

# July 2023



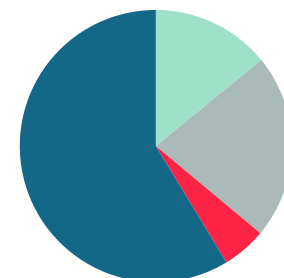
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	67	43	-35.82%
Pending Listings	68	67	-1.47%
New Listings	95	97	2.11%
Average List Price	215,230	227,344	5.63%
Average Sale Price	205,369	212,004	3.23%
Average Percent of Selling Price to List Price	95.54%	95.16%	-0.40%
Average Days on Market to Sale	37.03	39.79	7.46%
End of Month Inventory	156	179	14.74%
Months Supply of Inventory	2.35	3.36	42.94%



■ Closed (14.10%)  
■ Pending (21.97%)  
■ Other OffMarket (5.25%)  
■ Active (58.69%)

**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of July 31, 2023 = **179**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **14.74%** to 179 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.36** 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 **3.23%** in July 2023 to \$212,004 versus the previous year at \$205,369.

#### Average Days on Market Lengthens

The average number of **39.79** days that homes spent on the market before selling increased by 2.76 days or **7.46%** in July 2023 compared to last year's same month at **37.03** DOM.

#### Sales Success for July 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 97 New Listings in July 2023, up **2.11%** from last year at 95. Furthermore, there were 43 Closed Listings this month versus last year at 67, a **-35.82%** decrease.

Closed versus Listed trends yielded a **44.3%** ratio, down from previous year's, July 2022, at **70.5%**, a **37.14%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# July 2023



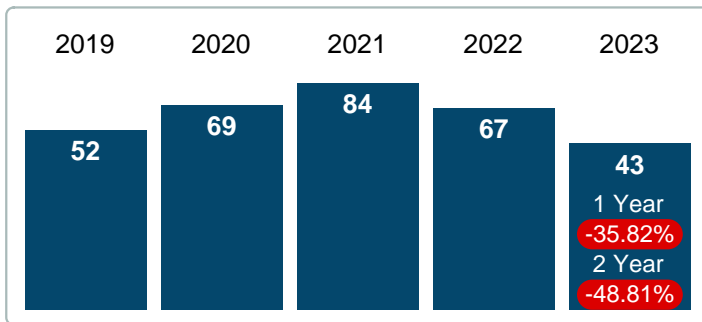
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



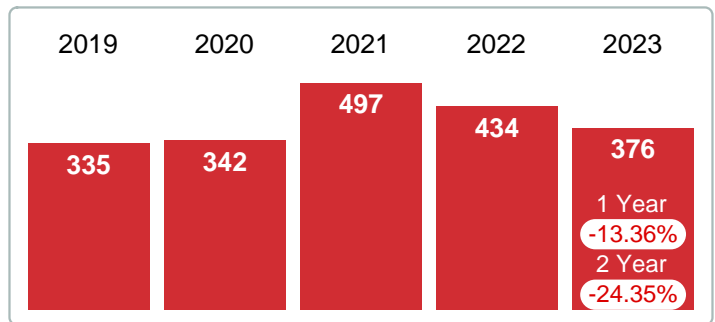
## CLOSED LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

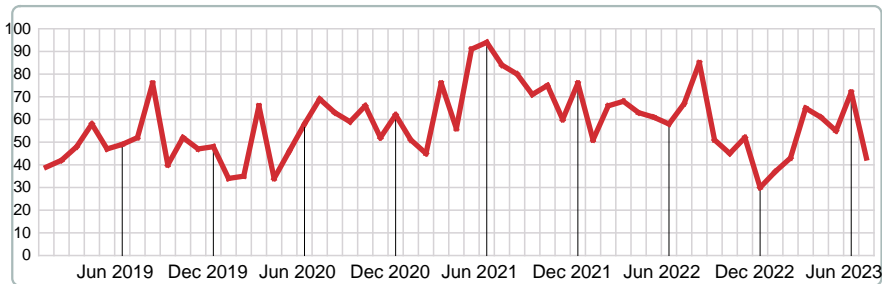
### JULY



### YEAR TO DATE (YTD)

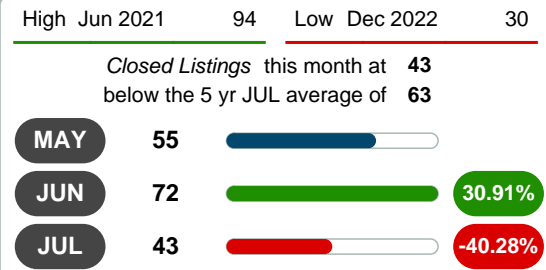


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 63



### 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	3	6.98%	23.7	2	0	1	0
\$50,001 - \$75,000	5	11.63%	19.8	1	3	1	0
\$75,001 - \$150,000	8	18.60%	20.6	3	5	0	0
\$150,001 - \$225,000	10	23.26%	10.9	0	9	1	0
\$225,001 - \$275,000	7	16.28%	71.7	0	5	2	0
\$275,001 - \$325,000	4	9.30%	103.3	0	4	0	0
\$325,001 and up	6	13.95%	58.7	0	3	2	1
<b>Total Closed Units</b>	<b>43</b>			<b>6</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,116,151</b>	<b>100%</b>	<b>39.8</b>	<b>443.30K</b>	<b>5.97M</b>	<b>1.88M</b>	<b>825.00K</b>
<b>Average Closed Price</b>	<b>\$212,004</b>			<b>\$73,883</b>	<b>\$205,774</b>	<b>\$268,629</b>	<b>\$825,000</b>

