

April 2023



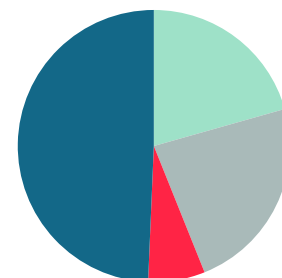
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	63	61	-3.17%
Pending Listings	59	69	16.95%
New Listings	81	79	-2.47%
Average List Price	203,714	192,203	-5.65%
Average Sale Price	197,926	184,661	-6.70%
Average Percent of Selling Price to List Price	95.90%	95.45%	-0.47%
Average Days on Market to Sale	37.19	35.80	-3.73%
End of Month Inventory	124	146	17.74%
Months Supply of Inventory	1.69	2.67	58.01%



■ Closed (20.61%)
■ Pending (23.31%)
■ Other OffMarket (6.76%)
■ Active (49.32%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of April 30, 2023 = **146**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **17.74%** to 146 existing homes available for sale. Over the last 12 months this area has had an average of 55 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 **6.70%** in April 2023 to \$184,661 versus the previous year at \$197,926.

Average Days on Market Shortens

The average number of **35.80** days that homes spent on the market before selling decreased by 1.39 days or **3.73%** in April 2023 compared to last year's same month at **37.19** DOM.

Sales Success for April 2023 is Positive

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

There were 79 New Listings in April 2023, down **2.47%** from last year at 81. Furthermore, there were 61 Closed Listings this month versus last year at 63, a **-3.17%** decrease.

Closed versus Listed trends yielded a **77.2%** ratio, down from previous year's, April 2022, at **77.8%**, a **0.72%** 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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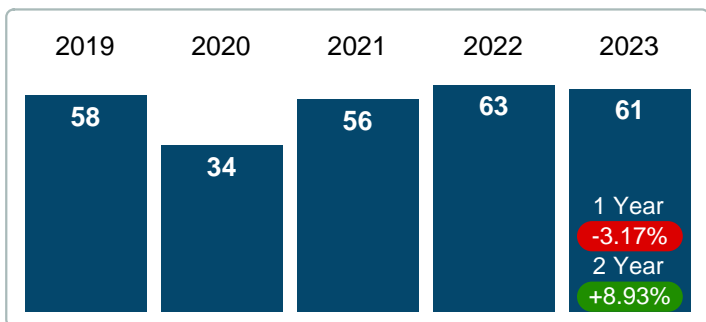
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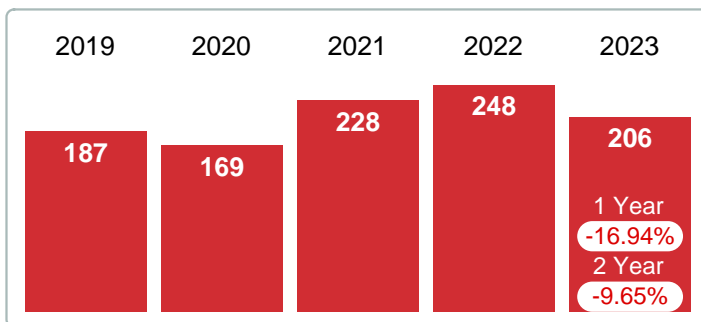
CLOSED LISTINGS

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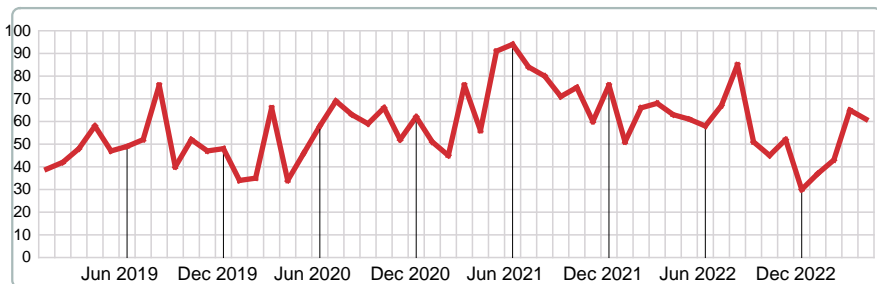
APRIL



YEAR TO DATE (YTD)

