

May 2022



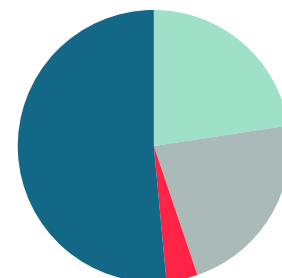
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	169,000	210,000	24.26%
Median Sale Price	158,000	200,000	26.58%
Median Percent of Selling Price to List Price	99.78%	97.42%	-2.36%
Median Days on Market to Sale	3.00	5.00	66.67%
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.

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 **26.58%** in May 2022 to \$200,000 versus the previous year at \$158,000.

Median Days on Market Lengthens

The median number of **5.00** days that homes spent on the market before selling increased by 2.00 days or **66.67%** in May 2022 compared to last year's same month at **3.00** DOM.

Sales Success for May 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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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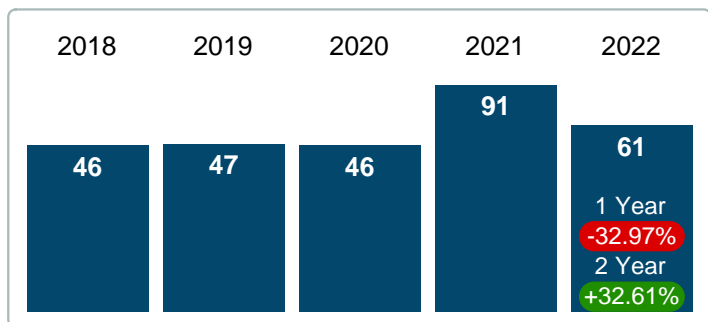
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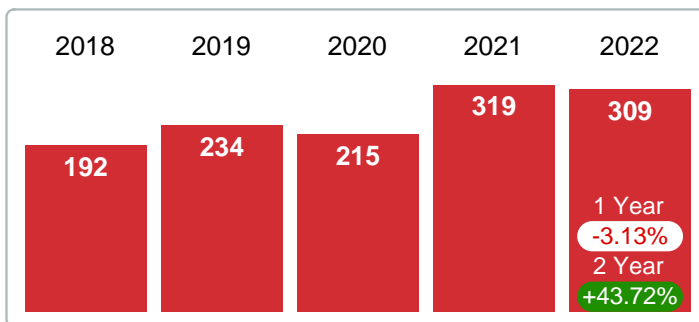
CLOSED LISTINGS

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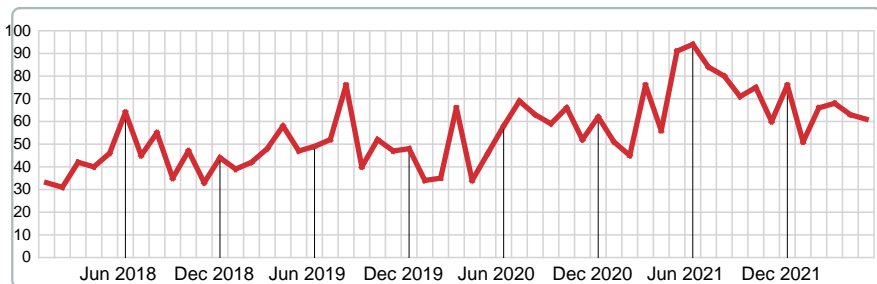
MAY



YEAR TO DATE (YTD)

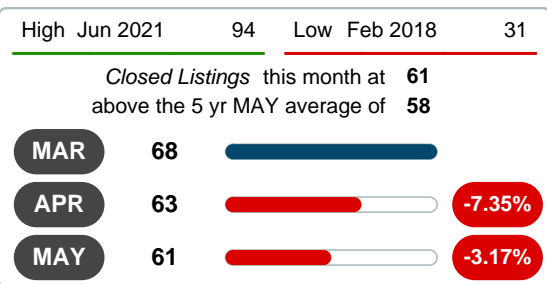


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.56%	13.5	2	2	0	0
\$50,001 - \$100,000	7	11.48%	4.0	5	1	1	0
\$100,001 - \$150,000	12	19.67%	4.5	4	6	2	0
\$150,001 - \$225,000	14	22.95%	2.5	2	12	0	0
\$225,001 - \$275,000	6	9.84%	13.0	1	4	0	1
\$275,001 - \$525,000	11	18.03%	18.0	0	8	3	0
\$525,001 and up	7	11.48%	12.0	0	1	3	3
Total Closed Units	61			14	34	9	4
Total Closed Volume	14,669,150	100%	5.0	1.52M	7.77M	3.26M	2.12M
Median Closed Price	\$200,000			\$101,938	\$209,500	\$399,900	\$575,000

