

May 2022



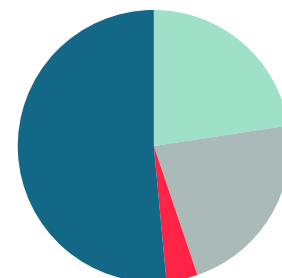
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	91	61	-32.97%
Pending Listings	80	60	-25.00%
New Listings	108	84	-22.22%
Average List Price	200,405	248,760	24.13%
Average Sale Price	193,217	240,478	24.46%
Average Percent of Selling Price to List Price	95.71%	96.48%	0.80%
Average Days on Market to Sale	38.65	27.62	-28.53%
End of Month Inventory	132	139	5.30%
Months Supply of Inventory	2.12	1.96	-7.22%



■ Closed (22.59%)
■ Pending (22.22%)
■ Other OffMarket (3.70%)
■ Active (51.48%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of May 31, 2022 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2022 rose **5.30%** to 139 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **1.96** 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 **24.46%** in May 2022 to \$240,478 versus the previous year at \$193,217.

Average Days on Market Shortens

The average number of **27.62** days that homes spent on the market before selling decreased by 11.03 days or **28.53%** in May 2022 compared to last year's same month at **38.65** DOM.

Sales Success for May 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 84 New Listings in May 2022, down **22.22%** from last year at 108. Furthermore, there were 61 Closed Listings this month versus last year at 91, a **-32.97%** decrease.

Closed versus Listed trends yielded a **72.6%** ratio, down from previous year's, May 2021, at **84.3%**, a **13.81%** 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

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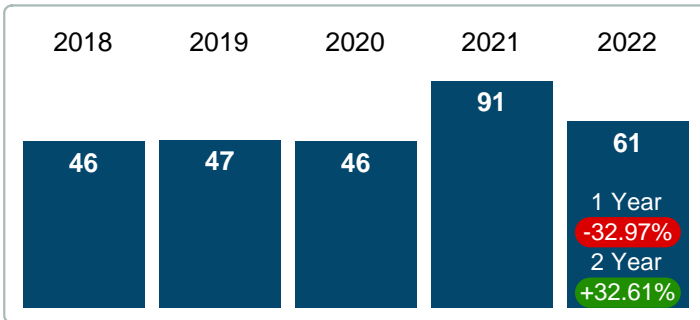
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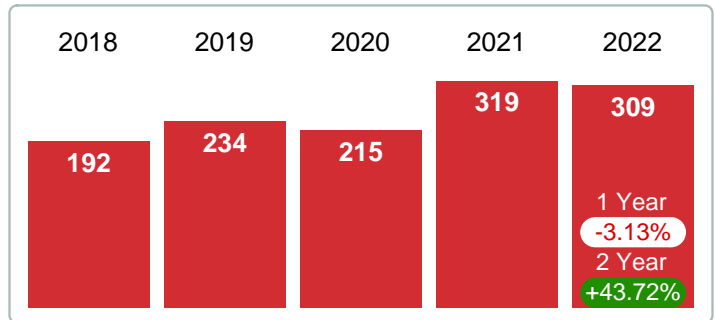
CLOSED LISTINGS

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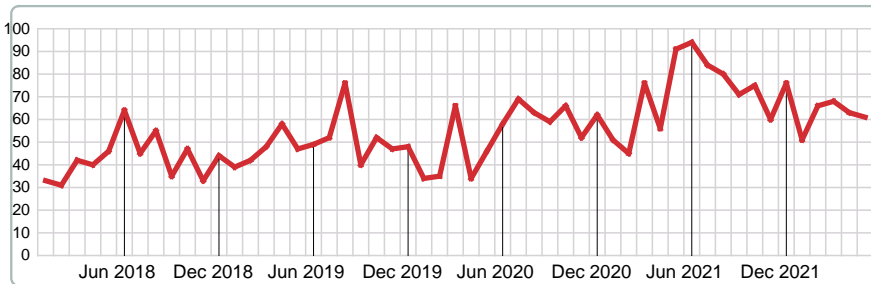
MAY



YEAR TO DATE (YTD)

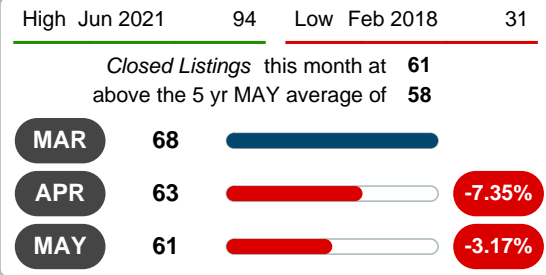


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58



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	4	6.56%	39.8	2	2	0	0
\$50,001 - \$100,000	7	11.48%	14.4	5	1	1	0
\$100,001 - \$150,000	12	19.67%	26.8	4	6	2	0
\$150,001 - \$225,000	14	22.95%	16.0	2	12	0	0
\$225,001 - \$275,000	6	9.84%	15.5	1	4	0	1
\$275,001 - \$525,000	11	18.03%	38.7	0	8	3	0
\$525,001 and up	7	11.48%	51.6	0	1	3	3
Total Closed Units	61			14	34	9	4
Total Closed Volume	14,669,150	100%	27.6	1.52M	7.77M	3.26M	2.12M
Average Closed Price	\$240,478			\$108,420	\$228,659	\$361,764	\$530,250

