

February 2023



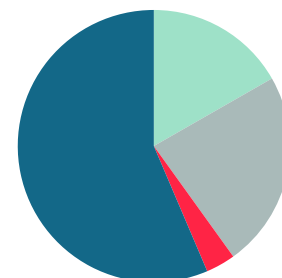
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	66	43	-34.85%
Pending Listings	53	60	13.21%
New Listings	59	53	-10.17%
Average List Price	186,402	199,831	7.20%
Average Sale Price	180,779	186,306	3.06%
Average Percent of Selling Price to List Price	96.38%	91.85%	-4.71%
Average Days on Market to Sale	35.47	43.95	23.92%
End of Month Inventory	119	145	21.85%
Months Supply of Inventory	1.62	2.64	62.46%



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of February 28, 2023 = **145**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **21.85%** to 145 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 **2.64** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **3.06%** in February 2023 to \$186,306 versus the previous year at \$180,779.

Average Days on Market Lengthens

The average number of **43.95** days that homes spent on the market before selling increased by 8.48 days or **23.92%** in February 2023 compared to last year's same month at **35.47** DOM.

Sales Success for February 2023 is Positive

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

There were 53 New Listings in February 2023, down **10.17%** from last year at 59. Furthermore, there were 43 Closed Listings this month versus last year at 66, a **-34.85%** decrease.

Closed versus Listed trends yielded a **81.1%** ratio, down from previous year's, February 2022, at **111.9%**, a **27.47%** 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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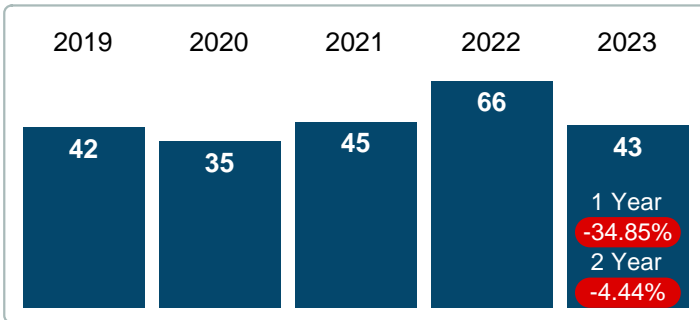
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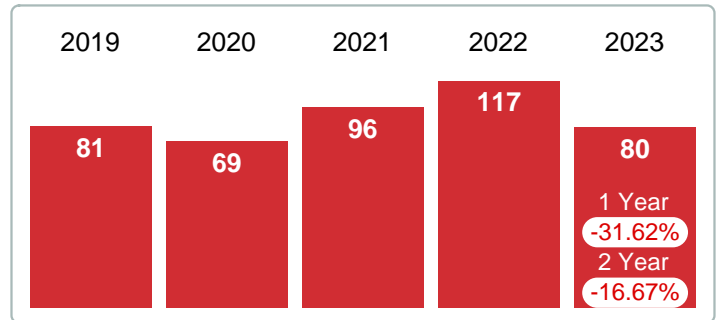
CLOSED LISTINGS

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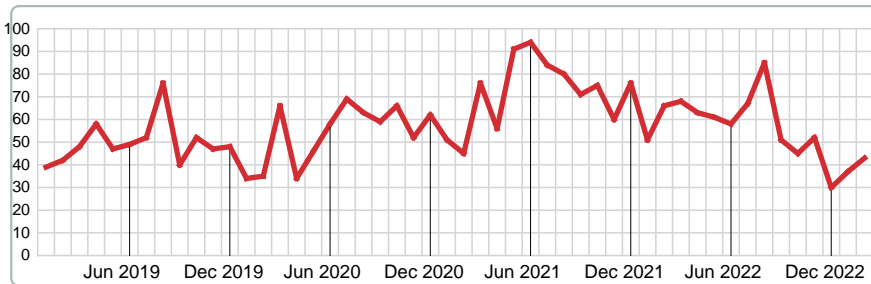
FEBRUARY



YEAR TO DATE (YTD)

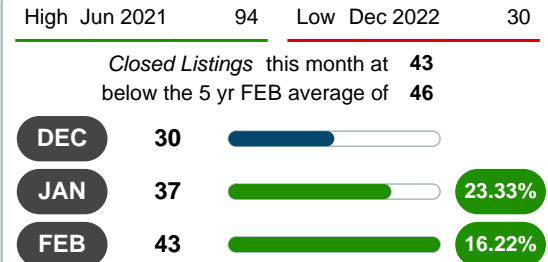


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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	2	4.65%	68.0	0	2	0	0
\$25,001 - \$75,000	9	20.93%	30.0	5	4	0	0
\$75,001 - \$100,000	5	11.63%	47.4	2	3	0	0
\$100,001 - \$200,000	10	23.26%	27.7	0	10	0	0
\$200,001 - \$300,000	7	16.28%	45.1	0	6	1	0
\$300,001 - \$375,000	5	11.63%	37.2	1	1	3	0
\$375,001 and up	5	11.63%	93.6	0	5	0	0
Total Closed Units	43			8	31	4	0
Total Closed Volume	8,011,150	100%	44.0	810.50K	5.97M	1.23M	0.00B
Average Closed Price	\$186,306			\$101,313	\$192,682	\$306,875	\$0

