

June 2022



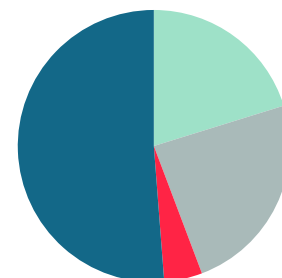
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	94	58	-38.30%
Pending Listings	79	69	-12.66%
New Listings	104	89	-14.42%
Average List Price	192,613	226,208	17.44%
Average Sale Price	188,518	222,002	17.76%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%
Average Days on Market to Sale	30.34	27.76	-8.51%
End of Month Inventory	145	147	1.38%
Months Supply of Inventory	2.22	2.17	-2.24%



■ Closed (20.21%)
■ Pending (24.04%)
■ Other OffMarket (4.53%)
■ Active (51.22%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of June 30, 2022 = **147**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **1.38%** to 147 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **2.17** 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 **17.76%** in June 2022 to \$222,002 versus the previous year at \$188,518.

Average Days on Market Shortens

The average number of **27.76** days that homes spent on the market before selling decreased by 2.58 days or **8.51%** in June 2022 compared to last year's same month at **30.34** DOM.

Sales Success for June 2022 is Positive

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

There were 89 New Listings in June 2022, down **14.42%** from last year at 104. Furthermore, there were 58 Closed Listings this month versus last year at 94, a **-38.30%** decrease.

Closed versus Listed trends yielded a **65.2%** ratio, down from previous year's, June 2021, at **90.4%**, a **27.90%** downswing. This will certainly create pressure on an increasing Monthly 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

June 2022



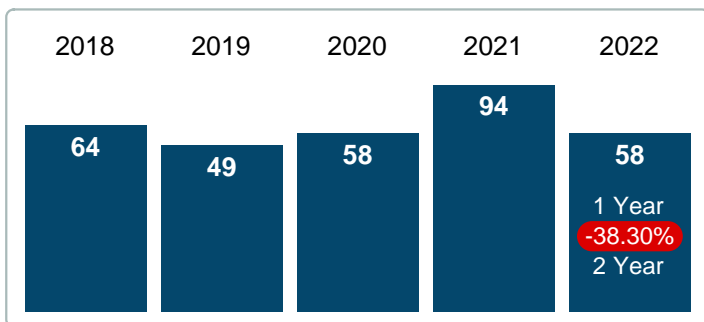
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



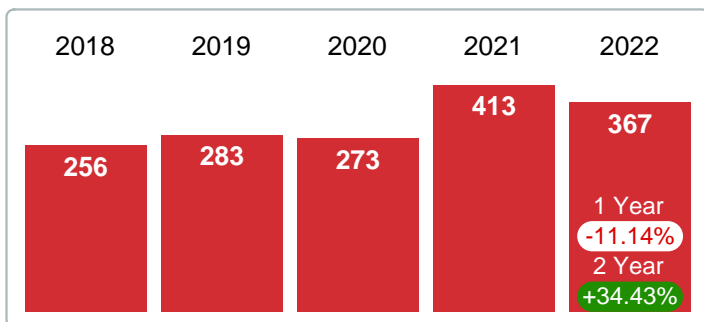
CLOSED LISTINGS

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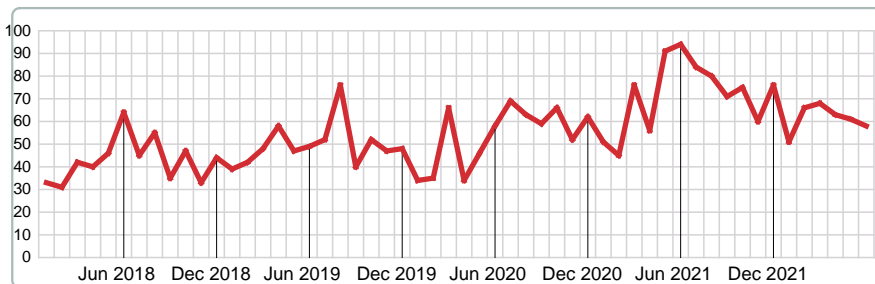
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65

High Jun 2021 94 Low Feb 2018 31

Closed Listings this month at 58 below the 5 yr JUN average of 65

- APR 63
- MAY 61 (-3.17%)
- JUN 58 (-4.92%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.90%	60.3	2	2	0	0
\$75,001 - \$125,000	8	13.79%	12.9	5	3	0	0
\$125,001 - \$150,000	7	12.07%	10.6	2	5	0	0
\$150,001 - \$225,000	13	22.41%	15.0	2	9	1	1
\$225,001 - \$275,000	13	22.41%	39.8	0	9	4	0
\$275,001 - \$375,000	7	12.07%	42.4	0	4	2	1
\$375,001 and up	6	10.34%	30.5	1	1	4	0
Total Closed Units	58			12	33	11	2
Total Closed Volume	12,876,096	100%	27.8	1.82M	6.81M	3.70M	541.00K
Average Closed Price	\$222,002			\$151,920	\$206,365	\$336,545	\$270,500