# July 2023



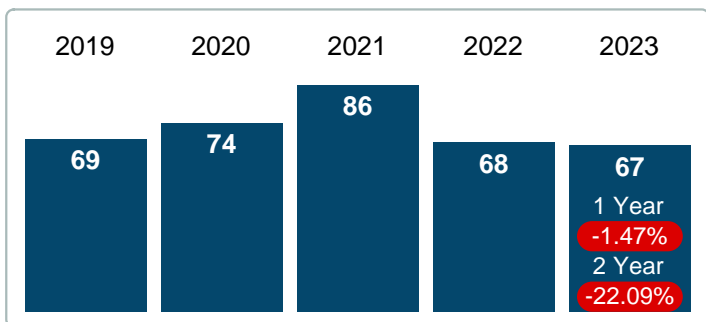
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



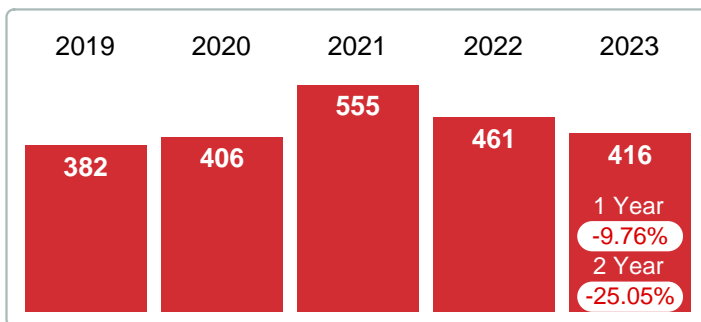
## PENDING LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

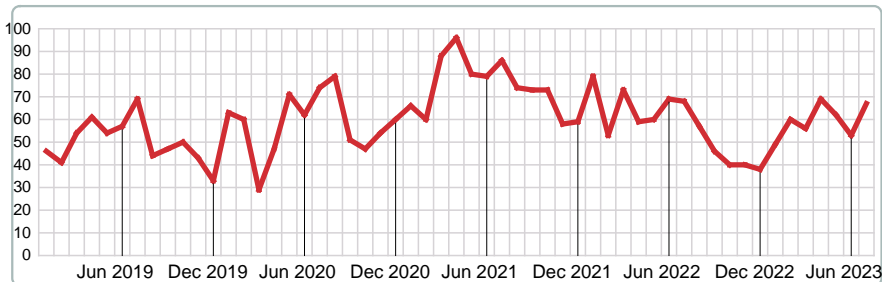
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 73

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **67**  
 below the 5 yr JUL average of **73**

- MAY: 62 (Progress bar)
- JUN: 53 (-14.52%)
- JUL: 67 (26.42%)

### 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	3	4.48%	28.7	2	1	0	0
\$75,001 - \$125,000	10	14.93%	31.0	5	3	2	0
\$125,001 - \$150,000	9	13.43%	51.8	2	4	3	0
\$150,001 - \$225,000	20	29.85%	51.0	5	12	3	0
\$225,001 - \$325,000	9	13.43%	18.4	0	6	2	1
\$325,001 - \$375,000	7	10.45%	18.1	0	4	3	0
\$375,001 and up	9	13.43%	50.8	0	3	5	1
<b>Total Pending Units</b>	<b>67</b>			<b>14</b>	<b>33</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,427,300</b>	<b>100%</b>	<b>5.8</b>	<b>1.85M</b>	<b>7.22M</b>	<b>5.34M</b>	<b>1.02M</b>
<b>Average Listing Price</b>	<b>\$175,575</b>			<b>\$131,900</b>	<b>\$218,839</b>	<b>\$296,889</b>	<b>\$507,500</b>

# July 2023



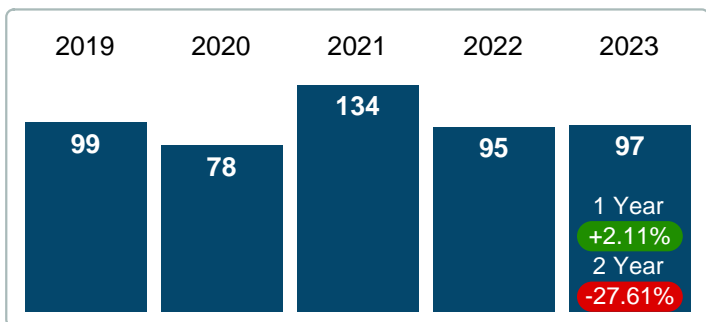
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



