

July 2022



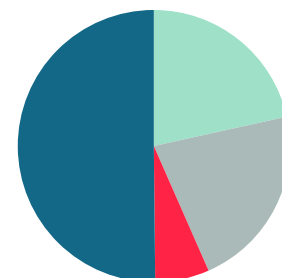
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	84	67	-20.24%
Pending Listings	86	68	-20.93%
New Listings	134	95	-29.10%
Average List Price	176,939	215,230	21.64%
Average Sale Price	174,729	205,369	17.54%
Average Percent of Selling Price to List Price	97.67%	95.54%	-2.18%
Average Days on Market to Sale	19.32	37.03	91.65%
End of Month Inventory	175	156	-10.86%
Months Supply of Inventory	2.63	2.35	-10.52%



■ Closed (21.54%)
■ Pending (21.86%)
■ Other OffMarket (6.43%)
■ Active (50.16%)

Absorption: Last 12 months, an Average of **66** Sales/Month
Active Inventory as of July 31, 2022 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **10.86%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **2.35** 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 **17.54%** in July 2022 to \$205,369 versus the previous year at \$174,729.

Average Days on Market Lengthens

The average number of **37.03** days that homes spent on the market before selling increased by 17.71 days or **91.65%** in July 2022 compared to last year's same month at **19.32** DOM.

Sales Success for July 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 95 New Listings in July 2022, down **29.10%** from last year at 134. Furthermore, there were 67 Closed Listings this month versus last year at 84, a **-20.24%** decrease.

Closed versus Listed trends yielded a **70.5%** ratio, up from previous year's, July 2021, at **62.7%**, a **12.51%** 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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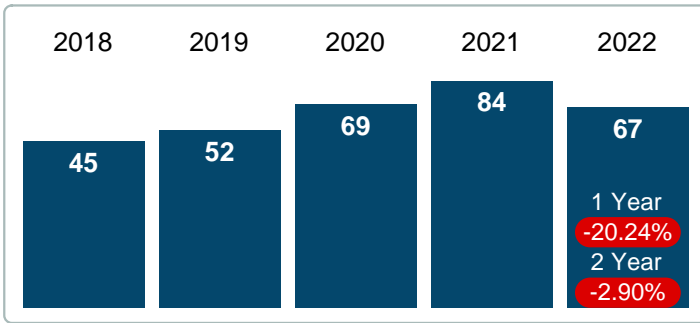
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



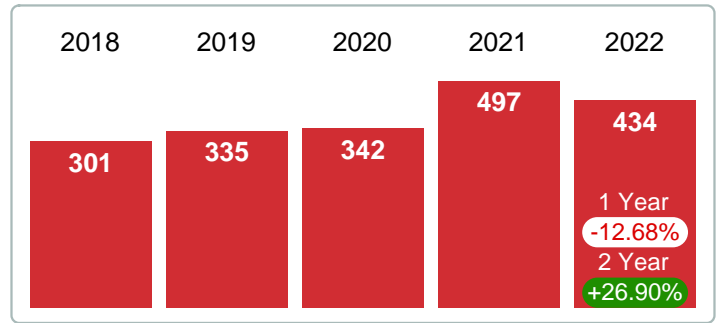
CLOSED LISTINGS

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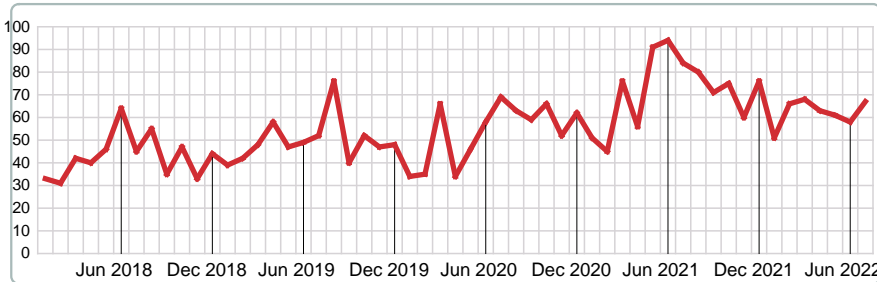
JULY



YEAR TO DATE (YTD)

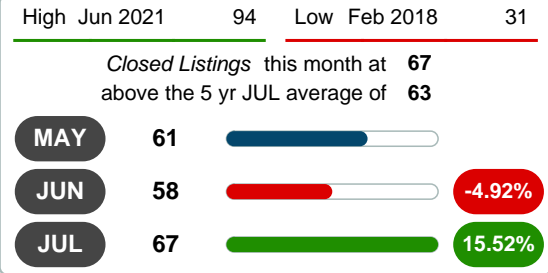


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.48%	69.0	1	0	2	0
\$25,001 - \$100,000	12	17.91%	20.3	4	6	1	1
\$100,001 - \$125,000	4	5.97%	82.0	1	2	1	0
\$125,001 - \$175,000	17	25.37%	37.8	5	9	2	1
\$175,001 - \$250,000	15	22.39%	31.0	1	8	4	2
\$250,001 - \$400,000	9	13.43%	18.3	1	5	3	0
\$400,001 and up	7	10.45%	61.3	0	2	2	3
Total Closed Units	67			13	32	15	7
Total Closed Volume	13,759,700	100%	37.0	1.81M	5.97M	3.59M	2.39M
Average Closed Price	\$205,369			\$139,177	\$186,638	\$239,500	\$340,786