May 2022



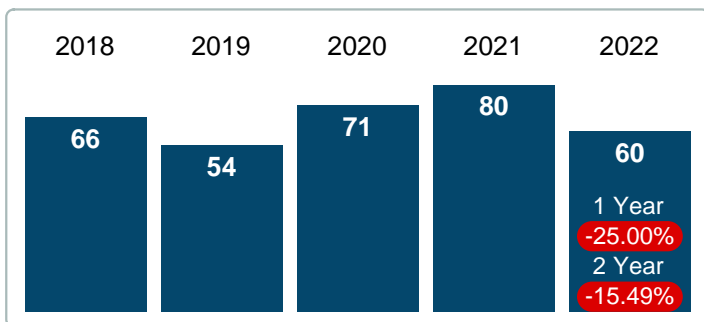
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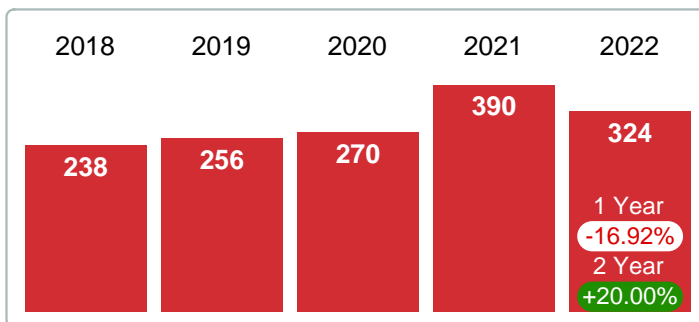
PENDING LISTINGS

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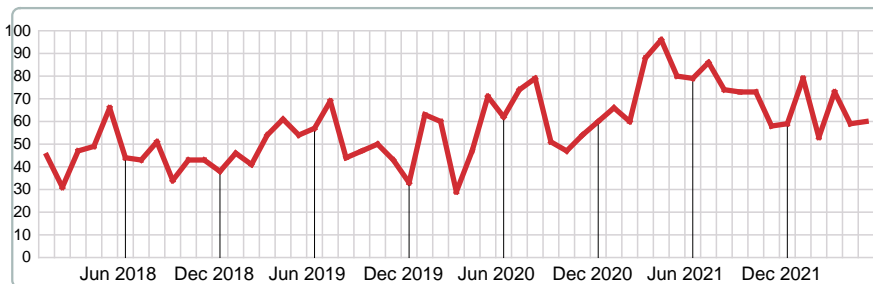
MAY



YEAR TO DATE (YTD)

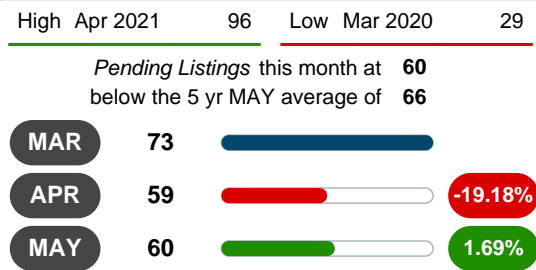


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.67%	46.5	2	1	1	0
\$50,001 - \$75,000	3	5.00%	97.0	0	3	0	0
\$75,001 - \$150,000	17	28.33%	8.0	8	7	2	0
\$150,001 - \$200,000	12	20.00%	27.0	0	7	4	1
\$200,001 - \$250,000	9	15.00%	2.0	1	6	1	1
\$250,001 - \$325,000	7	11.67%	6.0	1	5	1	0
\$325,001 and up	8	13.33%	14.5	0	3	5	0
Total Pending Units	60			12	32	14	2
Total Pending Volume	11,764,764	100%	9.5	1.39M	6.24M	3.70M	428.90K
Median Listing Price	\$184,500			\$99,495	\$185,000	\$224,000	\$214,450