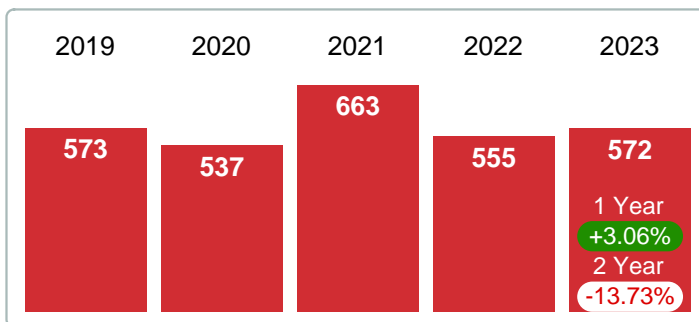
## NEW LISTINGS

Report produced on Aug 11, 2023 for MLS Technology Inc.

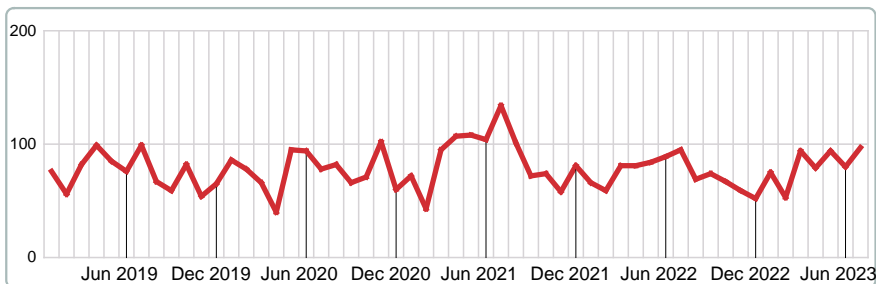
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 101

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 97 below the 5 yr JUL average of 101



### 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	5.15%	3	2	0	0
\$50,001 - \$75,000	7	7.22%	5	2	0	0
\$75,001 - \$125,000	18	18.56%	7	9	2	0
\$125,001 - \$250,000	29	29.90%	5	14	8	2
\$250,001 - \$325,000	16	16.49%	0	12	3	1
\$325,001 - \$425,000	10	10.31%	0	5	4	1
\$425,001 and up	12	12.37%	1	6	2	3
<b>Total New Listed Units</b>	<b>97</b>		<b>21</b>	<b>50</b>	<b>19</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>25,818,100</b>	<b>100%</b>	<b>2.37M</b>	<b>12.05M</b>	<b>5.00M</b>	<b>6.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$174,133</b>		<b>\$112,819</b>	<b>\$241,090</b>	<b>\$263,026</b>	<b>\$913,843</b>

# July 2023



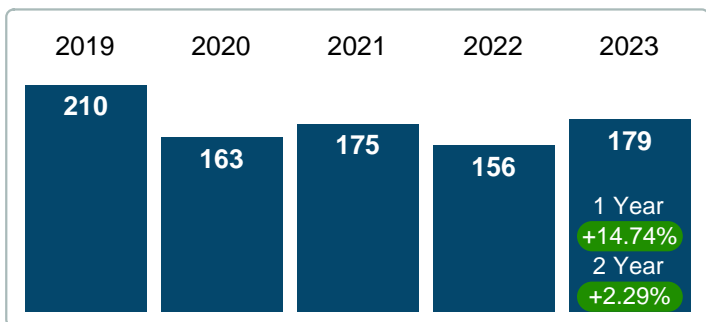
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



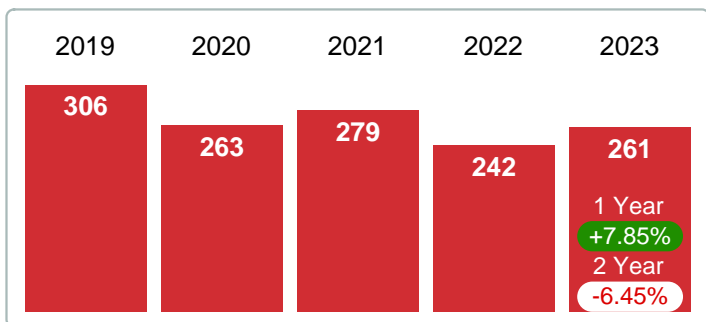
## ACTIVE INVENTORY

Report produced on Aug 11, 2023 for MLS Technology Inc.

