

## March 2022



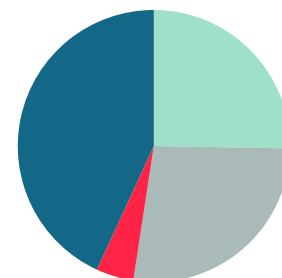
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	76	68	-10.53%
Pending Listings	88	73	-17.05%
New Listings	95	81	-14.74%
Average List Price	167,582	227,410	35.70%
Average Sale Price	158,372	220,528	39.25%
Average Percent of Selling Price to List Price	94.92%	96.92%	2.10%
Average Days on Market to Sale	45.57	43.71	-4.08%
End of Month Inventory	131	116	-11.45%
Months Supply of Inventory	2.31	1.60	-30.85%



■ Closed (25.28%)  
■ Pending (27.14%)  
■ Other OffMarket (4.46%)  
■ Active (43.12%)

**Absorption:** Last 12 months, an Average of **73** Sales/Month  
**Active Inventory** as of March 31, 2022 = **116**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 decreased **11.45%** to 116 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 **1.60** 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 **39.25%** in March 2022 to \$220,528 versus the previous year at \$158,372.

##### Average Days on Market Shortens

The average number of **43.71** days that homes spent on the market before selling decreased by 1.86 days or **4.08%** in March 2022 compared to last year's same month at **45.57** DOM.

##### Sales Success for March 2022 is Positive

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

There were 81 New Listings in March 2022, down **14.74%** from last year at 95. Furthermore, there were 68 Closed Listings this month versus last year at 76, a **-10.53%** decrease.

Closed versus Listed trends yielded a **84.0%** ratio, up from previous year's, March 2021, at **80.0%**, a **4.94%** 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

# March 2022



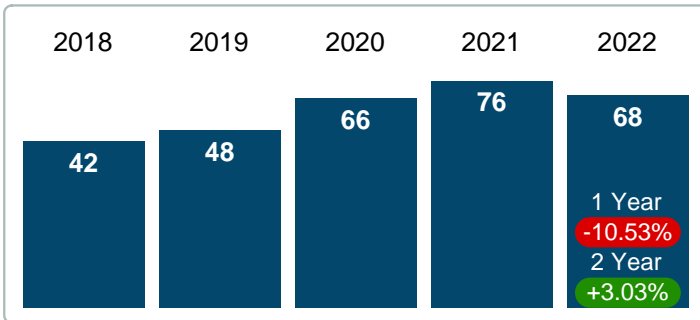
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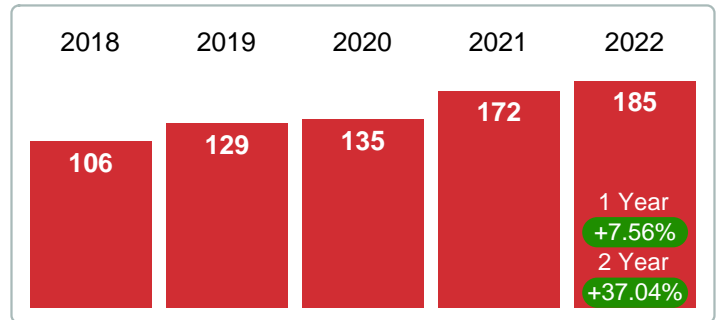
## CLOSED LISTINGS

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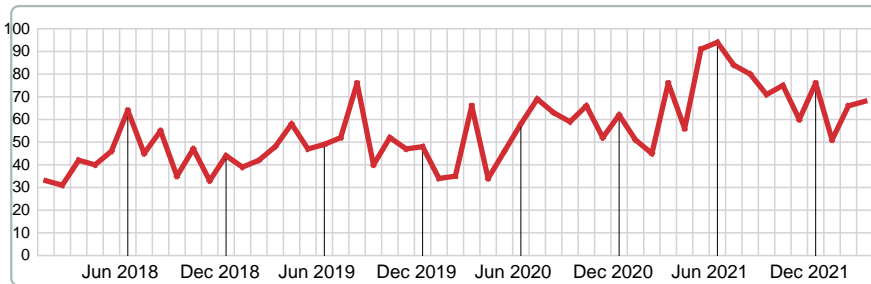
### MARCH