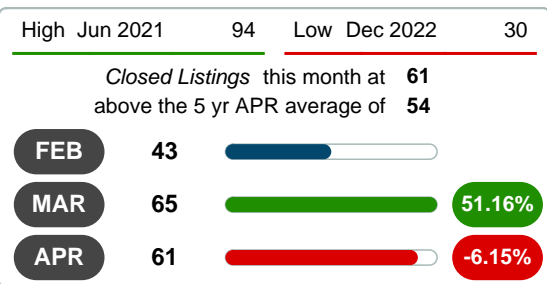


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



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	7	11.48%	25.9	6	1	0	0
\$50,001 - \$75,000	5	8.20%	24.8	1	3	1	0
\$75,001 - \$100,000	4	6.56%	51.5	3	1	0	0
\$100,001 - \$200,000	22	36.07%	37.3	6	12	4	0
\$200,001 - \$225,000	6	9.84%	29.3	0	6	0	0
\$225,001 - \$275,000	9	14.75%	41.0	0	7	2	0
\$275,001 and up	8	13.11%	38.5	0	3	4	1
Total Closed Units	61			16	33	11	1
Total Closed Volume	11,264,350	100%	35.8	1.39M	6.37M	2.83M	680.00K
Average Closed Price	\$184,661			\$86,613	\$192,926	\$257,455	\$680,000

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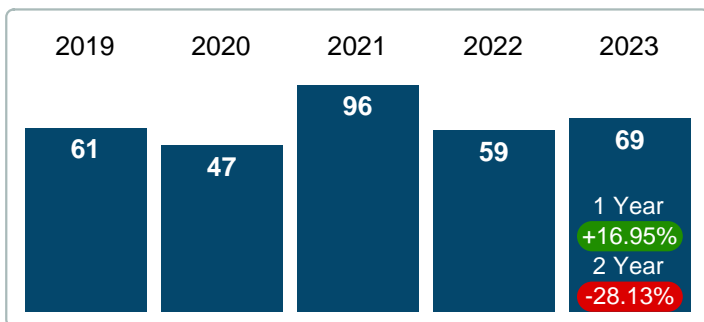
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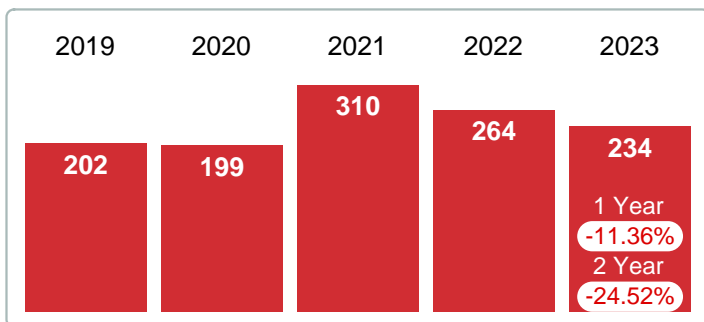
PENDING LISTINGS

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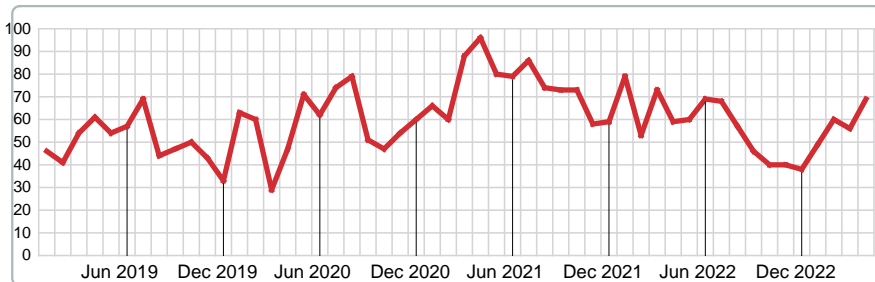
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **69**
above the 5 yr APR 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
\$75,000 and less	7	10.14%	76.3	6	1	0	0
\$75,001 - \$100,000	8	11.59%	28.1	5	3	0	0
\$100,001 - \$150,000	8	11.59%	54.4	1	7	0	0
\$150,001 - \$225,000	20	28.99%	33.0	2	14	4	0
\$225,001 - \$275,000	7	10.14%	55.9	0	5	2	0
\$275,001 - \$350,000	12	17.39%	36.7	1	8	3	0
\$350,001 and up	7	10.14%	19.0	1	3	2	1
Total Pending Units	69			16	41	11	1
Total Pending Volume	14,138,499	100%	42.0	2.03M	8.83M	2.87M	400.00K
Average Listing Price	\$198,619			\$127,125	\$215,480	\$260,891	\$399,999

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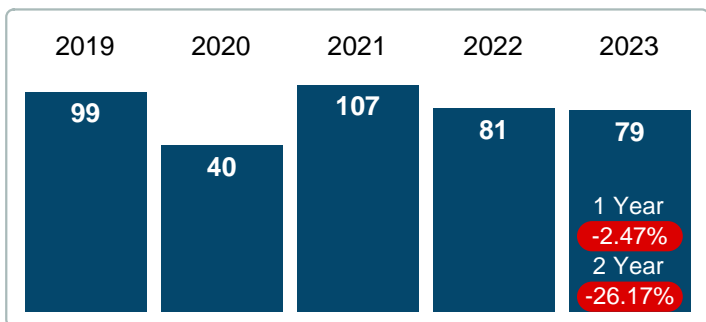
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