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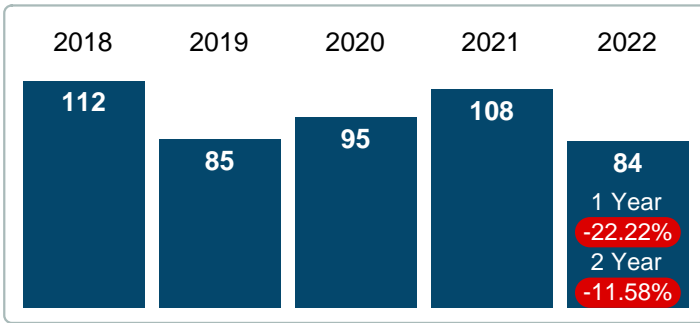
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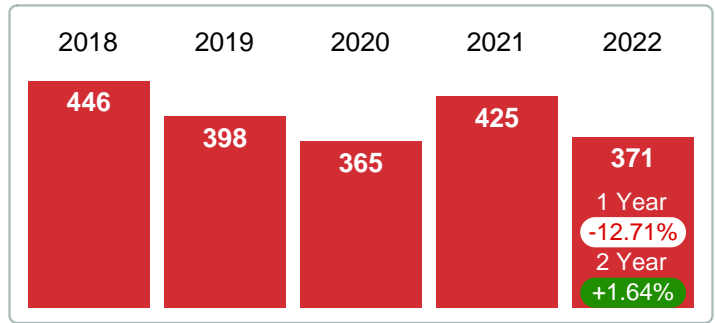
NEW LISTINGS

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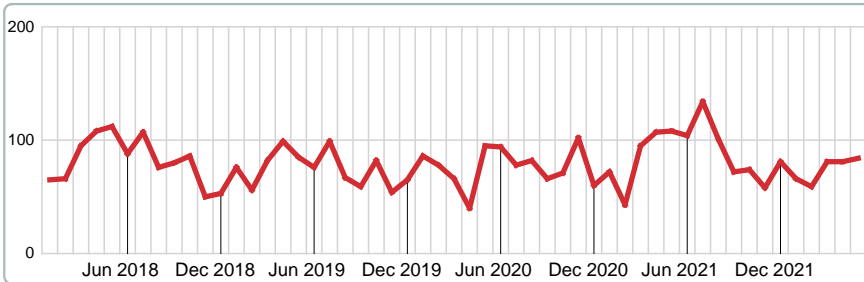
MAY



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**



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
Median New Listed Listing Price	\$199,950		\$127,000	\$219,250	\$242,000	\$269,450

May 2022



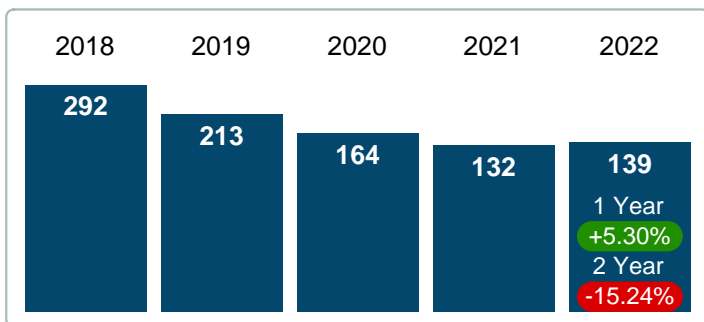
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



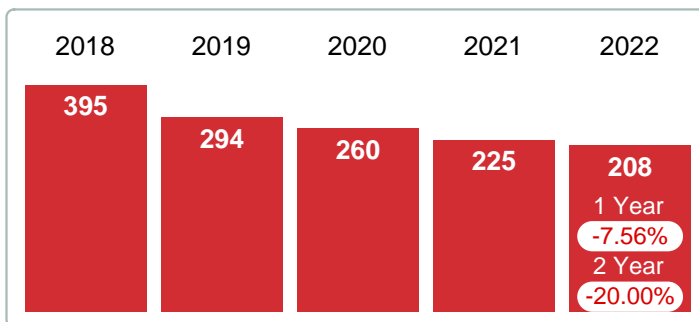
ACTIVE INVENTORY

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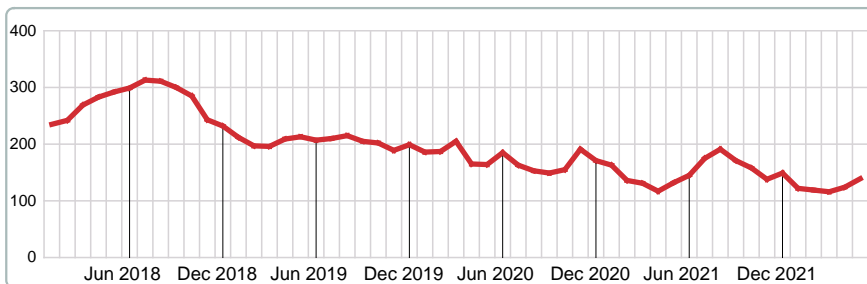
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

