

March 2022



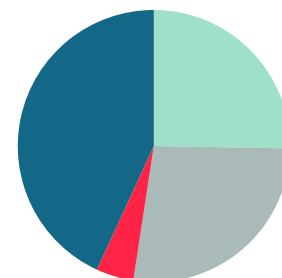
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	136,000	184,450	35.63%
Median Sale Price	133,250	182,450	36.92%
Median Percent of Selling Price to List Price	97.44%	96.92%	-0.53%
Median Days on Market to Sale	23.50	19.50	-17.02%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **36.92%** in March 2022 to \$182,450 versus the previous year at \$133,250.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 4.00 days or **17.02%** in March 2022 compared to last year's same month at **23.50** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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.

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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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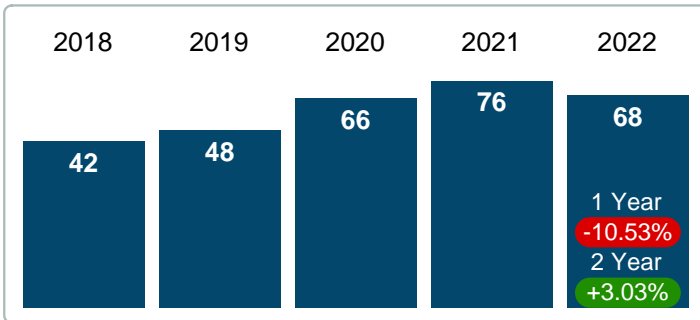
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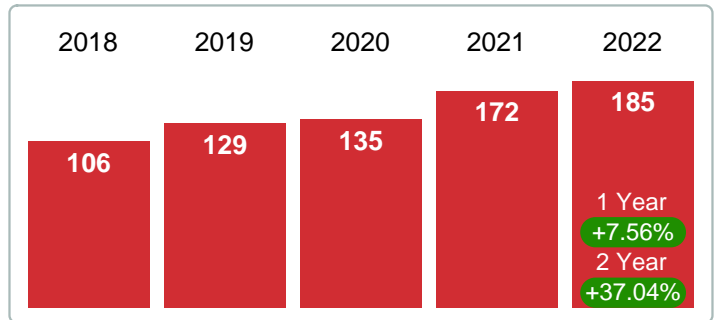
CLOSED LISTINGS

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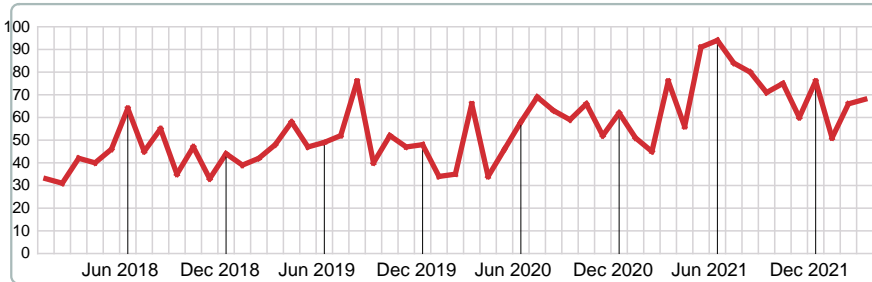
MARCH



YEAR TO DATE (YTD)

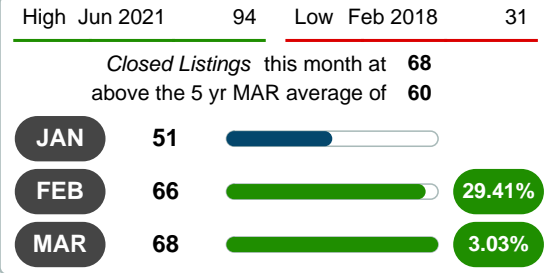


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.82%	6.0	2	4	0	0
\$50,001 - \$75,000	5	7.35%	9.0	2	3	0	0
\$75,001 - \$125,000	12	17.65%	23.0	5	7	0	0
\$125,001 - \$225,000	21	30.88%	27.0	3	12	6	0
\$225,001 - \$275,000	7	10.29%	13.0	0	7	0	0
\$275,001 - \$400,000	10	14.71%	27.5	0	5	5	0
\$400,001 and up	7	10.29%	61.0	0	3	2	2
Total Closed Units	68			12	41	13	2
Total Closed Volume	14,995,870	100%	19.5	1.14M	8.17M	3.81M	1.89M
Median Closed Price	\$182,450			\$82,500	\$190,000	\$286,000	\$942,500