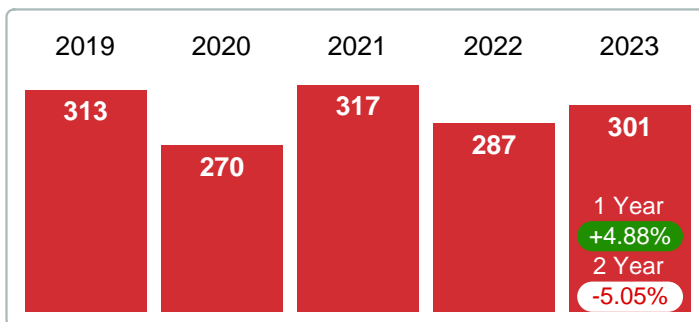
NEW LISTINGS

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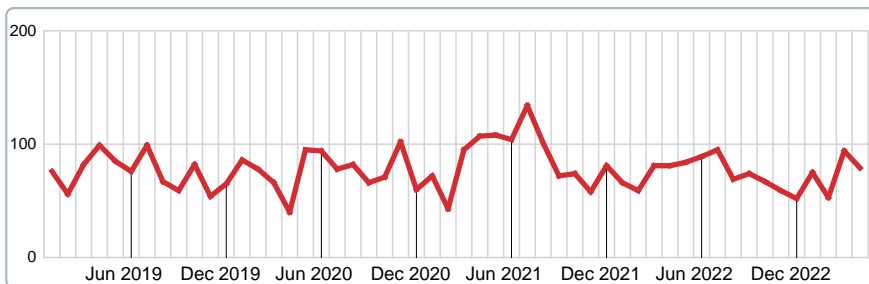
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 79 below the 5 yr APR average of 81



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	6.33%	3	2	0	0
\$75,001 - \$125,000	8	10.13%	4	3	1	0
\$125,001 - \$175,000	15	18.99%	1	11	3	0
\$175,001 - \$275,000	20	25.32%	4	12	4	0
\$275,001 - \$350,000	13	16.46%	2	9	2	0
\$350,001 - \$475,000	9	11.39%	0	5	3	1
\$475,001 and up	9	11.39%	1	5	2	1
Total New Listed Units	79		15	47	15	2
Total New Listed Volume	27,176,099	100%	2.73M	19.14M	4.39M	920.00K
Average New Listed Listing Price	\$192,659		\$182,220	\$407,138	\$292,487	\$460,000

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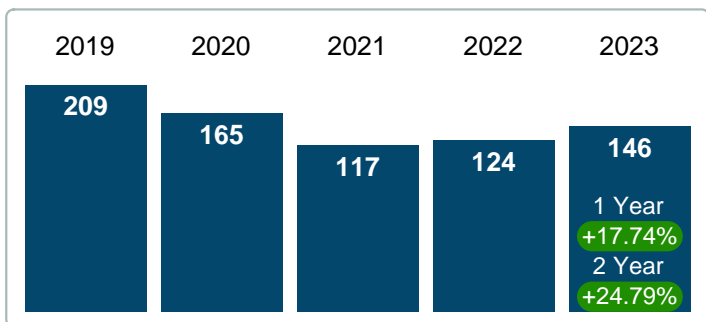
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



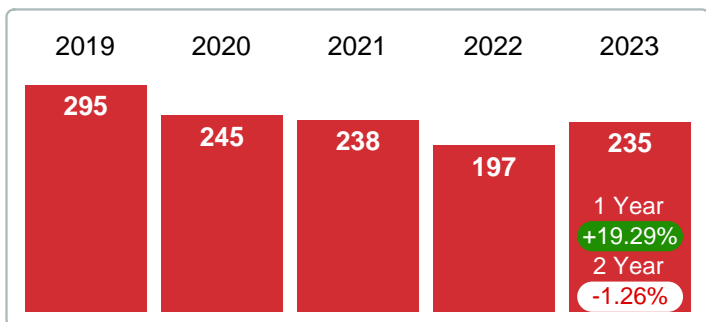
ACTIVE INVENTORY

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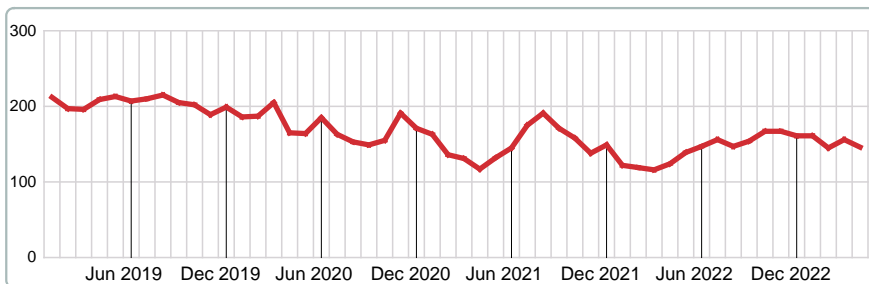
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 152