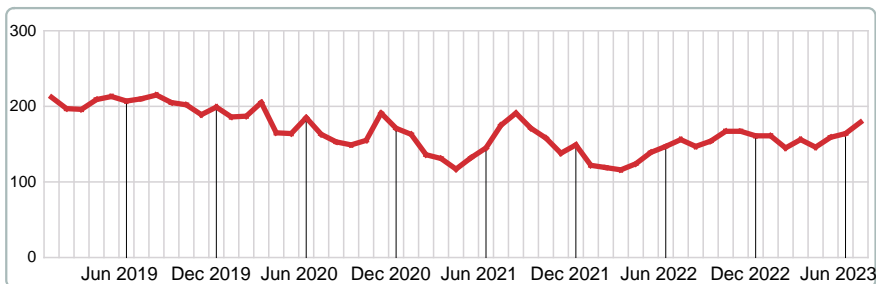
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

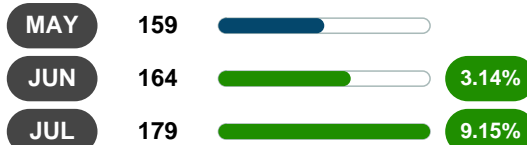


### 3 MONTHS

5 year JUL AVG = 177

High Aug 2019 215 Low Mar 2022 116

Inventory this month at 179 above the 5 yr JUL average of 177



### 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	4.47%	28.9	6	2	0	0
\$50,001 - \$100,000	25	13.97%	60.8	12	12	1	0
\$100,001 - \$150,000	27	15.08%	78.7	6	14	6	1
\$150,001 - \$275,000	48	26.82%	74.1	9	27	12	0
\$275,001 - \$325,000	25	13.97%	68.5	1	18	5	1
\$325,001 - \$575,000	26	14.53%	58.5	2	10	12	2
\$575,001 and up	20	11.17%	96.4	1	9	5	5
<b>Total Active Inventory by Units</b>	<b>179</b>			<b>37</b>	<b>92</b>	<b>41</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>61,566,393</b>	<b>100%</b>	<b>70.4</b>	<b>5.63M</b>	<b>32.34M</b>	<b>14.99M</b>	<b>8.61M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$343,946</b>			<b>\$152,178</b>	<b>\$351,514</b>	<b>\$365,551</b>	<b>\$956,544</b>

# July 2023



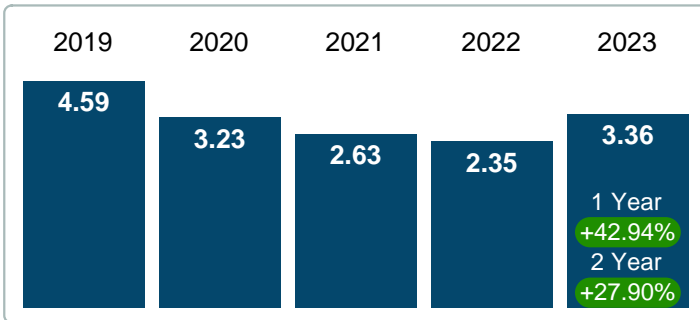
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



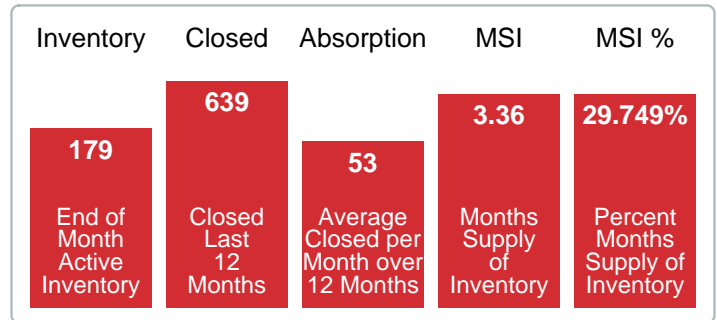
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 11, 2023 for MLS Technology Inc.

