

April 2023



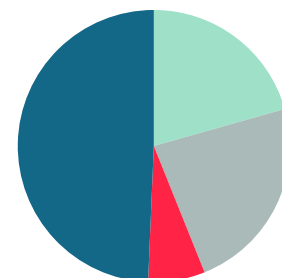
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	169,900	174,900	2.94%
Median Sale Price	170,000	166,250	-2.21%
Median Percent of Selling Price to List Price	98.02%	97.96%	-0.06%
Median Days on Market to Sale	11.00	14.00	27.27%
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.

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 **2.21%** in April 2023 to \$166,250 versus the previous year at \$170,000.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 3.00 days or **27.27%** in April 2023 compared to last year's same month at **11.00** DOM.

Sales Success for April 2023 is Positive

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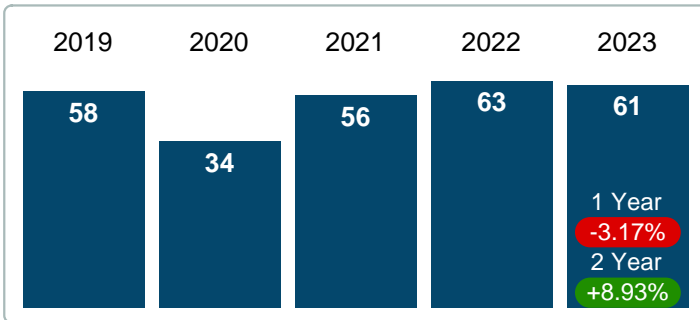
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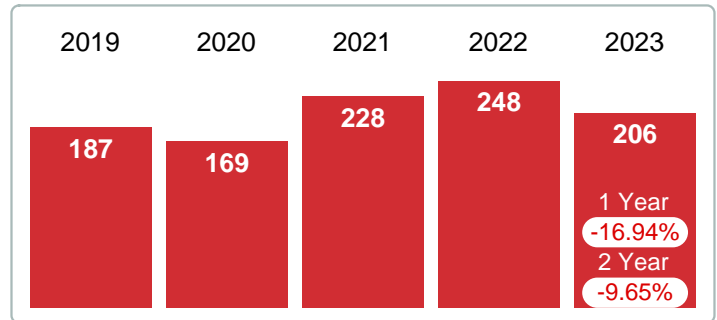
CLOSED LISTINGS

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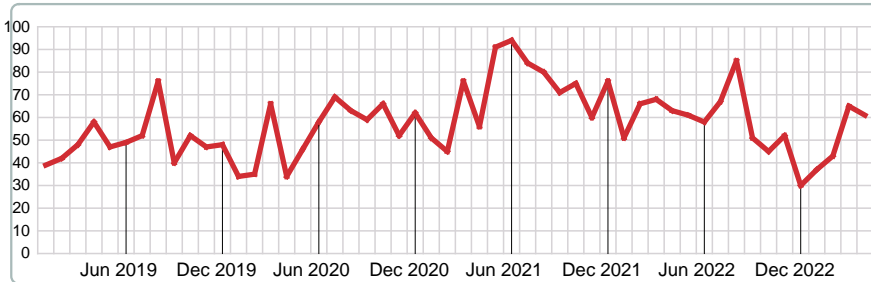
APRIL



YEAR TO DATE (YTD)

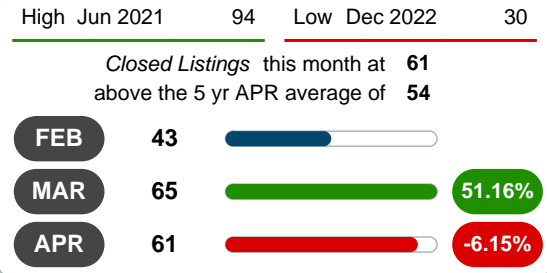


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.48%	14.0	6	1	0	0
\$50,001 - \$75,000	5	8.20%	1.0	1	3	1	0
\$75,001 - \$100,000	4	6.56%	50.0	3	1	0	0
\$100,001 - \$200,000	22	36.07%	9.0	6	12	4	0
\$200,001 - \$225,000	6	9.84%	4.5	0	6	0	0
\$225,001 - \$275,000	9	14.75%	22.0	0	7	2	0
\$275,001 and up	8	13.11%	4.0	0	3	4	1
Total Closed Units	61			16	33	11	1
Total Closed Volume	11,264,350	100%	14.0	1.39M	6.37M	2.83M	680.00K
Median Closed Price	\$166,250			\$81,500	\$185,000	\$240,000	\$680,000

