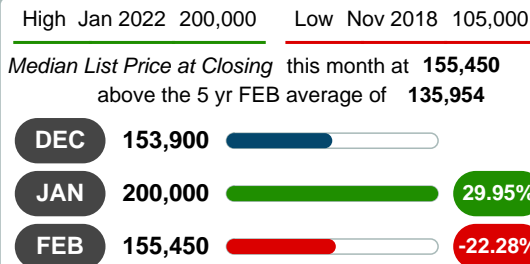


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 135,954



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	4	6.06%	46,750	46,750	0	0	0
\$50,001 - \$75,000	3	4.55%	70,000	67,200	70,000	0	0
\$75,001 - \$100,000	9	13.64%	84,900	84,500	89,450	0	0
\$100,001 - \$200,000	27	40.91%	135,000	131,250	134,250	155,450	0
\$200,001 - \$225,000	5	7.58%	219,900	0	219,900	0	0
\$225,001 - \$325,000	12	18.18%	279,950	0	287,450	267,000	0
\$325,001 and up	6	9.09%	496,950	0	0	496,950	0
Median List Price			155,450	84,700	179,450	293,500	0
Total Closed Units		100%	155,450	18	34	14	
Total Closed Volume			12,302,549	1.70M	6.13M	4.46M	0.00B

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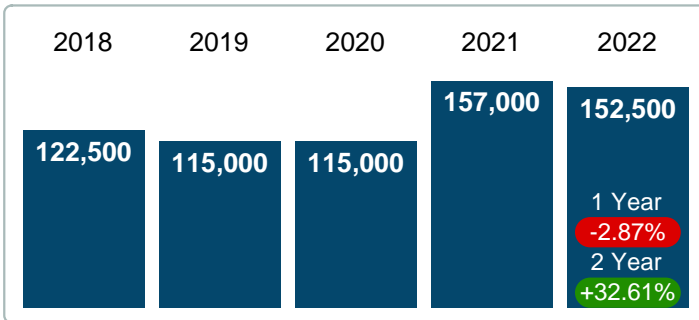
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



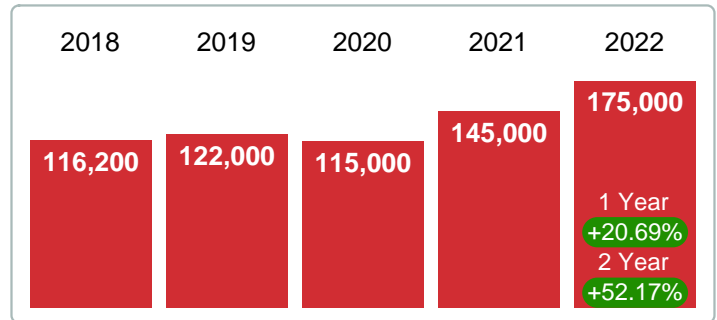
MEDIAN SOLD PRICE AT CLOSING

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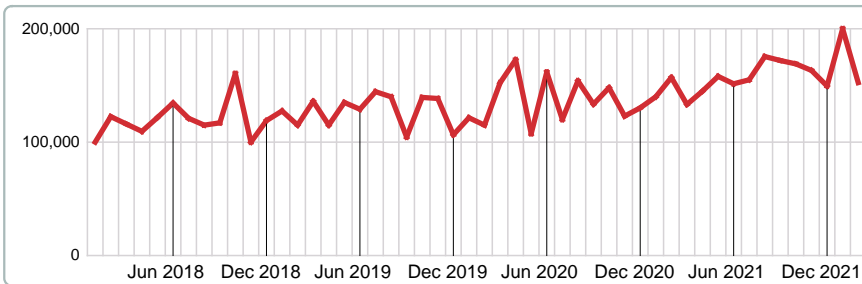
FEBRUARY



YEAR TO DATE (YTD)

