

July 2023



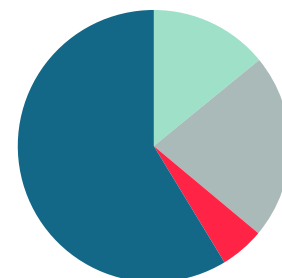
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	170,000	179,900	5.82%
Median Sale Price	165,000	175,000	6.06%
Median Percent of Selling Price to List Price	98.99%	97.28%	-1.73%
Median Days on Market to Sale	10.00	14.00	40.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **6.06%** in July 2023 to \$175,000 versus the previous year at \$165,000.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 4.00 days or **40.00%** in July 2023 compared to last year's same month at **10.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median 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.

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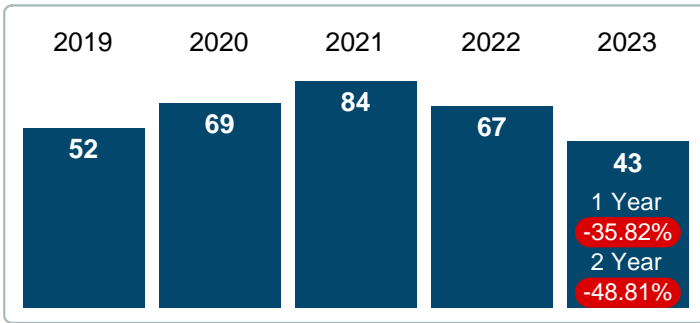
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



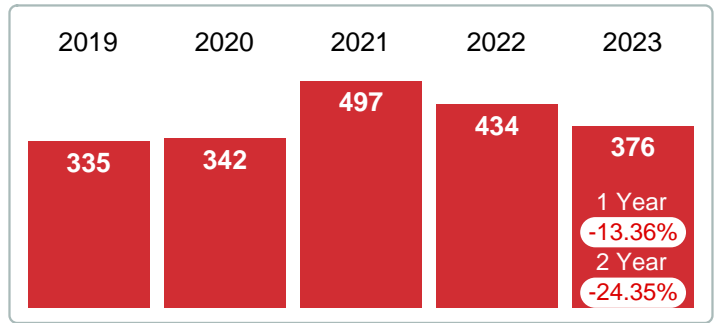
CLOSED LISTINGS

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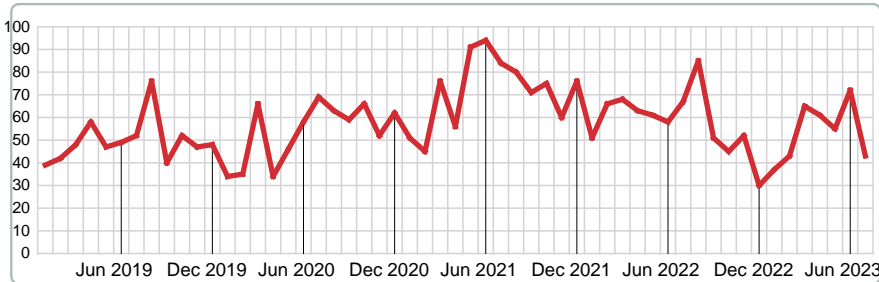
JULY



YEAR TO DATE (YTD)

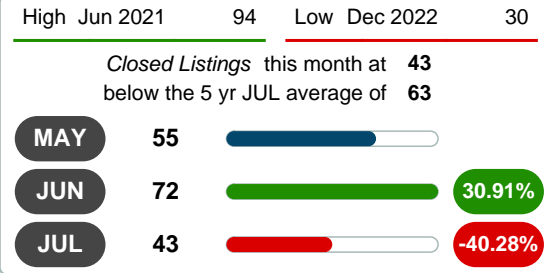


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	15.0	2	0	1	0
\$50,001 - \$75,000	5	11.63%	12.0	1	3	1	0
\$75,001 - \$150,000	8	18.60%	15.5	3	5	0	0
\$150,001 - \$225,000	10	23.26%	3.5	0	9	1	0
\$225,001 - \$275,000	7	16.28%	26.0	0	5	2	0
\$275,001 - \$325,000	4	9.30%	53.5	0	4	0	0
\$325,001 and up	6	13.95%	5.5	0	3	2	1
Total Closed Units	43			6	29	7	1
Total Closed Volume	9,116,151	100%	14.0	443.30K	5.97M	1.88M	825.00K
Median Closed Price	\$175,000			\$74,750	\$180,000	\$226,001	\$825,000