### YEAR TO DATE (YTD)

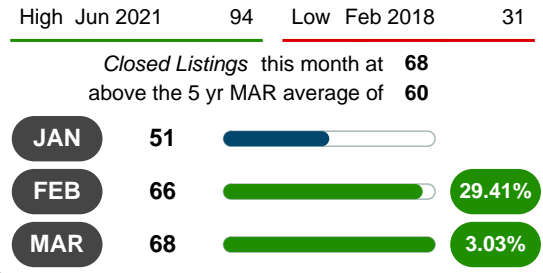


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 60



### 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	6	8.82%	9.0	2	4	0	0
\$50,001 - \$75,000	5	7.35%	20.6	2	3	0	0
\$75,001 - \$125,000	12	17.65%	37.4	5	7	0	0
\$125,001 - \$225,000	21	30.88%	40.7	3	12	6	0
\$225,001 - \$275,000	7	10.29%	22.1	0	7	0	0
\$275,001 - \$400,000	10	14.71%	55.1	0	5	5	0
\$400,001 and up	7	10.29%	115.0	0	3	2	2
<b>Total Closed Units</b>	<b>68</b>			<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>14,995,870</b>	<b>100%</b>	<b>43.7</b>	<b>1.14M</b>	<b>8.17M</b>	<b>3.81M</b>	<b>1.89M</b>
<b>Average Closed Price</b>	<b>\$220,528</b>			<b>\$94,658</b>	<b>\$199,163</b>	<b>\$293,021</b>	<b>\$942,500</b>

# March 2022



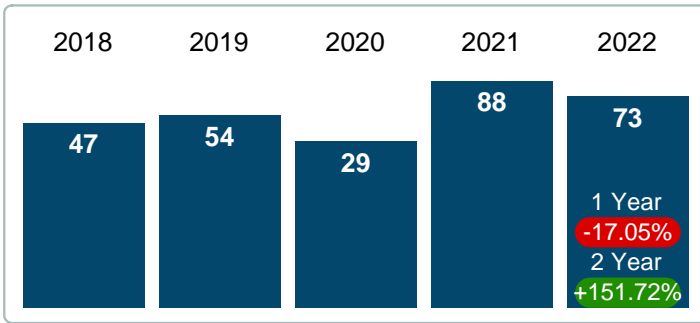
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



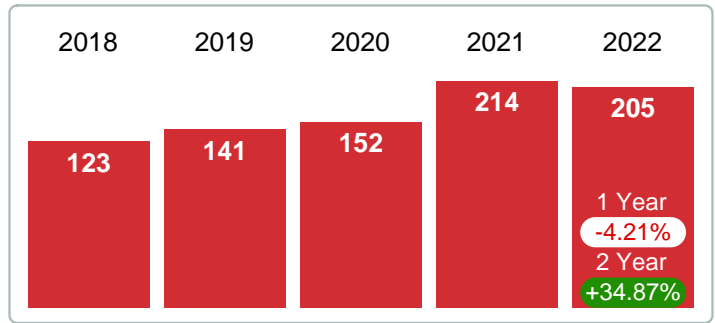
## PENDING LISTINGS

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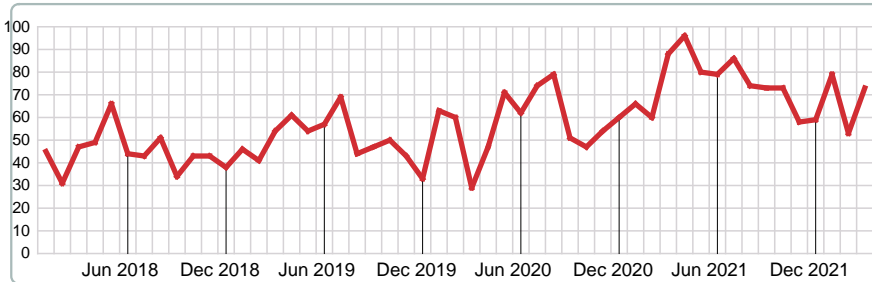
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 58

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **73**  
above the 5 yr MAR average of **58**



### 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	6	8.22%	53.0	3	3	0	0
\$75,001 - \$100,000	7	9.59%	27.4	3	3	1	0
\$100,001 - \$125,000	8	10.96%	26.4	3	5	0	0
\$125,001 - \$200,000	21	28.77%	31.4	2	16	3	0
\$200,001 - \$250,000	14	19.18%	27.4	1	11	1	1
\$250,001 - \$375,000	9	12.33%	42.7	1	7	1	0
\$375,001 and up	8	10.96%	80.0	0	4	3	1
<b>Total Pending Units</b>	<b>73</b>			<b>13</b>	<b>49</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>19,192,090</b>	<b>100%</b>	<b>38.3</b>	<b>1.51M</b>	<b>14.08M</b>	<b>2.60M</b>	<b>998.50K</b>
<b>Average Listing Price</b>	<b>\$264,835</b>			<b>\$116,369</b>	<b>\$287,371</b>	<b>\$288,843</b>	<b>\$499,250</b>