July 2022



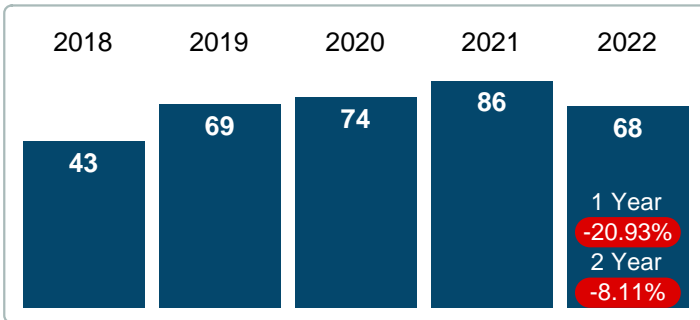
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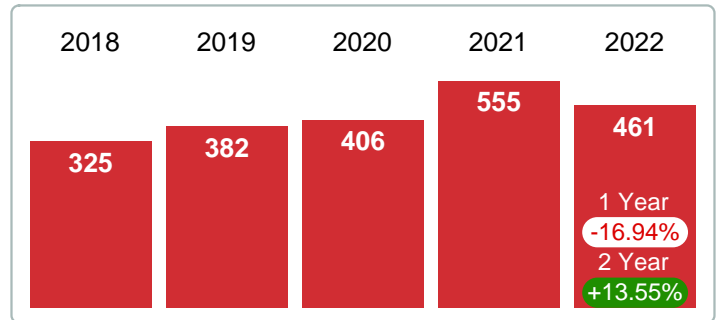
PENDING LISTINGS

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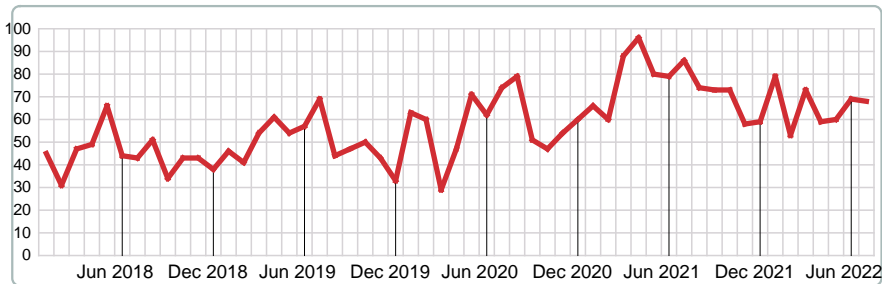
JULY



YEAR TO DATE (YTD)

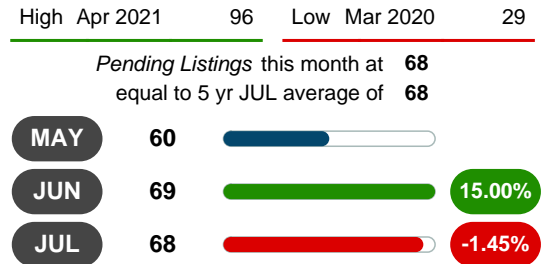


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 68



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.35%	49.4	2	3	0	0
\$50,001 - \$75,000	8	11.76%	36.1	2	6	0	0
\$75,001 - \$125,000	10	14.71%	28.7	4	5	1	0
\$125,001 - \$175,000	12	17.65%	24.3	2	8	2	0
\$175,001 - \$250,000	16	23.53%	40.3	2	12	2	0
\$250,001 - \$350,000	11	16.18%	26.4	1	5	4	1
\$350,001 and up	6	8.82%	32.5	0	5	0	1
Total Pending Units	68			13	44	9	2
Total Pending Volume	13,072,740	100%	33.6	1.56M	8.26M	2.11M	1.14M
Average Listing Price	\$192,392			\$120,346	\$187,648	\$234,094	\$572,450

July 2022



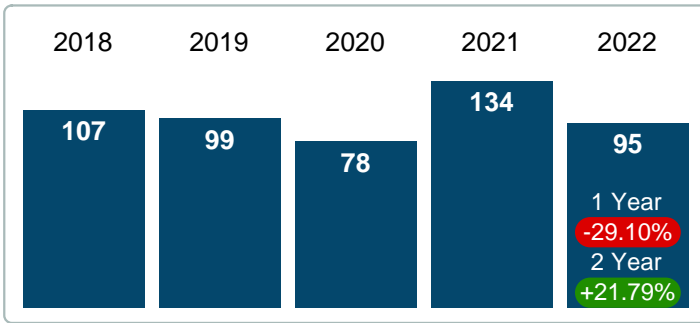
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