June 2022



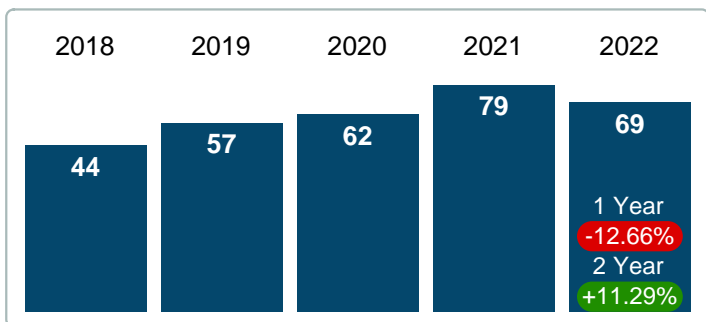
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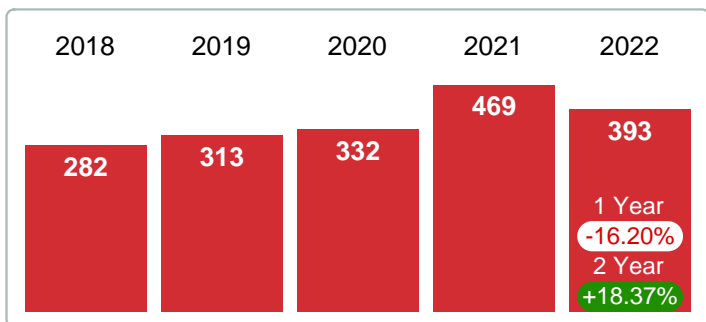
PENDING LISTINGS

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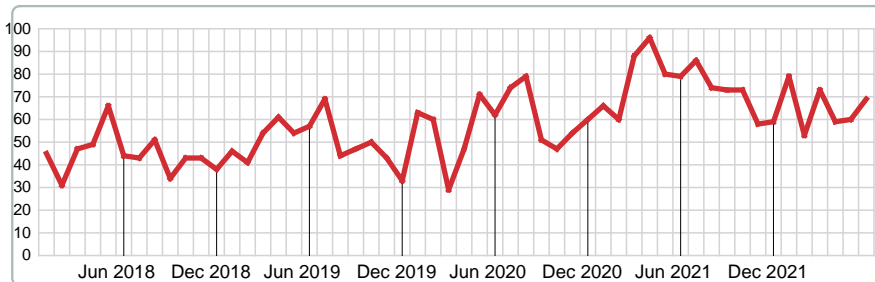
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

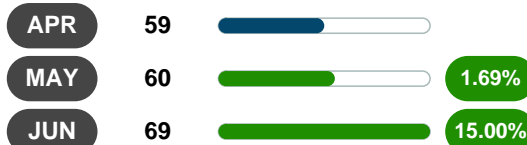


3 MONTHS

5 year JUN AVG = 62

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **69**
above the 5 yr JUN average of **62**



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	3	4.35%	43.0	2	0	1	0
\$50,001 - \$100,000	10	14.49%	10.5	6	3	0	1
\$100,001 - \$125,000	4	5.80%	29.5	0	3	1	0
\$125,001 - \$225,000	27	39.13%	26.3	7	17	3	0
\$225,001 - \$275,000	8	11.59%	17.5	0	5	3	0
\$275,001 - \$425,000	9	13.04%	28.2	1	5	2	1
\$425,001 and up	8	11.59%	81.0	0	1	4	3
Total Pending Units	69			16	34	14	5
Total Pending Volume	15,933,500	100%	30.9	1.96M	6.80M	4.94M	2.23M
Average Listing Price	\$232,112			\$122,775	\$199,953	\$352,636	\$446,760

June 2022



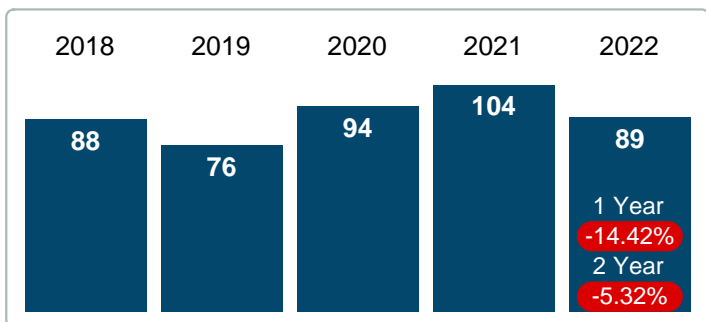
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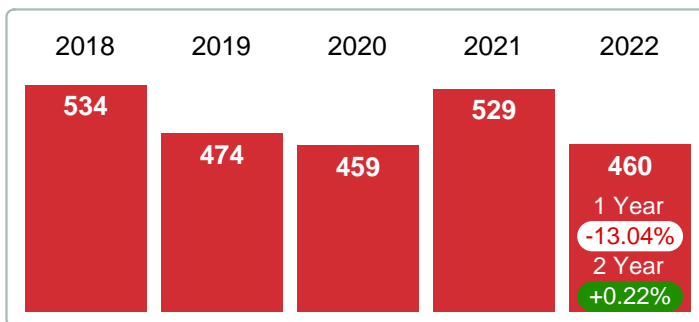
NEW LISTINGS