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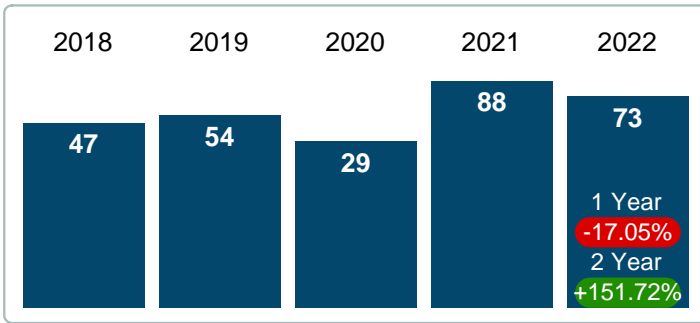
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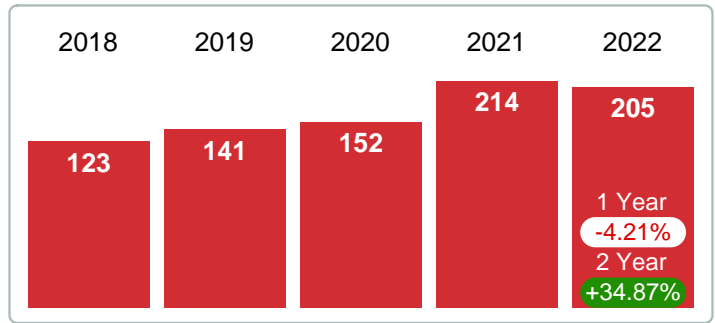
PENDING LISTINGS

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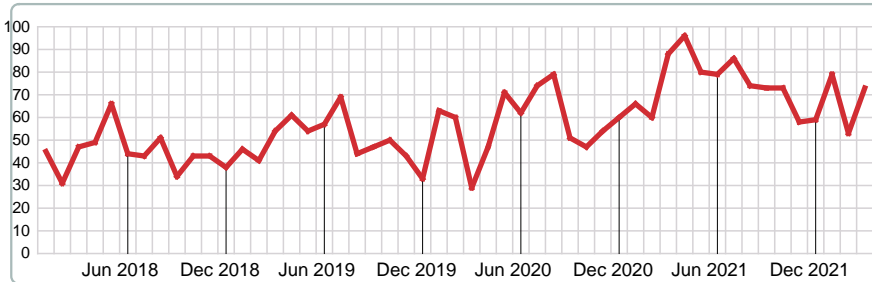
MARCH



YEAR TO DATE (YTD)

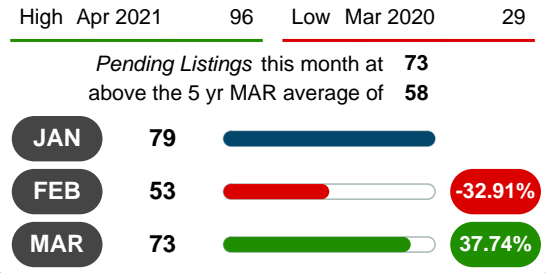


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	6	8.22%	33.5	3	3	0	0
\$75,001 - \$100,000	7	9.59%	10.0	3	3	1	0
\$100,001 - \$125,000	8	10.96%	6.0	3	5	0	0
\$125,001 - \$200,000	21	28.77%	13.0	2	16	3	0
\$200,001 - \$250,000	14	19.18%	4.0	1	11	1	1
\$250,001 - \$375,000	9	12.33%	8.0	1	7	1	0
\$375,001 and up	8	10.96%	28.5	0	4	3	1
Total Pending Units	73			13	49	9	2
Total Pending Volume	19,192,090	100%	8.0	1.51M	14.08M	2.60M	998.50K
Median Listing Price	\$180,000			\$110,000	\$189,900	\$208,000	\$499,250

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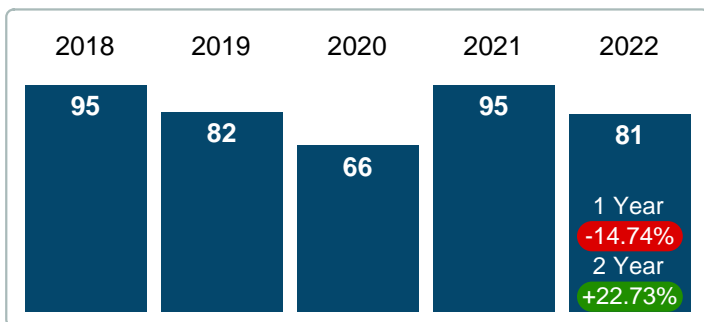
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