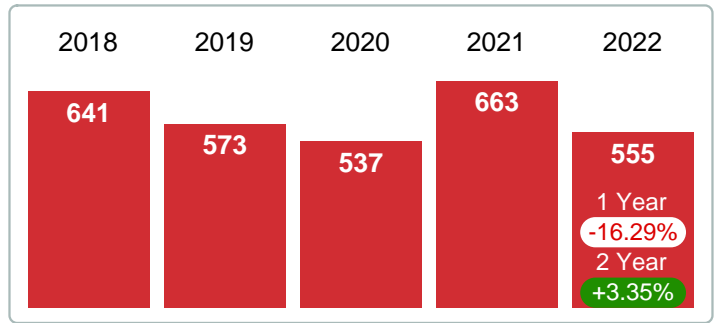
NEW LISTINGS

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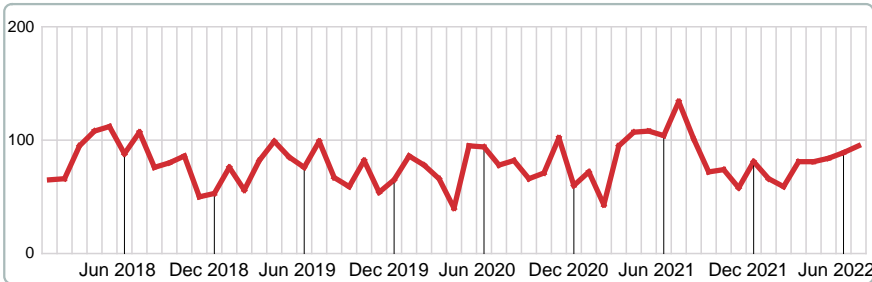
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

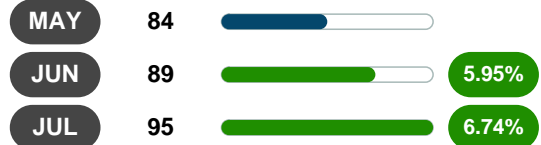


3 MONTHS

5 year JUL AVG = 103

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 95
below the 5 yr JUL average of 103



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	9	9.47%	6	3	0	0
\$50,001 - \$75,000	6	6.32%	4	2	0	0
\$75,001 - \$125,000	15	15.79%	8	7	0	0
\$125,001 - \$200,000	25	26.32%	4	14	6	1
\$200,001 - \$275,000	18	18.95%	0	16	2	0
\$275,001 - \$475,000	14	14.74%	1	8	5	0
\$475,001 and up	8	8.42%	0	5	1	2
Total New Listed Units	95		23	55	14	3
Total New Listed Volume	20,935,430	100%	2.29M	12.38M	3.92M	2.34M
Average New Listed Listing Price	\$187,277		\$99,652	\$225,056	\$280,096	\$781,333

July 2022



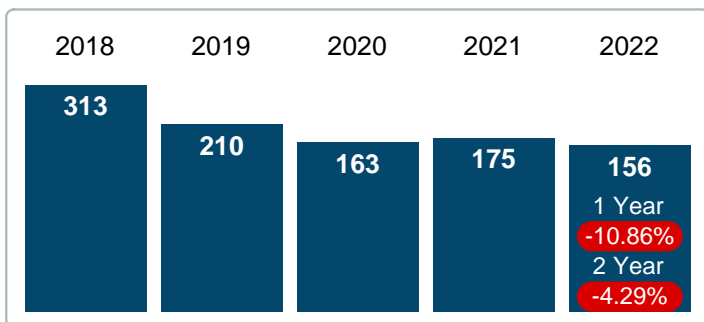
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