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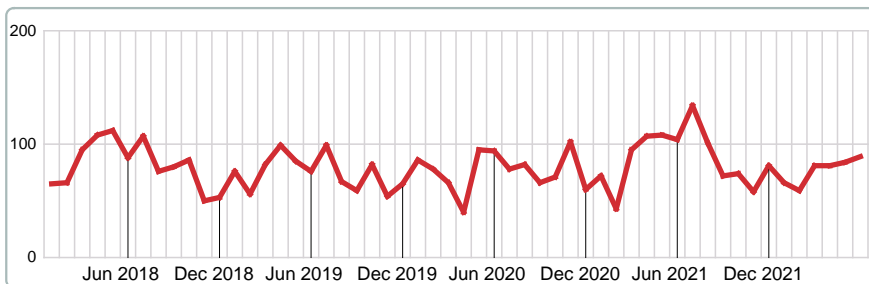
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

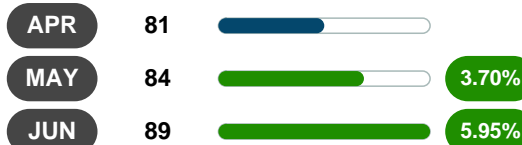


3 MONTHS

5 year JUN AVG = 90

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **89**
below the 5 yr JUN average of **90**



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	5	5.62%	4	1	0	0
\$50,001 - \$100,000	15	16.85%	6	8	1	0
\$100,001 - \$150,000	10	11.24%	1	9	0	0
\$150,001 - \$225,000	21	23.60%	2	13	6	0
\$225,001 - \$300,000	17	19.10%	1	10	6	0
\$300,001 - \$450,000	12	13.48%	3	6	2	1
\$450,001 and up	9	10.11%	0	6	2	1
Total New Listed Units	89		17	53	17	2
Total New Listed Volume	21,144,499	100%	2.55M	12.82M	4.90M	869.80K
Average New Listed Listing Price	\$215,624		\$150,047	\$241,936	\$288,312	\$434,900

June 2022



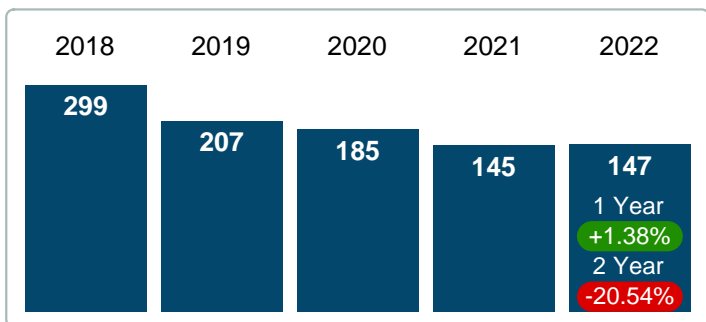
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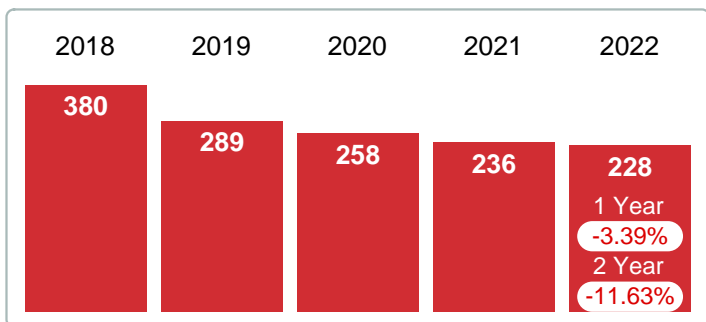
ACTIVE INVENTORY