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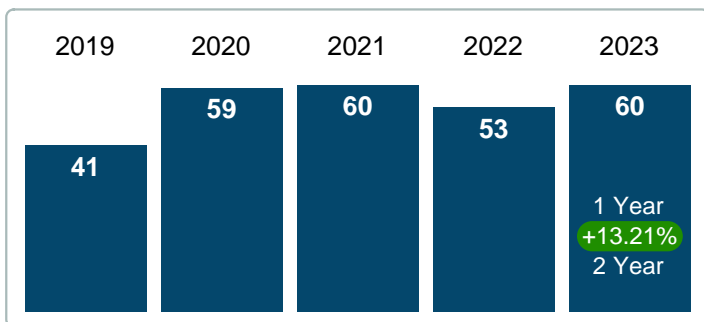
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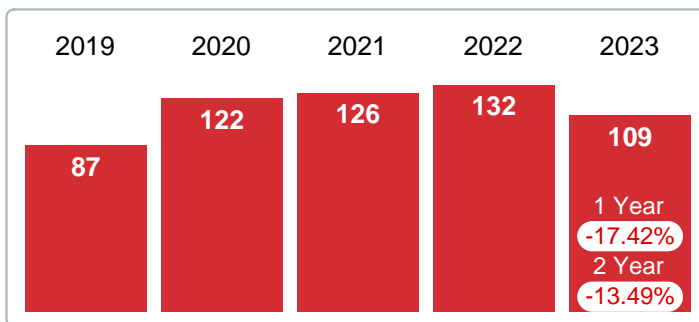
PENDING LISTINGS

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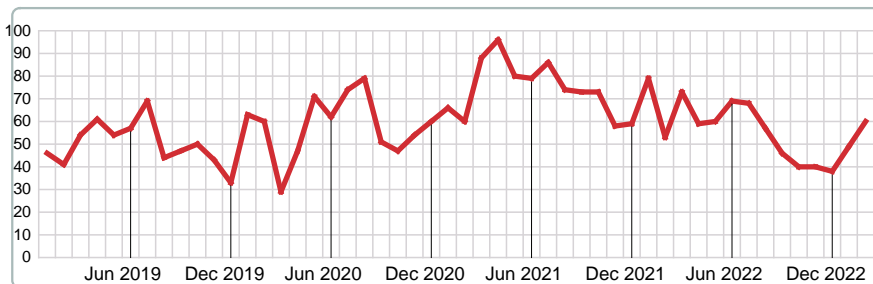
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

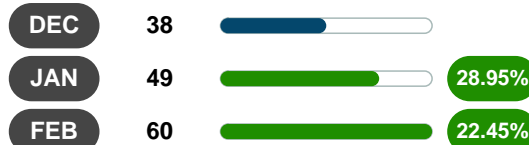


3 MONTHS

5 year FEB AVG = 55

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 60
above the 5 yr FEB average of 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.67%	45.0	1	0	0	0
\$25,001 - \$50,000	10	16.67%	38.6	5	5	0	0
\$50,001 - \$75,000	5	8.33%	47.4	2	3	0	0
\$75,001 - \$175,000	18	30.00%	48.3	7	10	1	0
\$175,001 - \$275,000	11	18.33%	64.7	1	9	1	0
\$275,001 - \$350,000	9	15.00%	80.8	1	6	2	0
\$350,001 and up	6	10.00%	4.0	0	4	2	0
Total Pending Units	60			17	37	6	0
Total Pending Volume	10,284,999	100%	50.0	1.52M	7.05M	1.71M	0.00B
Average Listing Price	\$171,417			\$89,215	\$190,645	\$285,750	\$0

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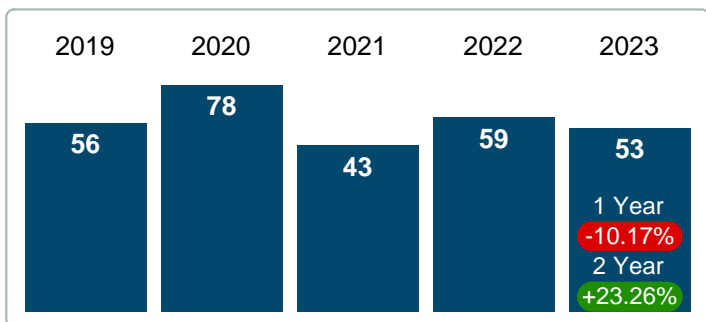
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