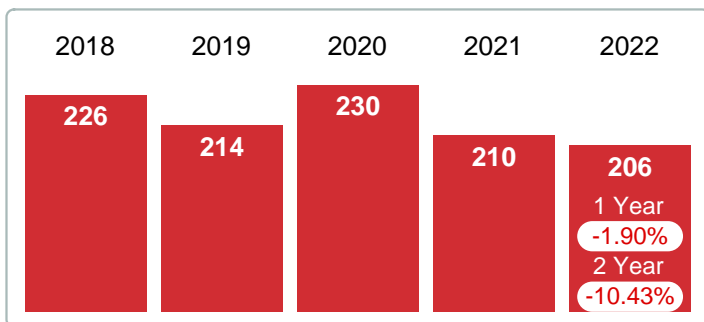
NEW LISTINGS

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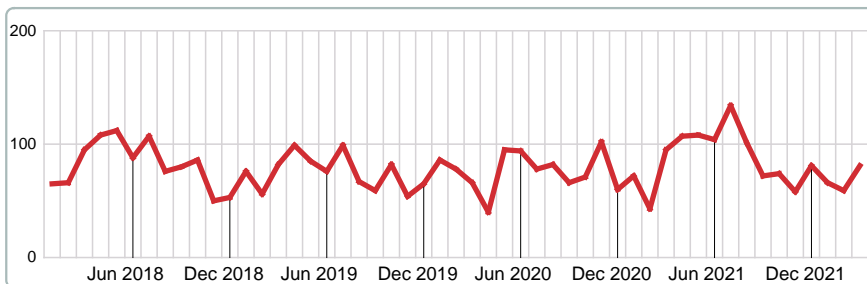
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 84

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **81**
below the 5 yr MAR average of **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
Total New Listed Units	81		17	44	18	2
Total New Listed Volume	19,581,000	100%	3.00M	10.07M	5.40M	1.11M
Median New Listed Listing Price	\$201,000		\$124,000	\$205,500	\$251,950	\$555,000

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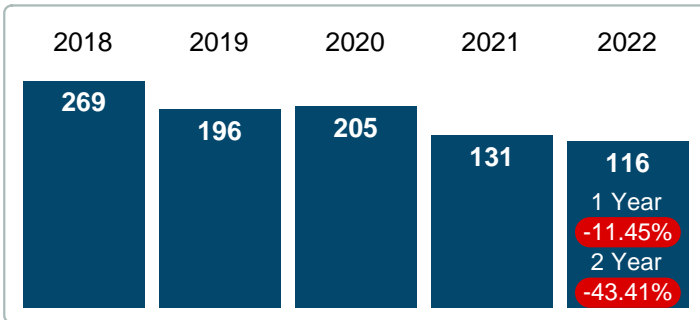
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



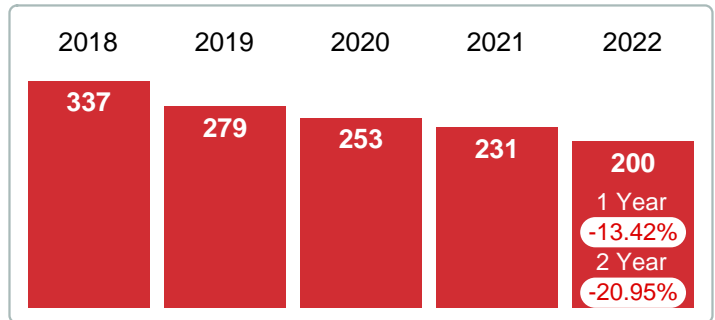
ACTIVE INVENTORY

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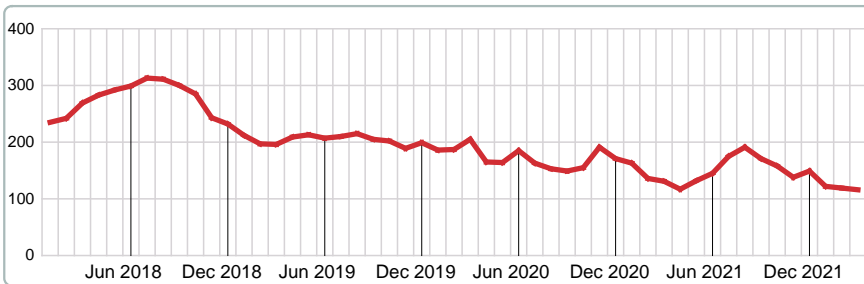
END OF MARCH