May 2022



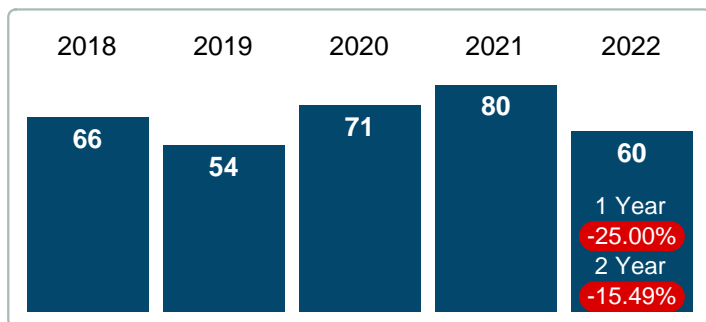
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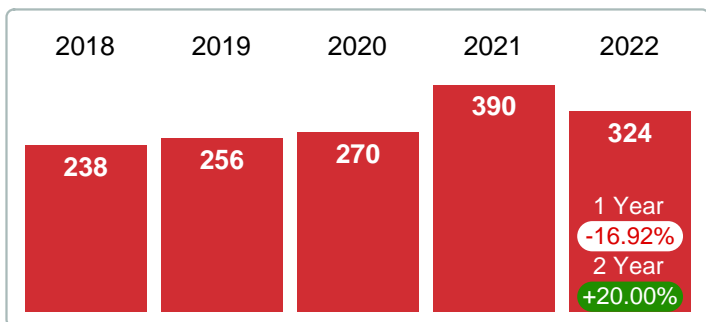
PENDING LISTINGS

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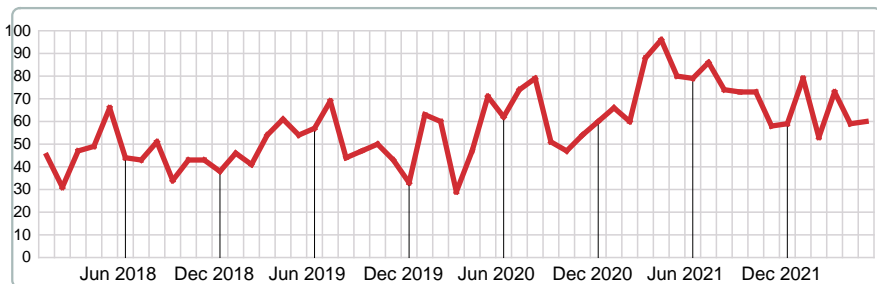
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 60 below the 5 yr MAY average of 66



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	4	6.67%	46.8	2	1	1	0
\$50,001 - \$75,000	3	5.00%	127.0	0	3	0	0
\$75,001 - \$150,000	17	28.33%	30.8	8	7	2	0
\$150,001 - \$200,000	12	20.00%	37.3	0	7	4	1
\$200,001 - \$250,000	9	15.00%	23.0	1	6	1	1
\$250,001 - \$325,000	7	11.67%	10.1	1	5	1	0
\$325,001 and up	8	13.33%	25.6	0	3	5	0
Total Pending Units	60			12	32	14	2
Total Pending Volume	11,764,764	100%	34.3	1.39M	6.24M	3.70M	428.90K
Average Listing Price	\$197,513			\$116,014	\$195,091	\$264,343	\$214,450

May 2022



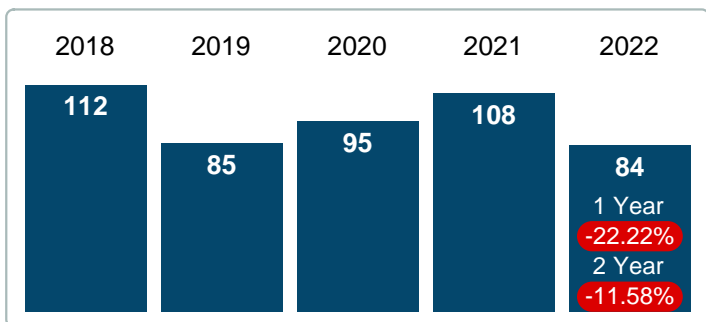
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