High Aug 2019 215 Low Mar 2022 116

Inventory this month at 146
below the 5 yr APR average of 152



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	5.48%	98.3	6	1	1	0
\$75,001 - \$125,000	23	15.75%	69.3	9	11	3	0
\$125,001 - \$150,000	16	10.96%	81.6	4	9	3	0
\$150,001 - \$275,000	38	26.03%	66.1	7	22	9	0
\$275,001 - \$375,000	26	17.81%	68.0	3	15	7	1
\$375,001 - \$625,000	20	13.70%	82.9	1	8	11	0
\$625,001 and up	15	10.27%	79.4	1	11	1	2
Total Active Inventory by Units	146			31	77	35	3
Total Active Inventory by Volume	54,069,298	100%	74.1	5.50M	32.89M	12.61M	3.08M
Average Active Inventory Listing Price	\$370,338			\$177,274	\$427,136	\$360,266	\$1,025,000

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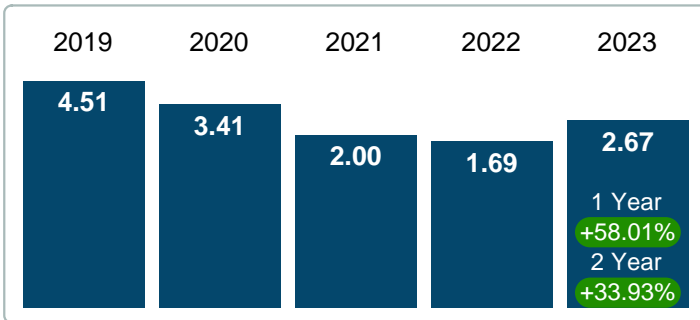
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



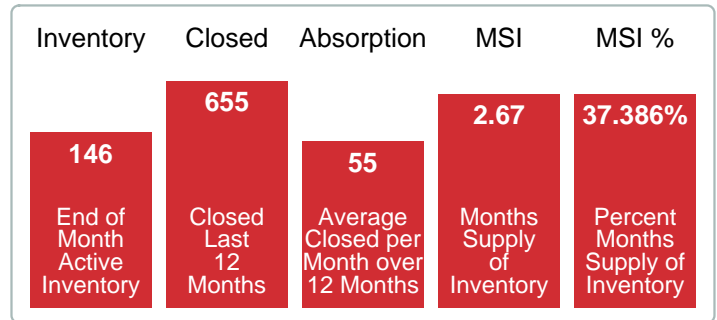
MONTHS SUPPLY of INVENTORY (MSI)

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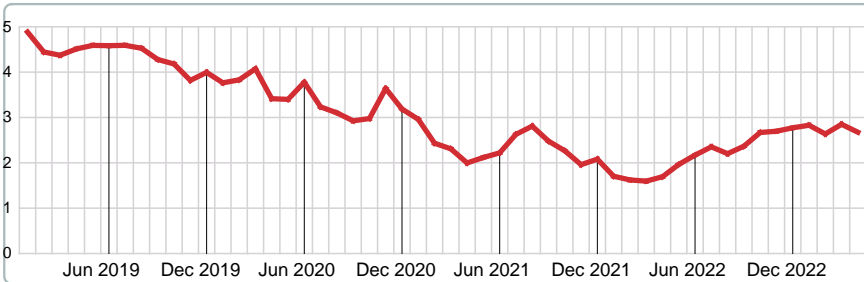
MSI FOR APRIL



INDICATORS FOR APRIL 2023

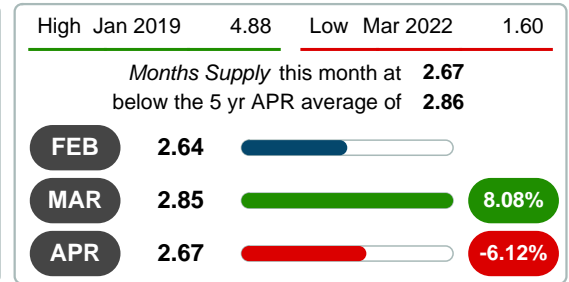


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.86



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
\$75,000 and less	8	5.48%	0.83	1.18	0.25	2.00	0.00
\$75,001 - \$125,000	23	15.75%	2.71	2.63	2.64	3.60	0.00
\$125,001 - \$150,000	16	10.96%	3.20	3.00	2.63	12.00	0.00
\$150,001 - \$275,000	38	26.03%	2.01	4.20	1.62	2.77	0.00
\$275,001 - \$375,000	26	17.81%	4.11	7.20	4.29	3.23	4.00
\$375,001 - \$625,000	20	13.70%	4.07	3.00	3.31	6.29	0.00
\$625,001 and up	15	10.27%	11.25	0.00	22.00	2.40	4.80
Market Supply of Inventory (MSI)			2.67	2.53	2.44	3.82	1.89
Total Active Inventory by Units		100%	2.67	31	77	35	3