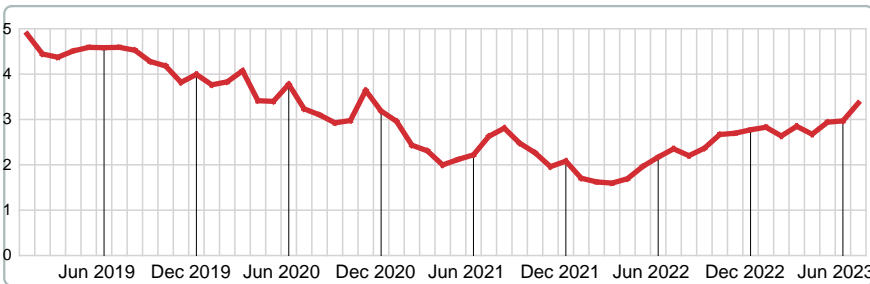
### MSI FOR JULY



### INDICATORS FOR JULY 2023

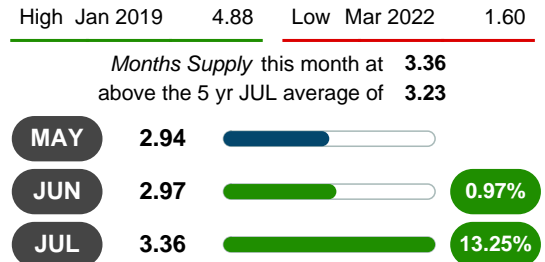


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.23



### 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	4.47%	1.45	1.50	1.41	0.00	0.00
\$50,001 - \$100,000	25	13.97%	3.06	3.35	2.94	2.00	0.00
\$100,001 - \$150,000	27	15.08%	3.24	2.77	2.51	10.29	0.00
\$150,001 - \$275,000	48	26.82%	2.53	5.14	2.00	3.27	0.00
\$275,001 - \$325,000	25	13.97%	5.77	3.00	6.75	4.00	12.00
\$325,001 - \$575,000	26	14.53%	3.95	8.00	2.86	4.97	4.80
\$575,001 and up	20	11.17%	15.00	0.00	15.43	12.00	15.00
Market Supply of Inventory (MSI)			3.36	3.06	2.94	4.60	9.82
Total Active Inventory by Units		100%	3.36	37	92	41	9

# July 2023



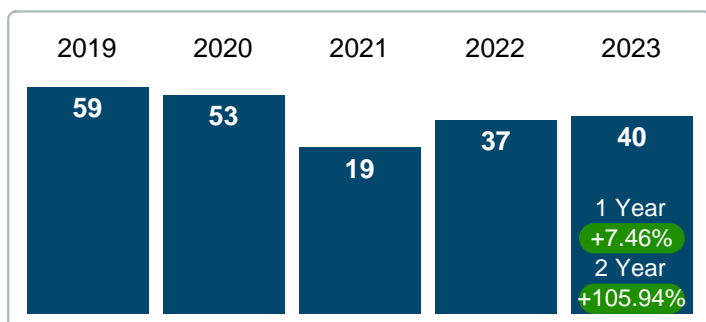
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



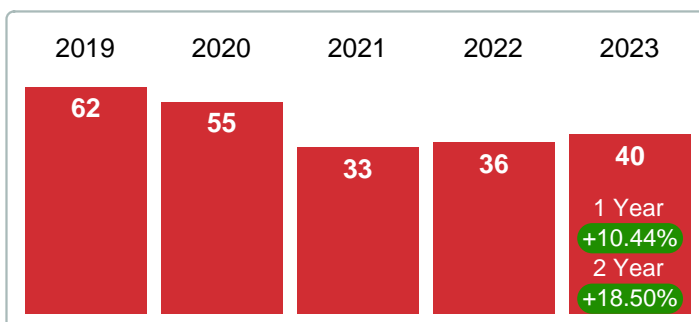
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 11, 2023 for MLS Technology Inc.

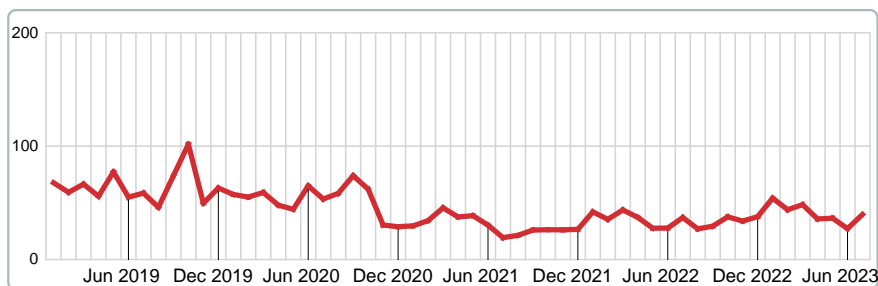
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 42

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 40 below the 5 yr JUL average of 42



### 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	6.98%	24	35	0	1	0
\$50,001 - \$75,000	11.63%	20	22	25	1	0
\$75,001 - \$150,000	18.60%	21	11	26	0	0
\$150,001 - \$225,000	23.26%	11	0	12	3	0
\$225,001 - \$275,000	16.28%	72	0	100	2	0
\$275,001 - \$325,000	9.30%	103	0	103	0	0
\$325,001 and up	13.95%	59	0	38	117	6
<b>Average Closed DOM</b>		<b>40</b>	<b>21</b>	<b>46</b>	<b>35</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>6</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,116,151</b>	<b>443.30K</b>	<b>5.97M</b>	<b>1.88M</b>	<b>825.00K</b>

# July 2023



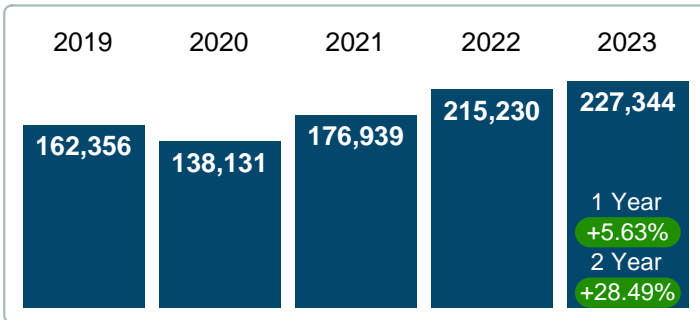
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