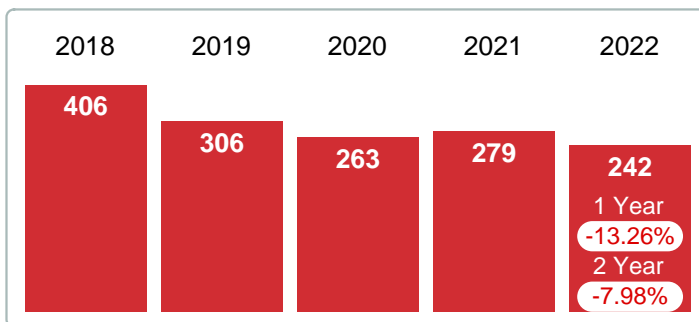
ACTIVE INVENTORY

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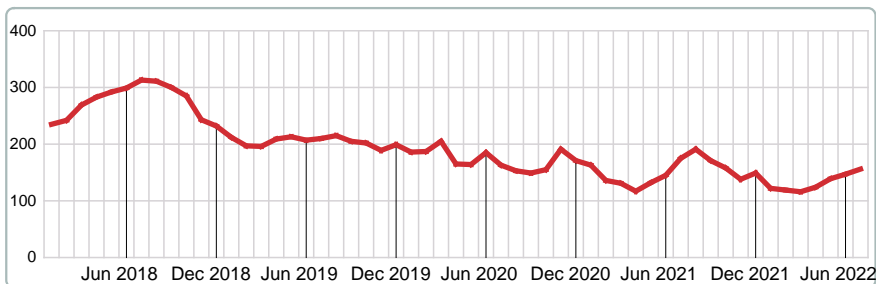
END OF JULY



ACTIVE DURING JULY

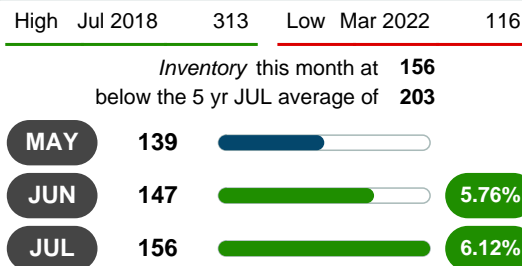


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 203



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	7.05%	64.5	9	2	0	0
\$50,001 - \$100,000	23	14.74%	70.9	11	9	3	0
\$100,001 - \$175,000	23	14.74%	70.8	4	14	4	1
\$175,001 - \$275,000	32	20.51%	59.1	2	20	10	0
\$275,001 - \$375,000	29	18.59%	77.0	4	16	9	0
\$375,001 - \$550,000	22	14.10%	67.0	4	11	6	1
\$550,001 and up	16	10.26%	83.8	0	8	6	2
Total Active Inventory by Units				156			
Total Active Inventory by Volume				46,556,989	100%	69.9	
Average Active Inventory Listing Price				\$298,442			
				34	80	38	4
				5.22M	23.80M	14.78M	2.75M
				\$153,615	\$297,515	\$389,076	\$687,000

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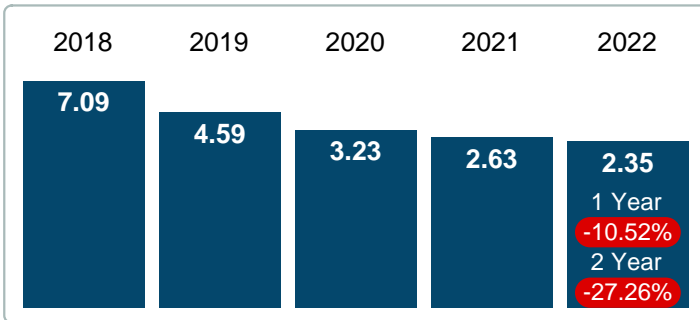
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



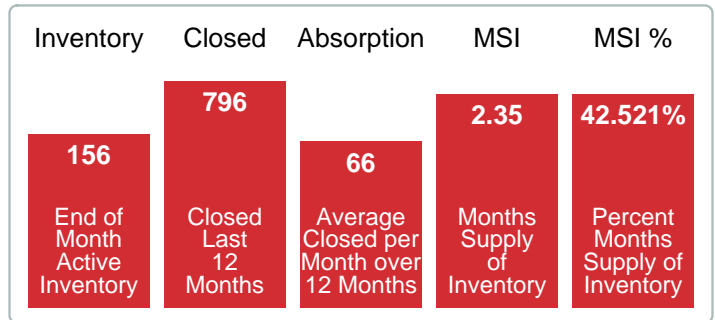
MONTHS SUPPLY of INVENTORY (MSI)

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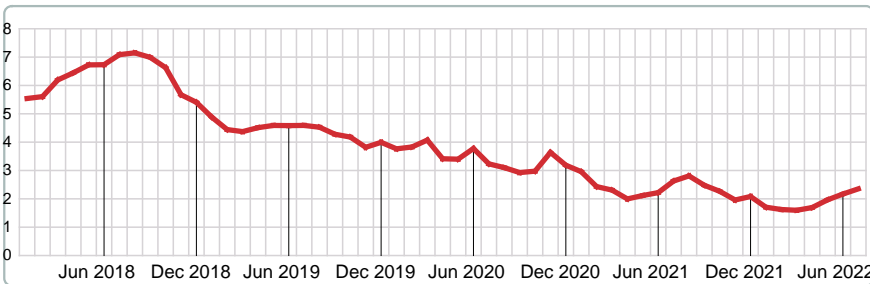
MSI FOR JULY