# March 2022



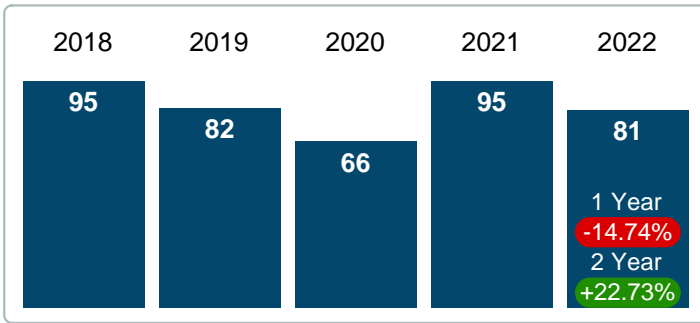
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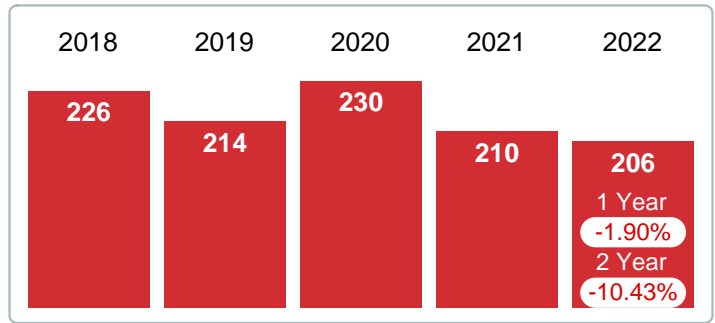
## NEW LISTINGS

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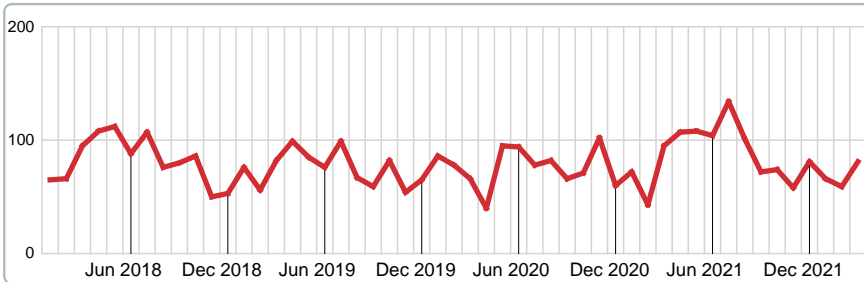
### MARCH



### YEAR TO DATE (YTD)

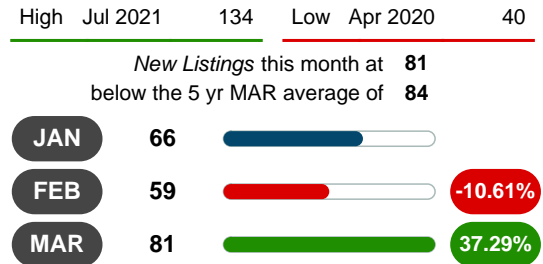


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 84



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.64%	5	1	1	0
\$75,001 - \$125,000	12	14.81%	5	5	2	0
\$125,001 - \$150,000	5	6.17%	1	4	0	0
\$150,001 - \$225,000	24	29.63%	2	18	4	0
\$225,001 - \$300,000	13	16.05%	1	7	5	0
\$300,001 - \$450,000	10	12.35%	1	6	3	0
\$450,001 and up	10	12.35%	2	3	3	2
<b>Total New Listed Units</b>	<b>81</b>		<b>17</b>	<b>44</b>	<b>18</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,581,000</b>	<b>100%</b>	<b>3.00M</b>	<b>10.07M</b>	<b>5.40M</b>	<b>1.11M</b>
<b>Average New Listed Listing Price</b>	<b>\$241,517</b>		<b>\$176,635</b>	<b>\$228,814</b>	<b>\$300,022</b>	<b>\$555,000</b>

# March 2022



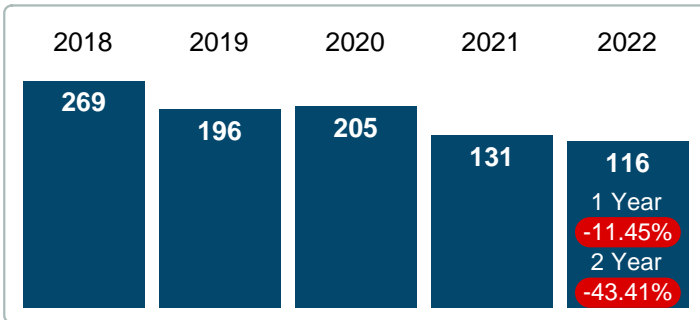
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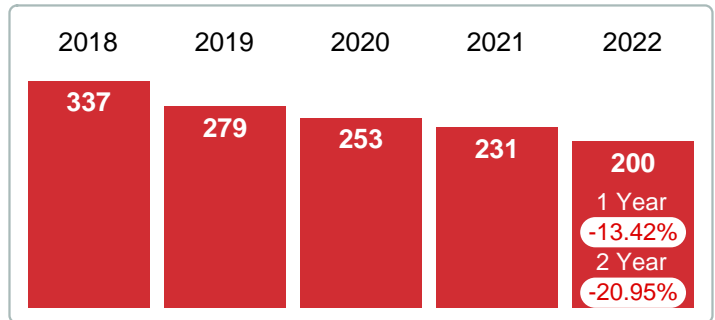
## ACTIVE INVENTORY