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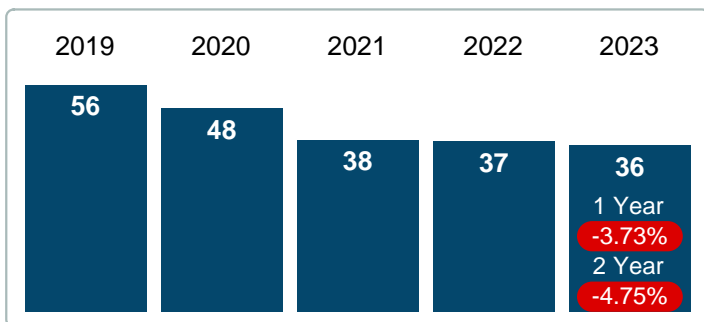
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



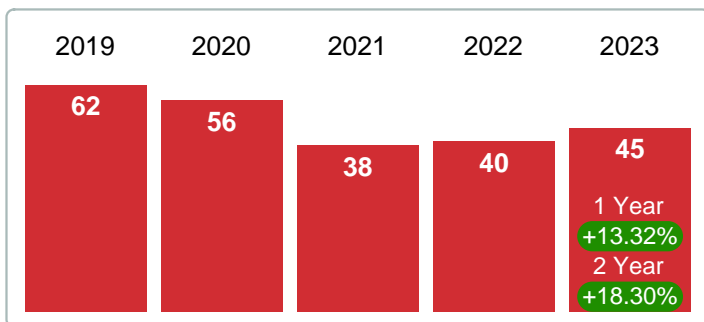
AVERAGE DAYS ON MARKET TO SALE

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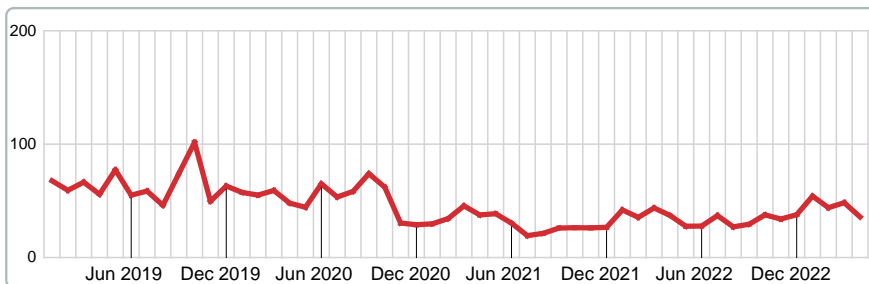
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

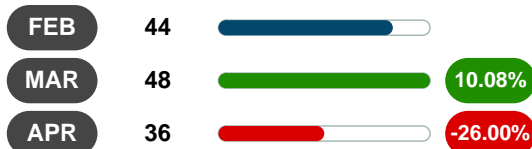


3 MONTHS

5 year APR AVG = 43

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 36 below the 5 yr APR average of 43



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	11.48%	26	28	14	0	0
\$50,001 - \$75,000	8.20%	25	1	27	43	0
\$75,001 - \$100,000	6.56%	52	47	64	0	0
\$100,001 - \$200,000	36.07%	37	16	45	47	0
\$200,001 - \$225,000	9.84%	29	0	29	0	0
\$225,001 - \$275,000	14.75%	41	0	46	25	0
\$275,001 and up	13.11%	39	0	48	12	118
Average Closed DOM		36				
Total Closed Units	100%	61	16	33	11	1
Total Closed Volume		11,264,350	1.39M	6.37M	2.83M	680.00K

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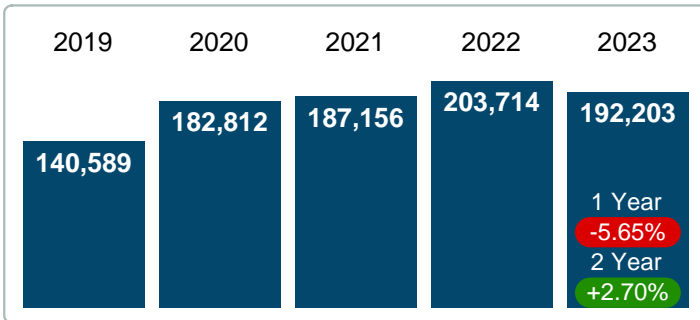
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