ACTIVE DURING MARCH

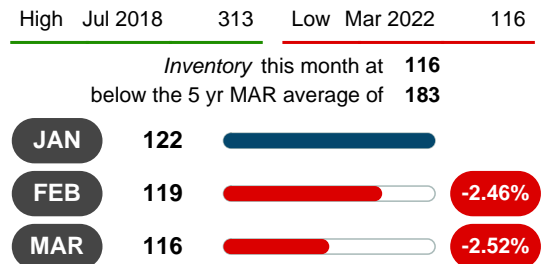


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 183



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	8.62%	61.0	5	3	2	0
\$50,001 - \$75,000	14	12.07%	74.0	4	9	1	0
\$75,001 - \$125,000	17	14.66%	42.0	7	8	2	0
\$125,001 - \$250,000	30	25.86%	67.5	2	21	5	2
\$250,001 - \$350,000	18	15.52%	13.0	1	11	6	0
\$350,001 - \$550,000	15	12.93%	47.0	3	4	5	3
\$550,001 and up	12	10.34%	52.0	0	2	6	4
Total Active Inventory by Units	116			22	58	27	9
Total Active Inventory by Volume	31,876,165	100%	49.0	3.25M	14.23M	9.47M	4.93M
Median Active Inventory Listing Price	\$197,250			\$89,450	\$179,900	\$297,500	\$549,000

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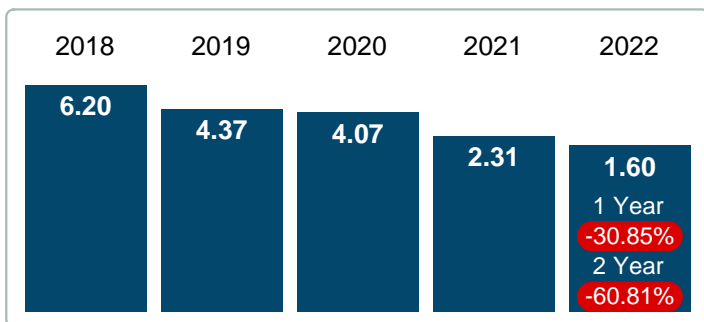
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



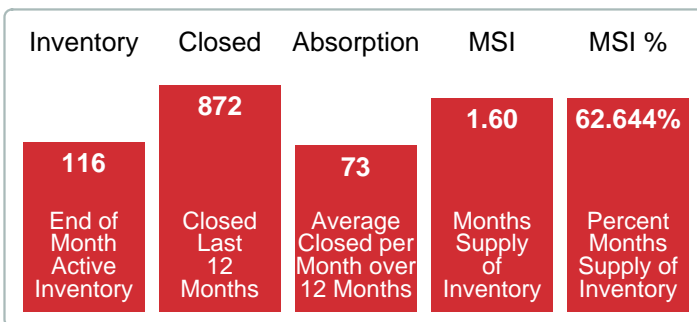
MONTHS SUPPLY of INVENTORY (MSI)

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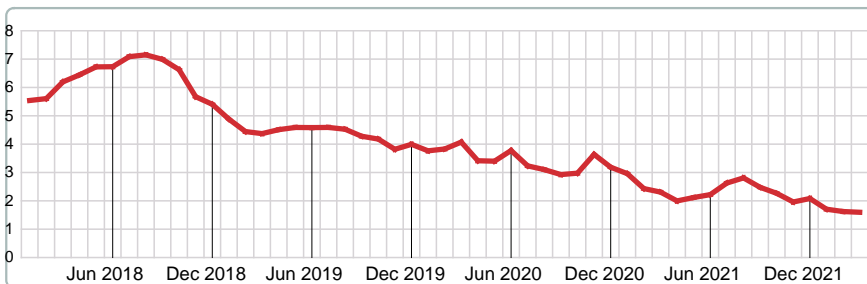
MSI FOR MARCH