July 2023



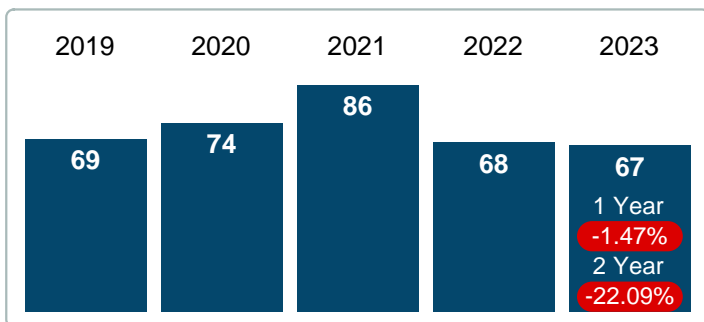
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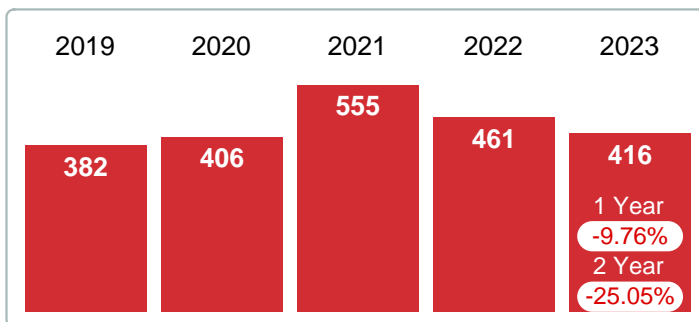
PENDING LISTINGS

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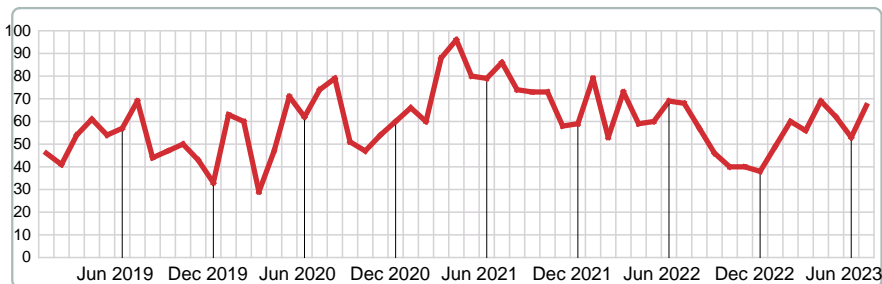
JULY



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**



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	3	4.48%	37.0	2	1	0	0
\$75,001 - \$125,000	10	14.93%	3.5	5	3	2	0
\$125,001 - \$150,000	9	13.43%	27.0	2	4	3	0
\$150,001 - \$225,000	20	29.85%	32.0	5	12	3	0
\$225,001 - \$325,000	9	13.43%	2.0	0	6	2	1
\$325,001 - \$375,000	7	10.45%	7.0	0	4	3	0
\$375,001 and up	9	13.43%	29.0	0	3	5	1
Total Pending Units	67			14	33	18	2
Total Pending Volume	15,427,300	100%	19.0	1.85M	7.22M	5.34M	1.02M
Median Listing Price	\$195,000			\$127,500	\$198,500	\$277,000	\$507,500

July 2023



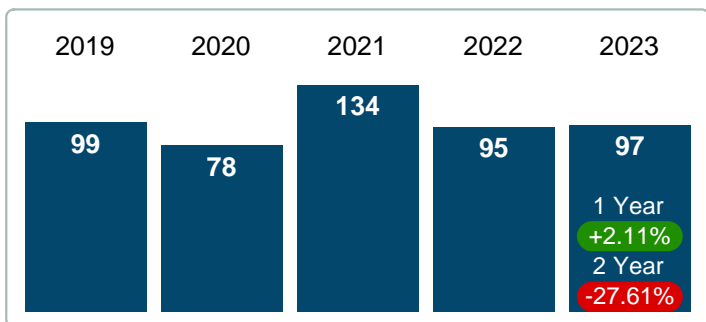
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