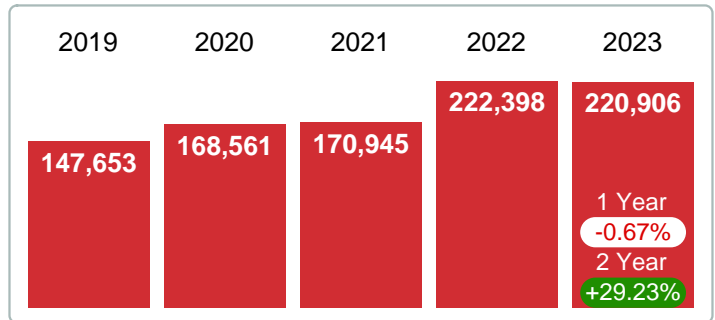
AVERAGE LIST PRICE AT CLOSING

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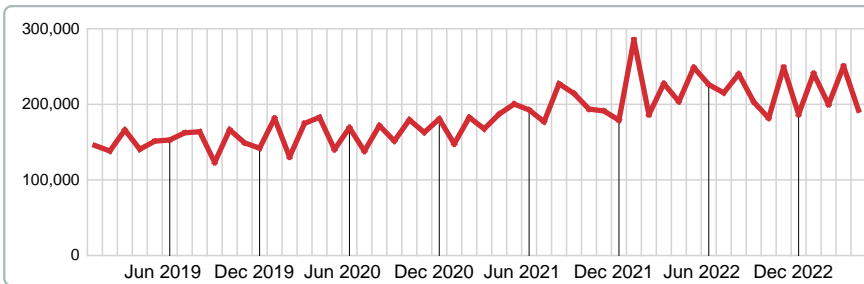
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

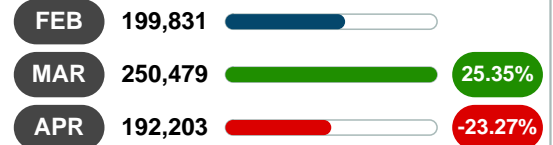


3 MONTHS

5 year APR AVG = 181,295

High Jan 2022 285,380 Low Sep 2019 123,180

Average List Price at Closing this month at **192,203** above the 5 yr APR average of **181,295**



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	7	11.48%	38,200	41,233	40,000	0	
\$50,001 - \$75,000	3	4.92%	68,267	75,000	61,900	150,000	
\$75,001 - \$100,000	6	9.84%	88,300	87,333	92,000	0	
\$100,001 - \$200,000	21	34.43%	154,148	145,550	151,642	175,975	
\$200,001 - \$225,000	5	8.20%	210,380	0	226,067	0	
\$225,001 - \$275,000	9	14.75%	248,744	0	250,543	264,950	
\$275,001 and up	10	16.39%	419,470	0	430,633	404,600	
Average List Price		192,203		91,106	198,167	272,927	725,000
Total Closed Units		61	100%	192,203	16	33	11
Total Closed Volume		11,724,400			1.46M	6.54M	3.00M

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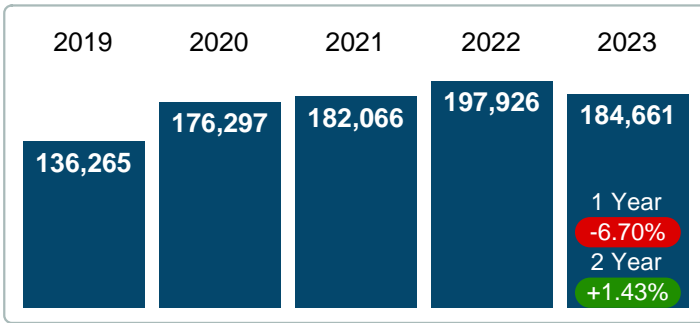
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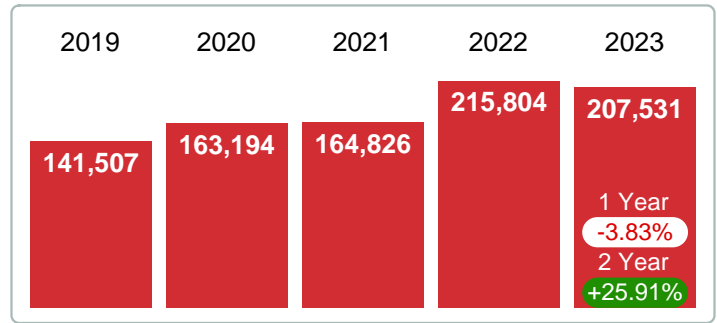
AVERAGE SOLD PRICE AT CLOSING