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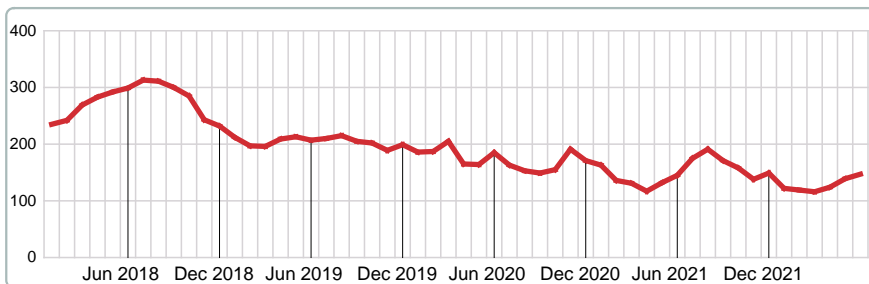
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

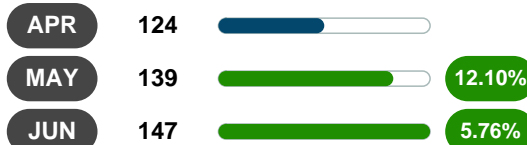


3 MONTHS

5 year JUN AVG = 197

High Jul 2018 313 Low Mar 2022 116

Inventory this month at 147
 below the 5 yr JUN average of 197



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	9	6.12%	114.9	6	3	0	0
\$50,001 - \$100,000	20	13.61%	85.9	6	10	4	0
\$100,001 - \$175,000	21	14.29%	93.0	4	14	3	0
\$175,001 - \$275,000	35	23.81%	62.0	3	24	8	0
\$275,001 - \$375,000	27	18.37%	61.1	4	12	9	2
\$375,001 - \$575,000	19	12.93%	65.9	3	11	4	1
\$575,001 and up	16	10.88%	70.6	0	9	5	2
Total Active Inventory by Units	147			26	83	33	5
Total Active Inventory by Volume	45,823,374	100%	74.2	4.54M	25.60M	12.92M	2.76M
Average Active Inventory Listing Price	\$311,724			\$174,614	\$308,424	\$391,527	\$552,760

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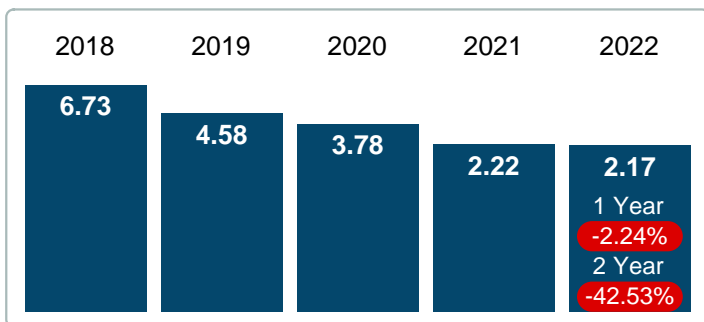
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



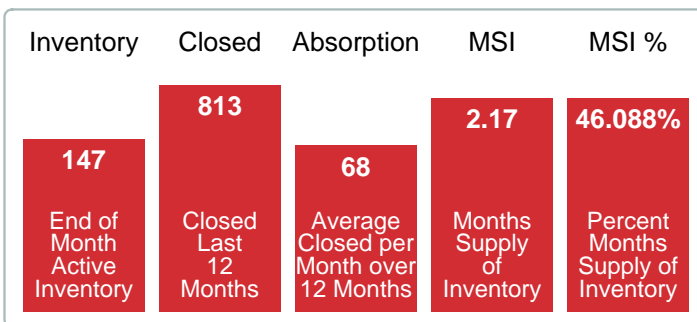
MONTHS SUPPLY of INVENTORY (MSI)

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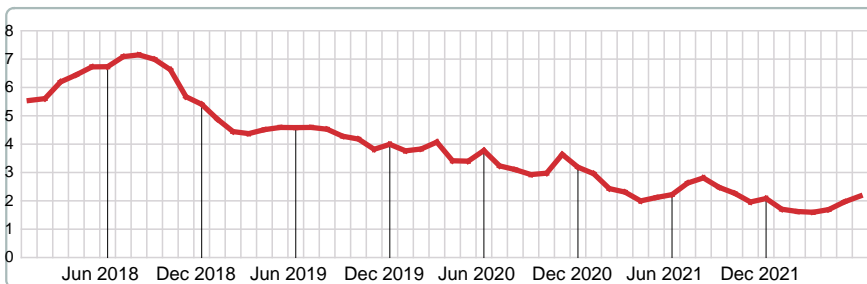
MSI FOR JUNE



INDICATORS FOR JUNE 2022



5 YEAR MARKET ACTIVITY TRENDS

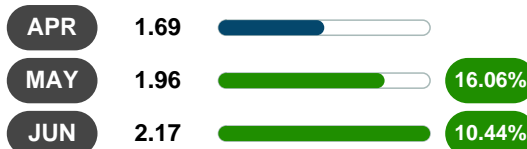


3 MONTHS

5 year JUN AVG = 3.90

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at 2.17 below the 5 yr JUN average of 3.90