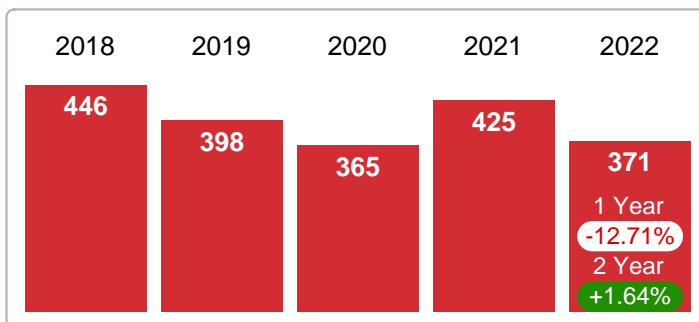
NEW LISTINGS

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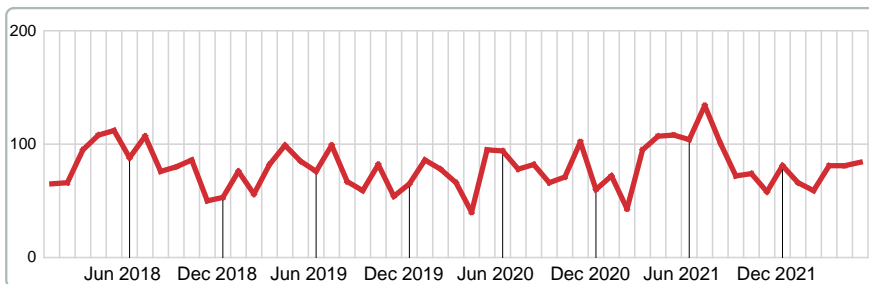
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 97

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **84**
 below the 5 yr MAY average of **97**

MAR	81	<div style="width: 84.6%;"></div>
APR	81	<div style="width: 84.6%;"></div> 0.00%
MAY	84	<div style="width: 86.7%;"></div> 3.70%

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	5	5.95%	2	3	0	0
\$75,001 - \$125,000	13	15.48%	6	2	4	1
\$125,001 - \$150,000	9	10.71%	3	6	0	0
\$150,001 - \$225,000	19	22.62%	2	13	3	1
\$225,001 - \$300,000	20	23.81%	3	12	5	0
\$300,001 - \$400,000	7	8.33%	0	3	3	1
\$400,001 and up	11	13.10%	0	7	3	1
Total New Listed Units	84		16	46	18	4
Total New Listed Volume	20,324,175	100%	2.20M	11.67M	5.03M	1.43M
Average New Listed Listing Price	\$227,503		\$137,373	\$253,626	\$279,250	\$358,225

May 2022



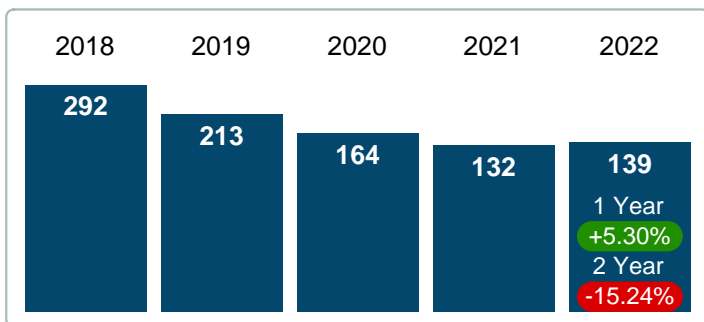
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



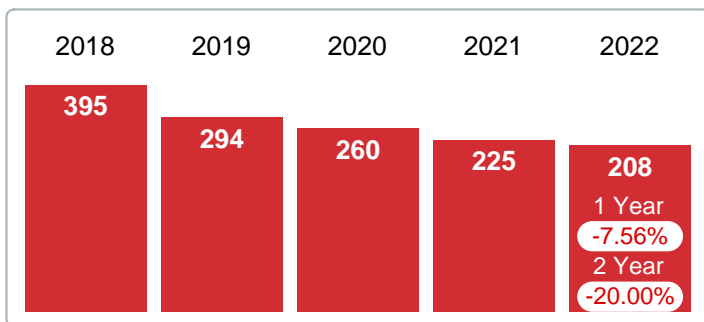
ACTIVE INVENTORY

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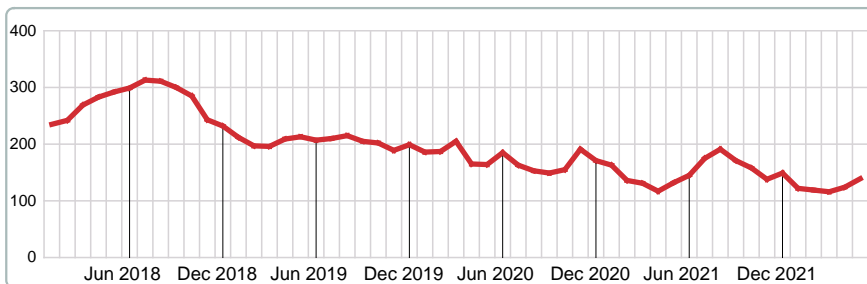
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