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

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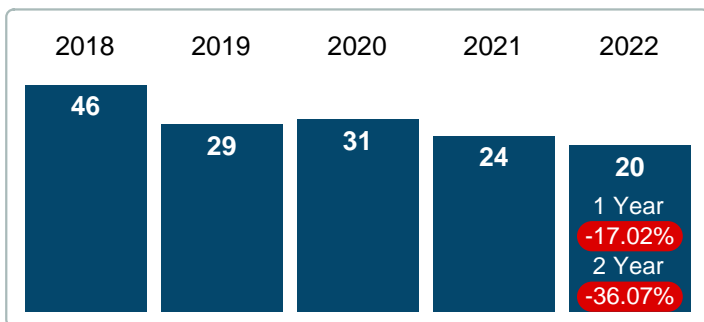
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



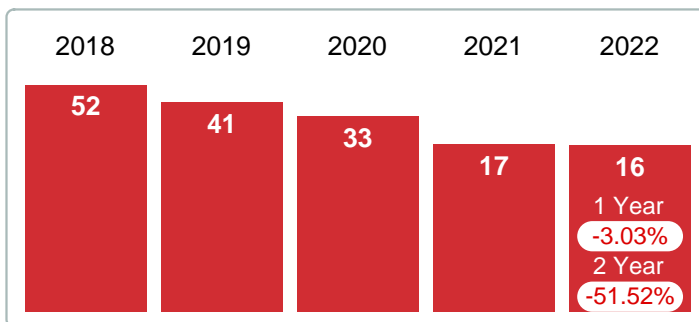
MEDIAN DAYS ON MARKET TO SALE

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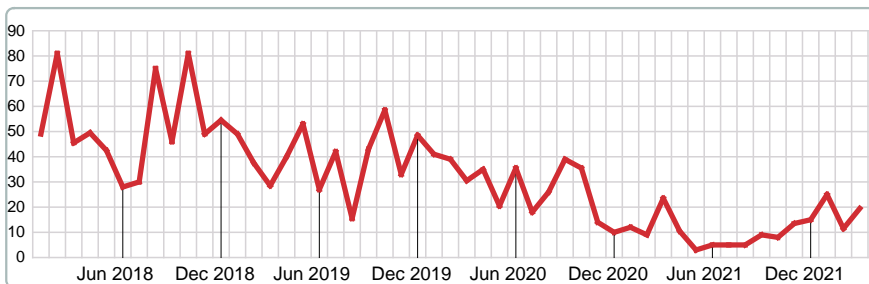
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 30

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 20 below the 5 yr MAR average of 30



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	8.82%	6	13	2	0	0
\$50,001 - \$75,000	7.35%	9	40	9	0	0
\$75,001 - \$125,000	17.65%	23	10	43	0	0
\$125,001 - \$225,000	30.88%	27	6	24	51	0
\$225,001 - \$275,000	10.29%	13	0	13	0	0
\$275,001 - \$400,000	14.71%	28	0	37	18	0
\$400,001 and up	10.29%	61	0	53	136	210
Median Closed DOM		20	10	24	43	210
Total Closed Units	100%	68	12	41	13	2
Total Closed Volume		14,995,870	1.14M	8.17M	3.81M	1.89M

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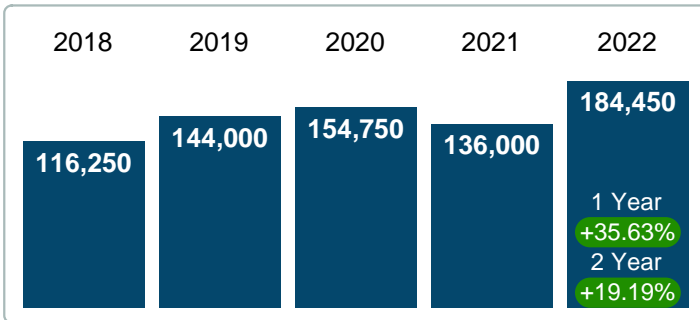
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