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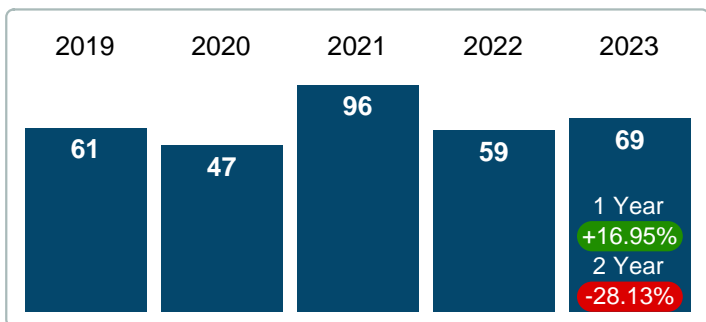
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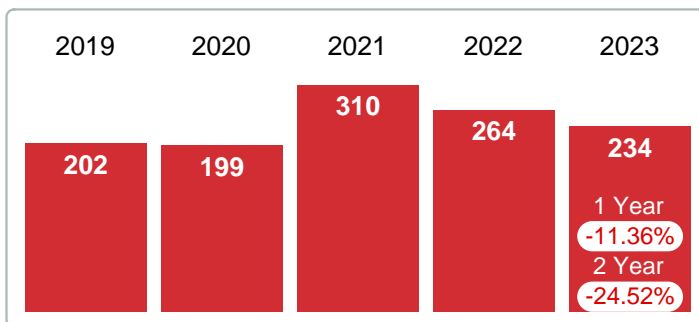
PENDING LISTINGS

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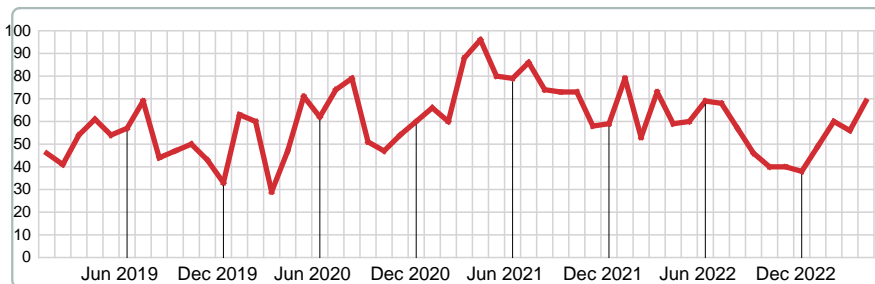
APRIL



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	10.14%	15.0	6	1	0	0
\$75,001 - \$100,000	8	11.59%	3.0	5	3	0	0
\$100,001 - \$150,000	8	11.59%	37.0	1	7	0	0
\$150,001 - \$225,000	20	28.99%	14.5	2	14	4	0
\$225,001 - \$275,000	7	10.14%	41.0	0	5	2	0
\$275,001 - \$350,000	12	17.39%	30.0	1	8	3	0
\$350,001 and up	7	10.14%	5.0	1	3	2	1
Total Pending Units	69			16	41	11	1
Total Pending Volume	14,138,499	100%	24.0	2.03M	8.83M	2.87M	400.00K
Median Listing Price	\$189,900			\$89,700	\$195,000	\$249,900	\$399,999

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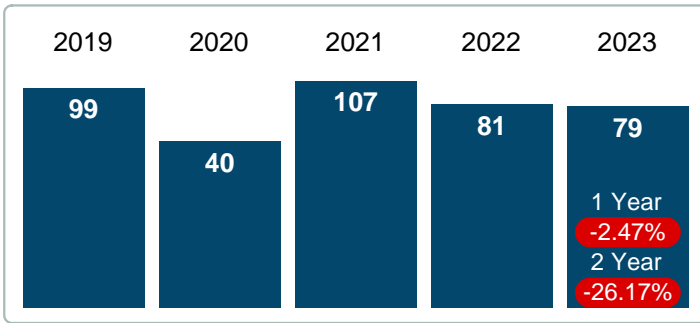
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