INDICATORS FOR JULY 2022

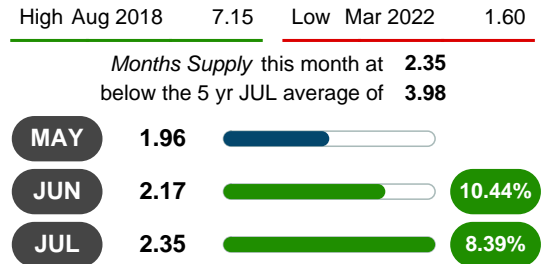


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.98



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	7.05%	2.59	3.86	1.20	0.00	0.00
\$50,001 - \$100,000	23	14.74%	2.16	2.40	1.74	3.60	0.00
\$100,001 - \$175,000	23	14.74%	1.19	0.84	1.17	1.78	3.00
\$175,001 - \$275,000	32	20.51%	1.78	2.67	1.55	2.61	0.00
\$275,001 - \$375,000	29	18.59%	4.05	16.00	3.84	3.48	0.00
\$375,001 - \$550,000	22	14.10%	4.80	9.60	6.95	3.00	1.71
\$550,001 and up	16	10.26%	6.86	0.00	9.60	9.00	3.00
Market Supply of Inventory (MSI)			2.35	2.57	2.09	3.06	1.71
Total Active Inventory by Units		100%	2.35	34	80	38	4

July 2022



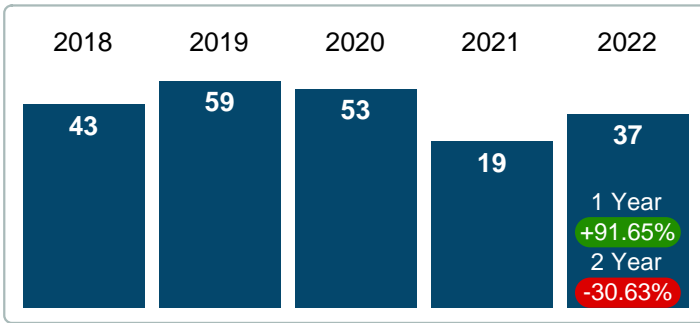
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



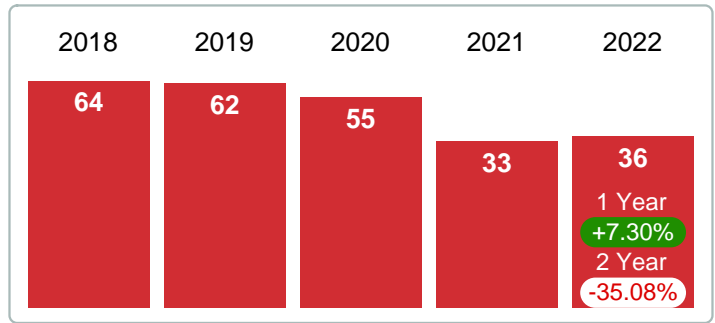
AVERAGE DAYS ON MARKET TO SALE

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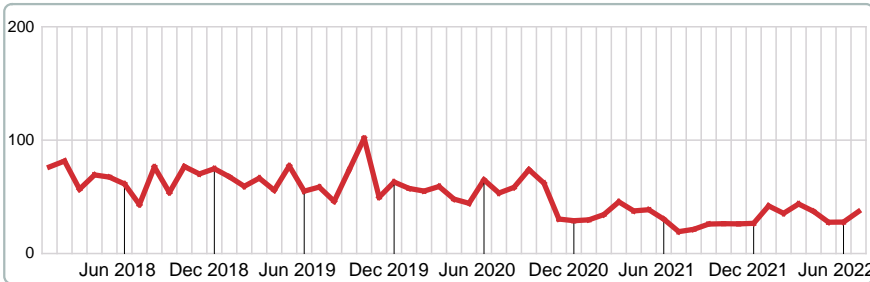
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 42

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 37 below the 5 yr JUL average of 42



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
\$25,000 and less	4.48%	69	2	0	103	0
\$25,001 - \$100,000	17.91%	20	15	18	65	15
\$100,001 - \$125,000	5.97%	82	20	141	27	0
\$125,001 - \$175,000	25.37%	38	68	25	36	4
\$175,001 - \$250,000	22.39%	31	51	28	12	71
\$250,001 - \$400,000	13.43%	18	8	17	24	0
\$400,001 and up	10.45%	61	0	8	175	21
Average Closed DOM		37	37	29	56	32
Total Closed Units	100%	67	13	32	15	7
Total Closed Volume		13,759,700	1.81M	5.97M	3.59M	2.39M

July 2022



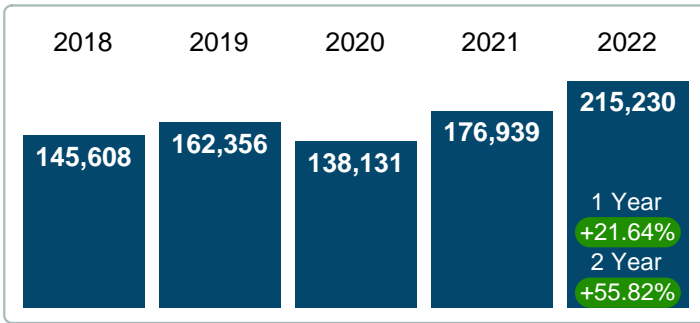
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