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	6.12%	2.16	2.32	2.00	0.00	0.00
\$50,001 - \$100,000	20	13.61%	1.69	1.18	1.71	4.36	0.00
\$100,001 - \$175,000	21	14.29%	1.06	0.86	1.10	1.44	0.00
\$175,001 - \$275,000	35	23.81%	1.94	3.60	1.85	2.13	0.00
\$275,001 - \$375,000	27	18.37%	3.68	16.00	2.82	3.38	12.00
\$375,001 - \$575,000	19	12.93%	3.86	9.00	6.29	1.66	2.40
\$575,001 and up	16	10.88%	9.14	0.00	15.43	15.00	3.00
Market Supply of Inventory (MSI)	2.17			1.87	2.09	2.69	2.61
Total Active Inventory by Units	147	100%	2.17	26	83	33	5

June 2022



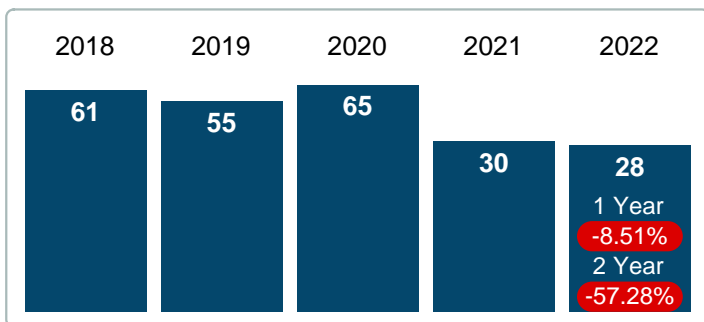
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



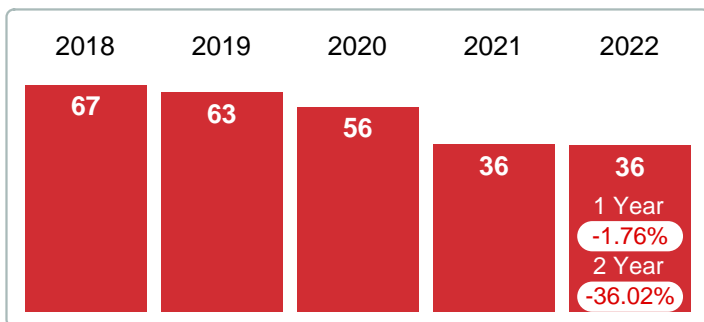
AVERAGE DAYS ON MARKET TO SALE

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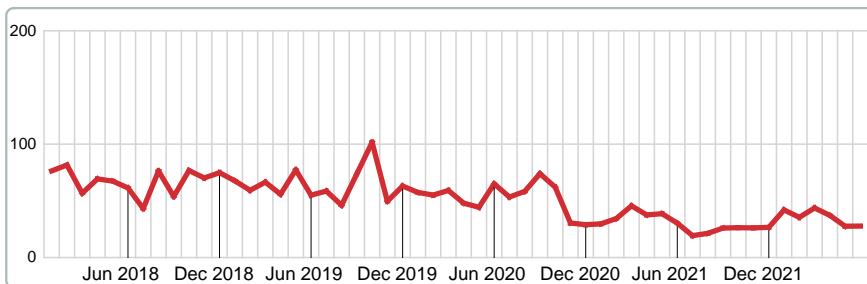
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

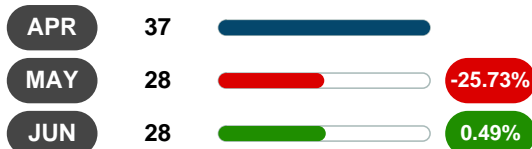


3 MONTHS

5 year JUN AVG = 48

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 28 below the 5 yr JUN average of 48



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
\$75,000 and less	6.90%	60	91	30	0	0
\$75,001 - \$125,000	13.79%	13	6	24	0	0
\$125,001 - \$150,000	12.07%	11	23	6	0	0
\$150,001 - \$225,000	22.41%	15	7	19	1	13
\$225,001 - \$275,000	22.41%	40	0	50	17	0
\$275,001 - \$375,000	12.07%	42	0	17	114	2
\$375,001 and up	10.34%	31	1	6	44	0
Average Closed DOM		28	23	26	43	8
Total Closed Units	100%	28	12	33	11	2
Total Closed Volume		12,876,096	1.82M	6.81M	3.70M	541.00K