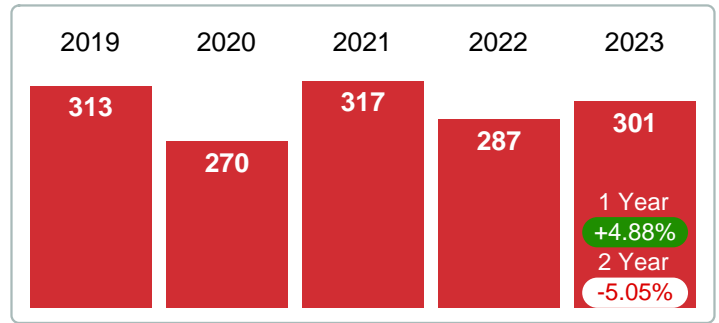
NEW LISTINGS

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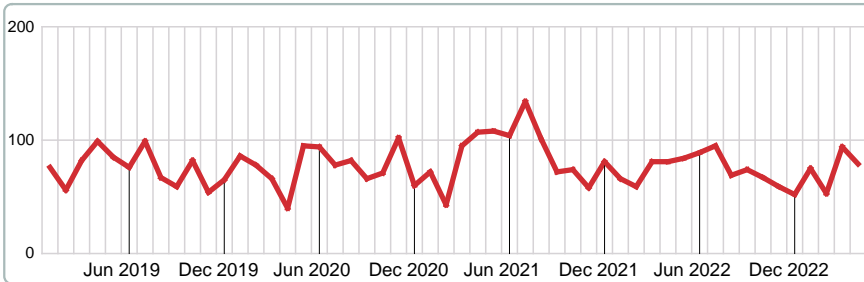
APRIL



YEAR TO DATE (YTD)

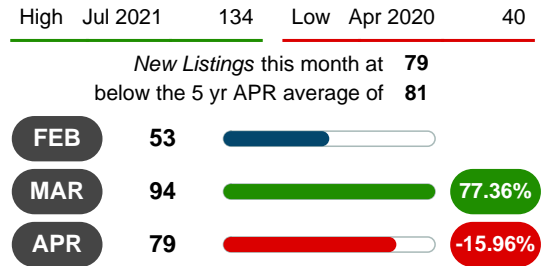


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 81



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
Median New Listed Listing Price	\$209,000		\$139,900	\$195,000	\$250,000	\$460,000

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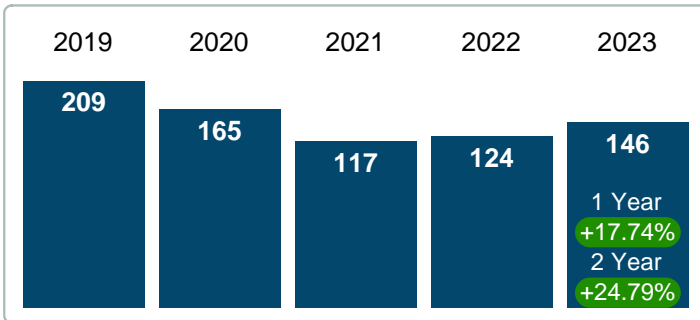
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



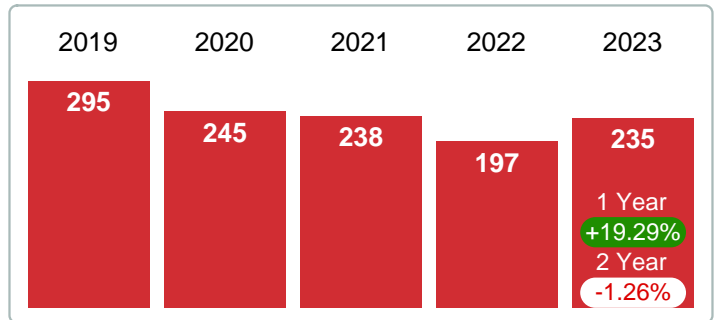
ACTIVE INVENTORY

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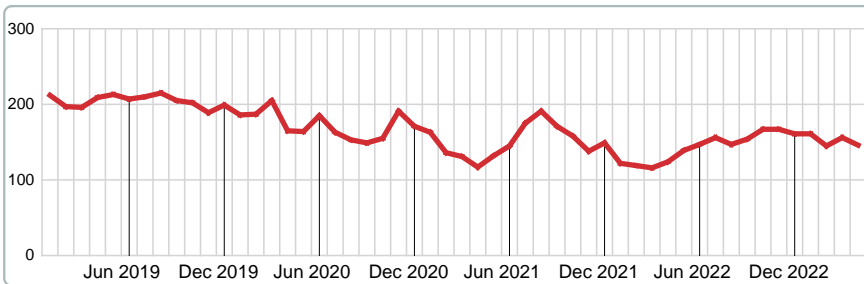
END OF APRIL