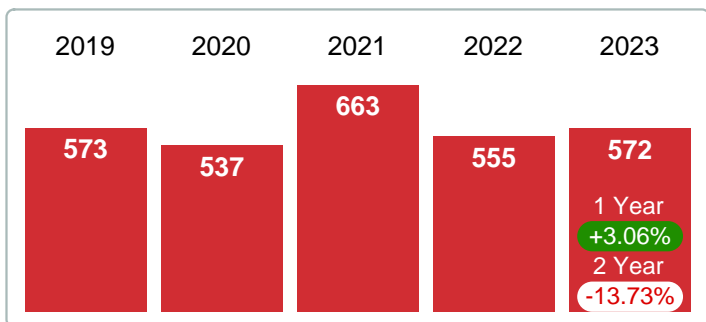
NEW LISTINGS

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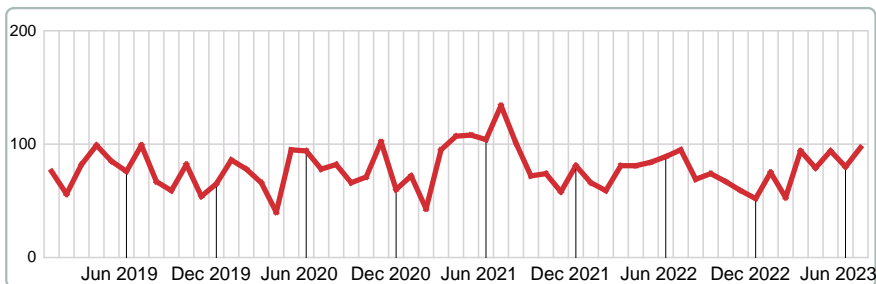
JULY



YEAR TO DATE (YTD)

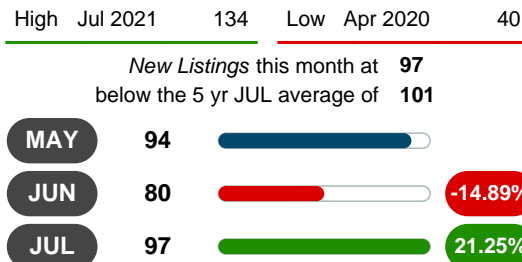


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
Total New Listed Units	97		21	50	19	7
Total New Listed Volume	25,818,100	100%	2.37M	12.05M	5.00M	6.40M
Median New Listed Listing Price	\$208,000		\$80,000	\$230,000	\$229,000	\$328,000

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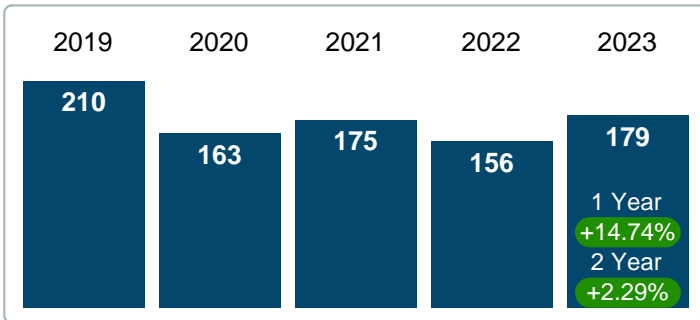
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