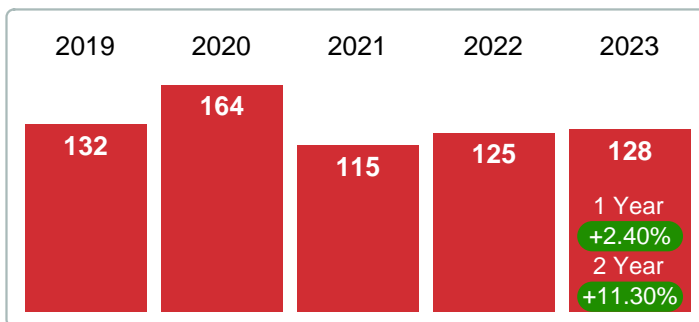
NEW LISTINGS

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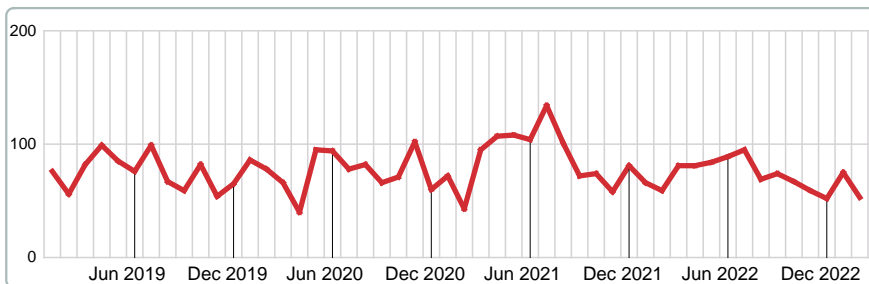
FEBRUARY



YEAR TO DATE (YTD)

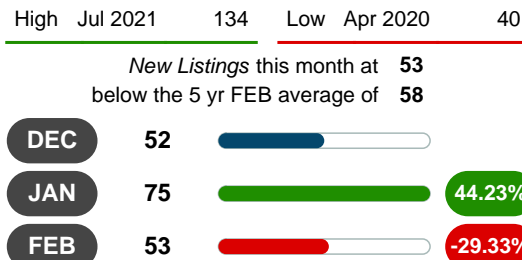


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 58



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	4	7.55%	3	1	0	0
\$75,001 - \$100,000	6	11.32%	5	1	0	0
\$100,001 - \$125,000	4	7.55%	0	4	0	0
\$125,001 - \$275,000	19	35.85%	2	15	2	0
\$275,001 - \$275,000	0	0.00%	0	0	0	0
\$275,001 - \$375,000	13	24.53%	1	7	5	0
\$375,001 and up	7	13.21%	0	3	3	1
Total New Listed Units	53		11	31	10	1
Total New Listed Volume	12,592,800	100%	1.17M	6.97M	3.16M	1.30M
Average New Listed Listing Price	\$192,561		\$106,464	\$224,729	\$315,510	\$1,300,000

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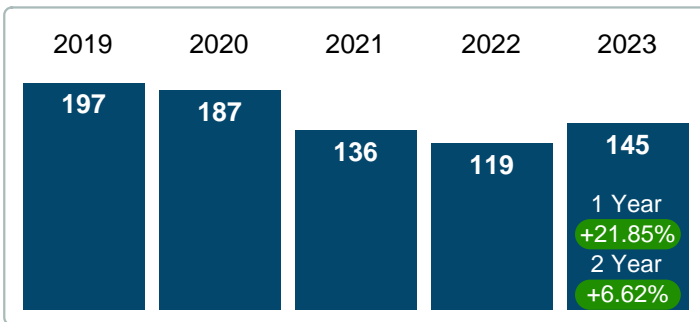
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