ACTIVE DURING APRIL

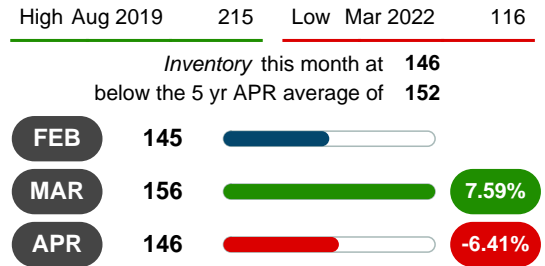


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 152



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	5.48%	127.5	6	1	1	0
\$75,001 - \$125,000	23	15.75%	56.0	9	11	3	0
\$125,001 - \$150,000	16	10.96%	81.5	4	9	3	0
\$150,001 - \$275,000	38	26.03%	36.0	7	22	9	0
\$275,001 - \$375,000	26	17.81%	50.0	3	15	7	1
\$375,001 - \$625,000	20	13.70%	51.0	1	8	11	0
\$625,001 and up	15	10.27%	63.0	1	11	1	2
Total Active Inventory by Units	146			31	77	35	3
Total Active Inventory by Volume	54,069,298	100%	51.0	5.50M	32.89M	12.61M	3.08M
Median Active Inventory Listing Price	\$227,450			\$139,900	\$259,000	\$299,900	\$1,300,000

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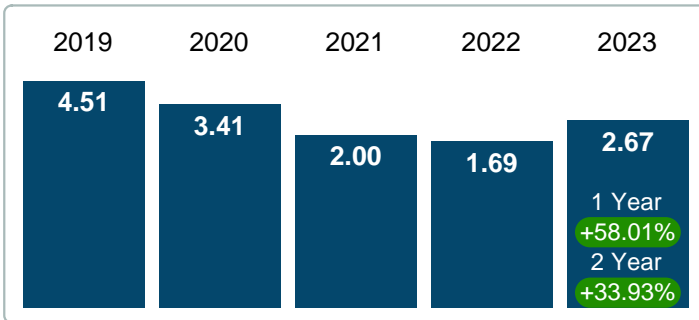
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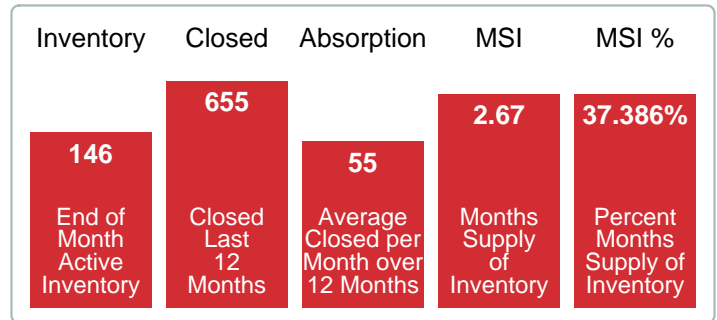
MONTHS SUPPLY of INVENTORY (MSI)

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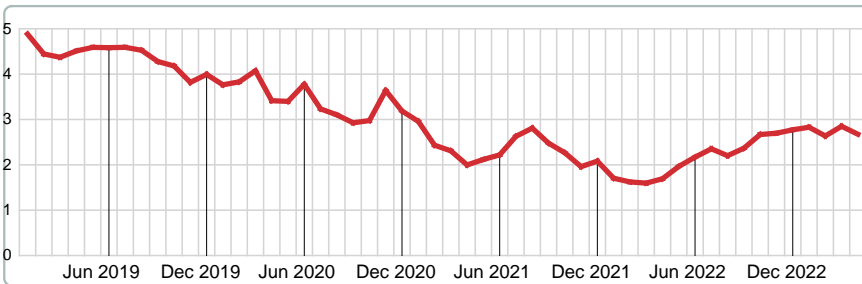
MSI FOR APRIL



