

October 2022



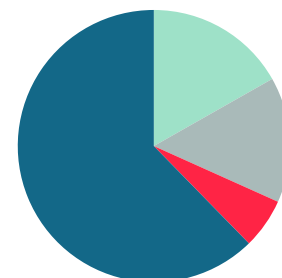
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	75	45	-40.00%
Pending Listings	73	40	-45.21%
New Listings	74	67	-9.46%
Average List Price	193,724	181,787	-6.16%
Average Sale Price	187,125	174,571	-6.71%
Average Percent of Selling Price to List Price	95.66%	95.87%	0.21%
Average Days on Market to Sale	26.32	37.62	42.94%
End of Month Inventory	158	167	5.70%
Months Supply of Inventory	2.27	2.67	17.80%



■ Closed (16.79%)
■ Pending (14.93%)
■ Other OffMarket (5.97%)
■ Active (62.31%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of October 31, 2022 = **167**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **5.70%** to 167 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **2.67** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.71%** in October 2022 to \$174,571 versus the previous year at \$187,125.

Average Days on Market Lengthens

The average number of **37.62** days that homes spent on the market before selling increased by 11.30 days or **42.94%** in October 2022 compared to last year's same month at **26.32** DOM.

Sales Success for October 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 67 New Listings in October 2022, down **9.46%** from last year at 74. Furthermore, there were 45 Closed Listings this month versus last year at 75, a **-40.00%** decrease.

Closed versus Listed trends yielded a **67.2%** ratio, down from previous year's, October 2021, at **101.4%**, a **33.73%** downswing. This will certainly create pressure on an increasing 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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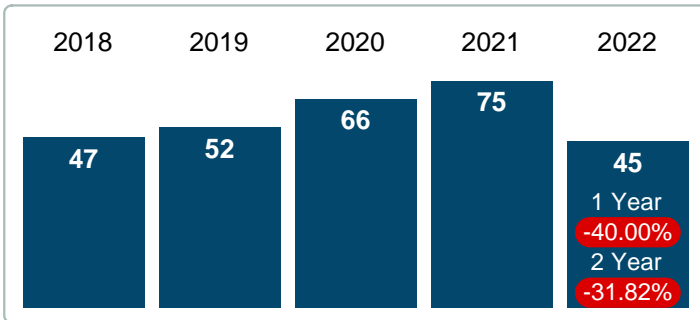
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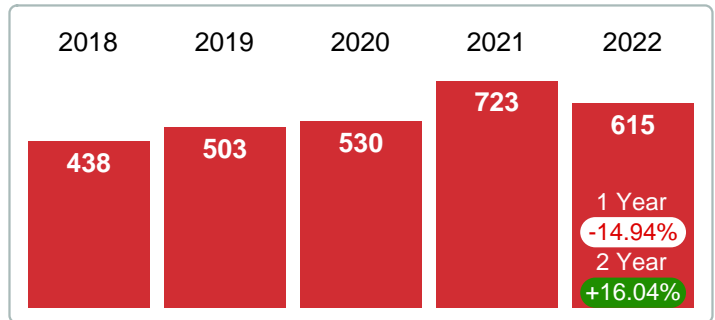
CLOSED LISTINGS

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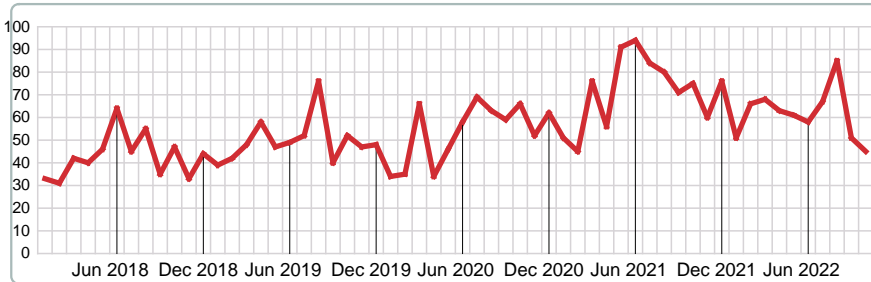
OCTOBER



YEAR TO DATE (YTD)

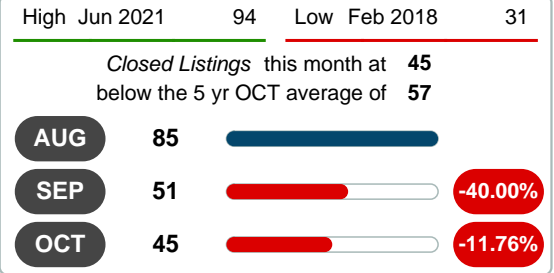


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.22%	7.0	1	0	0	0
\$25,001 - \$75,000	8	17.78%	48.0	7	1	0	0
\$75,001 - \$100,000	5	11.11%	12.4	3	2	0	0
\$100,001 - \$175,000	15	33.33%	27.6	4	8	3	0
\$175,001 - \$225,000	3	6.67%	117.3	0	2	1	0
\$225,001 - \$300,000	8	17.78%	36.3	1	5	2	0
\$300,001 and up	5	11.11%	36.8	0	5	0	0
Total Closed Units	45			16	23	6	0
Total Closed Volume	7,855,700	100%	37.6	1.34M	5.28M	1.23M	0.00B
Average Closed Price	\$174,571			\$83,619	\$229,778	\$205,483	\$0