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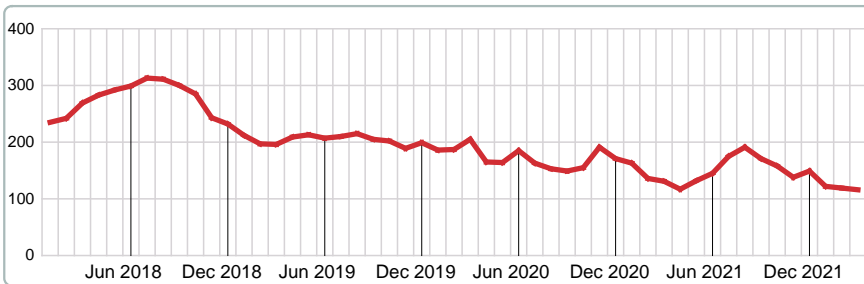
### END OF MARCH



### ACTIVE DURING MARCH

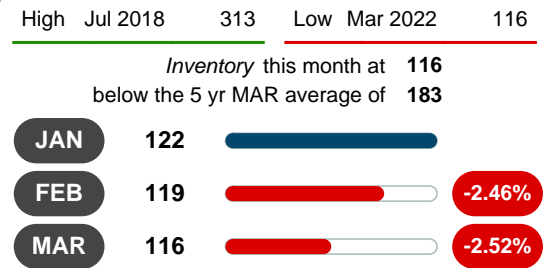


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 183



### 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	10	8.62%	65.6	5	3	2	0
\$50,001 - \$75,000	14	12.07%	91.1	4	9	1	0
\$75,001 - \$125,000	17	14.66%	86.5	7	8	2	0
\$125,001 - \$250,000	30	25.86%	85.4	2	21	5	2
\$250,001 - \$350,000	18	15.52%	56.2	1	11	6	0
\$350,001 - \$550,000	15	12.93%	78.5	3	4	5	3
\$550,001 and up	12	10.34%	61.3	0	2	6	4
<b>Total Active Inventory by Units</b>	<b>116</b>			<b>22</b>	<b>58</b>	<b>27</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>31,876,165</b>	<b>100%</b>	<b>76.6</b>	<b>3.25M</b>	<b>14.23M</b>	<b>9.47M</b>	<b>4.93M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$274,795</b>			<b>\$147,539</b>	<b>\$245,321</b>	<b>\$350,863</b>	<b>\$547,600</b>

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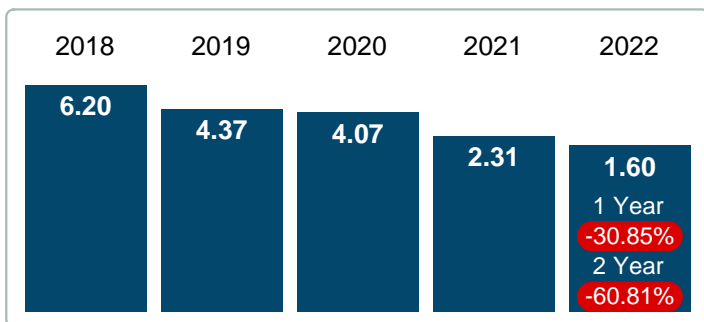
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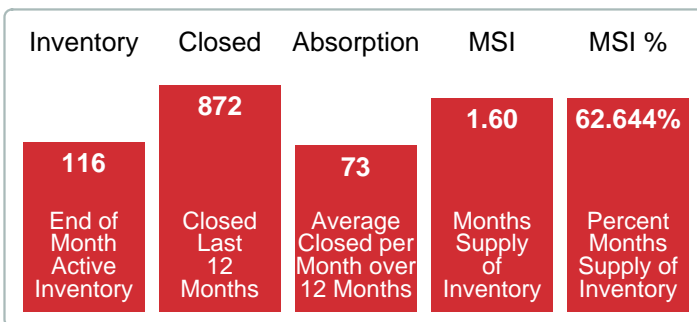
## MONTHS SUPPLY of INVENTORY (MSI)

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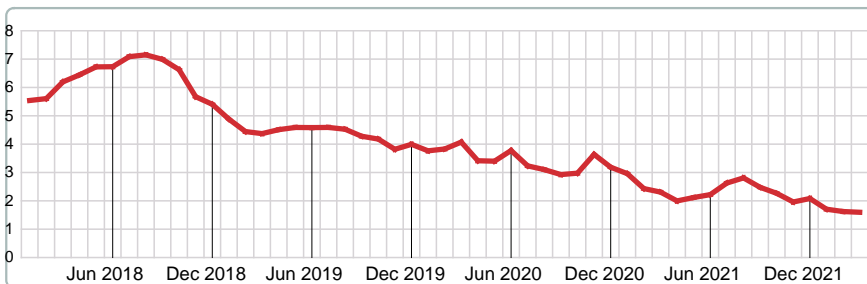
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 3.71