INDICATORS FOR APRIL 2023

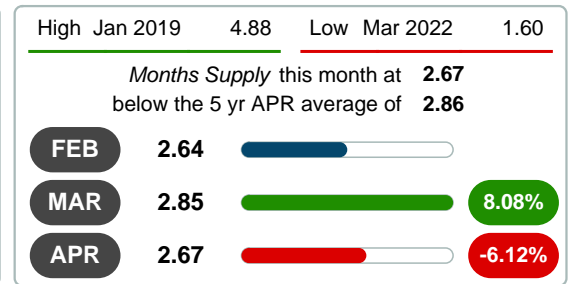


5 YEAR MARKET ACTIVITY TRENDS



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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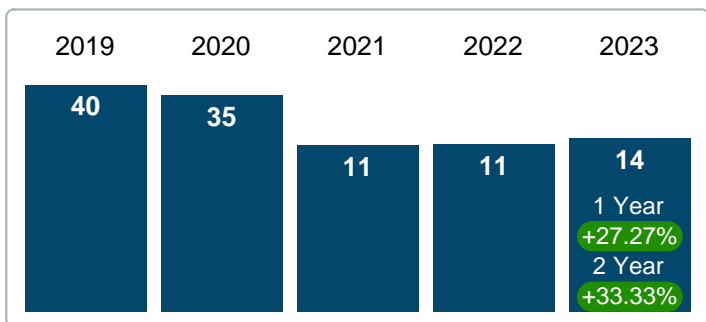
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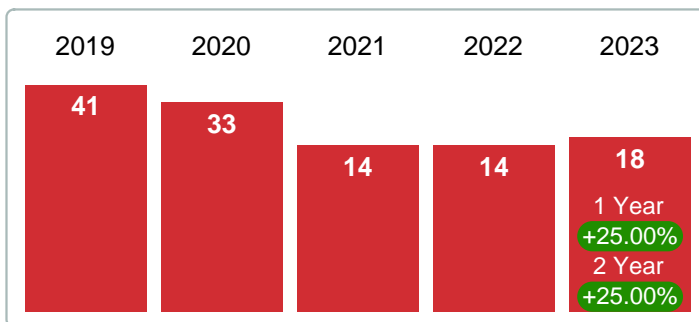
MEDIAN DAYS ON MARKET TO SALE

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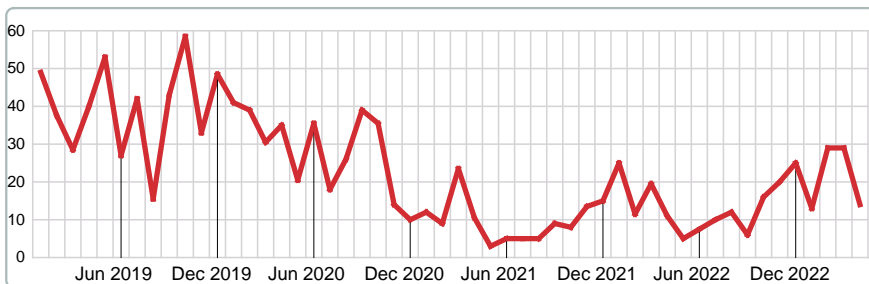
APRIL



YEAR TO DATE (YTD)

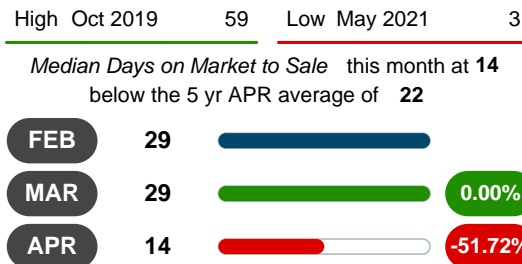


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 22



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	11.48%	14	15	14	0	0
\$50,001 - \$75,000	8.20%	1	1	1	43	0
\$75,001 - \$100,000	6.56%	50	36	64	0	0
\$100,001 - \$200,000	36.07%	9	5	16	13	0
\$200,001 - \$225,000	9.84%	5	0	5	0	0
\$225,001 - \$275,000	14.75%	22	0	14	25	0
\$275,001 and up	13.11%	4	0	3	3	118
Median Closed DOM		14	11	14	16	118
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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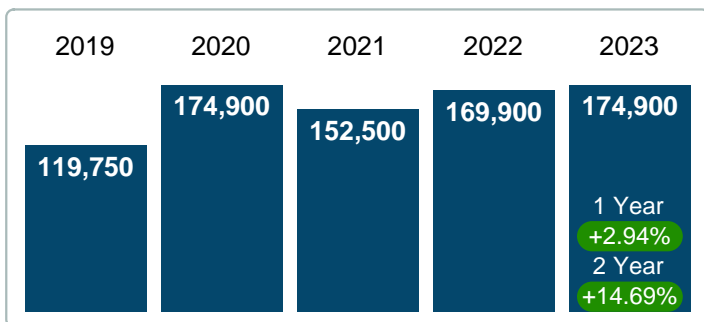
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