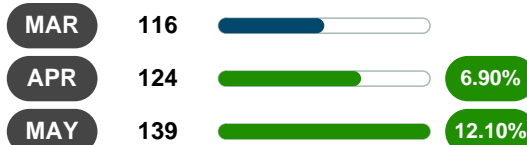


3 MONTHS

5 year MAY AVG = 188

High Jul 2018 313 Low Mar 2022 116

Inventory this month at 139
 below the 5 yr MAY average of 188



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	8	5.76%	115.4	5	2	1	0
\$50,001 - \$125,000	23	16.55%	90.0	7	10	5	1
\$125,001 - \$150,000	12	8.63%	70.3	4	7	1	0
\$150,001 - \$275,000	44	31.65%	47.3	6	28	10	0
\$275,001 - \$375,000	19	13.67%	64.4	3	8	6	2
\$375,001 - \$700,000	19	13.67%	70.0	2	8	6	3
\$700,001 and up	14	10.07%	72.3	0	6	5	3
Total Active Inventory by Units	139			27	69	34	9
Total Active Inventory by Volume	43,579,175	100%	68.2	4.55M	20.40M	13.77M	4.85M
Average Active Inventory Listing Price	\$313,519			\$168,647	\$295,709	\$404,971	\$539,200

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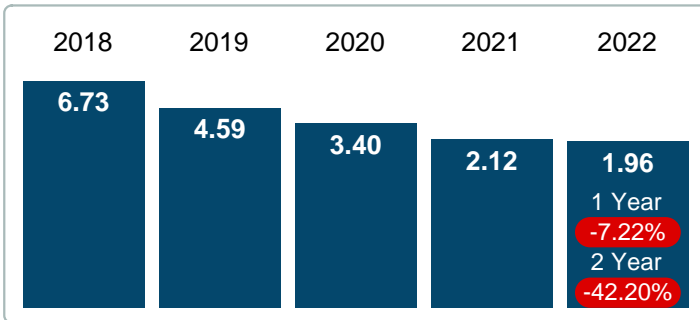
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



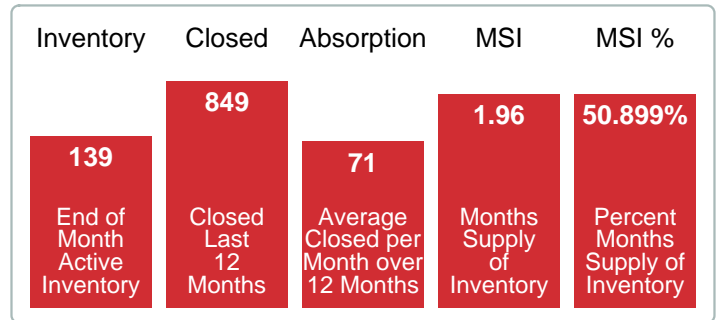
MONTHS SUPPLY of INVENTORY (MSI)

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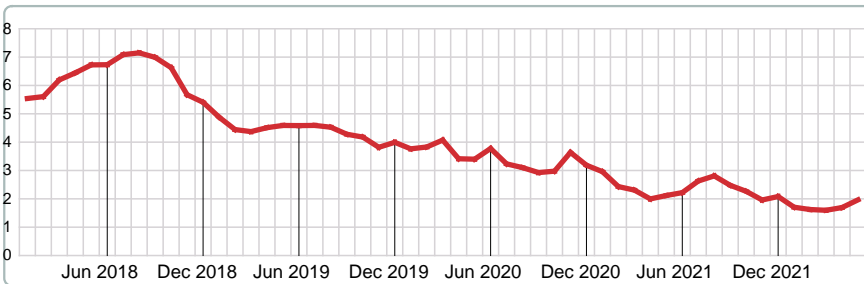
MSI FOR MAY



INDICATORS FOR MAY 2022

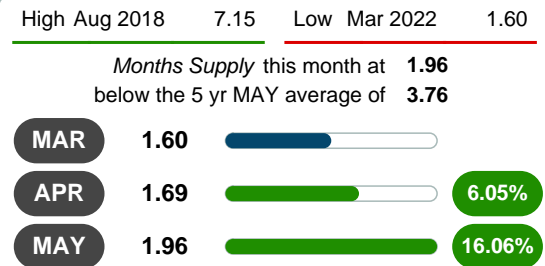


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.76



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	8	5.76%	1.68	1.71	1.14	12.00	0.00
\$50,001 - \$125,000	23	16.55%	1.18	1.00	0.89	4.00	0.00
\$125,001 - \$150,000	12	8.63%	1.67	2.82	1.56	0.92	0.00
\$150,001 - \$275,000	44	31.65%	1.78	3.00	1.60	2.11	0.00
\$275,001 - \$375,000	19	13.67%	2.48	12.00	1.85	2.12	8.00
\$375,001 - \$700,000	19	13.67%	3.17	6.00	3.56	2.48	3.00
\$700,001 and up	14	10.07%	15.27	0.00	18.00	30.00	12.00
Market Supply of Inventory (MSI)			1.96	1.92	1.65	2.70	4.15
Total Active Inventory by Units		100%	139	27	69	34	9