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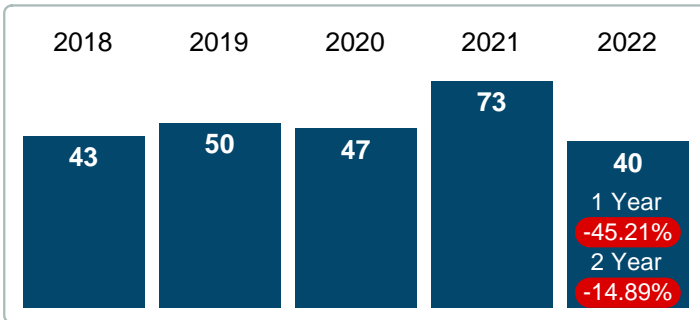
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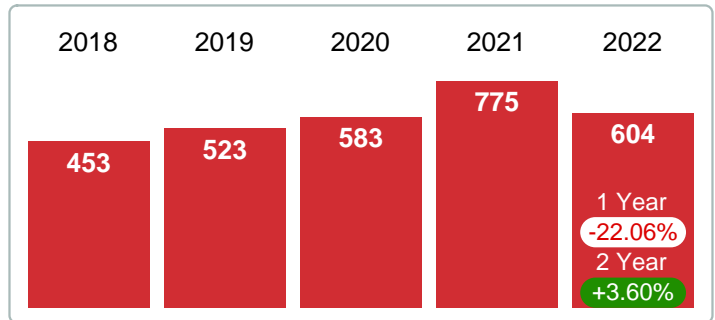
PENDING LISTINGS

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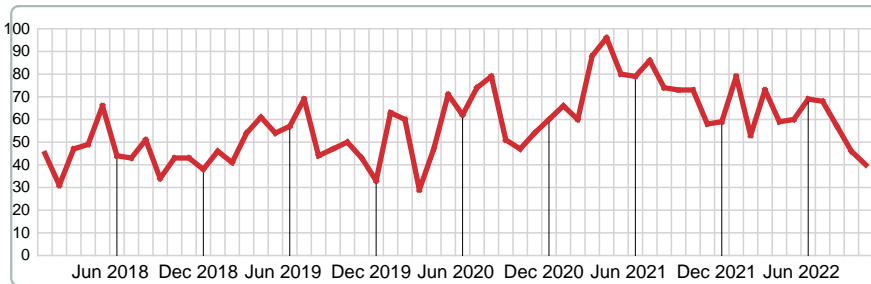
OCTOBER



YEAR TO DATE (YTD)

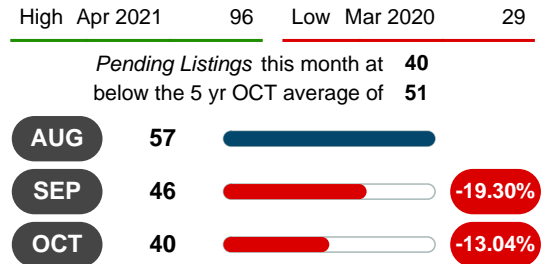


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	4	10.00%	66.0	3	0	1	0
\$75,001 - \$125,000	5	12.50%	22.2	2	3	0	0
\$125,001 - \$175,000	6	15.00%	48.8	2	4	0	0
\$175,001 - \$225,000	6	15.00%	49.7	0	5	1	0
\$225,001 - \$300,000	11	27.50%	29.8	0	5	6	0
\$300,001 - \$350,000	5	12.50%	10.0	1	4	0	0
\$350,001 and up	3	7.50%	48.7	1	1	0	1
Total Pending Units	40			9	22	8	1
Total Pending Volume	8,601,700	100%	34.6	1.37M	4.95M	1.89M	399.00K
Average Listing Price	\$218,141			\$151,756	\$224,955	\$235,988	\$399,000

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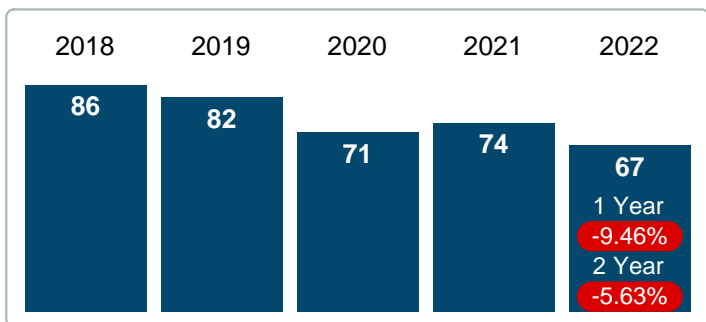
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