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at 1.60 below the 5 yr MAR average of 3.71



### 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	10	8.62%	1.79	1.43	1.57	12.00	0.00
\$50,001 - \$75,000	14	12.07%	2.24	1.55	2.57	6.00	0.00
\$75,001 - \$125,000	17	14.66%	1.21	1.68	0.89	2.40	0.00
\$125,001 - \$250,000	30	25.86%	1.02	0.63	1.03	1.00	2.18
\$250,001 - \$350,000	18	15.52%	1.91	12.00	2.03	1.64	0.00
\$350,001 - \$550,000	15	12.93%	2.69	3.27	2.18	2.31	4.50
\$550,001 and up	12	10.34%	5.14	0.00	1.85	8.00	12.00
Market Supply of Inventory (MSI)			1.60	1.51	1.34	2.12	4.15
Total Active Inventory by Units		100%	116	22	58	27	9

# March 2022



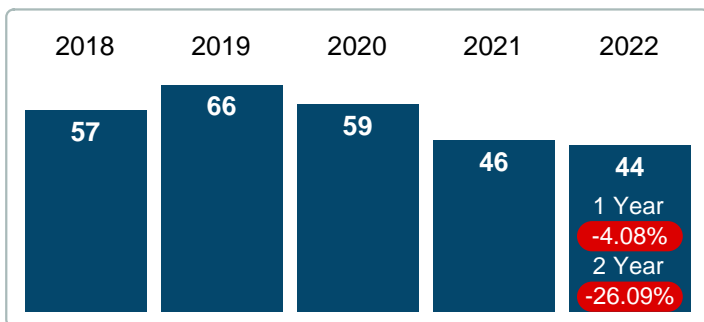
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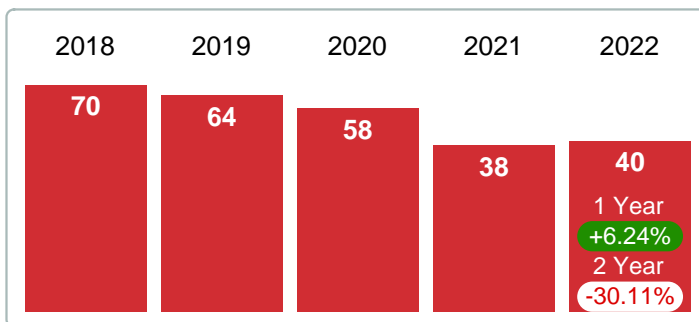
## AVERAGE DAYS ON MARKET TO SALE

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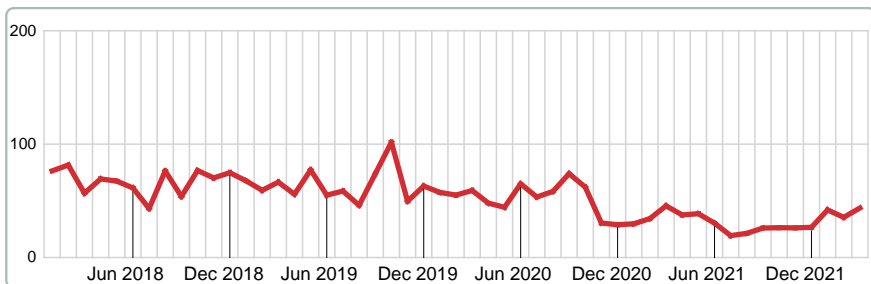
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 54

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 44 below the 5 yr MAR average of 54



### 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	8.82%	9	13	7	0	0
\$50,001 - \$75,000	7.35%	21	40	8	0	0
\$75,001 - \$125,000	17.65%	37	9	58	0	0
\$125,001 - \$225,000	30.88%	41	51	32	54	0
\$225,001 - \$275,000	10.29%	22	0	22	0	0
\$275,001 - \$400,000	14.71%	55	0	52	59	0
\$400,001 and up	10.29%	115	0	38	136	210
<b>Average Closed DOM</b>		<b>44</b>	<b>25</b>	<b>33</b>	<b>68</b>	<b>210</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>14,995,870</b>	<b>1.14M</b>	<b>8.17M</b>	<b>3.81M</b>	<b>1.89M</b>