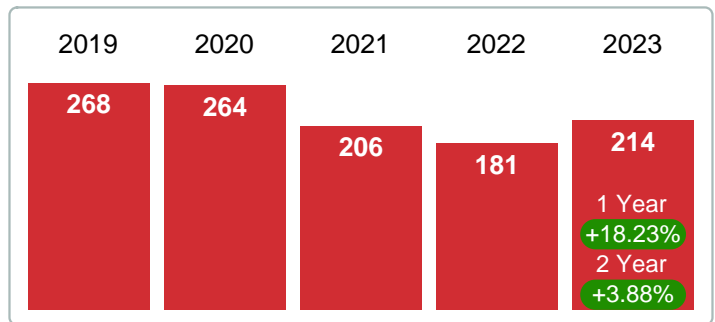
ACTIVE INVENTORY

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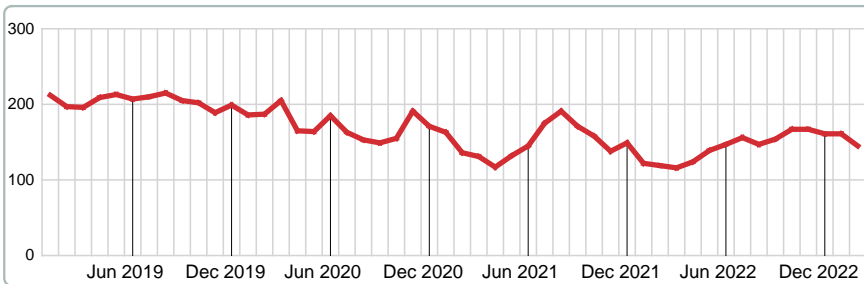
END OF FEBRUARY



ACTIVE DURING FEBRUARY

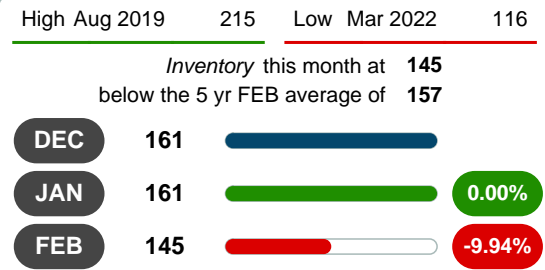


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 157



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	5.52%	98.4	7	1	0	0
\$50,001 - \$125,000	22	15.17%	93.1	10	10	2	0
\$125,001 - \$175,000	25	17.24%	66.7	4	12	8	1
\$175,001 - \$275,000	30	20.69%	91.7	3	20	7	0
\$275,001 - \$350,000	26	17.93%	76.3	1	15	10	0
\$350,001 - \$525,000	18	12.41%	111.6	1	10	6	1
\$525,001 and up	16	11.03%	107.8	0	11	3	2
Total Active Inventory by Units	145			26	79	36	4
Total Active Inventory by Volume	43,448,972	100%	89.5	2.93M	27.24M	10.05M	3.22M
Average Active Inventory Listing Price	\$299,648			\$112,885	\$344,820	\$279,144	\$806,000

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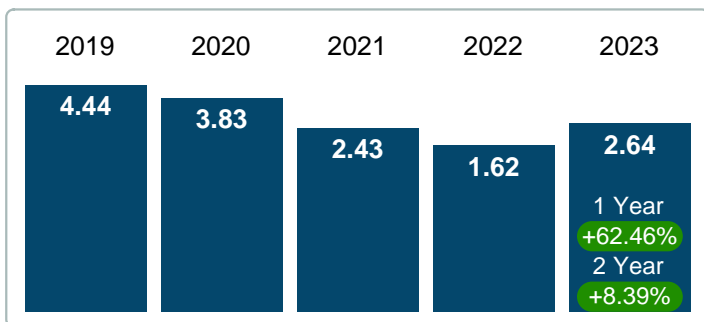
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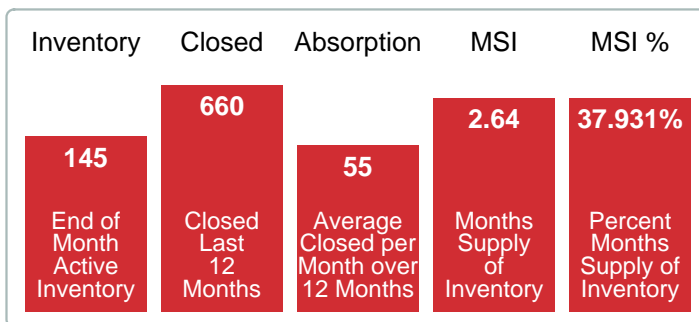
MONTHS SUPPLY of INVENTORY (MSI)

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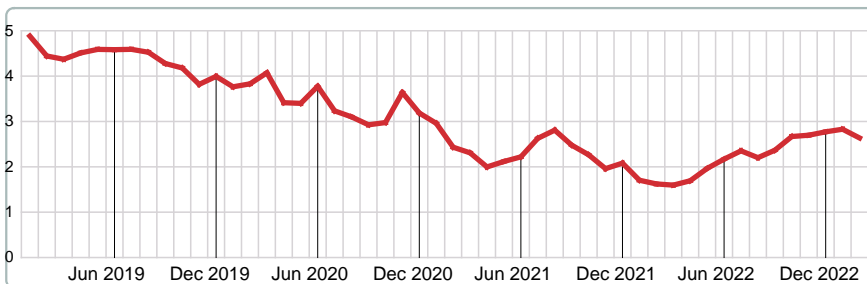
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