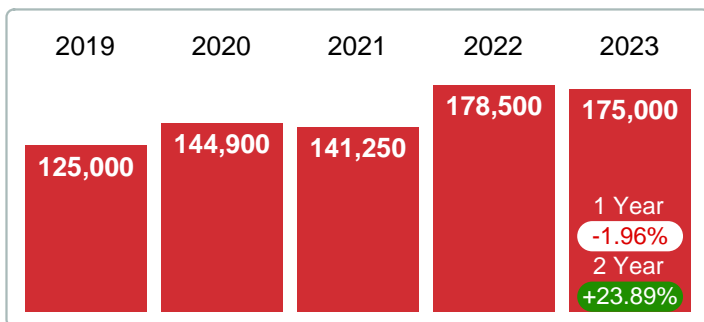
MEDIAN LIST PRICE AT CLOSING

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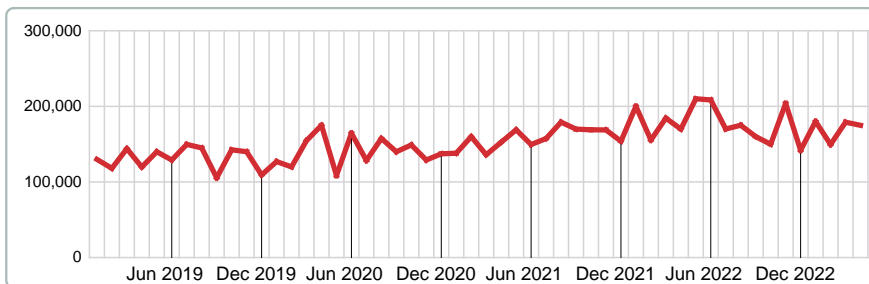
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 158,390

High May 2022 210,000 Low Sep 2019 105,500

Median List Price at Closing this month at **174,900**
above the 5 yr APR average of **158,390**

- FEB 149,500
- MAR 179,000 (+19.73%)
- APR 174,900 (-2.29%)

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	7	11.48%	39,900	39,000	39,950	0		
\$50,001 - \$75,000	3	4.92%	69,900	67,450	69,900	0		
\$75,001 - \$100,000	6	9.84%	88,500	92,000	83,950	0		
\$100,001 - \$200,000	21	34.43%	159,000	150,000	159,500	165,000		
\$200,001 - \$225,000	5	8.20%	209,900	0	211,000	209,900		
\$225,001 - \$275,000	9	14.75%	249,000	0	247,000	250,000		
\$275,001 and up	10	16.39%	375,950	0	378,500	297,000		
Median List Price		174,900		81,500	200,000	250,000	725,000	
Total Closed Units		61	100%	174,900	16	33	11	1
Total Closed Volume		11,724,400		1.46M	6.54M	3.00M	725.00K	

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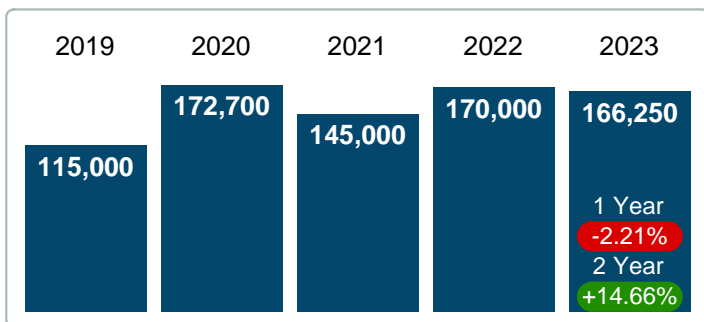
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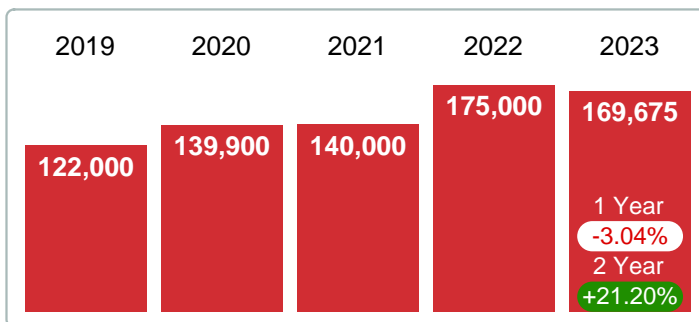
MEDIAN SOLD PRICE AT CLOSING