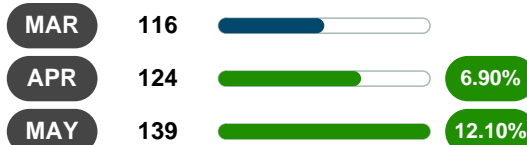


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.76%	122.0	5	2	1	0
\$50,001 - \$125,000	23	16.55%	56.0	7	10	5	1
\$125,001 - \$150,000	12	8.63%	37.0	4	7	1	0
\$150,001 - \$275,000	44	31.65%	30.0	6	28	10	0
\$275,001 - \$375,000	19	13.67%	48.0	3	8	6	2
\$375,001 - \$700,000	19	13.67%	62.0	2	8	6	3
\$700,001 and up	14	10.07%	39.0	0	6	5	3
Total Active Inventory by Units	139			27	69	34	9
Total Active Inventory by Volume	43,579,175	100%	43.0	4.55M	20.40M	13.77M	4.85M
Median Active Inventory Listing Price	\$200,000			\$145,000	\$199,500	\$265,000	\$549,000

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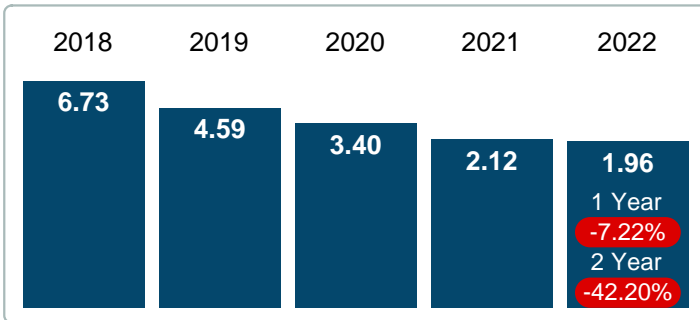
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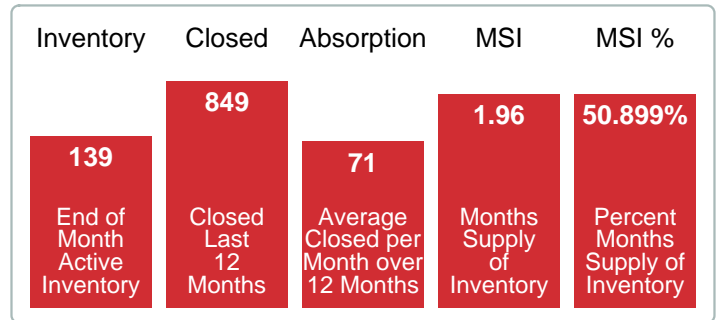
MONTHS SUPPLY of INVENTORY (MSI)

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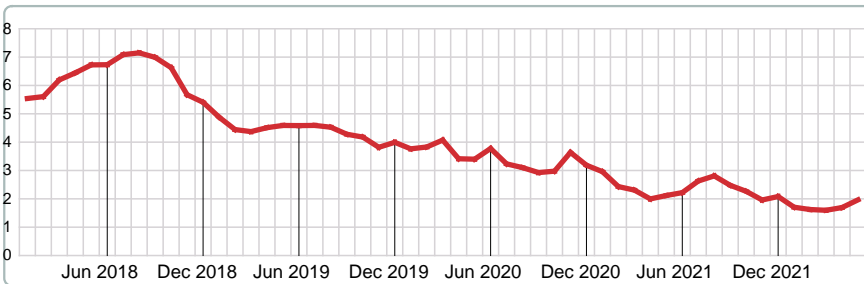
MSI FOR MAY



INDICATORS FOR MAY 2022

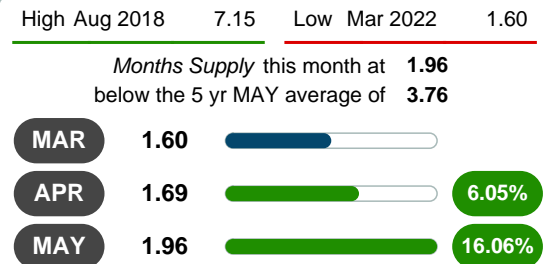


5 YEAR MARKET ACTIVITY TRENDS



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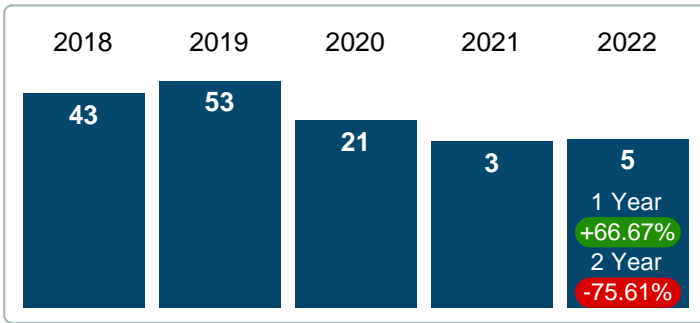
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