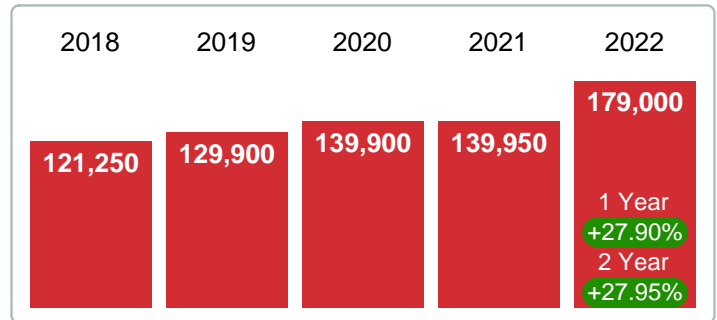
MEDIAN LIST PRICE AT CLOSING

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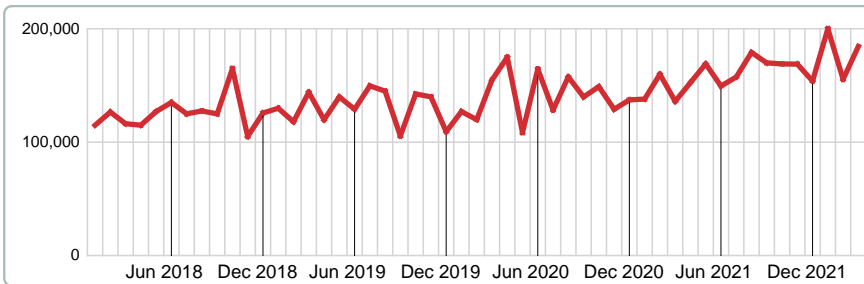
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

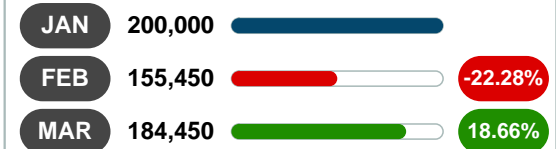


3 MONTHS

5 year MAR AVG = 147,090

High Jan 2022 200,000 Low Nov 2018 105,000

Median List Price at Closing this month at **184,450**
above the 5 yr MAR average of **147,090**



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	8.82%	46,200	43,250	46,950	0	0
\$50,001 - \$75,000	4.41%	60,000	60,000	59,000	0	0
\$75,001 - \$125,000	20.59%	96,500	92,250	96,500	0	0
\$125,001 - \$225,000	27.94%	177,400	169,450	173,650	179,000	0
\$225,001 - \$275,000	11.76%	249,250	0	249,500	225,500	0
\$275,001 - \$400,000	16.18%	325,000	0	312,000	339,900	0
\$400,001 and up	10.29%	575,000	0	575,000	539,950	962,500
Median List Price		184,450	85,000	199,000	319,900	962,500
Total Closed Units	100%	184,450	12	41	13	2
Total Closed Volume		15,463,859	1.14M	8.49M	3.91M	1.93M

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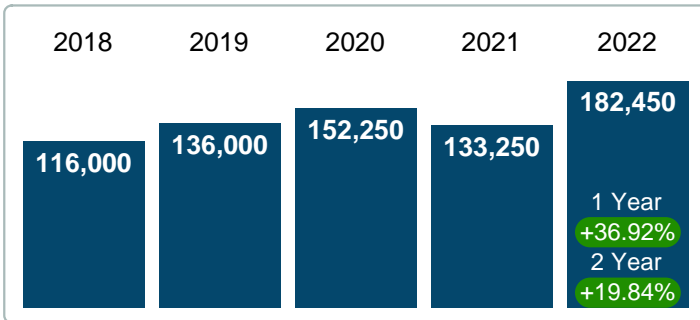
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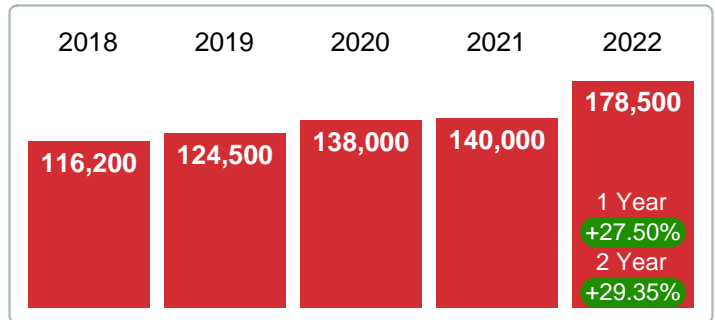
MEDIAN SOLD PRICE AT CLOSING

