

October 2022



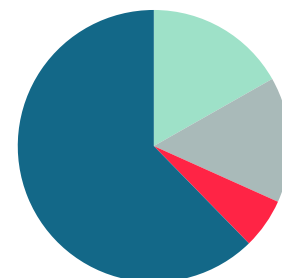
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	169,000	149,900	-11.30%
Median Sale Price	169,000	150,000	-11.24%
Median Percent of Selling Price to List Price	98.11%	100.00%	1.92%
Median Days on Market to Sale	8.00	16.00	100.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.24%** in October 2022 to \$150,000 versus the previous year at \$169,000.

Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 8.00 days or **100.00%** in October 2022 compared to last year's same month at **8.00** DOM.

Sales Success for October 2022 is Positive

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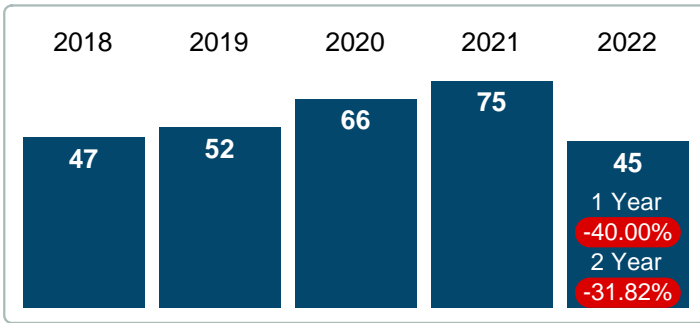
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



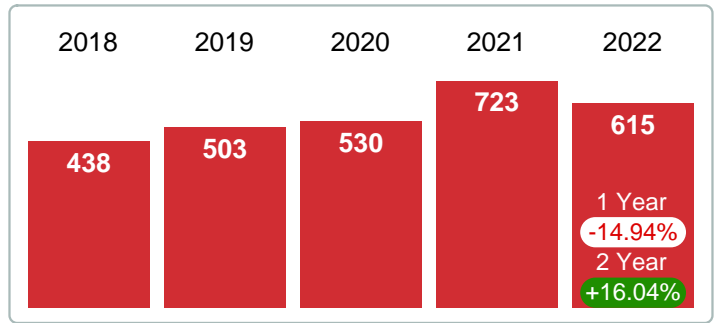
CLOSED LISTINGS

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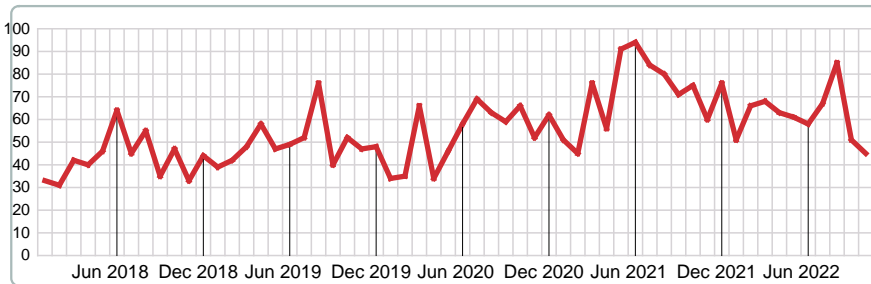
OCTOBER



YEAR TO DATE (YTD)

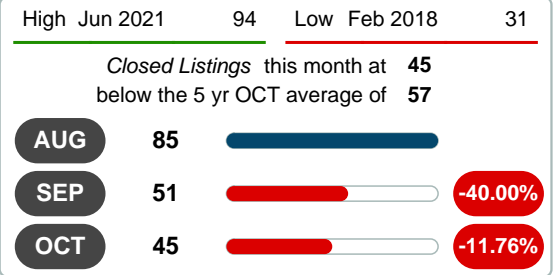


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	4.44%	4.0	2	0	0	0
\$30,001 - \$70,000	7	15.56%	18.0	6	1	0	0
\$70,001 - \$120,000	7	15.56%	8.0	4	3	0	0
\$120,001 - \$170,000	12	26.67%	7.0	3	6	3	0
\$170,001 - \$230,000	6	13.33%	32.0	0	5	1	0
\$230,001 - \$300,000	6	13.33%	5.0	1	3	2	0
\$300,001 and up	5	11.11%	24.0	0	5	0	0
Total Closed Units	45			16	23	6	0
Total Closed Volume	7,855,700	100%	16.0	1.34M	5.28M	1.23M	0.00B
Median Closed Price	\$150,000			\$71,450	\$179,900	\$174,500	\$0