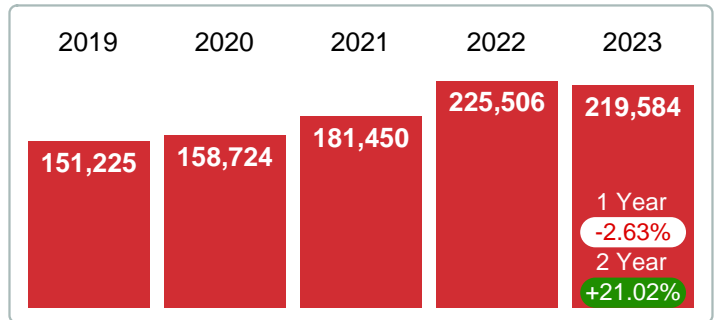
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 11, 2023 for MLS Technology Inc.

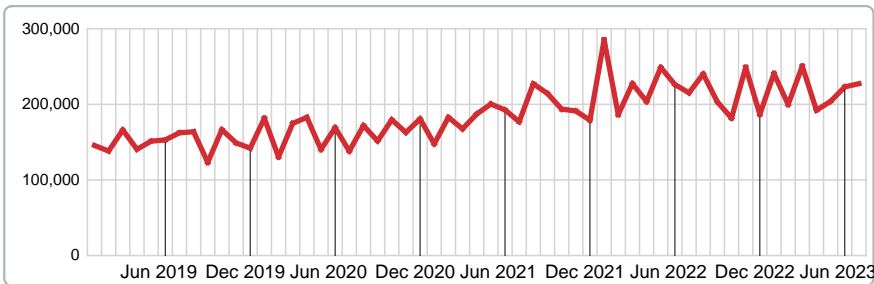
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

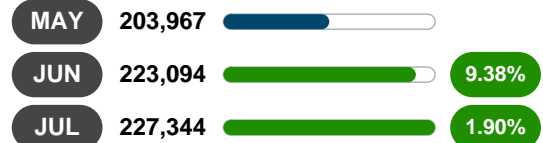


### 3 MONTHS

5 year JUL AVG = 184,000

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

Average List Price at Closing this month at **227,344** above the 5 yr JUL average of **184,000**



### 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	4.65%	44,900	45,950	0	49,900	0
\$50,001 - \$75,000	9.30%	66,675	74,900	83,433	65,000	0
\$75,001 - \$150,000	25.58%	111,518	104,900	117,320	0	0
\$150,001 - \$225,000	25.58%	189,000	0	181,556	149,900	0
\$225,001 - \$275,000	11.63%	258,560	0	250,960	241,500	0
\$275,001 - \$325,000	4.65%	305,950	0	330,225	0	0
\$325,001 and up	18.60%	526,113	0	345,300	582,000	1,300,000
<b>Average List Price</b>		<b>227,344</b>	<b>80,250</b>	<b>209,741</b>	<b>273,114</b>	<b>1,300,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>227,344</b>	<b>6</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,775,800</b>	<b>481.50K</b>	<b>6.08M</b>	<b>1.91M</b>	<b>1.30M</b>



# July 2023



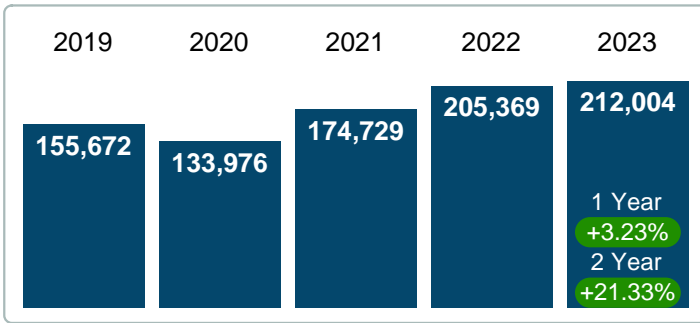
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



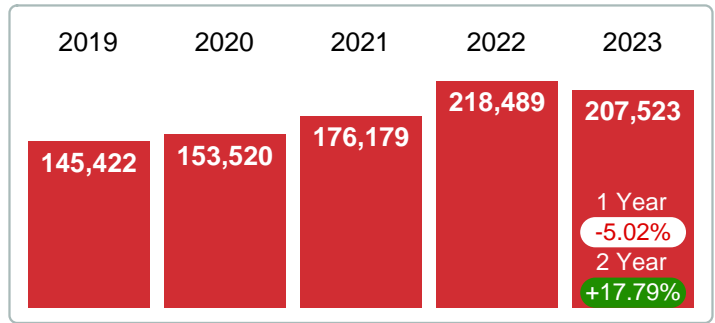
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 11, 2023 for MLS Technology Inc.