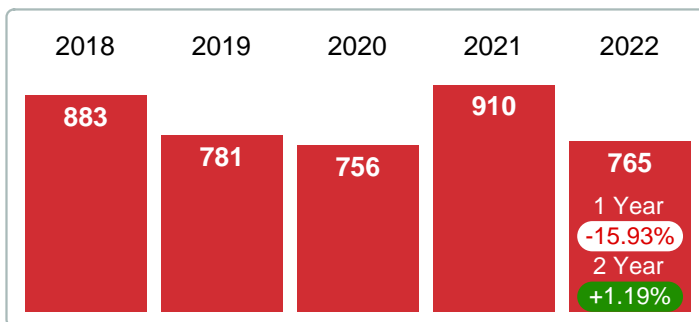
NEW LISTINGS

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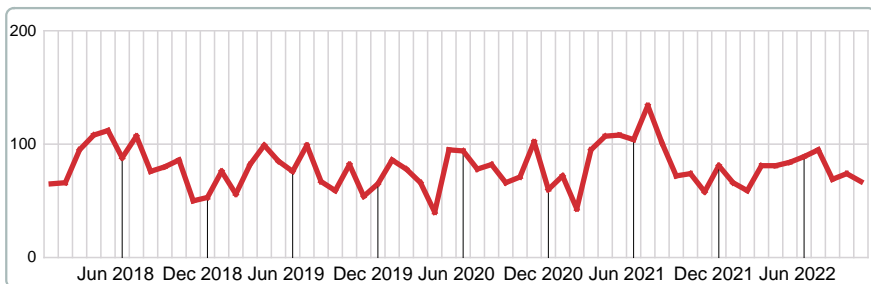
OCTOBER



YEAR TO DATE (YTD)

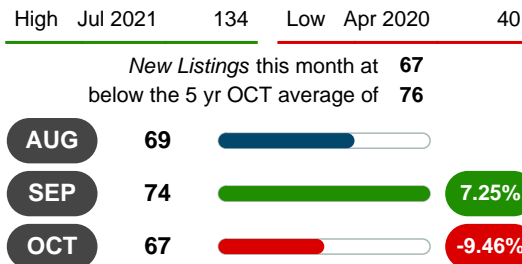


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 76



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	7.46%	4	1	0	0
\$50,001 - \$125,000	11	16.42%	5	4	2	0
\$125,001 - \$175,000	5	7.46%	1	4	0	0
\$175,001 - \$225,000	16	23.88%	2	8	5	1
\$225,001 - \$300,000	15	22.39%	0	11	4	0
\$300,001 - \$375,000	9	13.43%	0	7	2	0
\$375,001 and up	6	8.96%	0	5	0	1
Total New Listed Units	67		12	40	13	2
Total New Listed Volume	15,361,499	100%	1.13M	10.61M	3.00M	618.00K
Average New Listed Listing Price	\$212,378		\$94,192	\$265,213	\$231,131	\$309,000

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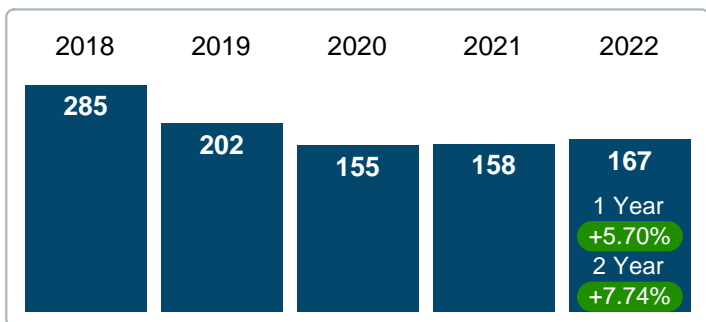
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