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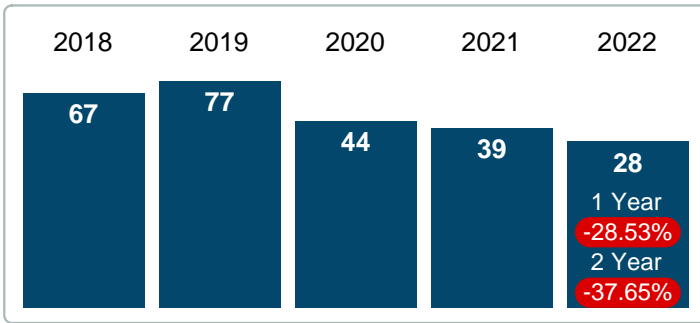
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



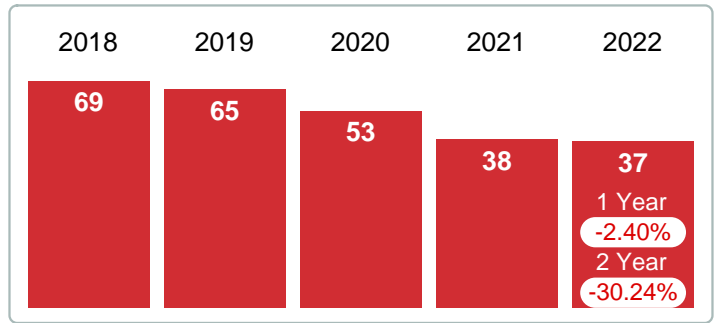
AVERAGE DAYS ON MARKET TO SALE

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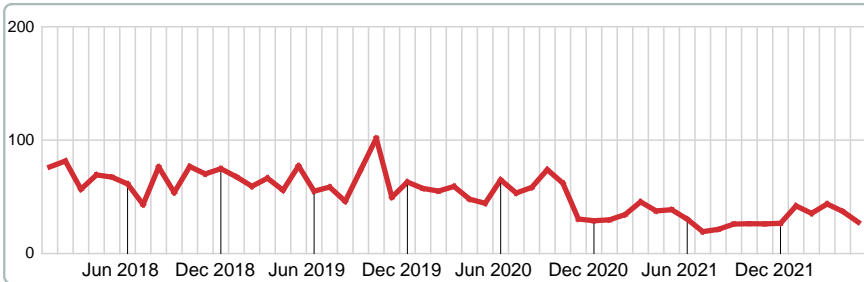
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

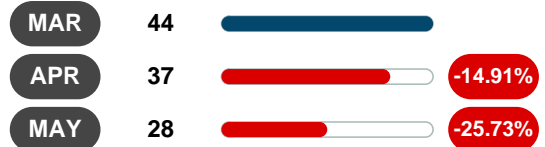


3 MONTHS

5 year MAY AVG = 51

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 28 below the 5 yr MAY average of 51



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	6.56%	40	7	73	0	0
\$50,001 - \$100,000	11.48%	14	18	4	5	0
\$100,001 - \$150,000	19.67%	27	3	41	34	0
\$150,001 - \$225,000	22.95%	16	59	9	0	0
\$225,001 - \$275,000	9.84%	16	1	14	0	38
\$275,001 - \$525,000	18.03%	39	0	21	85	0
\$525,001 and up	11.48%	52	0	266	25	7
Average Closed DOM		28	17	29	45	15
Total Closed Units	100%	28	14	34	9	4
Total Closed Volume		14,669,150	1.52M	7.77M	3.26M	2.12M

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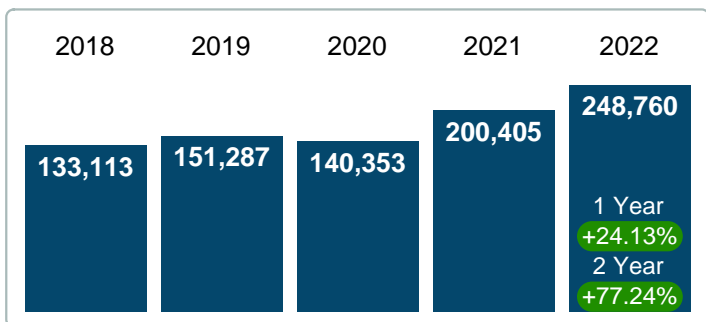
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