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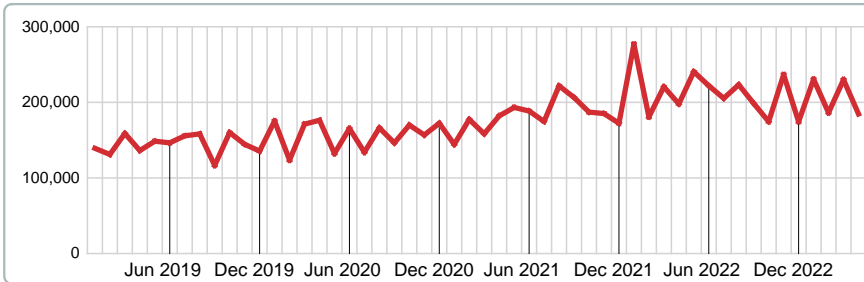
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

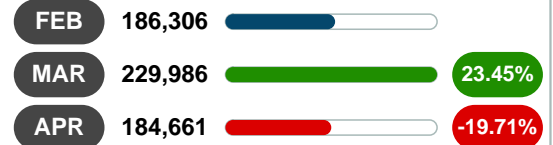


3 MONTHS

5 year APR AVG = 175,443

High Jan 2022 276,918 Low Sep 2019 116,623

Average Sold Price at Closing this month at **184,661** above the 5 yr APR average of **175,443**



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	11.48%	33,843	32,733	40,500	0	0
\$50,001 - \$75,000	8.20%	66,680	70,000	64,467	70,000	0
\$75,001 - \$100,000	6.56%	86,875	85,167	92,000	0	0
\$100,001 - \$200,000	36.07%	150,666	143,983	147,563	170,000	0
\$200,001 - \$225,000	9.84%	213,150	0	213,150	0	0
\$225,001 - \$275,000	14.75%	246,222	0	245,286	249,500	0
\$275,001 and up	13.11%	442,125	0	424,667	395,750	680,000
Average Sold Price		184,661	86,613	192,926	257,455	680,000
Total Closed Units	100%	184,661	16	33	11	1
Total Closed Volume		11,264,350	1.39M	6.37M	2.83M	680.00K

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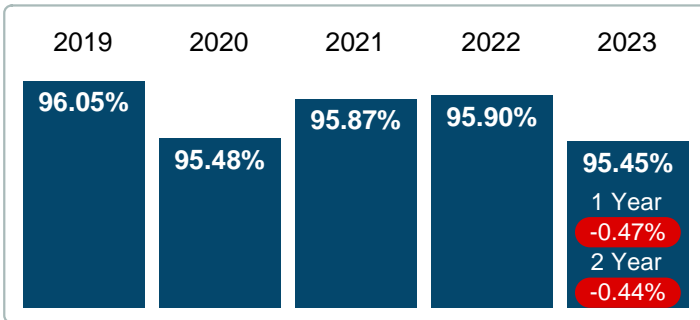
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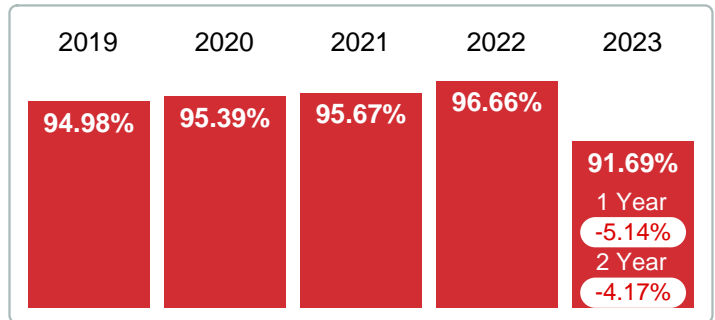
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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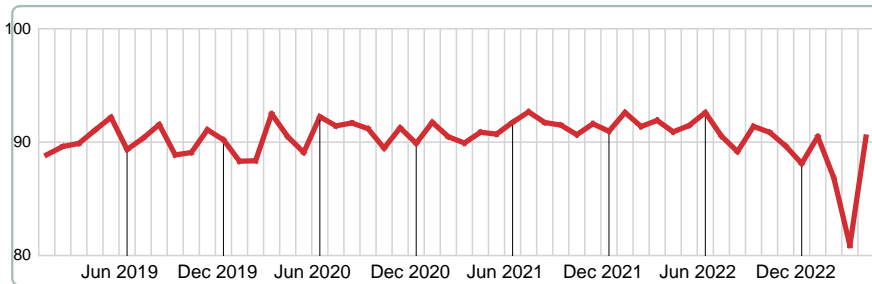
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