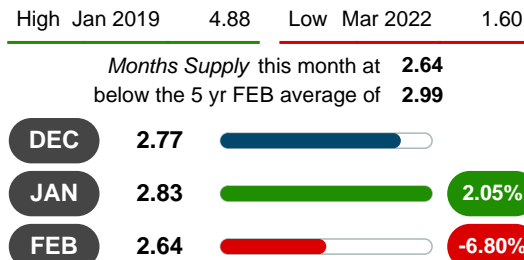


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.99



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	5.52%	1.75	2.55	0.60	0.00	0.00
\$50,001 - \$125,000	22	15.17%	1.68	1.94	1.45	2.18	0.00
\$125,001 - \$175,000	25	17.24%	2.33	1.78	1.62	8.73	6.00
\$175,001 - \$275,000	30	20.69%	2.20	4.50	2.07	2.40	0.00
\$275,001 - \$350,000	26	17.93%	4.52	4.00	4.74	4.62	0.00
\$350,001 - \$525,000	18	12.41%	3.93	3.00	4.00	4.24	3.00
\$525,001 and up	16	11.03%	6.19	0.00	12.00	3.60	2.67
Market Supply of Inventory (MSI)			2.64	2.26	2.45	3.86	2.09
Total Active Inventory by Units		100%	2.64	26	79	36	4

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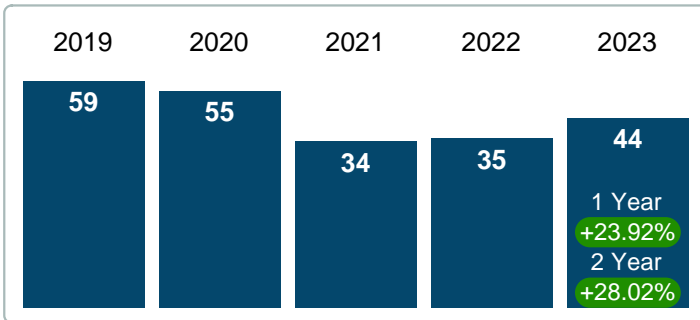
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



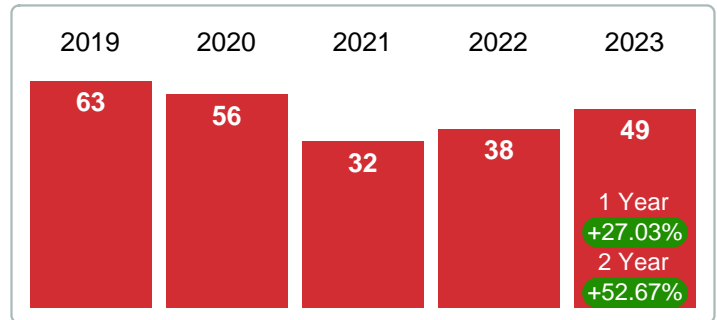
AVERAGE DAYS ON MARKET TO SALE

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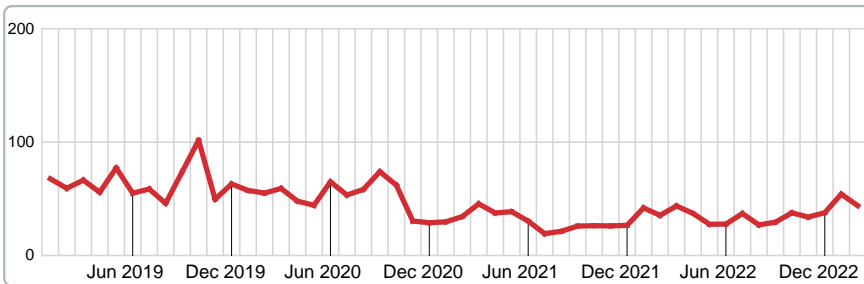
FEBRUARY



YEAR TO DATE (YTD)

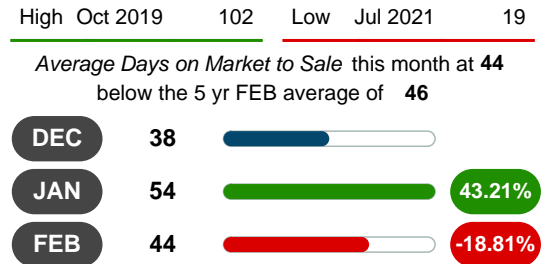


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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	4.65%	68	0	68	0	0
\$25,001 - \$75,000	20.93%	30	38	21	0	0
\$75,001 - \$100,000	11.63%	47	67	34	0	0
\$100,001 - \$200,000	23.26%	28	0	28	0	0
\$200,001 - \$300,000	16.28%	45	0	49	21	0
\$300,001 - \$375,000	11.63%	37	145	12	10	0
\$375,001 and up	11.63%	94	0	94	0	0
Average Closed DOM		44	58	44	13	0
Total Closed Units	100%	43	8	31	4	0
Total Closed Volume		8,011,150	810.50K	5.97M	1.23M	0.00B