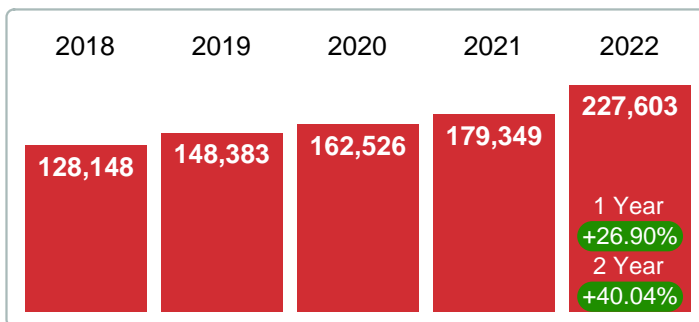
AVERAGE LIST PRICE AT CLOSING

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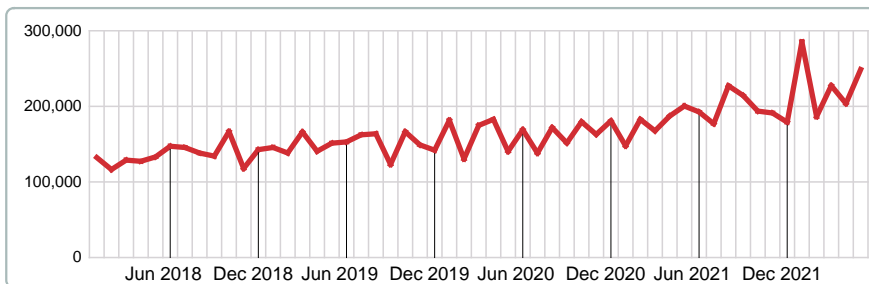
MAY



YEAR TO DATE (YTD)

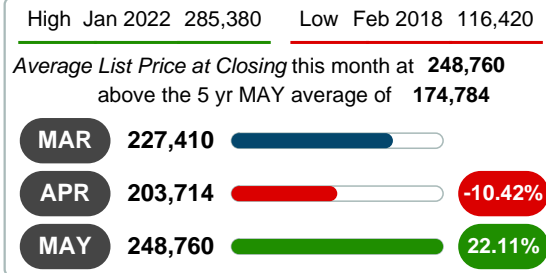


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 174,784



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	4	6.56%	34,950	27,450	42,450	0		
\$50,001 - \$100,000	7	11.48%	82,414	82,380	85,000	80,000		
\$100,001 - \$150,000	11	18.03%	130,170	126,969	138,083	124,500		
\$150,001 - \$225,000	15	24.59%	193,880	187,500	198,308	0		
\$225,001 - \$275,000	6	9.84%	258,250	253,500	261,500	0		
\$275,001 - \$525,000	10	16.39%	332,670	0	342,113	376,267		
\$525,001 and up	8	13.11%	655,175	0	875,000	626,300		
Average List Price		248,760		114,513	236,353	370,744	549,625	
Total Closed Units		61	100%	248,760	14	34	9	4
Total Closed Volume		15,174,375			1.60M	8.04M	3.34M	2.20M

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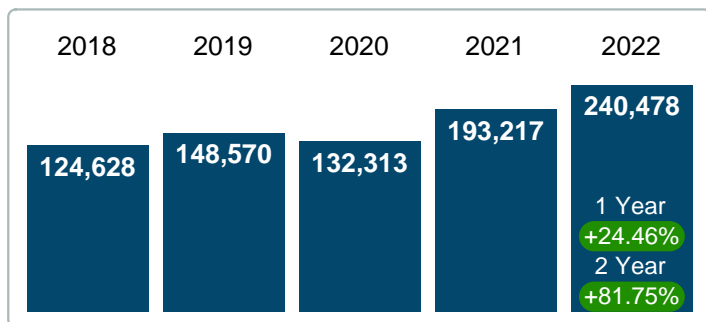
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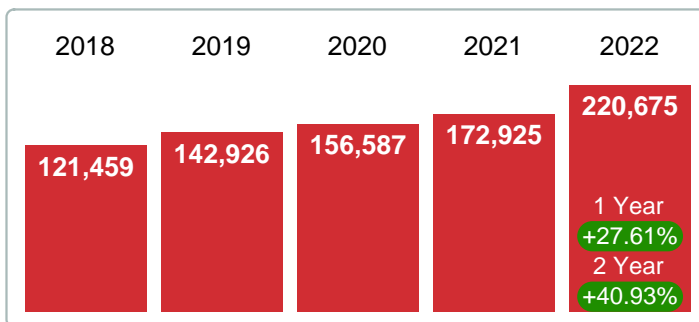
AVERAGE SOLD PRICE AT CLOSING