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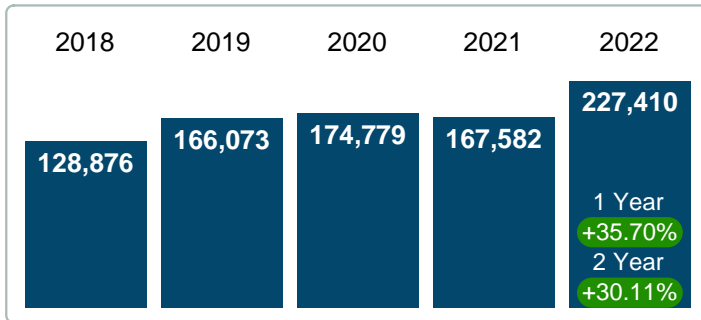
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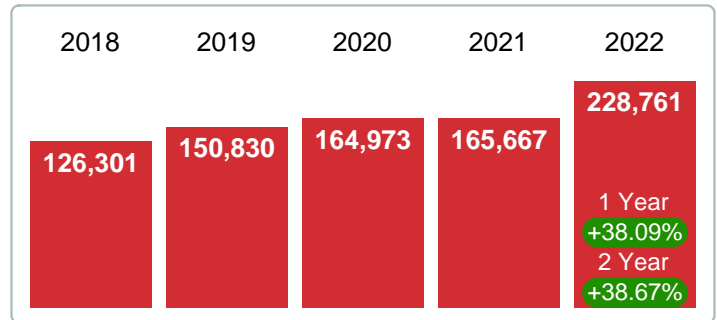
## AVERAGE LIST PRICE AT CLOSING

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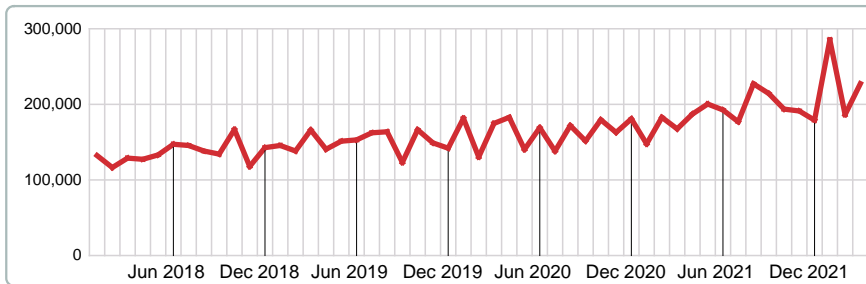
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

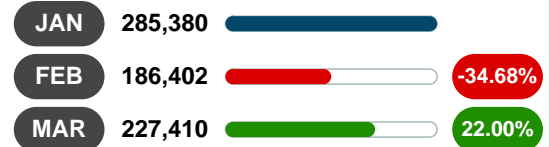


### 3 MONTHS

5 year MAR AVG = 172,944

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

Average List Price at Closing this month at **227,410**  
above the 5 yr MAR average of **172,944**



### 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	8.82%	44,883	43,250	45,700	0	0
\$50,001 - \$75,000	4.41%	59,667	60,000	72,333	0	0
\$75,001 - \$125,000	20.59%	96,350	93,800	103,900	0	0
\$125,001 - \$225,000	27.94%	178,279	154,133	187,050	187,900	0
\$225,001 - \$275,000	11.76%	245,600	0	255,900	0	0
\$275,001 - \$400,000	16.18%	332,251	0	334,600	340,552	0
\$400,001 and up	10.29%	665,686	0	551,633	539,950	962,500
<b>Average List Price</b>		<b>227,410</b>	<b>94,825</b>	<b>207,095</b>	<b>300,774</b>	<b>962,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,410</b>	<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>15,463,859</b>	<b>1.14M</b>	<b>8.49M</b>	<b>3.91M</b>	<b>1.93M</b>



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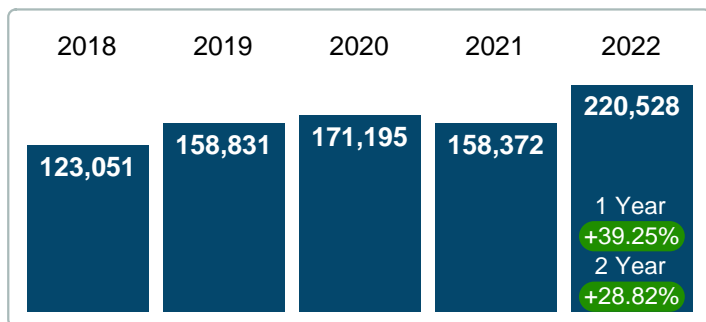
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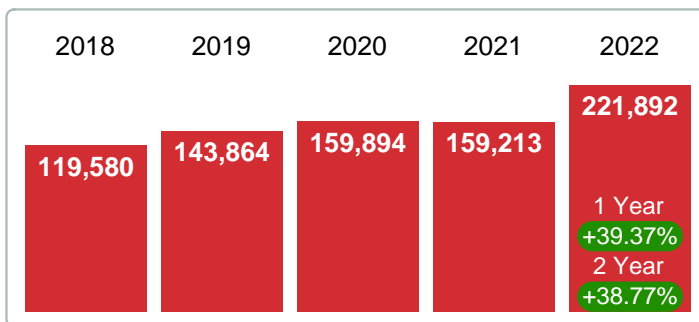
## AVERAGE SOLD PRICE AT CLOSING