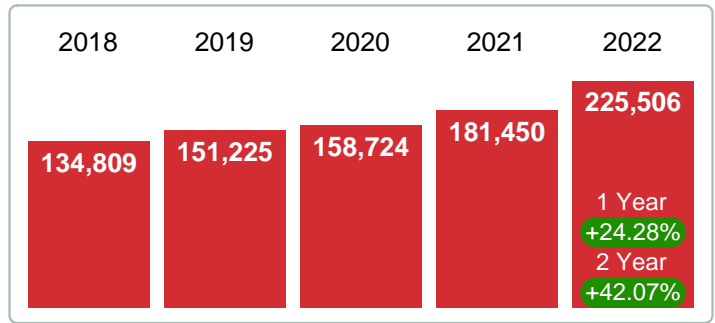
AVERAGE LIST PRICE AT CLOSING

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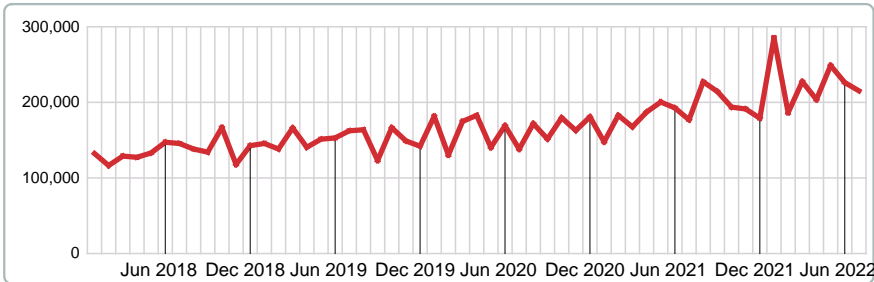
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

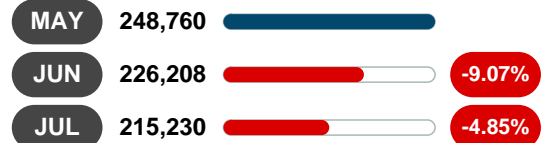


3 MONTHS

5 year JUL AVG = 167,653

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

Average List Price at Closing this month at **215,230** above the 5 yr JUL average of **167,653**



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
\$25,000 and less	0.00%	0	30,000	0	36,000	0
\$25,001 - \$100,000	22.39%	65,147	77,925	64,600	80,900	95,000
\$100,001 - \$125,000	5.97%	112,625	115,000	108,000	119,500	0
\$125,001 - \$175,000	25.37%	152,471	156,040	148,422	153,500	169,000
\$175,001 - \$250,000	23.88%	217,313	239,000	214,500	208,500	219,000
\$250,001 - \$400,000	10.45%	327,257	370,000	327,180	319,967	0
\$400,001 and up	11.94%	579,113	0	422,000	772,500	606,300
Average List Price		215,230	141,992	191,728	261,220	360,129
Total Closed Units	100%	215,230	13	32	15	7
Total Closed Volume		14,420,400	1.85M	6.14M	3.92M	2.52M

July 2022



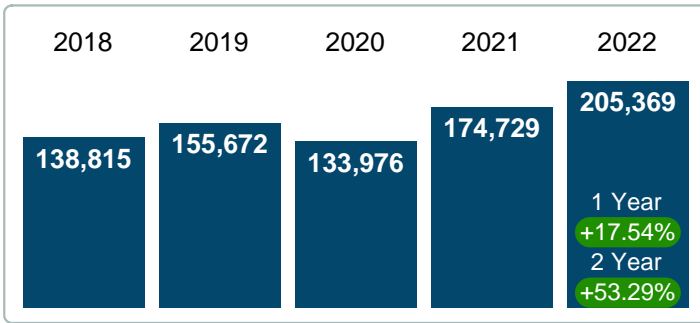
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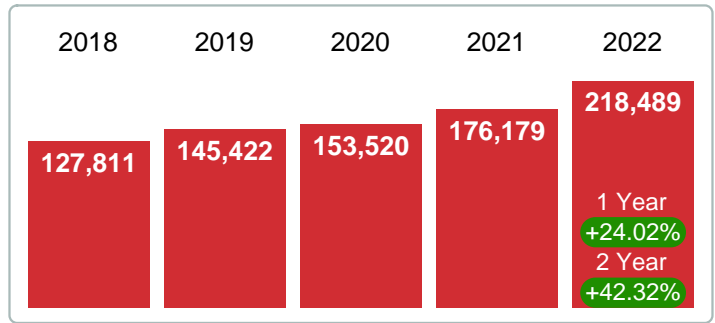
AVERAGE SOLD PRICE AT CLOSING