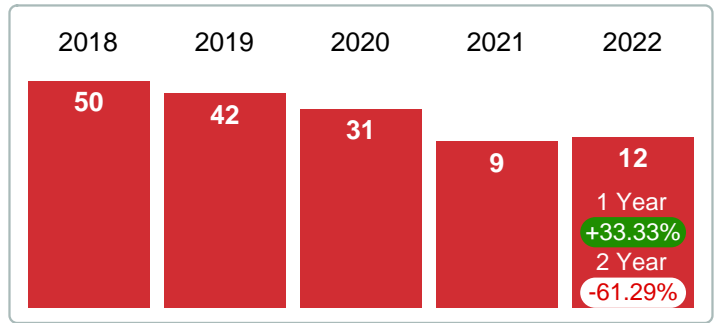
MEDIAN DAYS ON MARKET TO SALE

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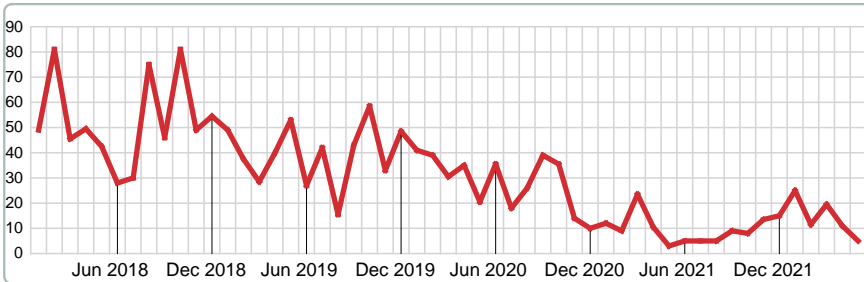
MAY



YEAR TO DATE (YTD)

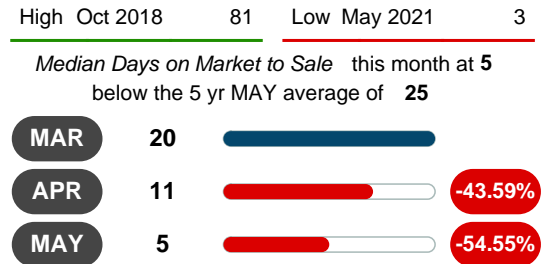


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 25



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	6.56%	14	7	73	0	0
\$50,001 - \$100,000	11.48%	4	1	4	5	0
\$100,001 - \$150,000	19.67%	5	2	14	34	0
\$150,001 - \$225,000	22.95%	3	59	3	0	0
\$225,001 - \$275,000	9.84%	13	1	13	0	38
\$275,001 - \$525,000	18.03%	18	0	14	18	0
\$525,001 and up	11.48%	12	0	266	15	7
Median Closed DOM		5	2	8	15	10
Total Closed Units	100%	61	14	34	9	4
Total Closed Volume		14,669,150	1.52M	7.77M	3.26M	2.12M

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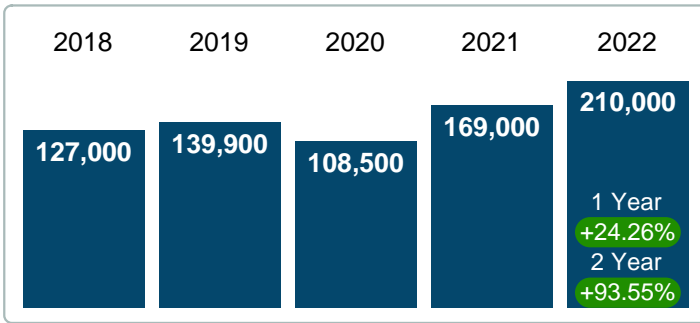
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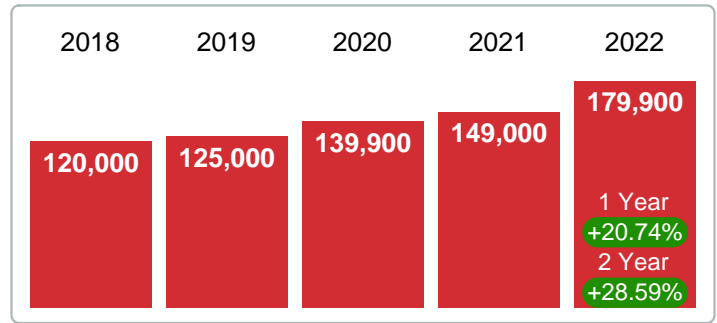
MEDIAN LIST PRICE AT CLOSING