October 2022



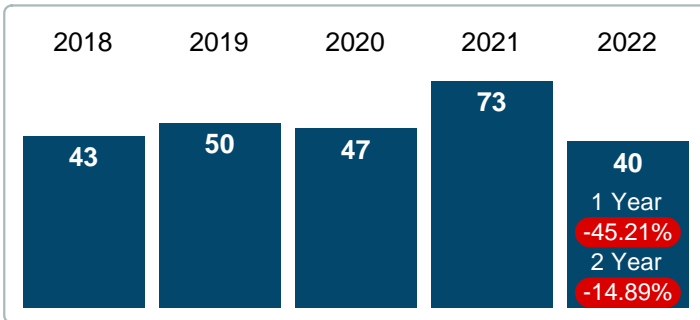
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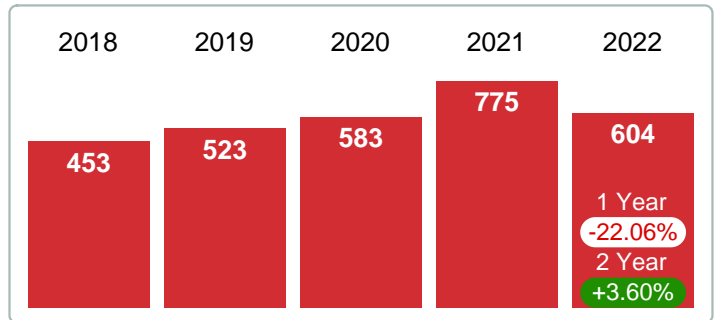
PENDING LISTINGS

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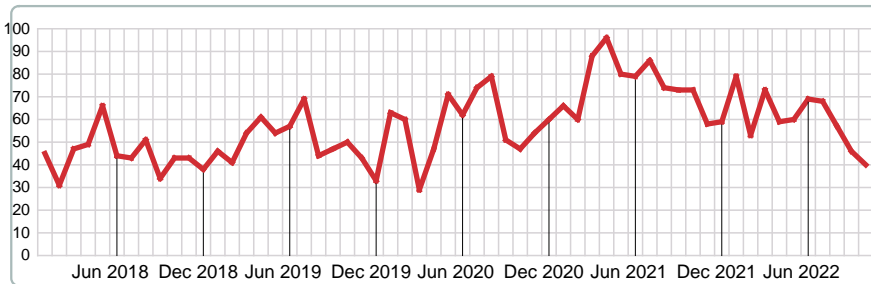
OCTOBER



YEAR TO DATE (YTD)

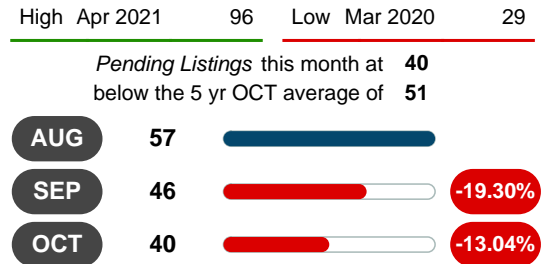


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.00%	62.5	3	0	1	0
\$75,001 - \$125,000	5	12.50%	27.0	2	3	0	0
\$125,001 - \$175,000	6	15.00%	50.5	2	4	0	0
\$175,001 - \$225,000	6	15.00%	39.5	0	5	1	0
\$225,001 - \$300,000	11	27.50%	32.0	0	5	6	0
\$300,001 - \$350,000	5	12.50%	10.0	1	4	0	0
\$350,001 and up	3	7.50%	1.0	1	1	0	1
Total Pending Units	40			9	22	8	1
Total Pending Volume	8,601,700	100%	21.5	1.37M	4.95M	1.89M	399.00K
Median Listing Price	\$221,500			\$79,500	\$221,500	\$252,000	\$399,000

October 2022



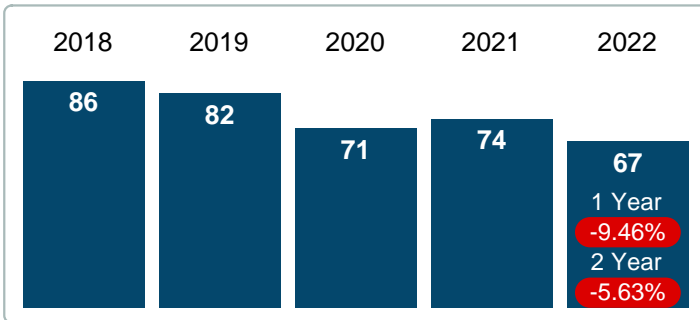
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