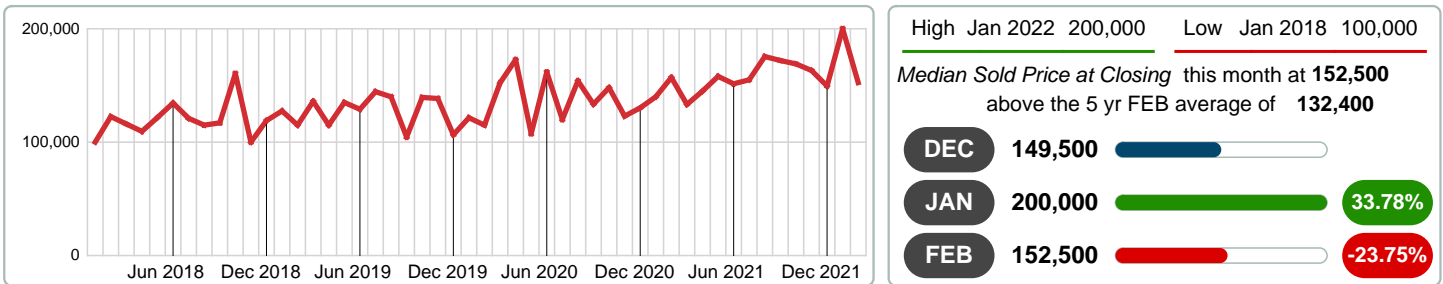


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 132,400



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	4	6.06%	46,500	46,500	0	0
\$50,001 - \$75,000	6	9.09%	70,000	70,000	70,000	0
\$75,001 - \$100,000	9	13.64%	87,000	87,000	84,900	98,000
\$100,001 - \$200,000	25	37.88%	140,350	128,125	140,350	152,500
\$200,001 - \$225,000	4	6.06%	217,450	0	217,450	212,000
\$225,001 - \$325,000	11	16.67%	255,000	0	267,450	254,000
\$325,001 and up	7	10.61%	450,000	0	338,000	474,950
Median Sold Price		152,500		85,750	172,500	280,000
Total Closed Units	66	100%	152,500	18	34	14
Total Closed Volume	11,931,400			1.65M	5.96M	4.32M

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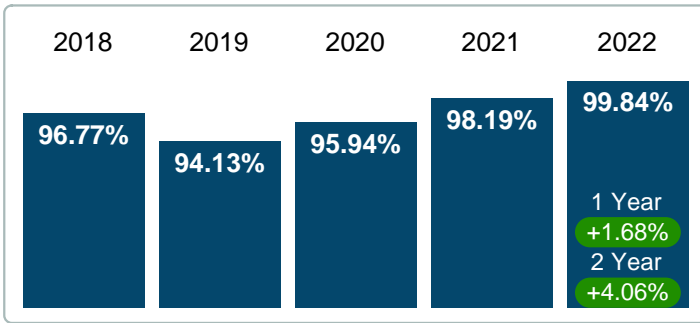
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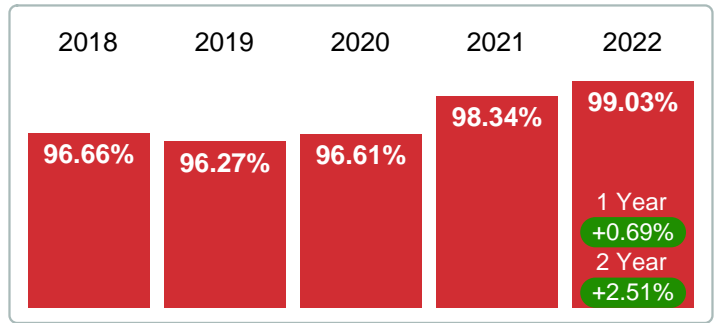
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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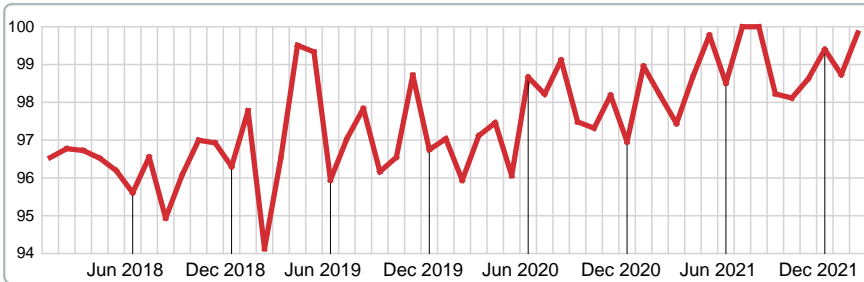
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