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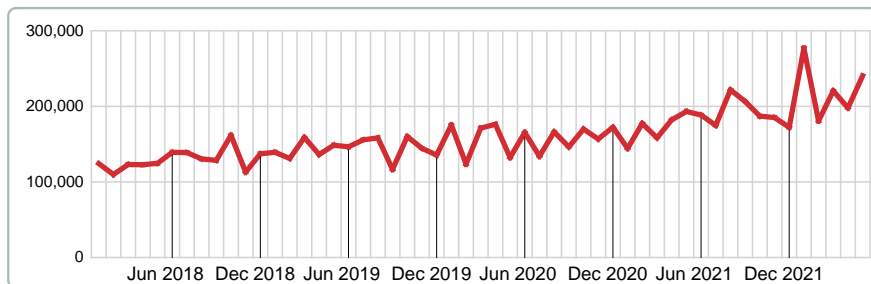
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

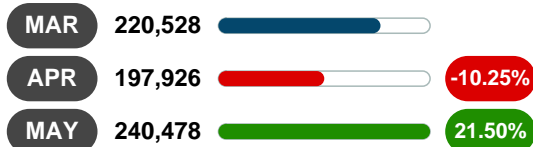


3 MONTHS

5 year MAY AVG = 167,841

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

Average Sold Price at Closing this month at **240,478** above the 5 yr MAY average of **167,841**



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	4	6.56%	30,875	23,250	38,500	0	
\$50,001 - \$100,000	7	11.48%	78,000	76,200	85,000	80,000	
\$100,001 - \$150,000	12	19.67%	129,656	126,969	134,500	120,500	
\$150,001 - \$225,000	14	22.95%	192,350	175,000	195,242	0	
\$225,001 - \$275,000	6	9.84%	250,167	232,500	256,875	0	
\$275,001 - \$525,000	11	18.03%	339,264	0	329,375	365,633	
\$525,001 and up	7	11.48%	645,425	0	800,000	612,658	
Average Sold Price		240,478		108,420	228,659	361,764	530,250
Total Closed Units		61	100%	240,478	14	34	9
Total Closed Volume		14,669,150			1.52M	7.77M	3.26M

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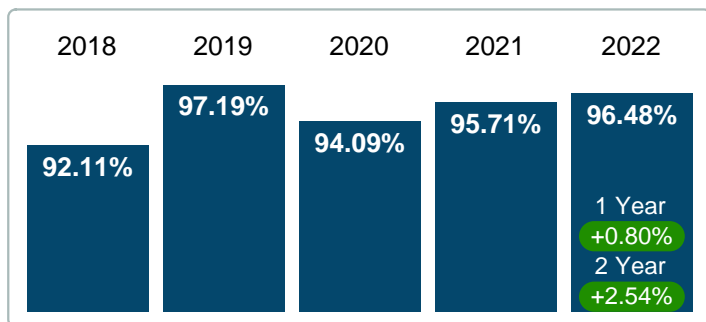
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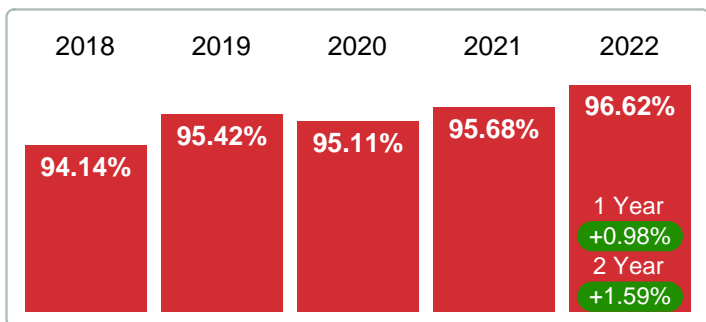
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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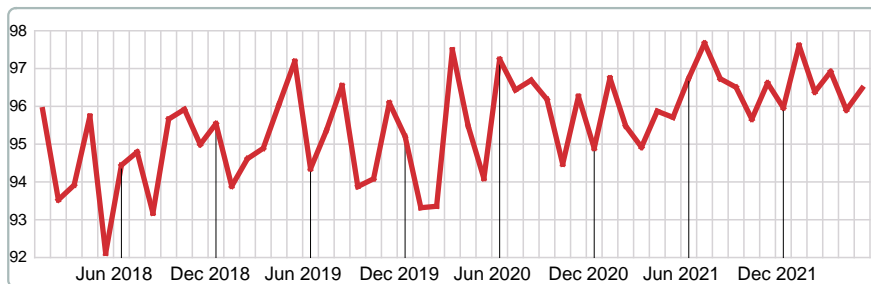
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