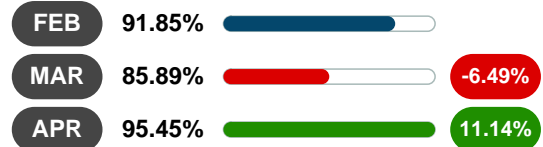


3 MONTHS

5 year APR AVG = 95.75%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.45%** below the 5 yr APR average of **95.75%**



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	7	11.48%	83.62%	80.68%	101.25%	0.00%	0.00%	
\$50,001 - \$75,000	5	8.20%	92.59%	93.33%	107.65%	46.67%	0.00%	
\$75,001 - \$100,000	4	6.56%	98.49%	97.99%	100.00%	0.00%	0.00%	
\$100,001 - \$200,000	22	36.07%	97.89%	99.54%	97.56%	96.38%	0.00%	
\$200,001 - \$225,000	6	9.84%	95.14%	0.00%	95.14%	0.00%	0.00%	
\$225,001 - \$275,000	9	14.75%	97.18%	0.00%	98.01%	94.27%	0.00%	
\$275,001 and up	8	13.11%	97.68%	0.00%	98.88%	97.74%	93.79%	
Average Sold/List Ratio		95.50%		91.79%	98.44%	91.97%	93.79%	
Total Closed Units		61	100%	95.50%	16	33	11	1
Total Closed Volume		11,264,350			1.39M	6.37M	2.83M	680.00K

April 2023



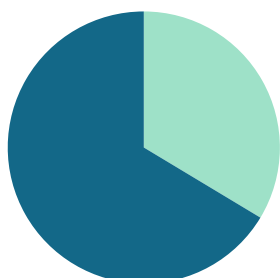
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

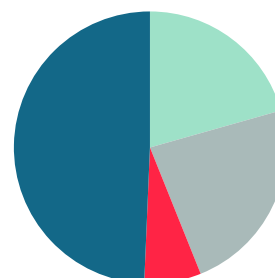


Inventory
 New Listings
79 = 33.62%
 Start Inventory
156
 Total Inventory Units
235
 Volume
\$74,916,997

Market Activity

Closed Sales
61 = 20.61%
 Pending Sales
69 = 23.31%
 Other Off Market
20 = 6.76%
 Active Inventory
146 = 49.32%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	63	61	-3.17%	248	206	-16.94%
Pending Sales	59	69	16.95%	264	234	-11.36%
New Listings	81	79	-2.47%	287	301	4.88%
Average List Price	203,714	192,203	-5.65%	222,398	220,906	-0.67%
Average Sale Price	197,926	184,661	-6.70%	215,804	207,531	-3.83%
Average Percent of Selling Price to List Price	95.90%	95.45%	-0.47%	96.66%	91.69%	-5.14%
Average Days on Market to Sale	37.19	35.80	-3.73%	39.50	44.77	13.32%
Monthly Inventory	124	146	17.74%	124	146	17.74%
Months Supply of Inventory	1.69	2.67	58.01%	1.69	2.67	58.01%

Absorption: Last 12 months, an Average of **55** Sales/Month

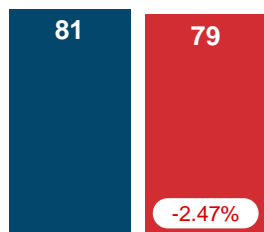
Inventory on April 30, 2023 = **146**

2022 **2023**

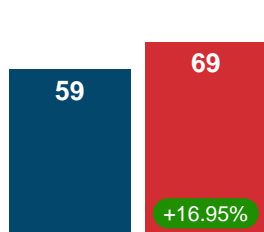
APRIL MARKET

AVERAGE PRICES

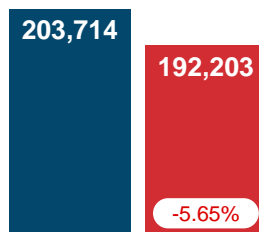
New Listings



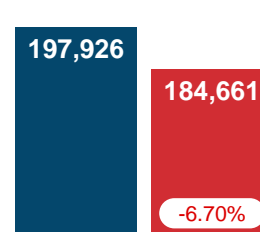
Pending Listings



List Price



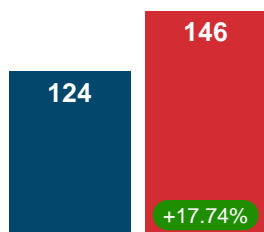
Sale Price



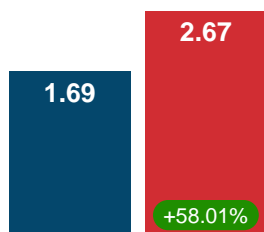
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

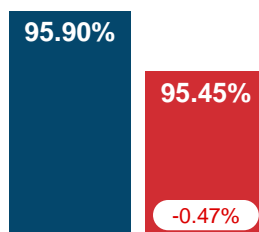
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