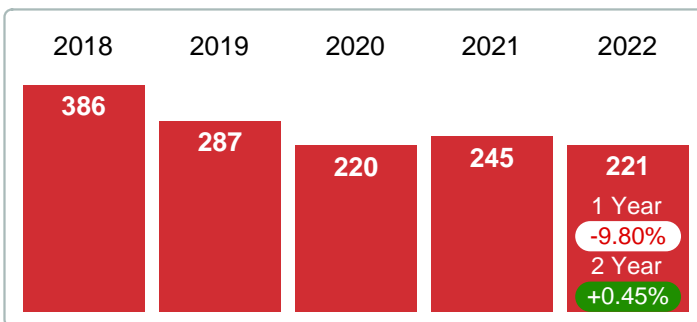
ACTIVE INVENTORY

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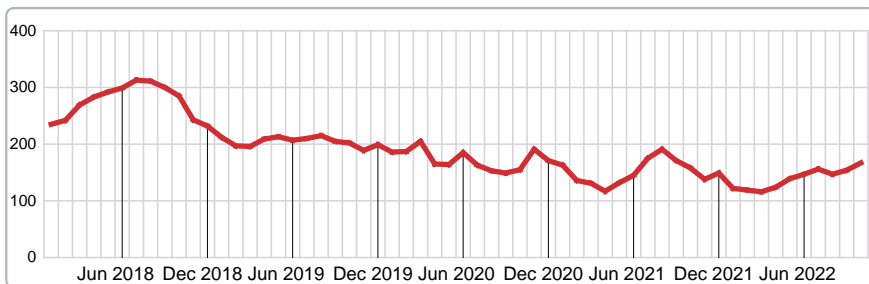
END OF OCTOBER



ACTIVE DURING OCTOBER

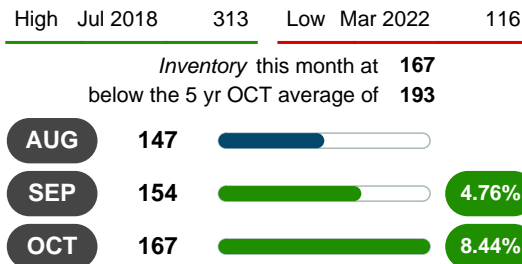


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 193



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	4.79%	47.3	7	1	0	0
\$50,001 - \$100,000	24	14.37%	95.8	13	9	2	0
\$100,001 - \$175,000	29	17.37%	56.9	5	17	7	0
\$175,001 - \$275,000	43	25.75%	62.7	3	27	11	2
\$275,001 - \$350,000	23	13.77%	89.9	2	12	9	0
\$350,001 - \$525,000	23	13.77%	76.5	1	18	4	0
\$525,001 and up	17	10.18%	106.9	0	11	4	2
Total Active Inventory by Units	167			31	95	37	4
Total Active Inventory by Volume	51,602,223	100%	75.9	3.68M	32.72M	12.63M	2.57M
Average Active Inventory Listing Price	\$308,995			\$118,760	\$344,421	\$341,397	\$642,250

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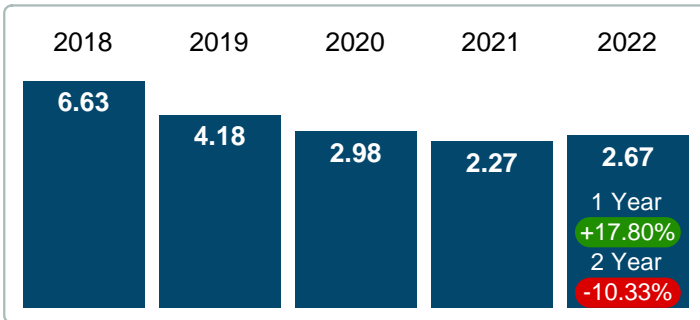
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



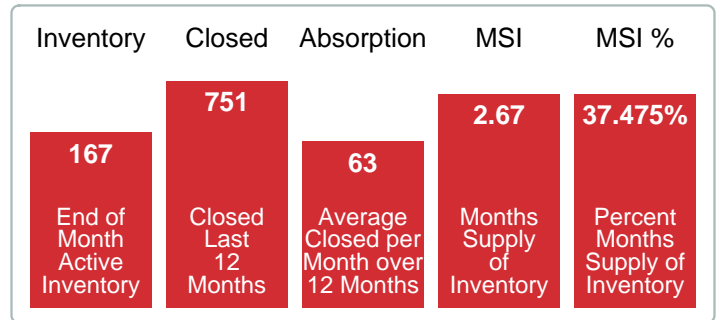
MONTHS SUPPLY of INVENTORY (MSI)

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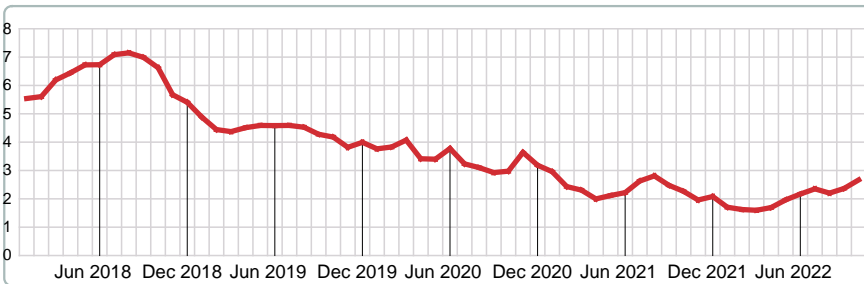
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

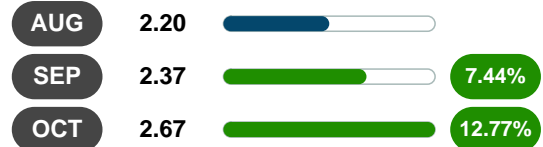


3 MONTHS

5 year OCT AVG = 3.74

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at **2.67**
below the 5 yr OCT average of **3.74**