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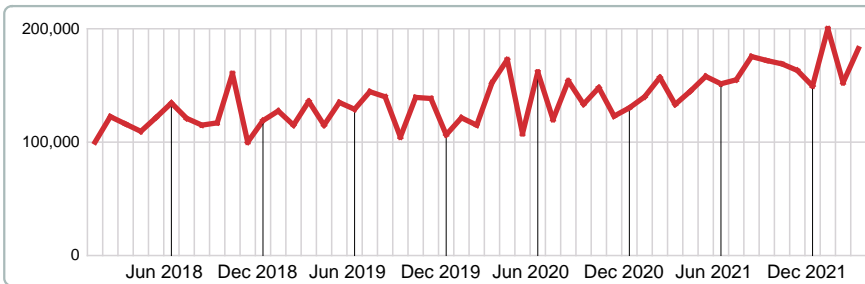
MARCH



YEAR TO DATE (YTD)

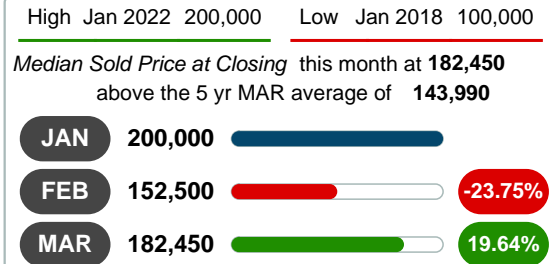


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 143,990



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	6	8.82%	42,450	38,250	42,450	0	0
\$50,001 - \$75,000	5	7.35%	65,000	66,000	65,000	0	0
\$75,001 - \$125,000	12	17.65%	97,000	85,000	99,000	0	0
\$125,001 - \$225,000	21	30.88%	179,900	142,000	187,500	187,455	0
\$225,001 - \$275,000	7	10.29%	245,950	0	245,950	0	0
\$275,001 - \$400,000	10	14.71%	312,000	0	309,000	331,000	0
\$400,001 and up	7	10.29%	575,000	0	575,000	521,000	942,500
Median Sold Price			182,450	82,500	190,000	286,000	942,500
Total Closed Units		100%	182,450	12	41	13	2
Total Closed Volume			14,995,870	1.14M	8.17M	3.81M	1.89M

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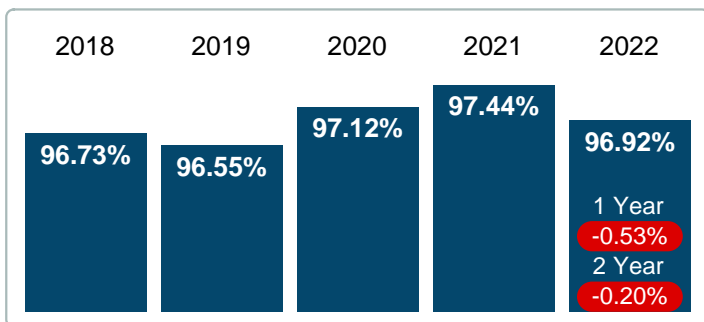
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



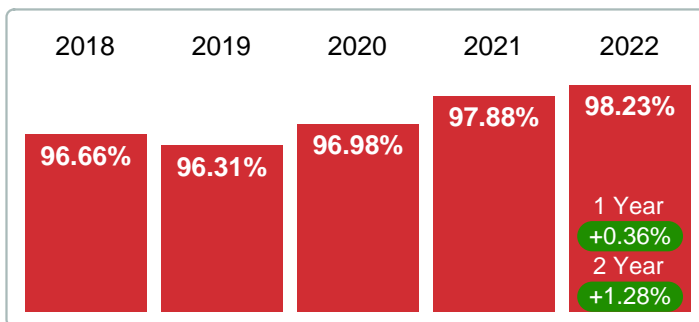
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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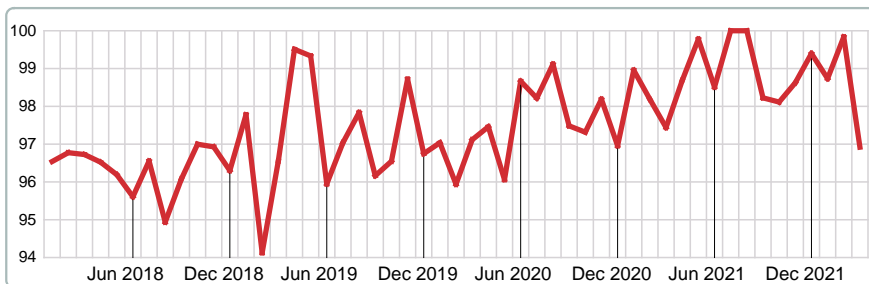
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