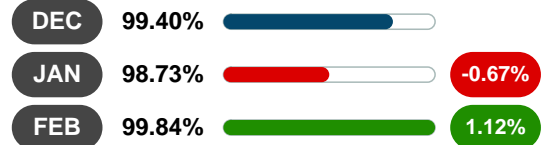


3 MONTHS

5 year FEB AVG = 96.97%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **99.84%**
above the 5 yr FEB average of **96.97%**



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	4	6.06%	99.48%	99.48%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	6	9.09%	94.16%	94.87%	87.50%	0.00%	0.00%
\$75,001 - \$100,000	9	13.64%	94.74%	100.00%	94.74%	93.33%	0.00%
\$100,001 - \$200,000	25	37.88%	100.00%	97.96%	100.00%	98.03%	0.00%
\$200,001 - \$225,000	4	6.06%	98.86%	0.00%	98.86%	90.41%	0.00%
\$225,001 - \$325,000	11	16.67%	99.67%	0.00%	99.06%	99.67%	0.00%
\$325,001 and up	7	10.61%	100.00%	0.00%	104.00%	100.00%	0.00%
Median Sold/List Ratio		99.84%		99.48%	99.72%	99.84%	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



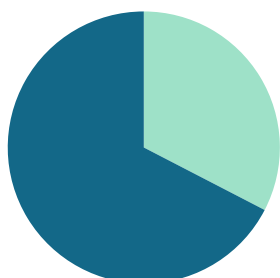
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

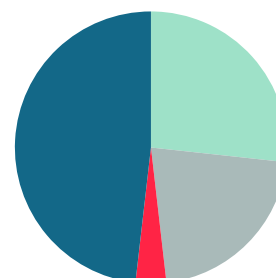


Inventory
 New Listings **59 = 32.60%**
 Start Inventory **122**
 Total Inventory Units **181**
 Volume **\$48,410,054**

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%
Median List Price	159,900	155,450	-2.78%	148,500	179,000	20.54%
Median Sale Price	157,000	152,500	-2.87%	145,000	175,000	20.69%
Median Percent of Selling Price to List Price	98.19%	99.84%	1.68%	98.34%	99.03%	0.69%
Median Days on Market to Sale	9.00	11.50	27.78%	12.00	14.00	16.67%
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

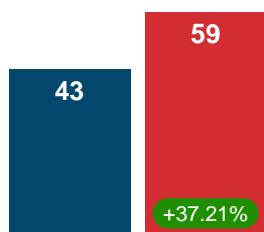
Inventory on February 28, 2022 = **119**

2021 **2022**

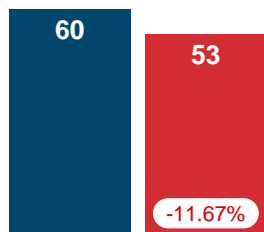
FEBRUARY MARKET

MEDIAN PRICES

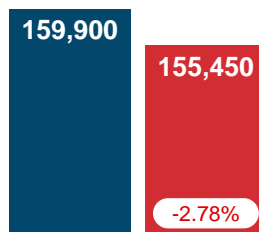
New Listings



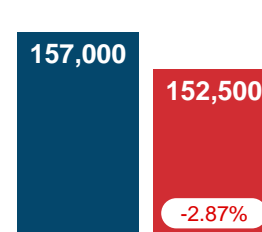
Pending Listings



List Price



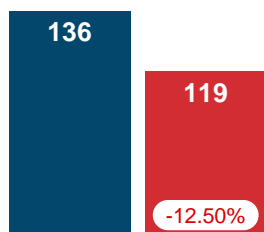
Sale Price



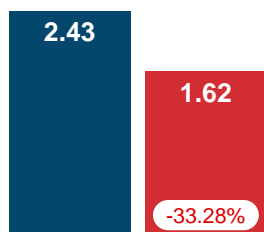
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

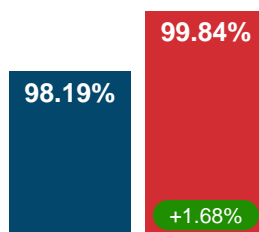
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