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	4.79%	1.71	2.47	0.60	0.00	0.00
\$50,001 - \$100,000	24	14.37%	2.40	3.00	1.77	4.00	0.00
\$100,001 - \$175,000	29	17.37%	1.59	1.02	1.53	3.65	0.00
\$175,001 - \$275,000	43	25.75%	2.62	5.14	2.27	3.14	4.80
\$275,001 - \$350,000	23	13.77%	3.78	12.00	3.60	3.86	0.00
\$350,001 - \$525,000	23	13.77%	5.31	2.00	8.64	2.67	0.00
\$525,001 and up	17	10.18%	6.00	0.00	9.43	4.80	3.00
Market Supply of Inventory (MSI)			2.67	2.30	2.61	3.44	2.00
Total Active Inventory by Units		100%	2.67	31	95	37	4

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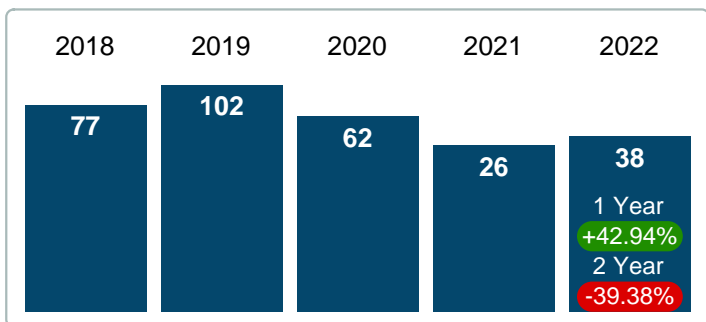
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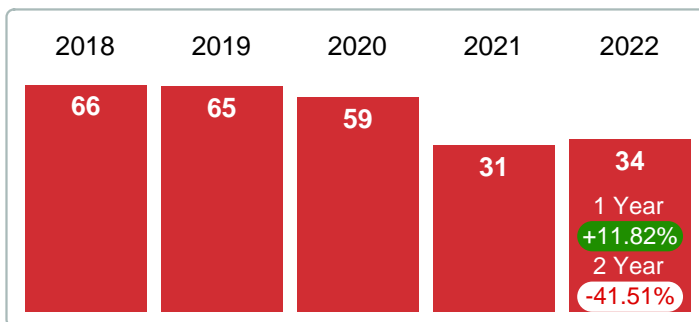
AVERAGE DAYS ON MARKET TO SALE

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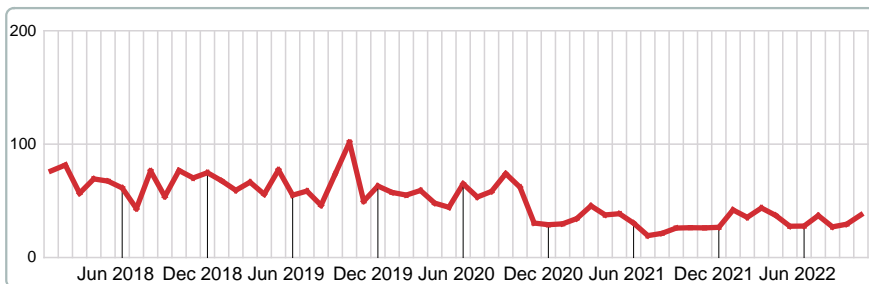
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

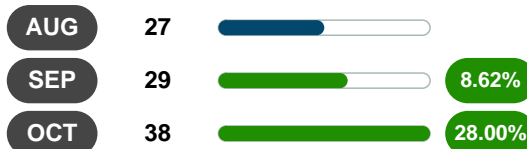


3 MONTHS

5 year OCT AVG = 61

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 38 below the 5 yr OCT average of 61



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
\$25,000 and less	2.22%	7	7	0	0	0
\$25,001 - \$75,000	17.78%	48	50	31	0	0
\$75,001 - \$100,000	11.11%	12	13	11	0	0
\$100,001 - \$175,000	33.33%	28	4	22	74	0
\$175,001 - \$225,000	6.67%	117	0	141	71	0
\$225,001 - \$300,000	17.78%	36	139	15	39	0
\$300,001 and up	11.11%	37	0	37	0	0
Average Closed DOM		38	35	33	62	0
Total Closed Units	100%	45	16	23	6	0
Total Closed Volume		7,855,700	1.34M	5.28M	1.23M	0.00B