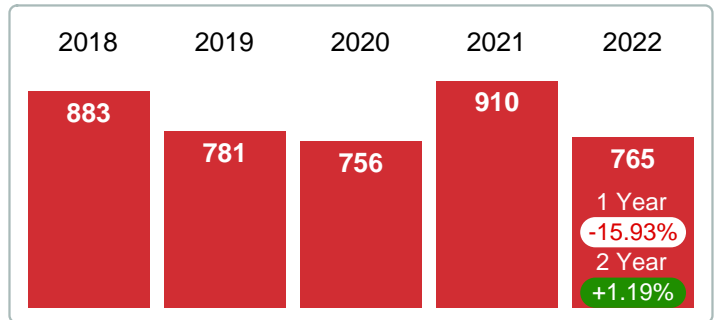
NEW LISTINGS

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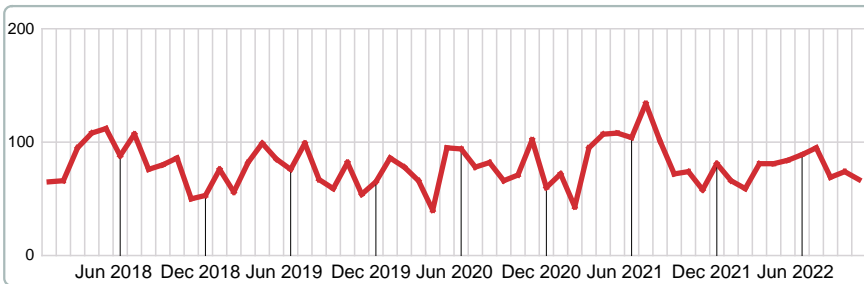
OCTOBER



YEAR TO DATE (YTD)

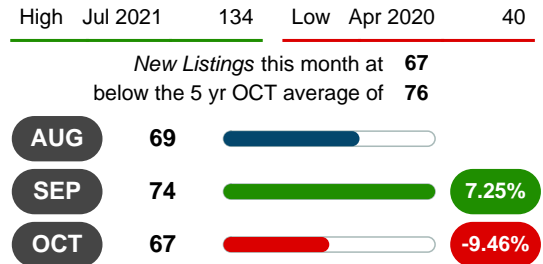


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$218,000		\$82,000	\$242,500	\$219,900	\$309,000

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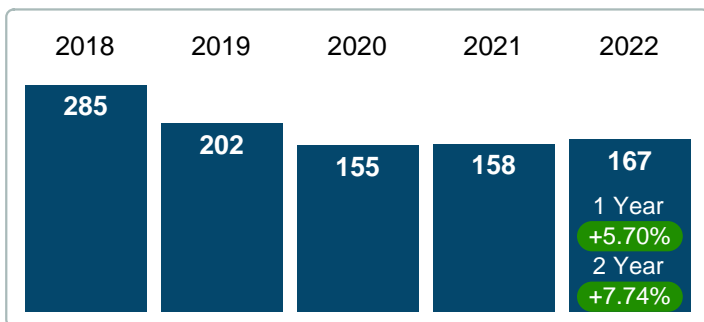
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



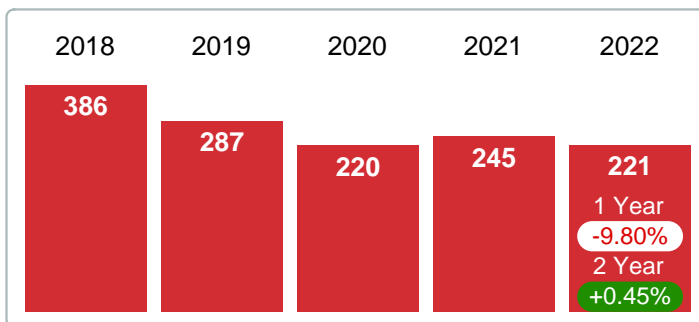
ACTIVE INVENTORY

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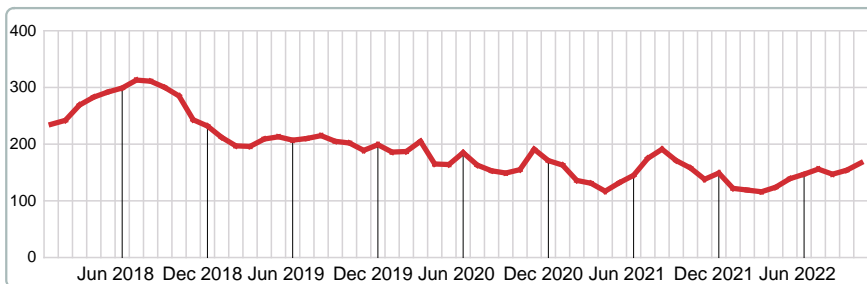
END OF OCTOBER