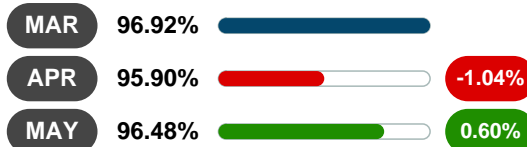


3 MONTHS

5 year MAY AVG = 95.12%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.48%** above the 5 yr MAY average of **95.12%**



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	4	6.56%	87.97%	85.13%	90.80%	0.00%	0.00%
\$50,001 - \$100,000	7	11.48%	94.38%	92.13%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	12	19.67%	98.46%	100.00%	97.95%	96.90%	0.00%
\$150,001 - \$225,000	14	22.95%	97.88%	94.19%	98.50%	0.00%	0.00%
\$225,001 - \$275,000	6	9.84%	96.87%	91.72%	98.27%	0.00%	96.40%
\$275,001 - \$525,000	11	18.03%	96.84%	0.00%	96.71%	97.19%	0.00%
\$525,001 and up	7	11.48%	96.32%	0.00%	91.43%	97.87%	96.40%
Average Sold/List Ratio		96.50%		93.65%	97.34%	97.66%	96.40%
Total Closed Units	61	100%	96.50%	14	34	9	4
Total Closed Volume	14,669,150			1.52M	7.77M	3.26M	2.12M

May 2022



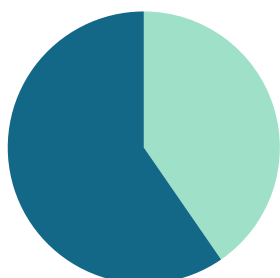
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

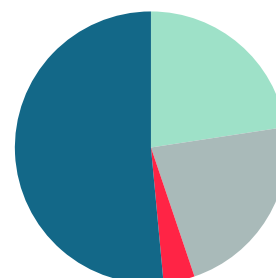


Inventory
 New Listings
84 = 40.38%
 Start Inventory
124
 Total Inventory Units
208
 Volume
\$57,461,439

Market Activity

Closed Sales
61 = 22.59%
 Pending Sales
60 = 22.22%
 Other Off Market
10 = 3.70%
 Active Inventory
139 = 51.48%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	91	61	-32.97%	319	309	-3.13%
Pending Sales	80	60	-25.00%	390	324	-16.92%
New Listings	108	84	-22.22%	425	371	-12.71%
Average List Price	200,405	248,760	24.13%	179,349	227,603	26.90%
Average Sale Price	193,217	240,478	24.46%	172,925	220,675	27.61%
Average Percent of Selling Price to List Price	95.71%	96.48%	0.80%	95.68%	96.62%	0.98%
Average Days on Market to Sale	38.65	27.62	-28.53%	38.07	37.16	-2.40%
Monthly Inventory	132	139	5.30%	132	139	5.30%
Months Supply of Inventory	2.12	1.96	-7.22%	2.12	1.96	-7.22%

Absorption: Last 12 months, an Average of **71** Sales/Month

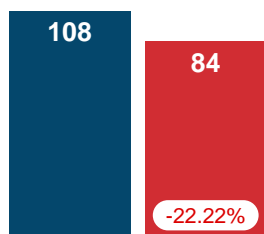
Inventory on May 31, 2022 = **139**

2021 **2022**

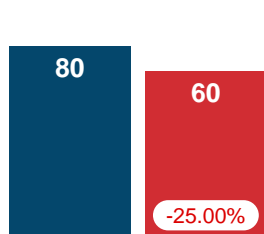
MAY MARKET

AVERAGE PRICES

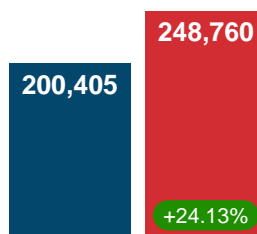
New Listings



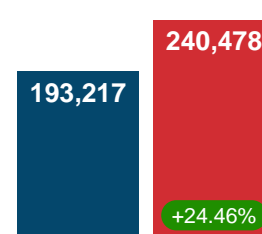
Pending Listings



List Price



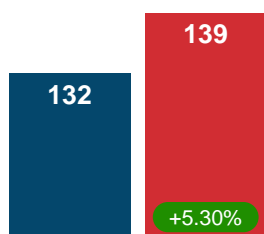
Sale Price



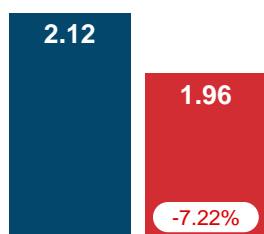
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

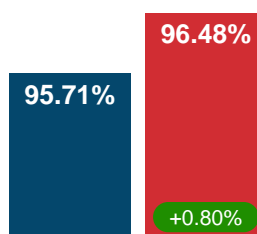
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