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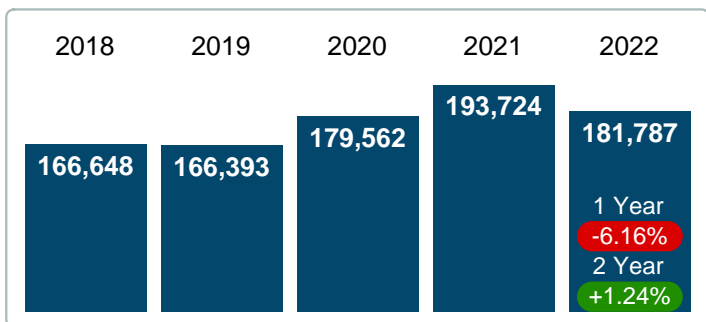
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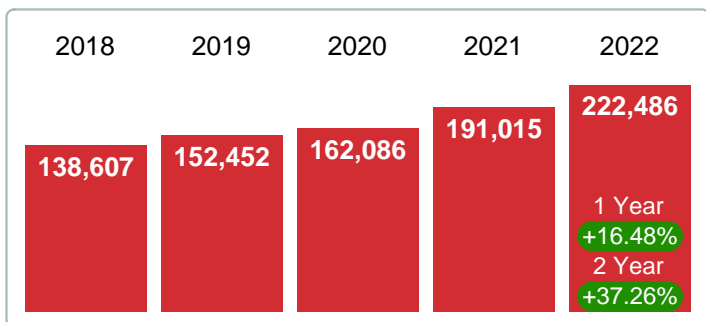
AVERAGE LIST PRICE AT CLOSING

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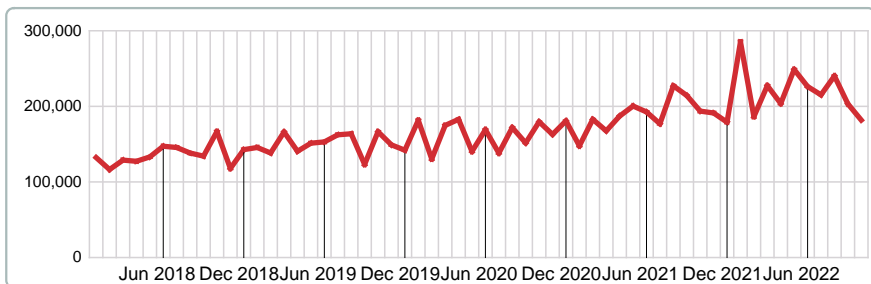
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

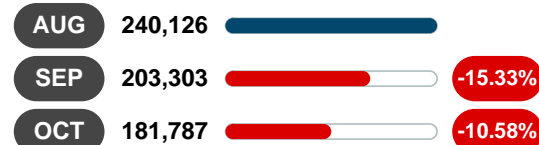


3 MONTHS

5 year OCT AVG = 177,623

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

Average List Price at Closing this month at **181,787** above the 5 yr OCT average of **177,623**



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
\$25,000 and less	1	2.22%	22,000	22,000	0	0	0
\$25,001 - \$75,000	8	17.78%	47,775	47,471	60,000	0	0
\$75,001 - \$100,000	6	13.33%	87,567	82,967	83,700	0	0
\$100,001 - \$175,000	13	28.89%	141,585	117,975	146,100	166,133	0
\$175,001 - \$225,000	4	8.89%	197,600	0	200,700	189,500	0
\$225,001 - \$300,000	7	15.56%	267,257	375,000	257,160	292,500	0
\$300,001 and up	6	13.33%	458,167	0	474,800	0	0
Average List Price			181,787	90,631	237,278	212,150	0
Total Closed Units		100%	181,787	16	23	6	
Total Closed Volume				1.45M	5.46M	1.27M	0.00B

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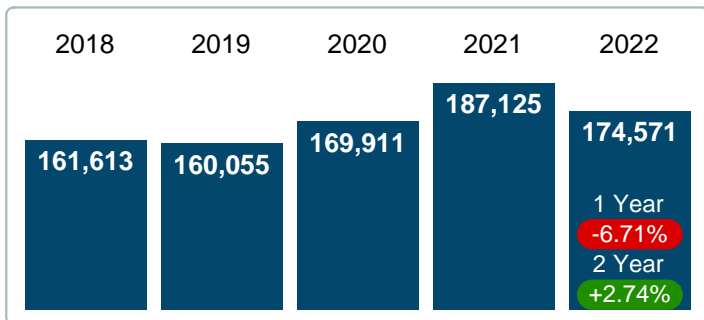
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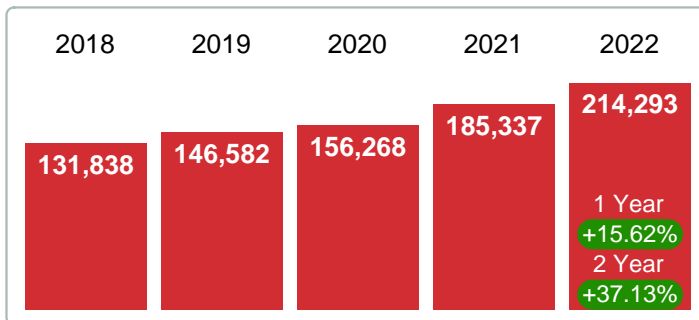
AVERAGE SOLD PRICE AT CLOSING