ACTIVE DURING OCTOBER

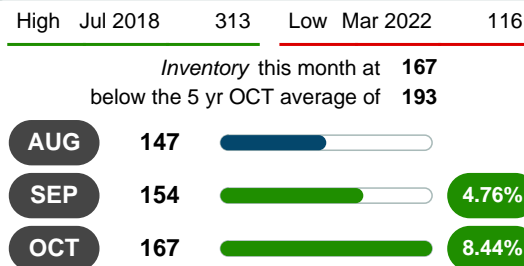


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 193



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	4.79%	43.0	7	1	0	0
\$50,001 - \$100,000	24	14.37%	74.0	13	9	2	0
\$100,001 - \$175,000	29	17.37%	39.0	5	17	7	0
\$175,001 - \$275,000	43	25.75%	35.0	3	27	11	2
\$275,001 - \$350,000	23	13.77%	80.0	2	12	9	0
\$350,001 - \$525,000	23	13.77%	48.0	1	18	4	0
\$525,001 and up	17	10.18%	117.0	0	11	4	2
Total Active Inventory by Units	167			31	95	37	4
Total Active Inventory by Volume	51,602,223	100%	60.0	3.68M	32.72M	12.63M	2.57M
Median Active Inventory Listing Price	\$218,000			\$85,000	\$259,000	\$259,000	\$475,000

October 2022



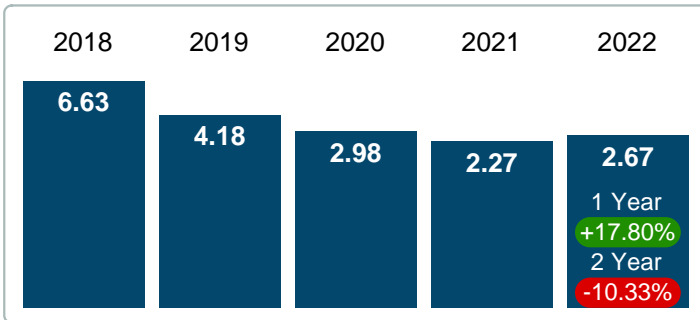
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



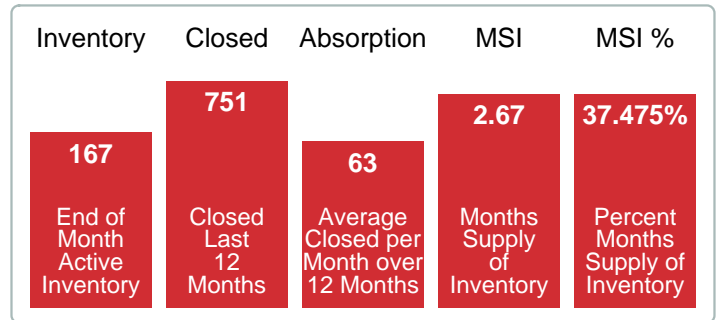
MONTHS SUPPLY of INVENTORY (MSI)

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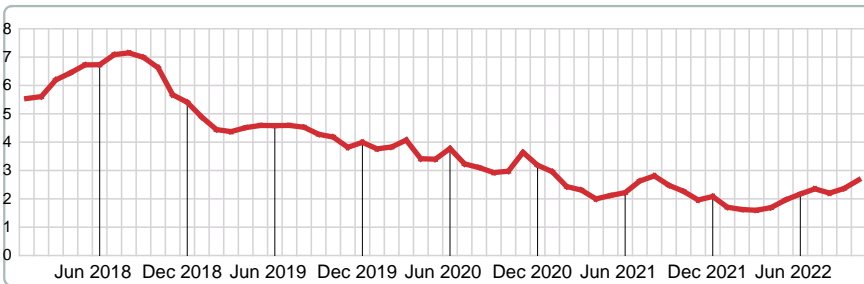
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