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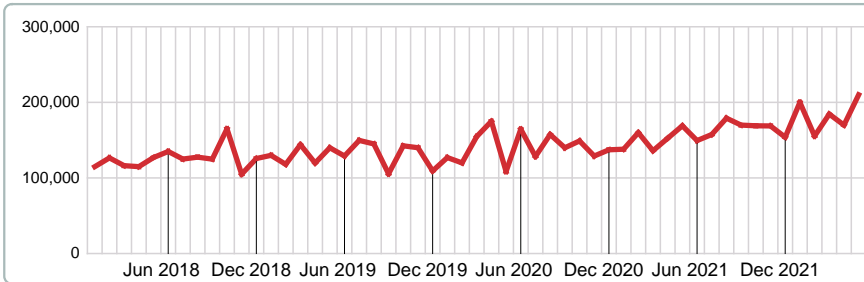
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

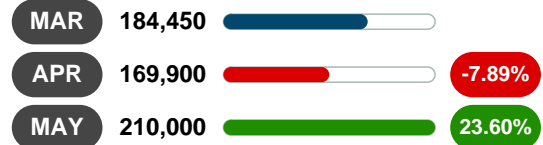


3 MONTHS

5 year MAY AVG = 150,880

High May 2022 210,000 Low Nov 2018 105,000

Median List Price at Closing this month at **210,000** above the 5 yr MAY average of **150,880**



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	4	32,450	27,450	42,450	0	0
\$50,001 - \$100,000	7	80,000	80,000	85,000	80,000	0
\$100,001 - \$150,000	11	129,000	126,500	129,000	124,500	0
\$150,001 - \$225,000	15	199,900	187,500	199,900	0	0
\$225,001 - \$275,000	6	258,000	253,500	263,750	0	250,000
\$275,001 - \$525,000	10	322,450	0	319,900	399,900	0
\$525,001 and up	8	609,500	0	707,000	579,000	640,000
Median List Price		210,000	101,938	211,000	399,900	599,500
Total Closed Units		61	14	34	9	4
Total Closed Volume		15,174,375	1.60M	8.04M	3.34M	2.20M

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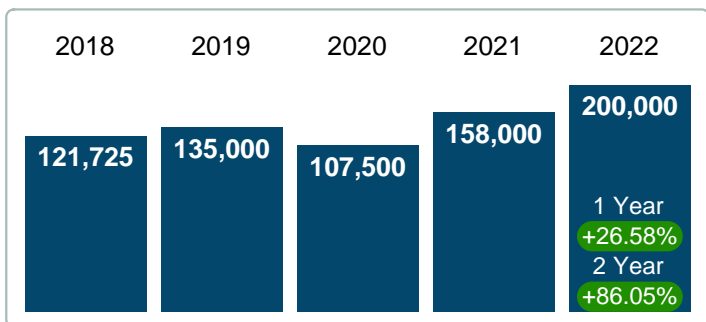
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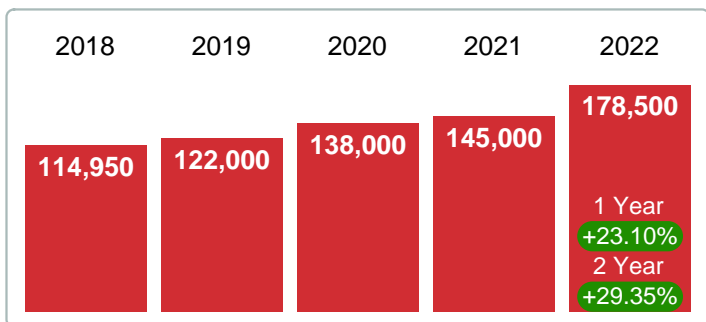
MEDIAN SOLD PRICE AT CLOSING