June 2022



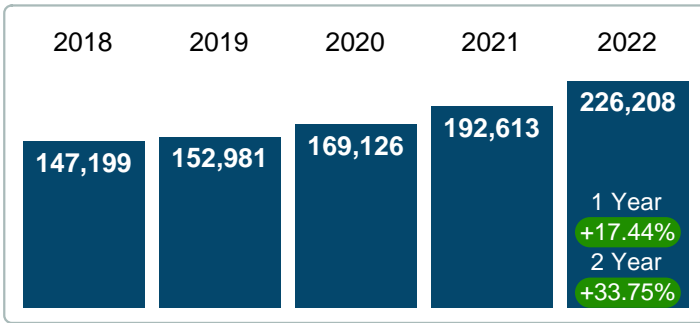
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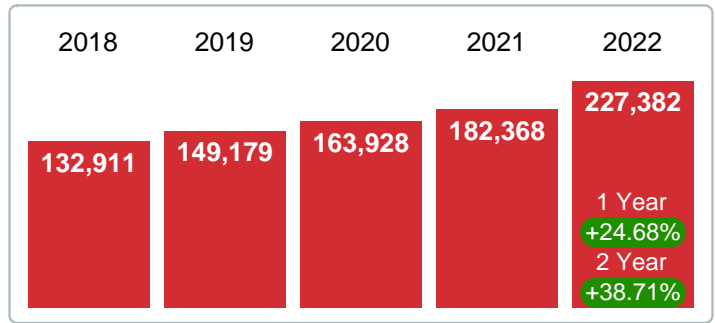
AVERAGE LIST PRICE AT CLOSING

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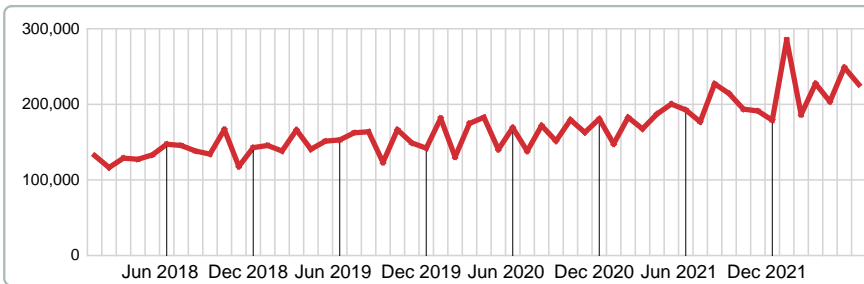
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

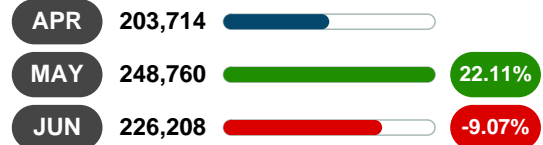


3 MONTHS

5 year JUN AVG = 177,625

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

Average List Price at Closing this month at **226,208** above the 5 yr JUN average of **177,625**



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
\$75,000 and less	5.17%	54,133	72,495	62,450	0	0
\$75,001 - \$125,000	17.24%	106,958	99,538	113,133	0	0
\$125,001 - \$150,000	10.34%	142,883	137,500	141,460	0	0
\$150,001 - \$225,000	20.69%	181,783	196,250	178,322	184,000	239,900
\$225,001 - \$275,000	22.41%	247,500	0	247,633	262,200	0
\$275,001 - \$375,000	13.79%	331,811	0	328,700	344,895	350,000
\$375,001 and up	10.34%	496,233	498,500	545,000	483,475	0
Average List Price		226,208	150,723	208,030	350,590	294,950
Total Closed Units	100%	226,208	12	33	11	2
Total Closed Volume		13,120,069	1.81M	6.87M	3.86M	589.90K

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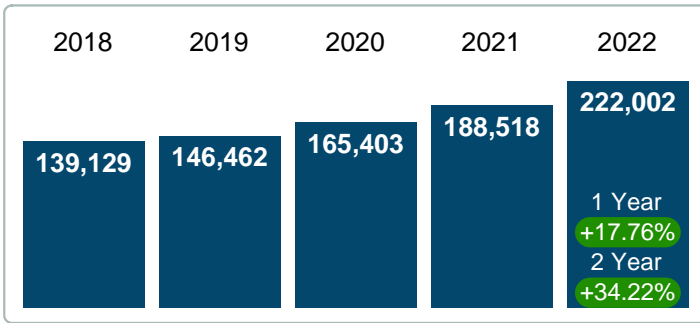
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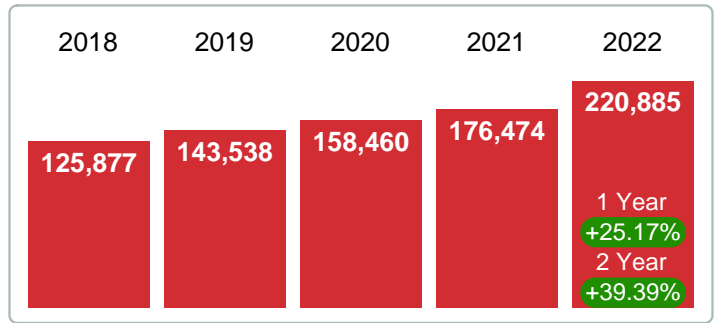
AVERAGE SOLD PRICE AT CLOSING