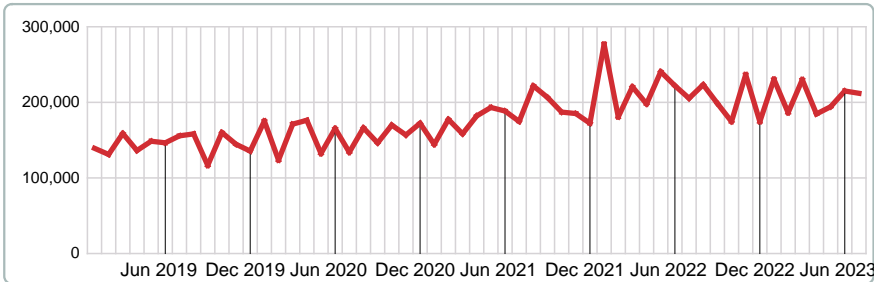
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

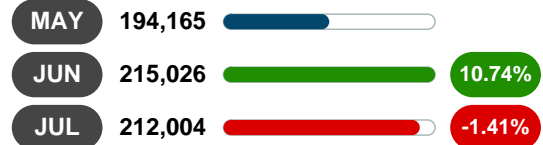


### 3 MONTHS

5 year JUL AVG = 176,350

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

Average Sold Price at Closing this month at **212,004** above the 5 yr JUL average of **176,350**



### 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 <b>3</b>	6.98%	38,333	35,000	0	45,000	0
\$50,001 - \$75,000 <b>5</b>	11.63%	68,650	64,500	71,417	64,500	0
\$75,001 - \$150,000 <b>8</b>	18.60%	110,013	102,933	114,260	0	0
\$150,001 - \$225,000 <b>10</b>	23.26%	174,250	0	176,178	156,900	0
\$225,001 - \$275,000 <b>7</b>	16.28%	242,472	0	246,660	232,001	0
\$275,001 - \$325,000 <b>4</b>	9.30%	305,500	0	305,500	0	0
\$325,001 and up <b>6</b>	13.95%	519,333	0	380,333	575,000	825,000
<b>Average Sold Price</b>		212,004	73,883	205,774	268,629	825,000
<b>Total Closed Units</b>	100%	212,004	6	29	7	1
<b>Total Closed Volume</b>		9,116,151	443.30K	5.97M	1.88M	825.00K

# July 2023



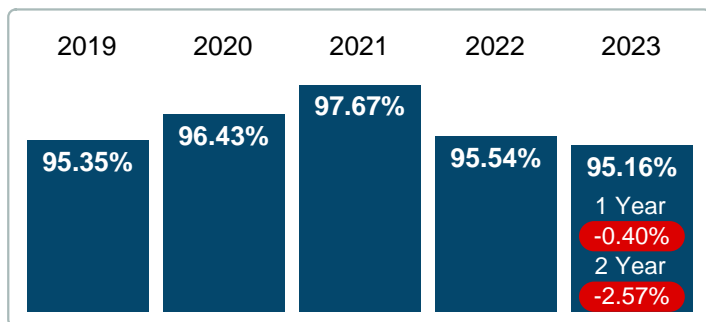
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



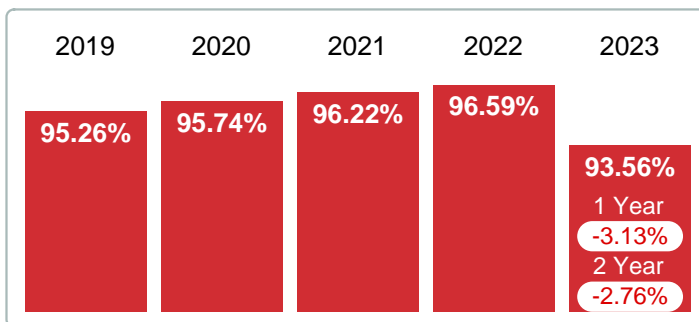
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2023 for MLS Technology Inc.

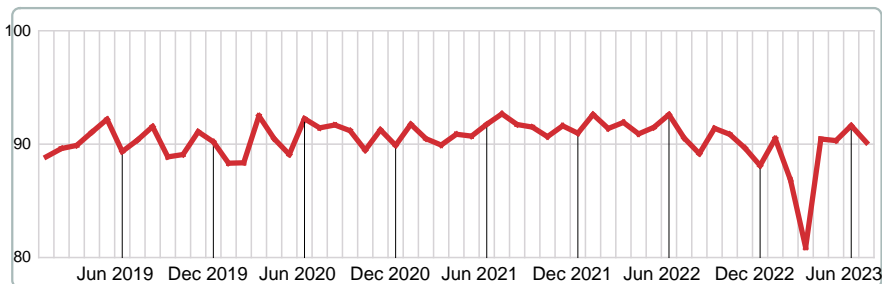
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