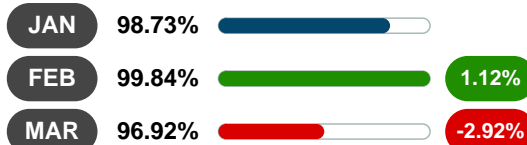


3 MONTHS

5 year MAR AVG = 96.95%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.92%**
equal to 5 yr MAR average of **96.95%**



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	6	8.82%	92.23%	87.98%	93.69%	0.00%	0.00%
\$50,001 - \$75,000	5	7.35%	88.61%	110.00%	86.44%	0.00%	0.00%
\$75,001 - \$125,000	12	17.65%	100.00%	100.00%	100.00%	0.00%	0.00%
\$125,001 - \$225,000	21	30.88%	98.45%	95.30%	97.67%	99.89%	0.00%
\$225,001 - \$275,000	7	10.29%	96.39%	0.00%	96.39%	0.00%	0.00%
\$275,001 - \$400,000	10	14.71%	96.61%	0.00%	96.87%	96.36%	0.00%
\$400,001 and up	7	10.29%	97.29%	0.00%	96.51%	96.57%	98.25%
Median Sold/List Ratio		96.92%		100.00%	96.49%	98.45%	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



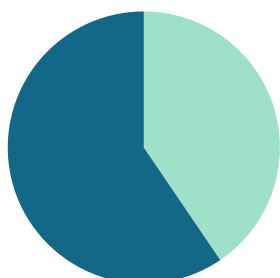
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

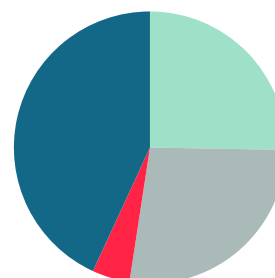


Inventory
 New Listings **81 = 40.50%**
 Start Inventory **119**
 Total Inventory Units **200**
 Volume **\$55,598,145**

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%
Median List Price	136,000	184,450	35.63%	139,950	179,000	27.90%
Median Sale Price	133,250	182,450	36.92%	140,000	178,500	27.50%
Median Percent of Selling Price to List Price	97.44%	96.92%	-0.53%	97.88%	98.23%	0.36%
Median Days on Market to Sale	23.50	19.50	-17.02%	16.50	16.00	-3.03%
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

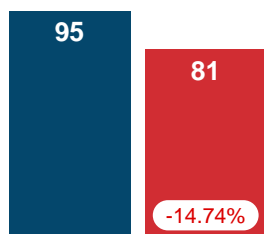
Inventory on March 31, 2022 = **116**

2021 **2022**

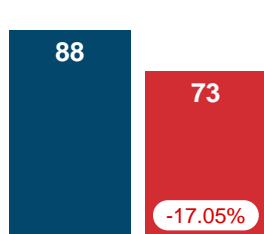
MARCH MARKET

MEDIAN PRICES

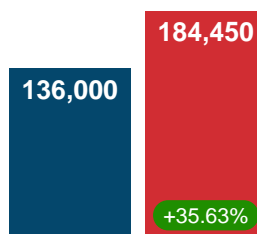
New Listings



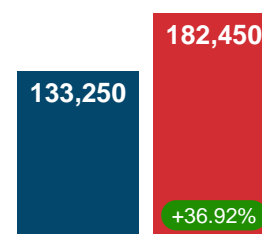
Pending Listings



List Price



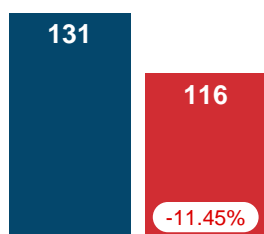
Sale Price



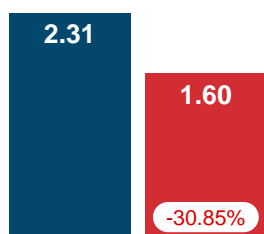
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

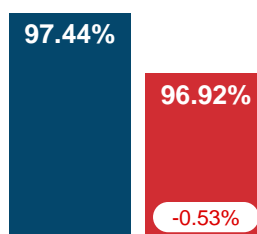
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