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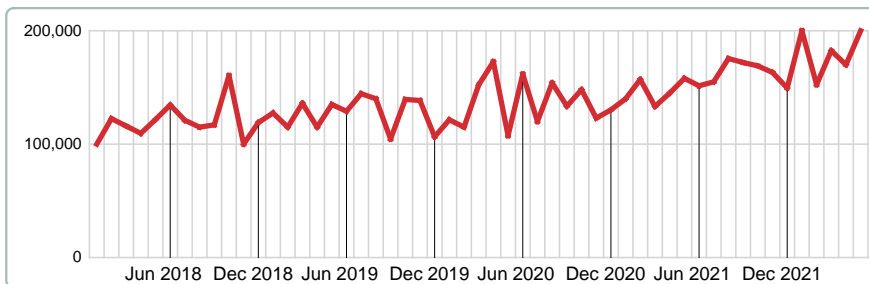
MAY



YEAR TO DATE (YTD)

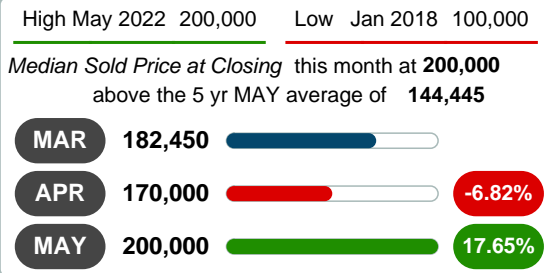


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 144,445



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	4	6.56%	28,000	23,250	38,500	0	0
\$50,001 - \$100,000	7	11.48%	79,000	70,000	85,000	80,000	0
\$100,001 - \$150,000	12	19.67%	132,000	126,500	134,500	120,500	0
\$150,001 - \$225,000	14	22.95%	195,000	175,000	202,450	0	0
\$225,001 - \$275,000	6	9.84%	252,000	232,500	257,500	0	241,000
\$275,001 - \$525,000	11	18.03%	320,000	0	307,500	399,900	0
\$525,001 and up	7	11.48%	615,000	0	800,000	555,000	615,000
Median Sold Price			200,000	101,938	209,500	399,900	575,000
Total Closed Units		100%	200,000	14	34	9	4
Total Closed Volume			14,669,150	1.52M	7.77M	3.26M	2.12M

May 2022



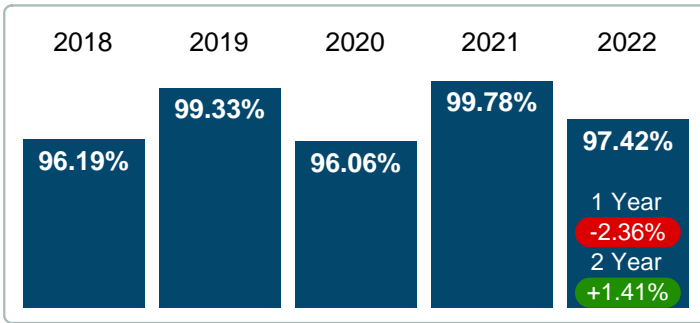
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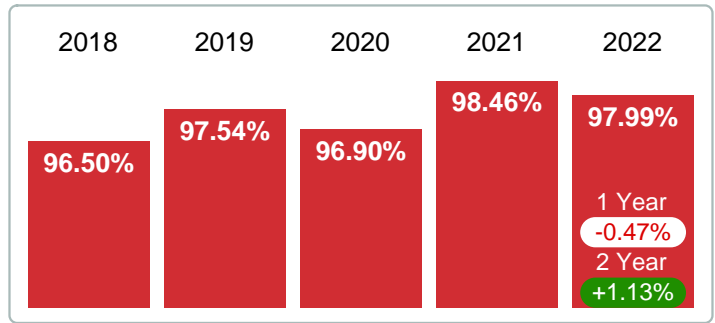
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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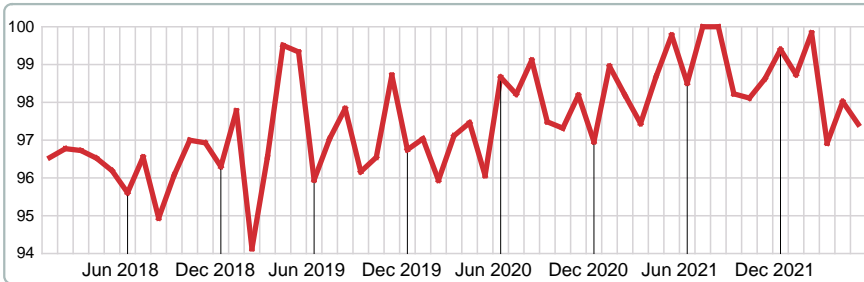
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