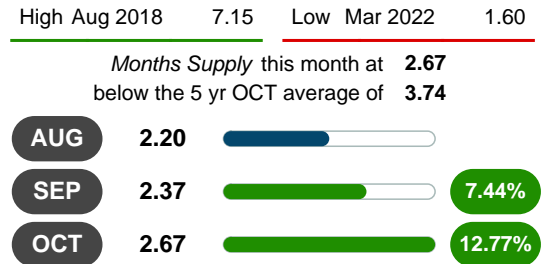


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.74



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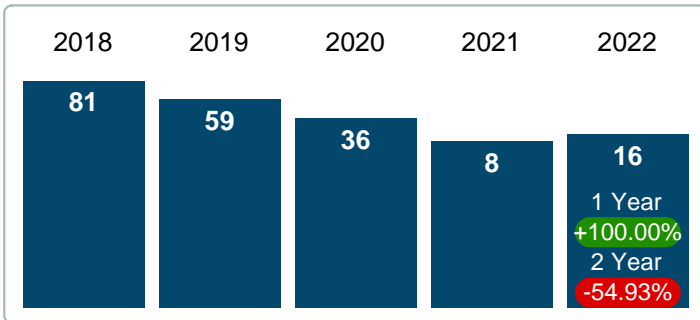
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



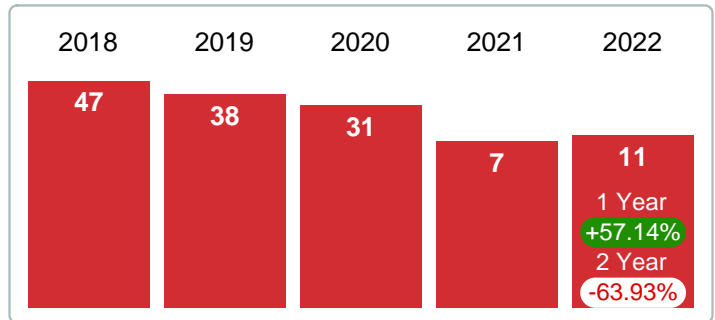
MEDIAN DAYS ON MARKET TO SALE

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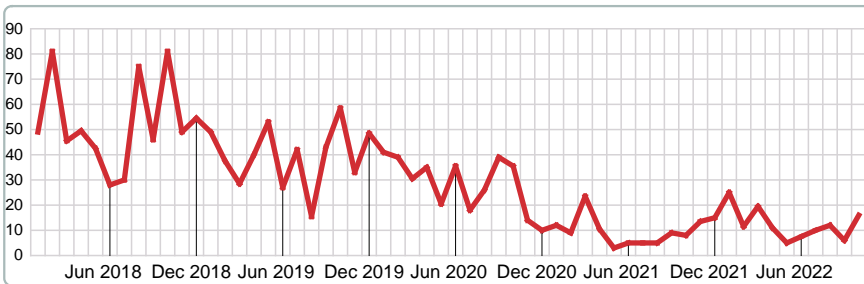
OCTOBER



YEAR TO DATE (YTD)

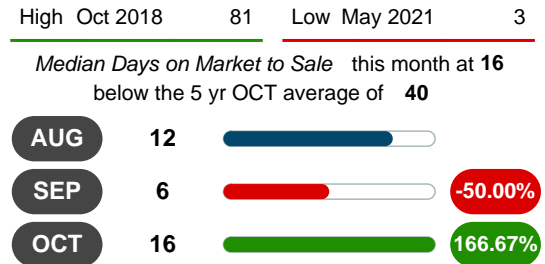


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 40



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
\$30,000 and less	4.44%	4	4	0	0	0
\$30,001 - \$70,000	15.56%	18	17	31	0	0
\$70,001 - \$120,000	15.56%	8	5	19	0	0
\$120,001 - \$170,000	26.67%	7	3	12	84	0
\$170,001 - \$230,000	13.33%	32	0	18	71	0
\$230,001 - \$300,000	13.33%	5	139	2	39	0
\$300,001 and up	11.11%	24	0	24	0	0
Median Closed DOM		16	6	18	74	0
Total Closed Units	100%	16.0	16	23	6	
Total Closed Volume		7,855,700	1.34M	5.28M	1.23M	0.00B

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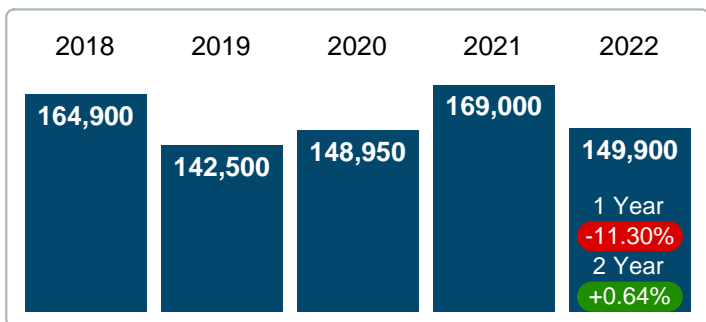
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