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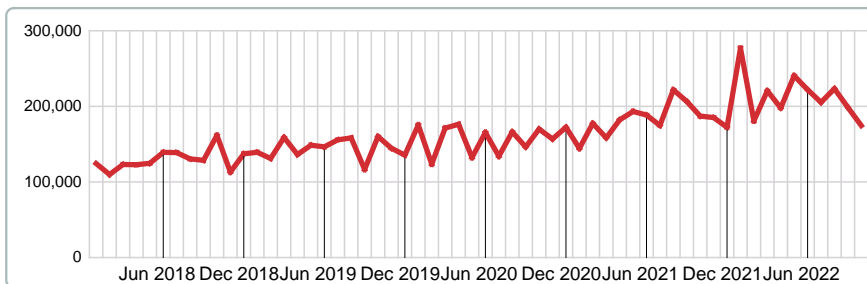
OCTOBER



YEAR TO DATE (YTD)

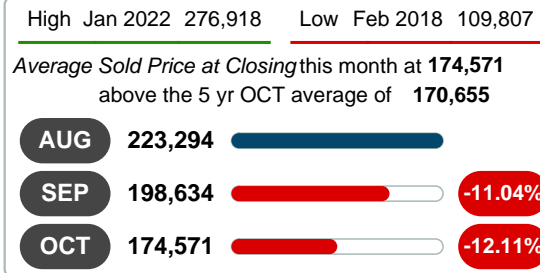


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 170,655



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
\$25,000 and less	2.22%	17,000	17,000	0	0	0
\$25,001 - \$75,000	17.78%	41,800	40,486	51,000	0	0
\$75,001 - \$100,000	11.11%	83,880	82,300	86,250	0	0
\$100,001 - \$175,000	33.33%	141,207	122,650	146,075	152,967	0
\$175,001 - \$225,000	6.67%	183,300	0	182,450	185,000	0
\$225,001 - \$300,000	17.78%	264,925	300,000	246,080	294,500	0
\$300,001 and up	11.11%	459,500	0	459,500	0	0
Average Sold Price		174,571	83,619	229,778	205,483	0
Total Closed Units	100%	174,571	16	23	6	
Total Closed Volume		7,855,700	1.34M	5.28M	1.23M	0.00B

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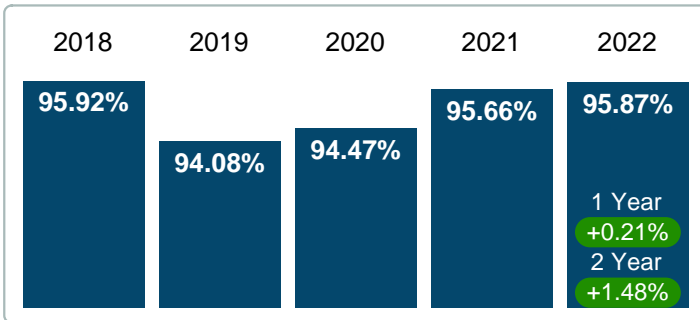
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



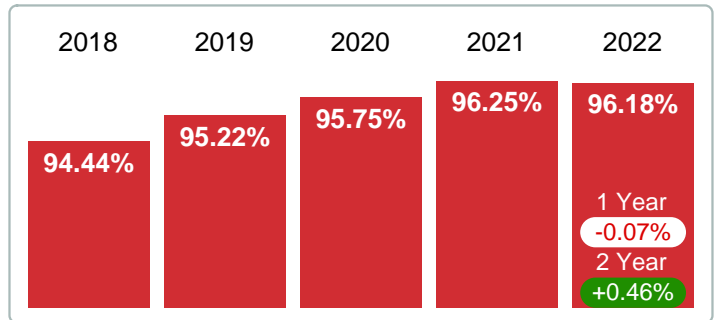
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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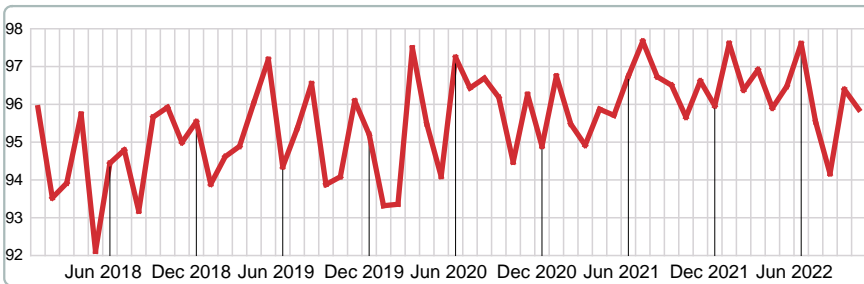
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