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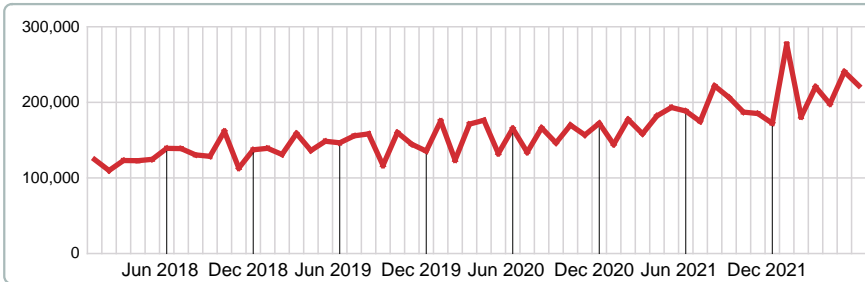
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

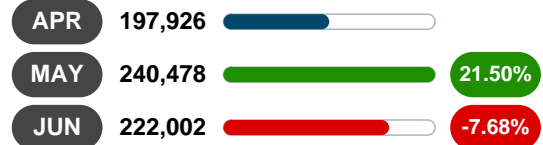


3 MONTHS

5 year JUN AVG = 172,303

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

Average Sold Price at Closing this month at **222,002** above the 5 yr JUN average of **172,303**



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
\$75,000 and less	6.90%	51,888	51,500	52,275	0	0
\$75,001 - \$125,000	13.79%	104,661	102,607	108,083	0	0
\$125,001 - \$150,000	12.07%	137,557	139,000	136,980	0	0
\$150,001 - \$225,000	22.41%	183,292	196,250	179,589	184,000	190,000
\$225,001 - \$275,000	22.41%	248,666	0	246,407	253,750	0
\$275,001 - \$375,000	12.07%	334,629	0	329,350	337,000	351,000
\$375,001 and up	10.34%	485,083	536,500	545,000	457,250	0
Average Sold Price		222,002	151,920	206,365	336,545	270,500
Total Closed Units	100%	222,002	12	33	11	2
Total Closed Volume		12,876,096	1.82M	6.81M	3.70M	541.00K

June 2022



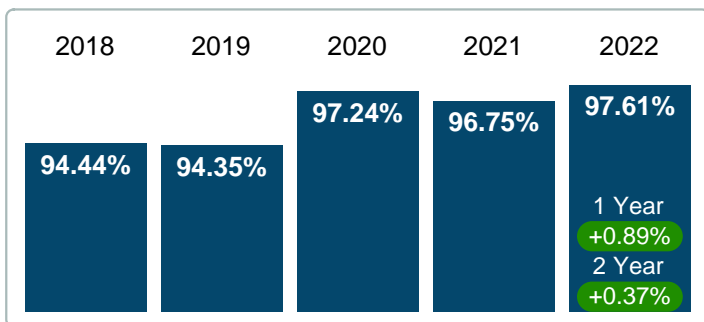
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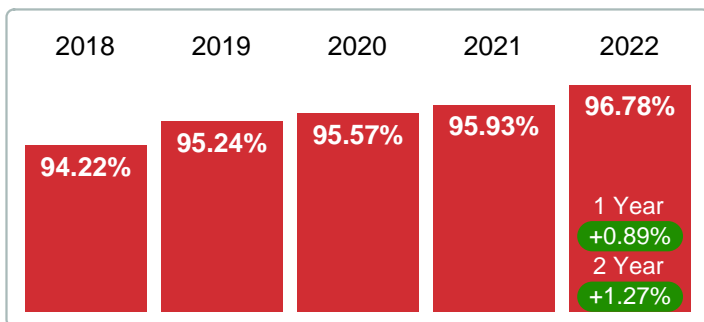
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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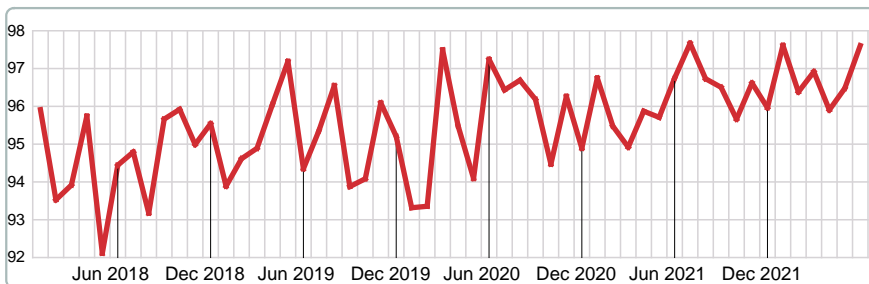
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