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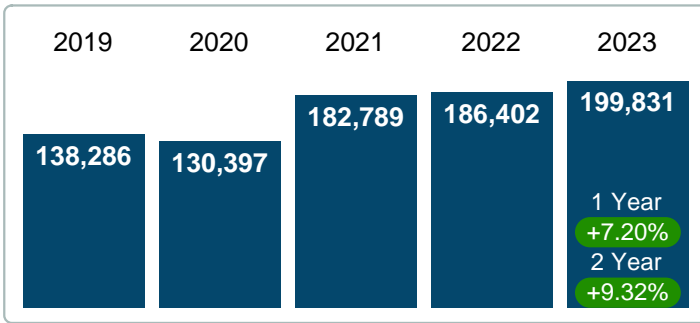
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



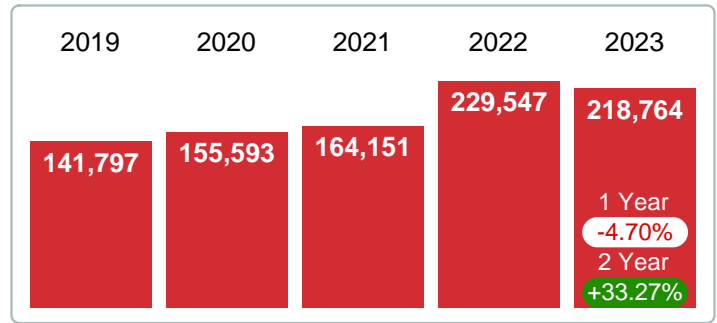
AVERAGE LIST PRICE AT CLOSING

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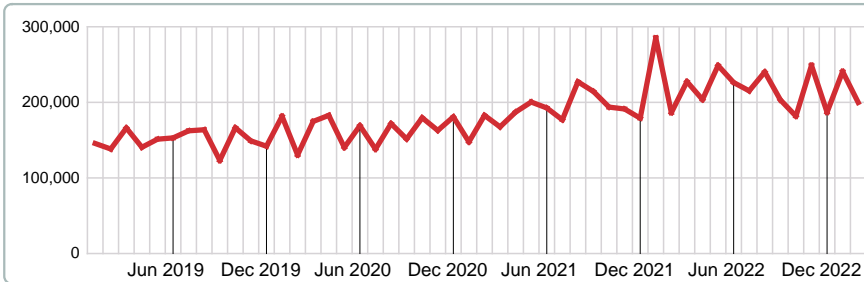
FEBRUARY



YEAR TO DATE (YTD)

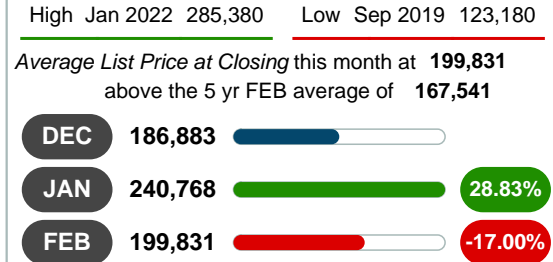


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 167,541



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	0.00%	0	0	28,000	0	0
\$25,001 - \$75,000	18.60%	48,238	62,760	65,000	0	0
\$75,001 - \$100,000	13.95%	86,742	94,475	118,700	0	0
\$100,001 - \$200,000	27.91%	144,517	0	146,570	0	0
\$200,001 - \$300,000	13.95%	242,400	0	257,900	217,000	0
\$300,001 - \$375,000	9.30%	337,225	429,000	350,000	391,300	0
\$375,001 and up	16.28%	449,843	0	446,980	0	0
Average List Price		199,831	116,469	202,261	347,725	0
Total Closed Units	100%	199,831	8	31	4	0
Total Closed Volume		8,592,750	931.75K	6.27M	1.39M	0.00B