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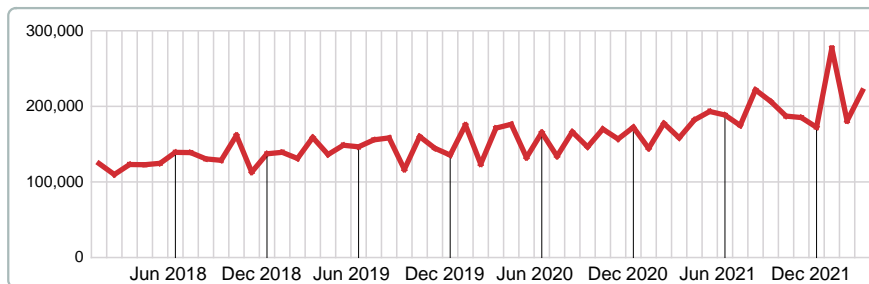
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

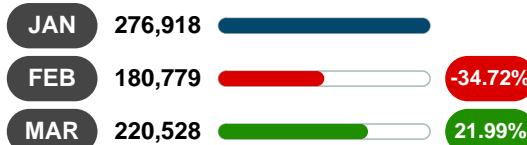


### 3 MONTHS

5 year MAR AVG = 166,396

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

Average Sold Price at Closing this month at **220,528** above the 5 yr MAR average of **166,396**



### 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	8.82%	40,817	38,250	42,100	0	0
\$50,001 - \$75,000	7.35%	63,600	66,000	62,000	0	0
\$75,001 - \$125,000	17.65%	98,542	94,900	101,143	0	0
\$125,001 - \$225,000	30.88%	179,343	150,967	181,875	188,468	0
\$225,001 - \$275,000	10.29%	247,279	0	247,279	0	0
\$275,001 - \$400,000	14.71%	323,631	0	319,970	327,292	0
\$400,001 and up	10.29%	645,286	0	530,000	521,000	942,500
<b>Average Sold Price</b>		<b>220,528</b>	<b>94,658</b>	<b>199,163</b>	<b>293,021</b>	<b>942,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,528</b>	<b>12</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>14,995,870</b>	<b>1.14M</b>	<b>8.17M</b>	<b>3.81M</b>	<b>1.89M</b>

# March 2022



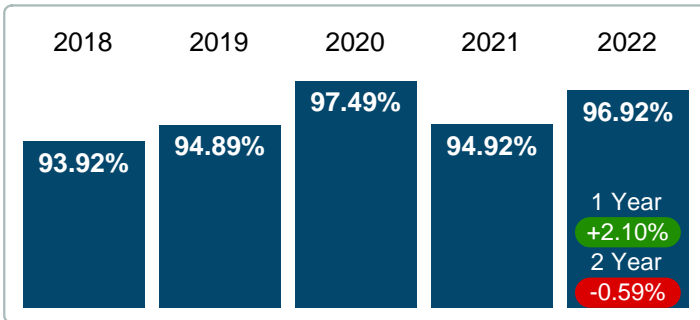
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



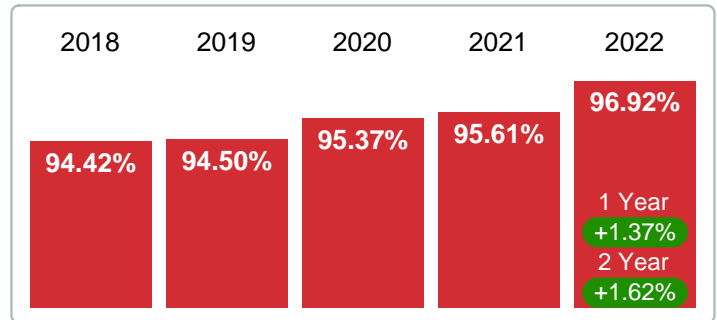
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

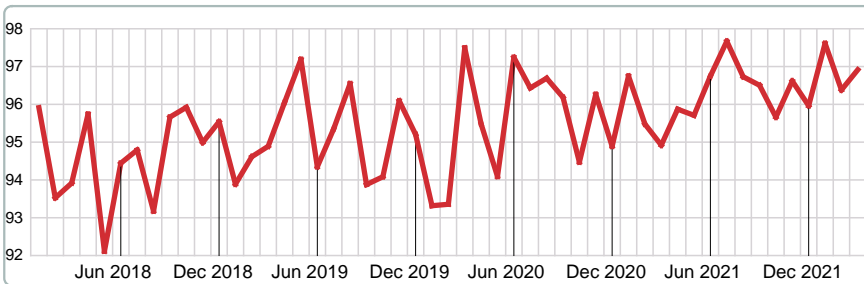
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