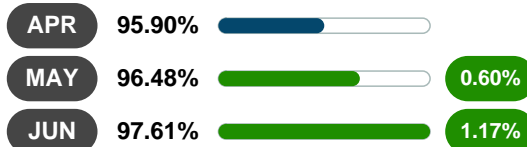


3 MONTHS

5 year JUN AVG = 96.08%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **97.61%** above the 5 yr JUN average of **96.08%**



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
\$75,000 and less	4	6.90%	79.07%	74.73%	83.42%	0.00%	0.00%
\$75,001 - \$125,000	8	13.79%	100.52%	103.76%	95.11%	0.00%	0.00%
\$125,001 - \$150,000	7	12.07%	98.06%	101.33%	96.74%	0.00%	0.00%
\$150,001 - \$225,000	13	22.41%	98.98%	100.00%	100.84%	100.00%	79.20%
\$225,001 - \$275,000	13	22.41%	98.83%	0.00%	99.58%	97.12%	0.00%
\$275,001 - \$375,000	7	12.07%	99.46%	0.00%	100.12%	97.72%	100.29%
\$375,001 and up	6	10.34%	97.79%	107.62%	100.00%	94.78%	0.00%
Average Sold/List Ratio		97.60%		98.21%	98.19%	96.64%	89.74%
Total Closed Units		58	100%	12	33	11	2
Total Closed Volume		12,876,096		1.82M	6.81M	3.70M	541.00K

June 2022



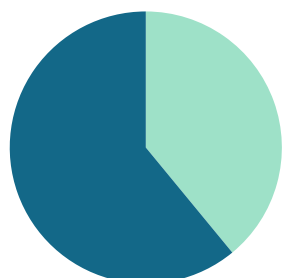
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

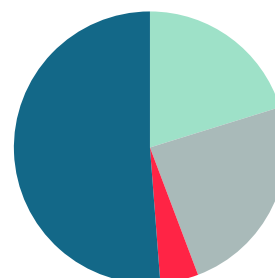


Inventory
 New Listings
89 = 39.04%
 Start Inventory
139
 Total Inventory Units
228
 Volume
\$64,723,674

Market Activity

Closed Sales
58 = 20.21%
 Pending Sales
69 = 24.04%
 Other Off Market
13 = 4.53%
 Active Inventory
147 = 51.22%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	94	58	-38.30%	413	367	-11.14%
Pending Sales	79	69	-12.66%	469	393	-16.20%
New Listings	104	89	-14.42%	529	460	-13.04%
Average List Price	192,613	226,208	17.44%	182,368	227,382	24.68%
Average Sale Price	188,518	222,002	17.76%	176,474	220,885	25.17%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%	95.93%	96.78%	0.89%
Average Days on Market to Sale	30.34	27.76	-8.51%	36.31	35.67	-1.76%
Monthly Inventory	145	147	1.38%	145	147	1.38%
Months Supply of Inventory	2.22	2.17	-2.24%	2.22	2.17	-2.24%

Absorption: Last 12 months, an Average of **68** Sales/Month

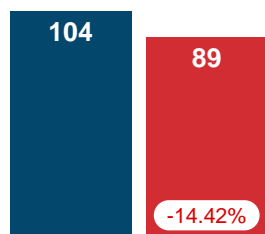
Inventory on June 30, 2022 = **147**

2021 **2022**

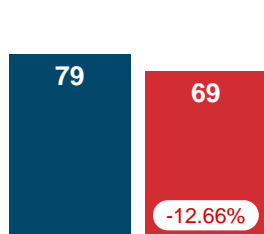
JUNE MARKET

AVERAGE PRICES

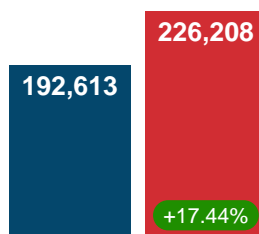
New Listings



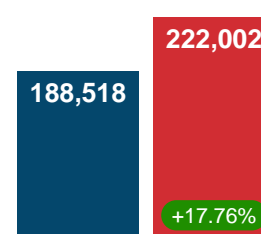
Pending Listings



List Price



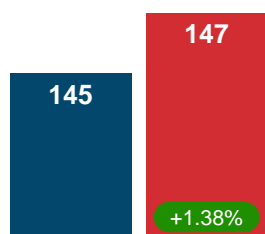
Sale Price



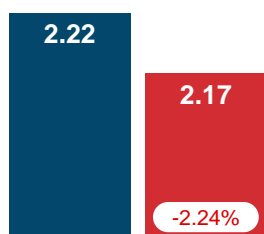
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

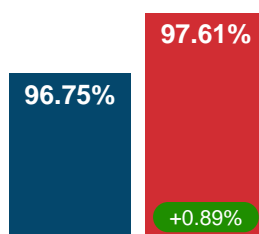
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