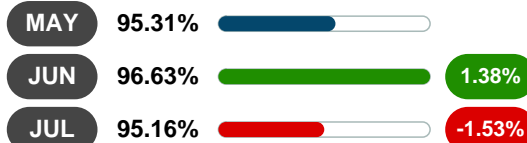


### 3 MONTHS

5 year JUL AVG = 96.03%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.16%** below the 5 yr JUL average of **96.03%**



### 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	3	6.98%	79.79%	74.60%	0.00%	90.18%	0.00%
\$50,001 - \$75,000	5	11.63%	89.50%	86.11%	87.38%	99.23%	0.00%
\$75,001 - \$150,000	8	18.60%	97.29%	97.73%	97.03%	0.00%	0.00%
\$150,001 - \$225,000	10	23.26%	97.83%	0.00%	97.07%	104.67%	0.00%
\$225,001 - \$275,000	7	16.28%	97.93%	0.00%	98.46%	96.61%	0.00%
\$275,001 - \$325,000	4	9.30%	92.83%	0.00%	92.83%	0.00%	0.00%
\$325,001 and up	6	13.95%	98.56%	0.00%	109.98%	98.98%	63.46%
Average Sold/List Ratio		95.20%		88.08%	97.05%	97.90%	63.46%
Total Closed Units		43	100%	6	29	7	1
Total Closed Volume		9,116,151		443.30K	5.97M	1.88M	825.00K

# July 2023



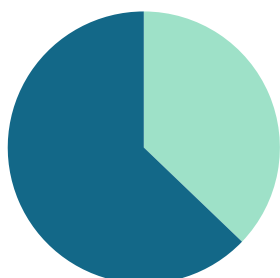
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

### INVENTORY

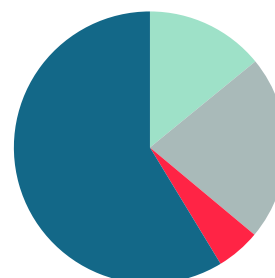


**Inventory**  
 New Listings  
**97 = 37.16%**  
 Start Inventory  
**164**  
 Total Inventory Units  
**261**  
 Volume  
**\$84,933,993**

### Market Activity

Closed Sales  
**43 = 14.10%**  
 Pending Sales  
**67 = 21.97%**  
 Other Off Market  
**16 = 5.25%**  
 Active Inventory  
**179 = 58.69%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	67	43	-35.82%	434	376	-13.36%
Pending Sales	68	67	-1.47%	461	416	-9.76%
New Listings	95	97	2.11%	555	572	3.06%
Average List Price	215,230	227,344	5.63%	225,506	219,584	-2.63%
Average Sale Price	205,369	212,004	3.23%	218,489	207,523	-5.02%
Average Percent of Selling Price to List Price	95.54%	95.16%	-0.40%	96.59%	93.56%	-3.13%
Average Days on Market to Sale	37.03	39.79	7.46%	35.88	39.63	10.44%
Monthly Inventory	156	179	14.74%	156	179	14.74%
Months Supply of Inventory	2.35	3.36	42.94%	2.35	3.36	42.94%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

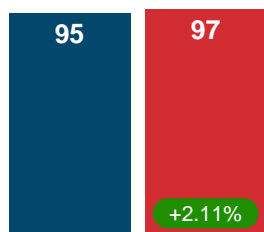
**Inventory** on July 31, 2023 = **179**

**2022** **2023**

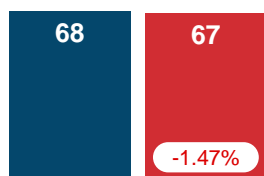
### JULY MARKET

### AVERAGE PRICES

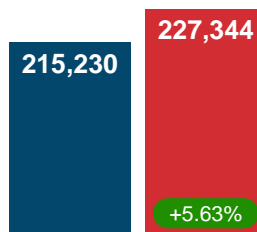
#### New Listings



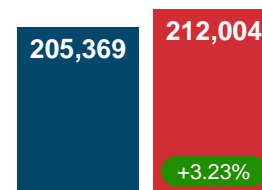
#### Pending Listings



#### List Price



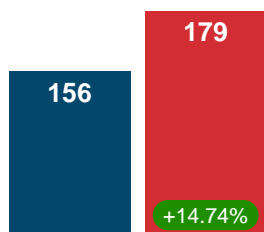
#### Sale Price



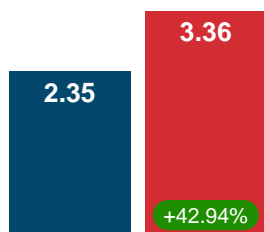
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

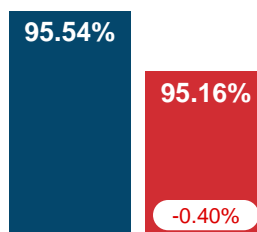
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