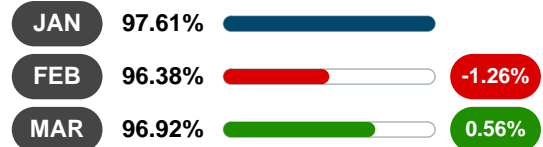


### 3 MONTHS

5 year MAR AVG = 95.63%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.92%** above the 5 yr MAR average of **95.63%**



## 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	6	8.82%	90.93%	87.98%	92.40%	0.00%	0.00%
\$50,001 - \$75,000	5	7.35%	95.47%	110.00%	85.78%	0.00%	0.00%
\$75,001 - \$125,000	12	17.65%	98.92%	100.93%	97.49%	0.00%	0.00%
\$125,001 - \$225,000	21	30.88%	98.47%	98.70%	97.35%	100.59%	0.00%
\$225,001 - \$275,000	7	10.29%	96.67%	0.00%	96.67%	0.00%	0.00%
\$275,001 - \$400,000	10	14.71%	95.73%	0.00%	95.55%	95.90%	0.00%
\$400,001 and up	7	10.29%	96.92%	0.00%	96.28%	96.57%	98.25%
Average Sold/List Ratio		96.90%		99.73%	95.63%	98.17%	98.25%
Total Closed Units		68	100%	12	41	13	2
Total Closed Volume		14,995,870		1.14M	8.17M	3.81M	1.89M

# March 2022



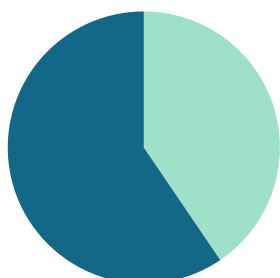
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

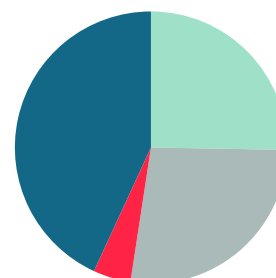


**Inventory**  
 New Listings **81 = 40.50%**  
 Start Inventory **119**  
 Total Inventory Units **200**  
 Volume **\$55,598,145**

### Market Activity

Closed Sales **68 = 25.28%**  
 Pending Sales **73 = 27.14%**  
 Other Off Market **12 = 4.46%**  
 Active Inventory **116 = 43.12%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	76	68	-10.53%	172	185	7.56%
Pending Sales	88	73	-17.05%	214	205	-4.21%
New Listings	95	81	-14.74%	210	206	-1.90%
Average List Price	167,582	227,410	35.70%	165,667	228,761	38.09%
Average Sale Price	158,372	220,528	39.25%	159,213	221,892	39.37%
Average Percent of Selling Price to List Price	94.92%	96.92%	2.10%	95.61%	96.92%	1.37%
Average Days on Market to Sale	45.57	43.71	-4.08%	37.92	40.29	6.24%
Monthly Inventory	131	116	-11.45%	131	116	-11.45%
Months Supply of Inventory	2.31	1.60	-30.85%	2.31	1.60	-30.85%

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

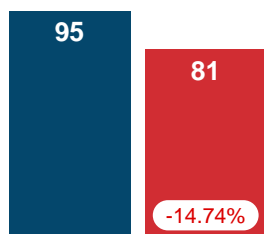
**Inventory** on March 31, 2022 = **116**

**2021** **2022**

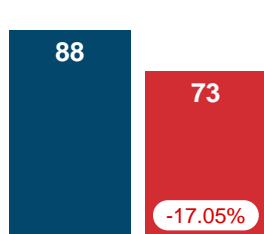
### MARCH MARKET

### AVERAGE PRICES

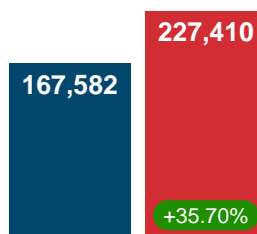
#### New Listings



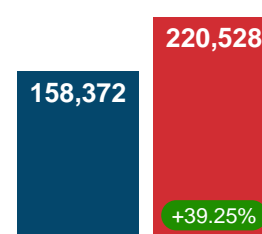
#### Pending Listings



#### List Price



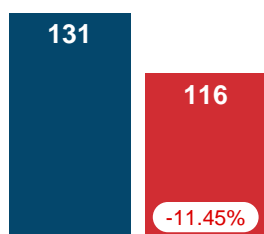
#### Sale Price



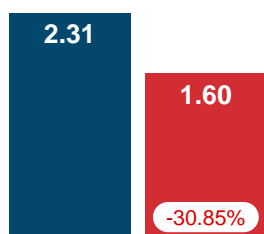
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

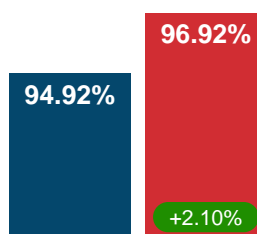
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