February 2023



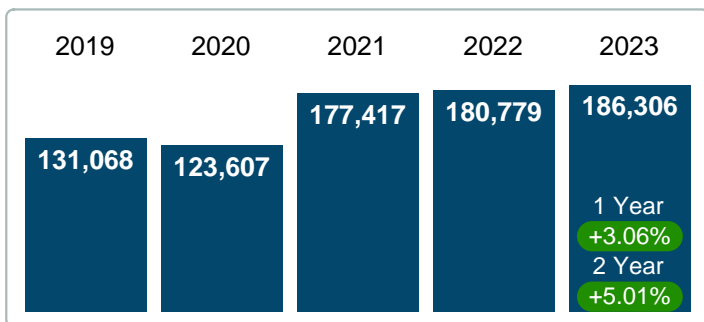
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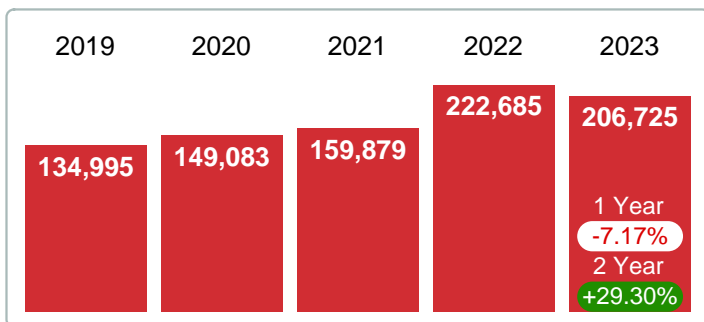
AVERAGE SOLD PRICE AT CLOSING

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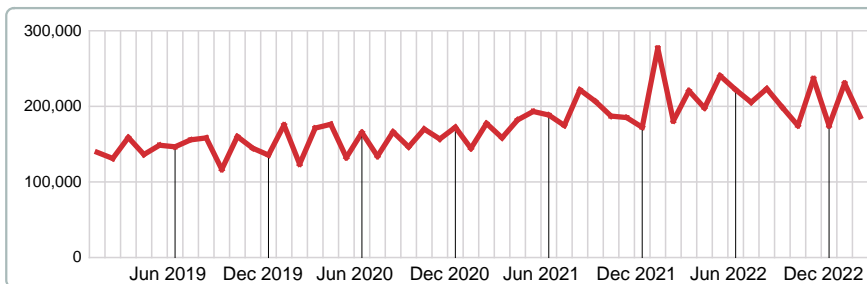
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

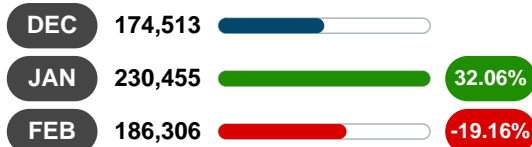


3 MONTHS

5 year FEB AVG = 159,835

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

Average Sold Price at Closing this month at **186,306** above the 5 yr FEB average of **159,835**



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	4.65%	21,000	0	21,000	0	0
\$25,001 - \$75,000	9	20.93%	56,167	55,600	56,875	0	0
\$75,001 - \$100,000	5	11.63%	88,800	83,750	92,167	0	0
\$100,001 - \$200,000	10	23.26%	142,500	0	142,500	0	0
\$200,001 - \$300,000	7	16.28%	242,250	0	247,875	208,500	0
\$300,001 - \$375,000	5	11.63%	345,200	365,000	342,000	339,667	0
\$375,001 and up	5	11.63%	434,580	0	434,580	0	0
Average Sold Price			186,306	101,313	192,682	306,875	0
Total Closed Units		100%	186,306	8	31	4	0
Total Closed Volume			8,011,150	810.50K	5.97M	1.23M	0.00B

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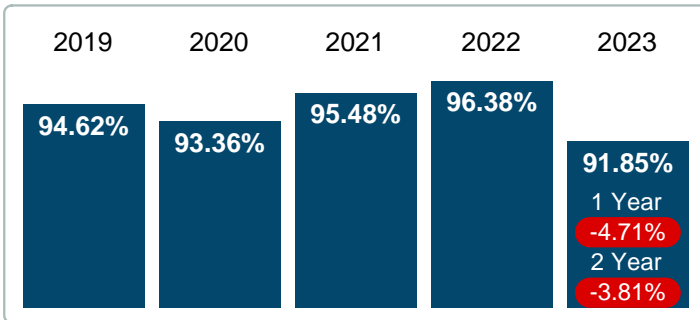
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



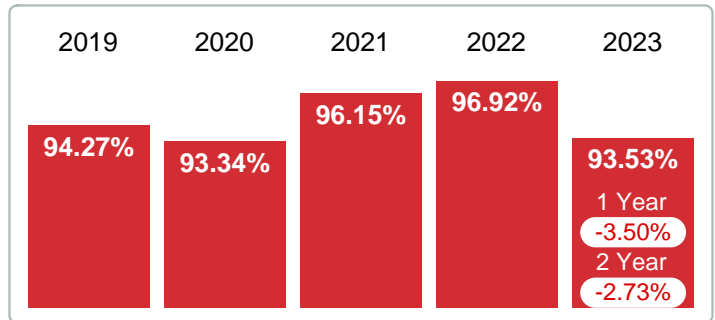
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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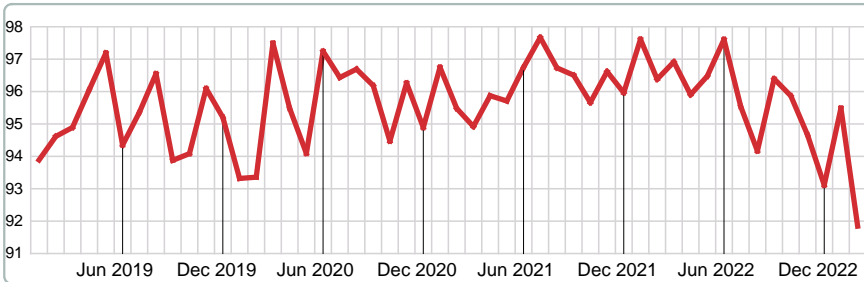
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