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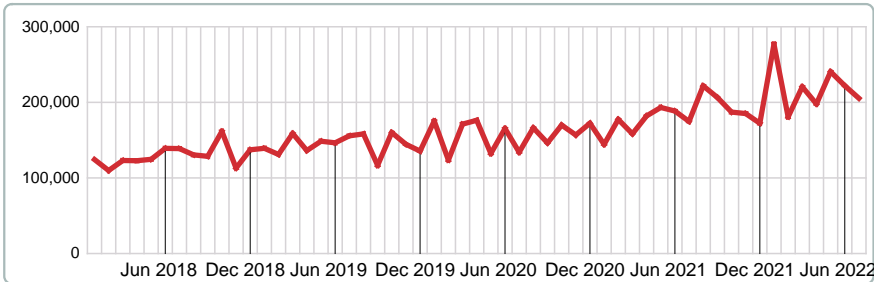
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

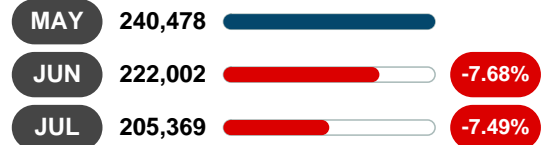


3 MONTHS

5 year JUL AVG = 161,712

High Jan 2022 276,918 Low Feb 2018 109,807

Average Sold Price at Closing this month at **205,369** above the 5 yr JUL average of **161,712**



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
\$25,000 and less	4.48%	22,500	25,000	0	21,250	0
\$25,001 - \$100,000	17.91%	68,983	78,200	58,583	80,000	83,500
\$100,001 - \$125,000	5.97%	111,375	110,000	112,750	110,000	0
\$125,001 - \$175,000	25.37%	148,553	145,400	148,600	148,000	165,000
\$175,001 - \$250,000	22.39%	211,167	239,500	207,750	208,500	216,000
\$250,001 - \$400,000	13.43%	320,111	395,000	311,200	310,000	0
\$400,001 and up	10.45%	549,286	0	420,000	650,000	568,333
Average Sold Price		205,369	139,177	186,638	239,500	340,786
Total Closed Units	100%	205,369	13	32	15	7
Total Closed Volume		13,759,700	1.81M	5.97M	3.59M	2.39M

July 2022



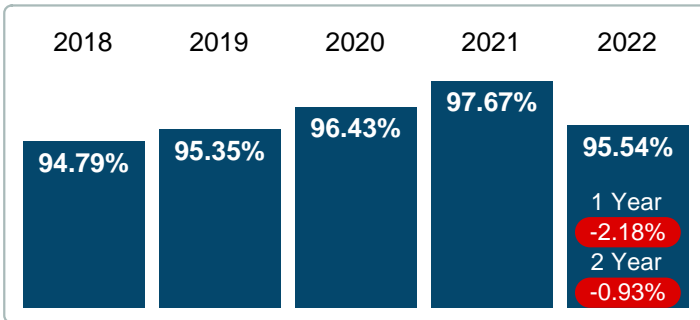
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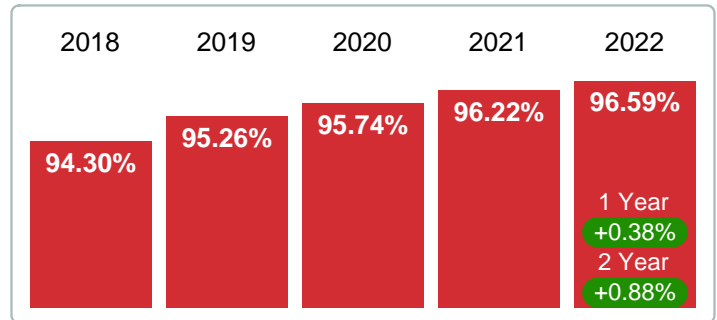
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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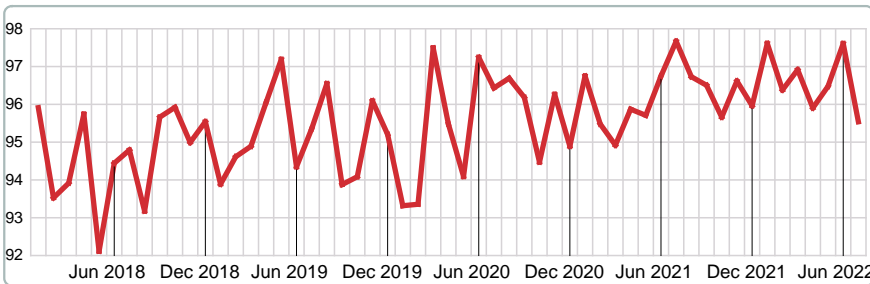
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