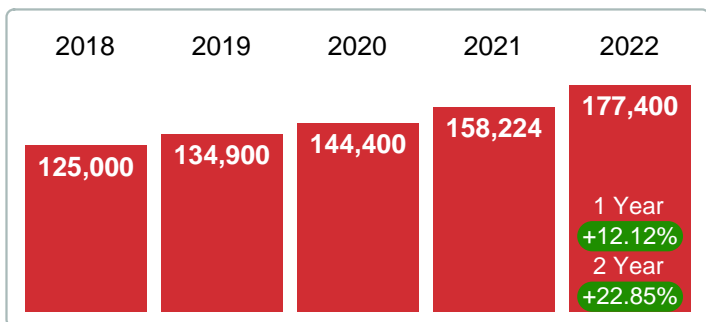
MEDIAN LIST PRICE AT CLOSING

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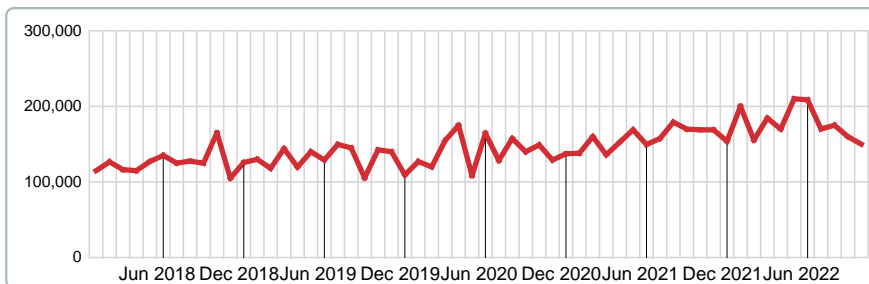
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

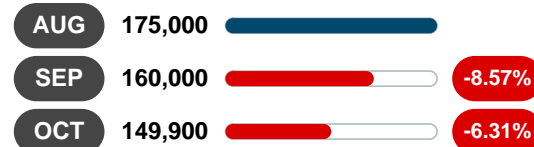


3 MONTHS

5 year OCT AVG = 155,050

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

Median List Price at Closing this month at 149,900 below the 5 yr OCT average of 155,050



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
\$30,000 and less	4.44%	26,000	26,000	0	0	0
\$30,001 - \$70,000	13.33%	42,450	38,900	60,000	0	0
\$70,001 - \$120,000	22.22%	91,000	87,250	99,750	0	0
\$120,001 - \$170,000	20.00%	149,900	132,450	150,000	149,450	0
\$170,001 - \$230,000	11.11%	189,500	0	179,900	194,500	0
\$230,001 - \$300,000	15.56%	264,000	0	254,900	292,500	0
\$300,001 and up	13.33%	435,000	375,000	485,000	0	0
Median List Price		149,900	79,700	179,900	194,500	0
Total Closed Units	100%	149,900	16	23	6	0
Total Closed Volume		8,180,399	1.45M	5.46M	1.27M	0.00B

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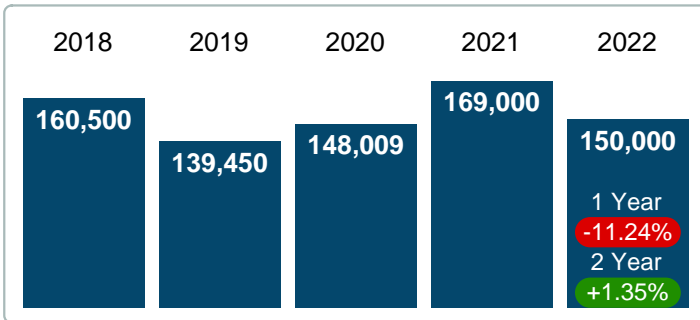
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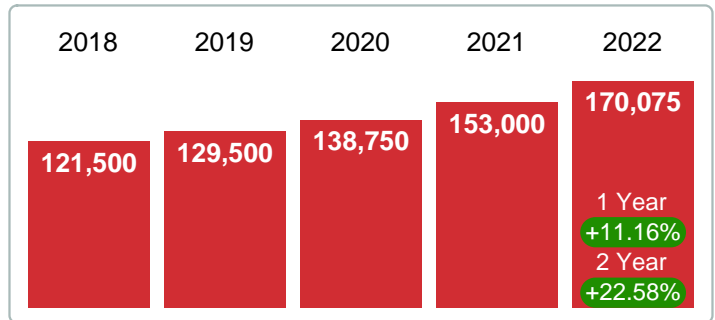
MEDIAN SOLD PRICE AT CLOSING