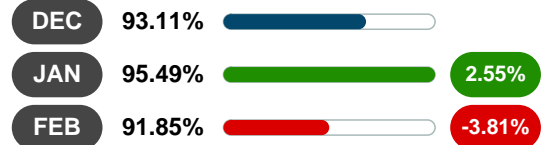


3 MONTHS

5 year FEB AVG = 94.34%

High Jul 2021 97.67% Low Feb 2023 91.85%

Average Sold/List Ratio this month at **91.85%** below the 5 yr FEB average of **94.34%**



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	2	4.65%	75.35%	0.00%	75.35%	0.00%	0.00%
\$25,001 - \$75,000	9	20.93%	88.48%	88.48%	88.48%	0.00%	0.00%
\$75,001 - \$100,000	5	11.63%	84.14%	88.87%	80.99%	0.00%	0.00%
\$100,001 - \$200,000	10	23.26%	97.15%	0.00%	97.15%	0.00%	0.00%
\$200,001 - \$300,000	7	16.28%	96.27%	0.00%	96.30%	96.08%	0.00%
\$300,001 - \$375,000	5	11.63%	89.79%	85.08%	97.71%	88.71%	0.00%
\$375,001 and up	5	11.63%	97.46%	0.00%	97.46%	0.00%	0.00%
Average Sold/List Ratio		91.80%		88.16%	92.96%	90.55%	0.00%
Total Closed Units		43	100%	8	31	4	
Total Closed Volume		8,011,150		810.50K	5.97M	1.23M	0.00B

February 2023



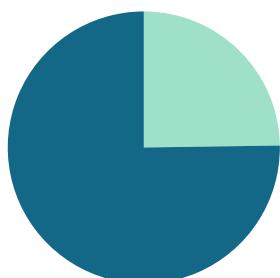
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

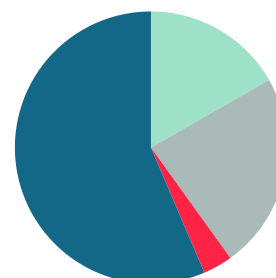


Inventory
 New Listings
53 = 24.77%
 Start Inventory
161
 Total Inventory Units
214
 Volume
\$62,887,671

Market Activity

Closed Sales
43 = 16.73%
 Pending Sales
60 = 23.35%
 Other Off Market
9 = 3.50%
 Active Inventory
145 = 56.42%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	66	43	-34.85%	117	80	-31.62%
Pending Sales	53	60	13.21%	132	109	-17.42%
New Listings	59	53	-10.17%	125	128	2.40%
Average List Price	186,402	199,831	7.20%	229,547	218,764	-4.70%
Average Sale Price	180,779	186,306	3.06%	222,685	206,725	-7.17%
Average Percent of Selling Price to List Price	96.38%	91.85%	-4.71%	96.92%	93.53%	-3.50%
Average Days on Market to Sale	35.47	43.95	23.92%	38.31	48.66	27.03%
Monthly Inventory	119	145	21.85%	119	145	21.85%
Months Supply of Inventory	1.62	2.64	62.46%	1.62	2.64	62.46%

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

Inventory on February 28, 2023 = **145**

2022 **2023**

FEBRUARY MARKET

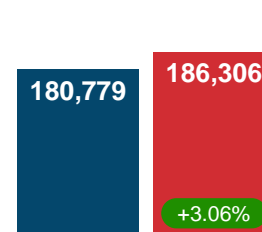
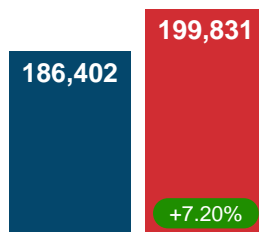
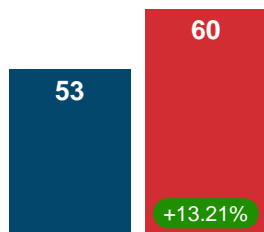
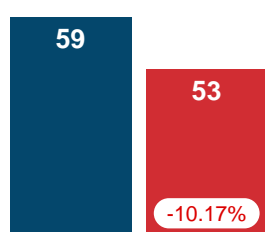
AVERAGE PRICES

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