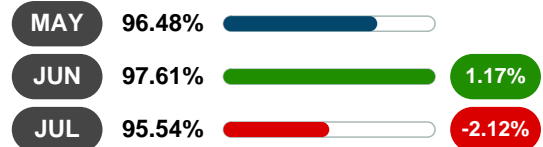


3 MONTHS

5 year JUL AVG = 95.96%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.54%** equal to 5 yr JUL average of **95.96%**



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
\$25,000 and less	3	4.48%	67.90%	83.33%	0.00%	60.19%	0.00%
\$25,001 - \$100,000	12	17.91%	94.37%	100.68%	90.50%	98.89%	87.89%
\$100,001 - \$125,000	4	5.97%	99.12%	95.65%	104.40%	92.05%	0.00%
\$125,001 - \$175,000	17	25.37%	97.58%	93.05%	100.26%	96.80%	97.63%
\$175,001 - \$250,000	15	22.39%	98.28%	100.21%	97.06%	100.00%	98.80%
\$250,001 - \$400,000	9	13.43%	97.66%	106.76%	95.56%	98.12%	0.00%
\$400,001 and up	7	10.45%	93.77%	0.00%	99.54%	85.79%	95.25%
Average Sold/List Ratio		95.50%		96.45%	97.11%	91.39%	95.55%
Total Closed Units		67	100%	13	32	15	7
Total Closed Volume		13,759,700		1.81M	5.97M	3.59M	2.39M

July 2022



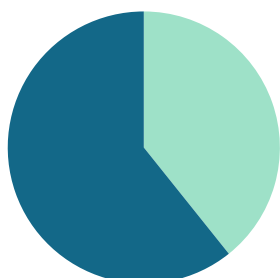
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

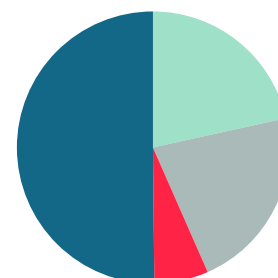


Inventory
 New Listings **95 = 39.26%**
 Start Inventory **147**
 Total Inventory Units **242**
 Volume **\$66,758,804**

Market Activity

Closed Sales **67 = 21.54%**
 Pending Sales **68 = 21.86%**
 Other Off Market **20 = 6.43%**
 Active Inventory **156 = 50.16%**

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	84	67	-20.24%	497	434	-12.68%
Pending Sales	86	68	-20.93%	555	461	-16.94%
New Listings	134	95	-29.10%	663	555	-16.29%
Average List Price	176,939	215,230	21.64%	181,450	225,506	24.28%
Average Sale Price	174,729	205,369	17.54%	176,179	218,489	24.02%
Average Percent of Selling Price to List Price	97.67%	95.54%	-2.18%	96.22%	96.59%	0.38%
Average Days on Market to Sale	19.32	37.03	91.65%	33.44	35.88	7.30%
Monthly Inventory	175	156	-10.86%	175	156	-10.86%
Months Supply of Inventory	2.63	2.35	-10.52%	2.63	2.35	-10.52%

Absorption: Last 12 months, an Average of **66** Sales/Month

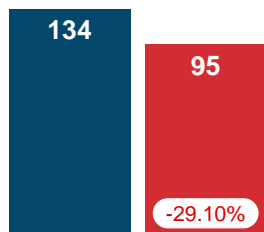
Inventory on July 31, 2022 = **156**

2021 **2022**

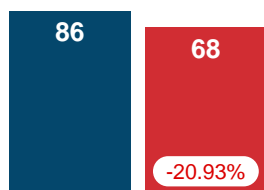
JULY MARKET

AVERAGE PRICES

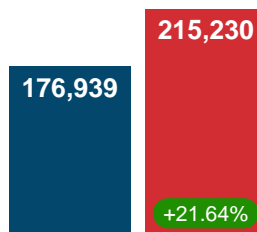
New Listings



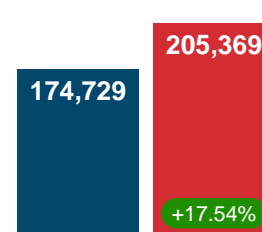
Pending Listings



List Price



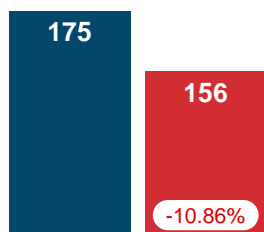
Sale Price



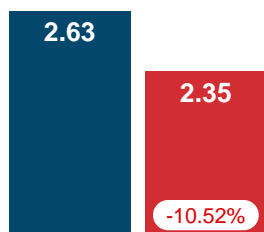
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

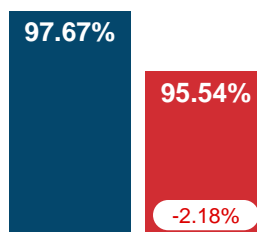
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