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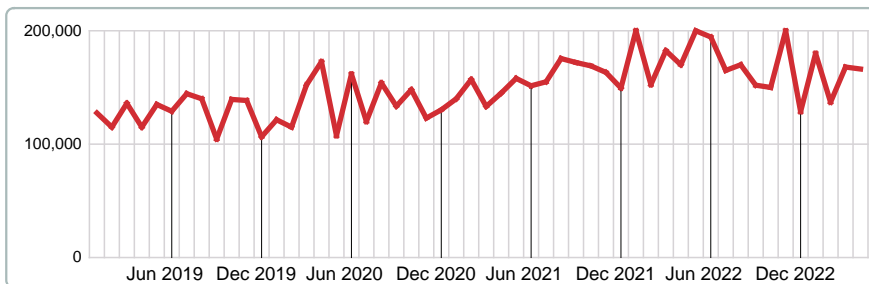
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

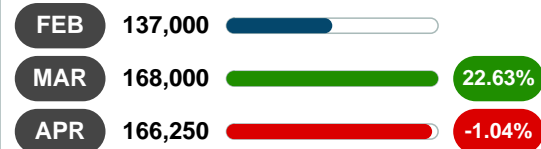


3 MONTHS

5 year APR AVG = 153,790

High May 2022 200,000 Low Sep 2019 104,500

Median Sold Price at Closing this month at **166,250** above the 5 yr APR average of **153,790**



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	11.48%	34,400	29,700	40,500	0	0
\$50,001 - \$75,000	8.20%	70,000	70,000	67,500	70,000	0
\$75,001 - \$100,000	6.56%	87,500	83,000	92,000	0	0
\$100,001 - \$200,000	36.07%	153,000	144,450	151,500	180,000	0
\$200,001 - \$225,000	9.84%	212,500	0	212,500	0	0
\$225,001 - \$275,000	14.75%	242,000	0	242,000	249,500	0
\$275,001 and up	13.11%	434,750	0	439,000	361,500	680,000
Median Sold Price		166,250	81,500	185,000	240,000	680,000
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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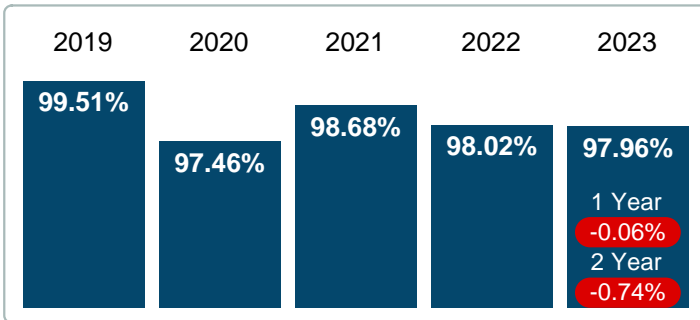
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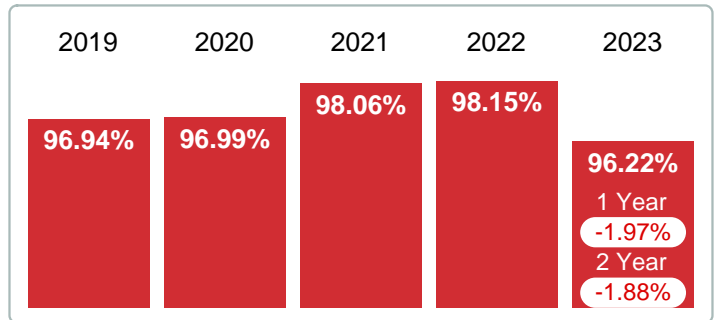
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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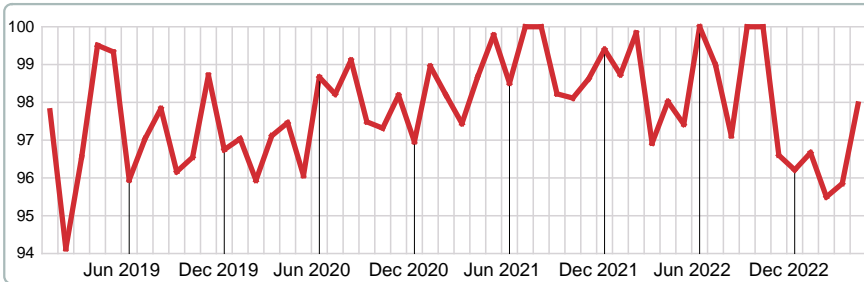
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