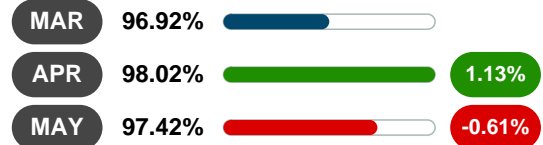


3 MONTHS

5 year MAY AVG = 97.76%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.42%**
 below the 5 yr MAY average of **97.76%**



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	4	6.56%	90.09%	85.13%	90.80%	0.00%	0.00%
\$50,001 - \$100,000	7	11.48%	92.99%	92.94%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	12	19.67%	100.00%	100.00%	100.47%	96.90%	0.00%
\$150,001 - \$225,000	14	22.95%	99.88%	94.19%	99.88%	0.00%	0.00%
\$225,001 - \$275,000	6	9.84%	96.44%	91.72%	98.24%	0.00%	96.40%
\$275,001 - \$525,000	11	18.03%	98.85%	0.00%	99.43%	96.59%	0.00%
\$525,001 and up	7	11.48%	96.09%	0.00%	91.43%	97.74%	96.09%
Median Sold/List Ratio		97.42%		92.97%	99.31%	97.74%	96.25%
Total Closed Units		61	100%	14	34	9	4
Total Closed Volume		14,669,150		1.52M	7.77M	3.26M	2.12M

May 2022



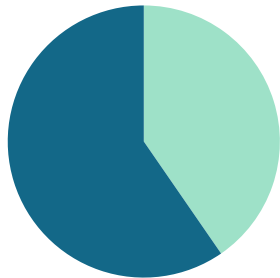
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

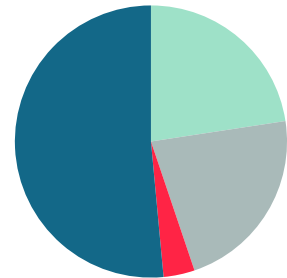


Inventory
 New Listings
84 = 40.38%
 Start Inventory
124
 Total Inventory Units
208
 Volume
\$57,461,439

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%
Median List Price	169,000	210,000	24.26%	149,000	179,900	20.74%
Median Sale Price	158,000	200,000	26.58%	145,000	178,500	23.10%
Median Percent of Selling Price to List Price	99.78%	97.42%	-2.36%	98.46%	97.99%	-0.47%
Median Days on Market to Sale	3.00	5.00	66.67%	9.00	12.00	33.33%
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

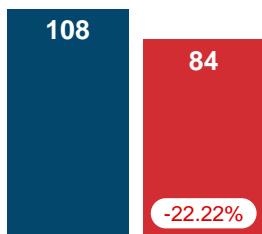
Inventory on May 31, 2022 = **139**

2021 **2022**

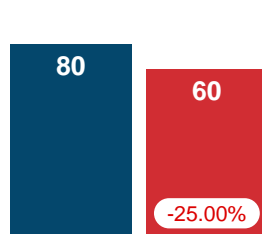
MAY MARKET

MEDIAN PRICES

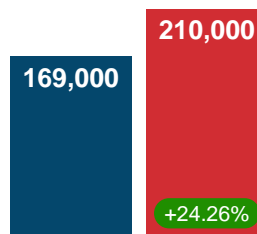
New Listings



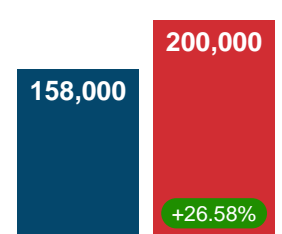
Pending Listings



List Price



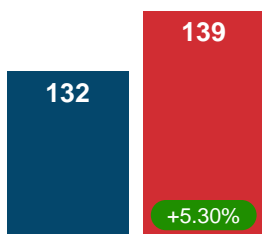
Sale Price



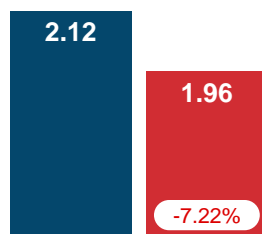
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

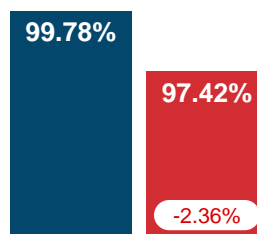
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