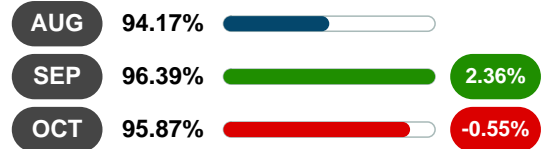


3 MONTHS

5 year OCT AVG = 95.20%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.87%** above the 5 yr OCT average of **95.20%**



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
\$25,000 and less	1	2.22%	77.27%	77.27%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	17.78%	88.90%	89.46%	85.00%	0.00%	0.00%
\$75,001 - \$100,000	5	11.11%	100.86%	99.17%	103.40%	0.00%	0.00%
\$100,001 - \$175,000	15	33.33%	99.78%	104.40%	99.97%	93.11%	0.00%
\$175,001 - \$225,000	3	6.67%	93.72%	0.00%	91.76%	97.63%	0.00%
\$225,001 - \$300,000	8	17.78%	95.02%	80.00%	95.76%	100.70%	0.00%
\$300,001 and up	5	11.11%	96.63%	0.00%	96.63%	0.00%	0.00%
Average Sold/List Ratio		95.90%		93.66%	97.26%	96.39%	0.00%
Total Closed Units		45	100%	16	23	6	
Total Closed Volume		7,855,700		1.34M	5.28M	1.23M	0.00B

October 2022



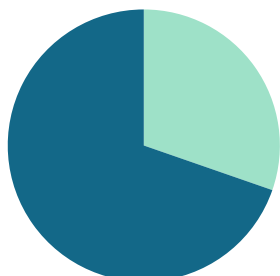
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

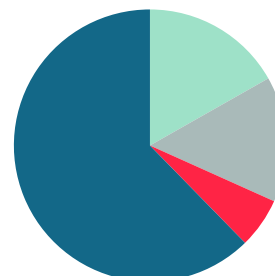


Inventory
 New Listings
67 = 30.32%
 Start Inventory
154
 Total Inventory Units
221
 Volume
\$64,851,423

Market Activity

Closed Sales
45 = 16.79%
 Pending Sales
40 = 14.93%
 Other Off Market
16 = 5.97%
 Active Inventory
167 = 62.31%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	75	45	-40.00%	723	615	-14.94%
Pending Sales	73	40	-45.21%	775	604	-22.06%
New Listings	74	67	-9.46%	910	765	-15.93%
Average List Price	193,724	181,787	-6.16%	191,015	222,486	16.48%
Average Sale Price	187,125	174,571	-6.71%	185,337	214,293	15.62%
Average Percent of Selling Price to List Price	95.66%	95.87%	0.21%	96.25%	96.18%	-0.07%
Average Days on Market to Sale	26.32	37.62	42.94%	30.63	34.25	11.82%
Monthly Inventory	158	167	5.70%	158	167	5.70%
Months Supply of Inventory	2.27	2.67	17.80%	2.27	2.67	17.80%

Absorption: Last 12 months, an Average of **63** Sales/Month

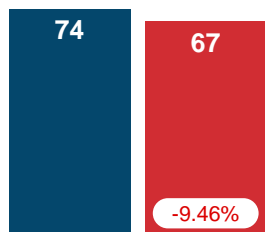
Inventory on October 31, 2022 = **167**

2021 **2022**

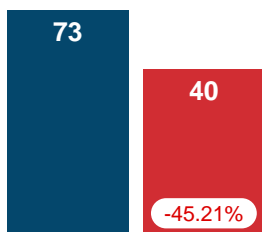
OCTOBER MARKET

AVERAGE PRICES

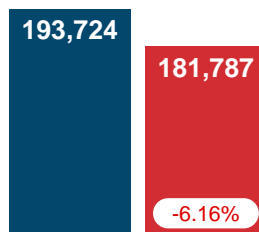
New Listings



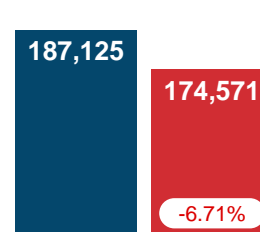
Pending Listings



List Price



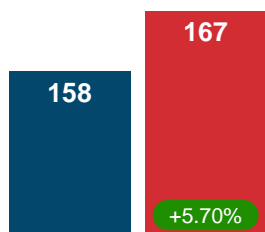
Sale Price



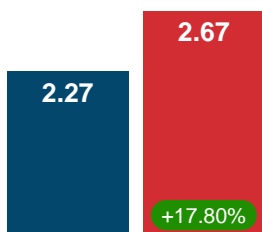
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

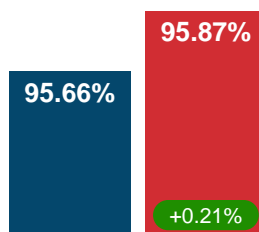
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