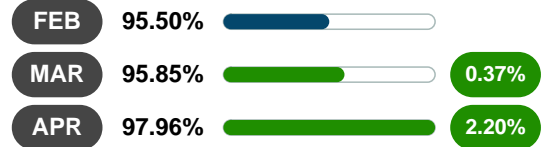


3 MONTHS

5 year APR AVG = 98.33%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.96%**
equal to 5 yr APR average of **98.33%**



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	7	11.48%	83.47%	83.40%	101.25%	0.00%	0.00%
\$50,001 - \$75,000	5	8.20%	96.57%	93.33%	98.81%	46.67%	0.00%
\$75,001 - \$100,000	4	6.56%	97.06%	94.12%	100.00%	0.00%	0.00%
\$100,001 - \$200,000	22	36.07%	98.82%	100.00%	98.82%	96.25%	0.00%
\$200,001 - \$225,000	6	9.84%	97.67%	0.00%	97.67%	0.00%	0.00%
\$225,001 - \$275,000	9	14.75%	97.19%	0.00%	97.96%	94.27%	0.00%
\$275,001 and up	8	13.11%	98.35%	0.00%	100.00%	98.35%	93.79%
Median Sold/List Ratio		97.96%		93.78%	98.89%	96.00%	93.79%
Total Closed Units		61	100%	16	33	11	1
Total Closed Volume		11,264,350		1.39M	6.37M	2.83M	680.00K

April 2023



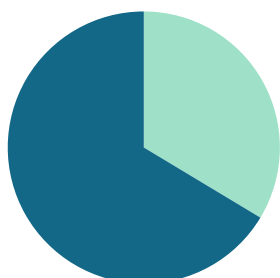
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

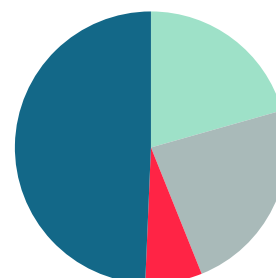


Inventory
 New Listings
79 = 33.62%
 Start Inventory
156
 Total Inventory Units
235
 Volume
\$74,916,997

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%
Median List Price	169,900	174,900	2.94%	178,500	175,000	-1.96%
Median Sale Price	170,000	166,250	-2.21%	175,000	169,675	-3.04%
Median Percent of Selling Price to List Price	98.02%	97.96%	-0.06%	98.15%	96.22%	-1.97%
Median Days on Market to Sale	11.00	14.00	27.27%	14.00	17.50	25.00%
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

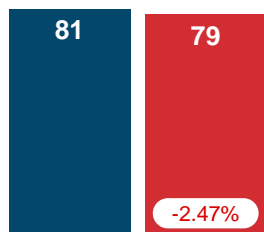
Inventory on April 30, 2023 = **146**

2022 **2023**

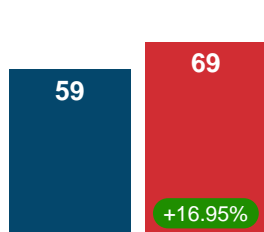
APRIL MARKET

MEDIAN PRICES

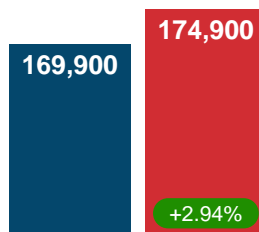
New Listings



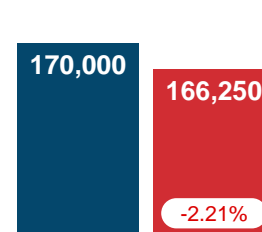
Pending Listings



List Price



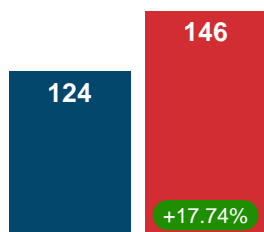
Sale Price



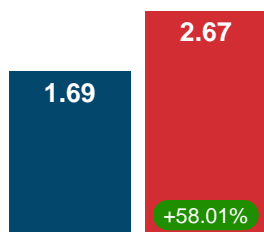
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

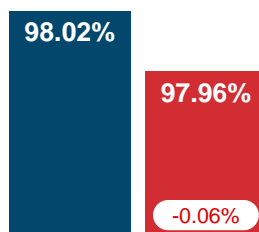
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