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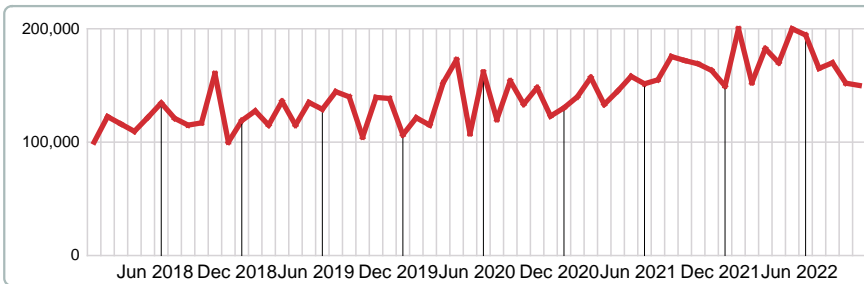
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

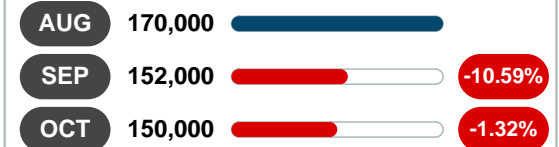


3 MONTHS

5 year OCT AVG = 153,392

High May 2022 200,000 Low Jan 2018 100,000

Median Sold Price at Closing this month at 150,000 below the 5 yr OCT average of 153,392



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
\$30,000 and less	4.44%	23,500	23,500	0	0	0
\$30,001 - \$70,000	15.56%	38,900	38,700	51,000	0	0
\$70,001 - \$120,000	15.56%	89,500	84,500	92,500	0	0
\$120,001 - \$170,000	26.67%	145,750	125,100	151,450	159,900	0
\$170,001 - \$230,000	13.33%	185,000	0	185,000	185,000	0
\$230,001 - \$300,000	13.33%	285,750	300,000	254,900	294,500	0
\$300,001 and up	11.11%	447,500	0	447,500	0	0
Median Sold Price		150,000	71,450	179,900	174,500	0
Total Closed Units	100%	150,000	16	23	6	
Total Closed Volume		7,855,700	1.34M	5.28M	1.23M	0.00B

October 2022



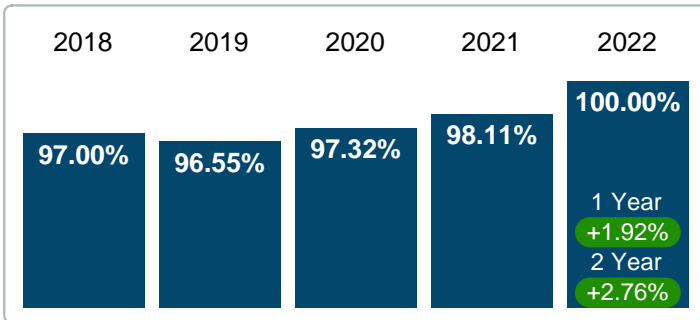
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



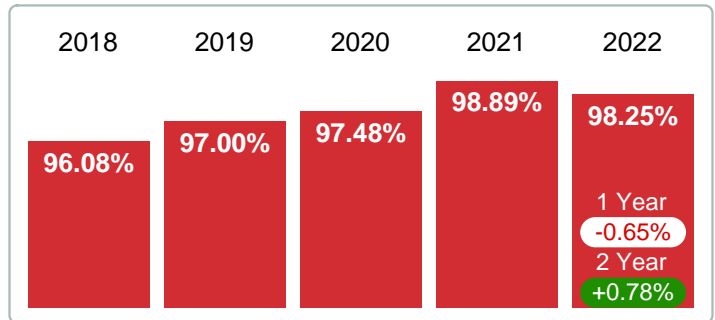
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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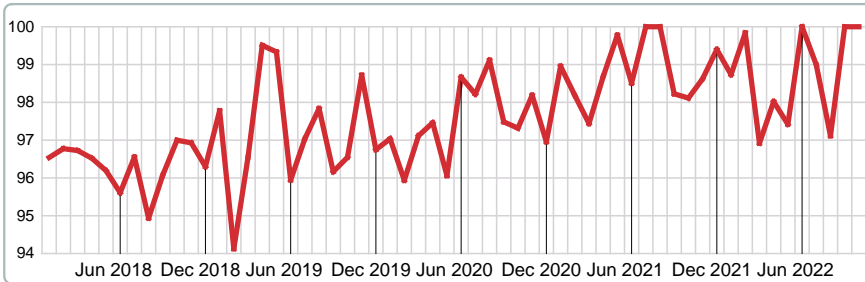
OCTOBER



YEAR TO DATE (YTD)

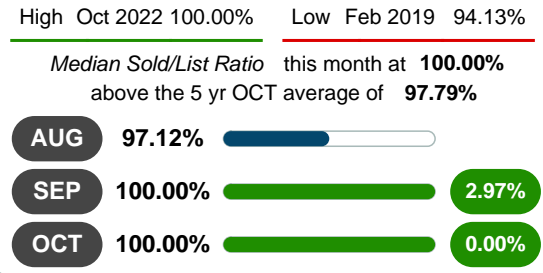


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 97.79%



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
\$30,000 and less	2	4.44%	88.64%	88.64%	0.00%	0.00%	0.00%
\$30,001 - \$70,000	7	15.56%	91.30%	95.65%	85.00%	0.00%	0.00%
\$70,001 - \$120,000	7	15.56%	100.00%	100.00%	100.00%	0.00%	0.00%
\$120,001 - \$170,000	12	26.67%	100.00%	101.14%	101.00%	97.12%	0.00%
\$170,001 - \$230,000	6	13.33%	96.30%	0.00%	94.98%	97.63%	0.00%
\$230,001 - \$300,000	6	13.33%	100.00%	80.00%	100.00%	100.70%	0.00%
\$300,001 and up	5	11.11%	96.58%	0.00%	96.58%	0.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	98.81%	0.00%
Total Closed Units		45	100%	100.00%	16	23	6
Total Closed Volume		7,855,700			1.34M	5.28M	1.23M

October 2022



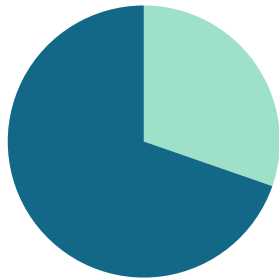
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

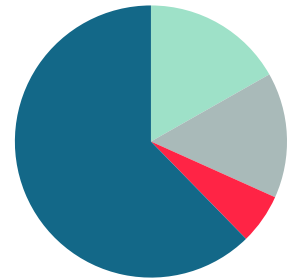


Inventory
 New Listings
67 = 30.32%
 Start Inventory
154
 Total Inventory Units
221
 Volume
\$64,851,423

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%
Median List Price	169,000	149,900	-11.30%	158,224	177,400	12.12%
Median Sale Price	169,000	150,000	-11.24%	153,000	170,075	11.16%
Median Percent of Selling Price to List Price	98.11%	100.00%	1.92%	98.89%	98.25%	-0.65%
Median Days on Market to Sale	8.00	16.00	100.00%	7.00	11.00	57.14%
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

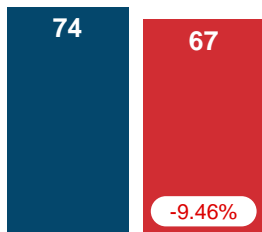
Inventory on October 31, 2022 = **167**

2021 **2022**

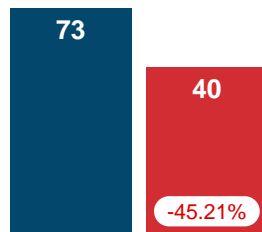
OCTOBER MARKET

MEDIAN PRICES

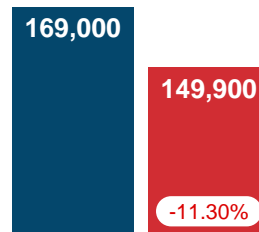
New Listings



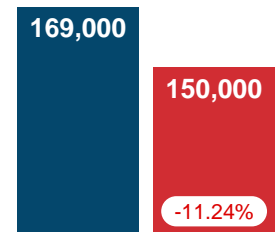
Pending Listings



List Price



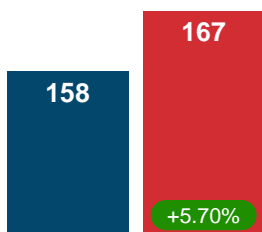
Sale Price



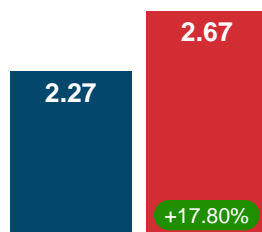
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

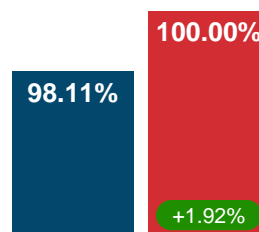
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