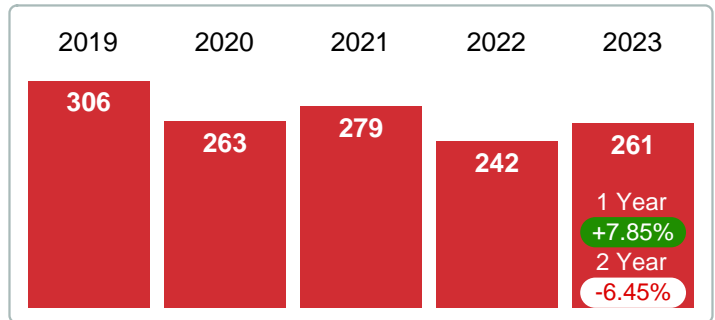
ACTIVE INVENTORY

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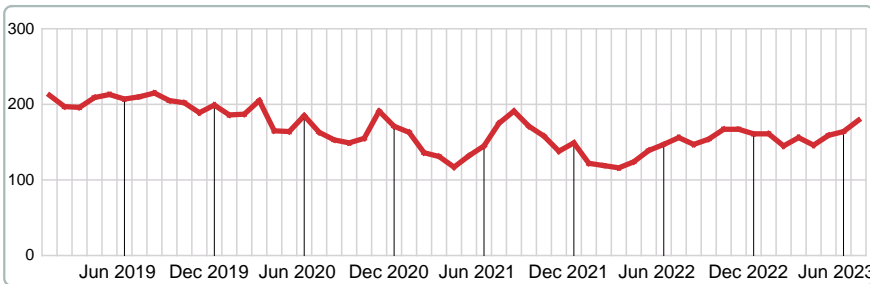
END OF JULY



ACTIVE DURING JULY

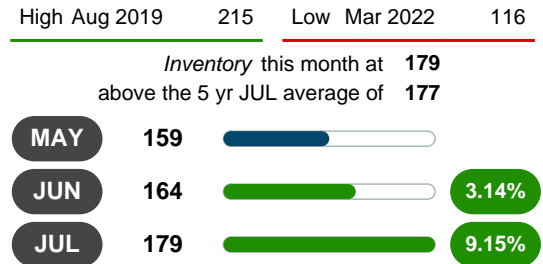


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 177



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	4.47%	23.0	6	2	0	0
\$50,001 - \$100,000	25	13.97%	17.0	12	12	1	0
\$100,001 - \$150,000	27	15.08%	52.0	6	14	6	1
\$150,001 - \$275,000	48	26.82%	59.5	9	27	12	0
\$275,001 - \$325,000	25	13.97%	49.0	1	18	5	1
\$325,001 - \$575,000	26	14.53%	40.0	2	10	12	2
\$575,001 and up	20	11.17%	93.0	1	9	5	5
Total Active Inventory by Units	179			37	92	41	9
Total Active Inventory by Volume	61,566,393	100%	52.0	5.63M	32.34M	14.99M	8.61M
Median Active Inventory Listing Price	\$229,900			\$110,000	\$237,000	\$299,900	\$599,000

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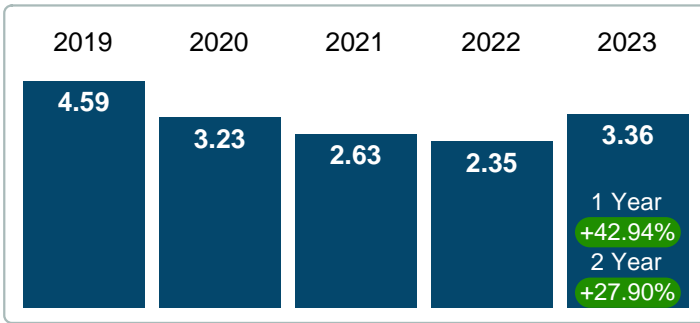
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



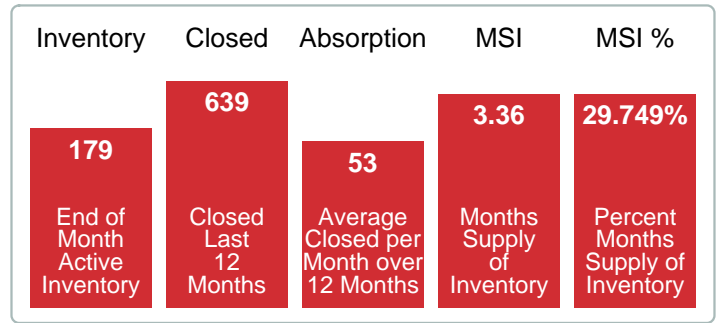
MONTHS SUPPLY of INVENTORY (MSI)

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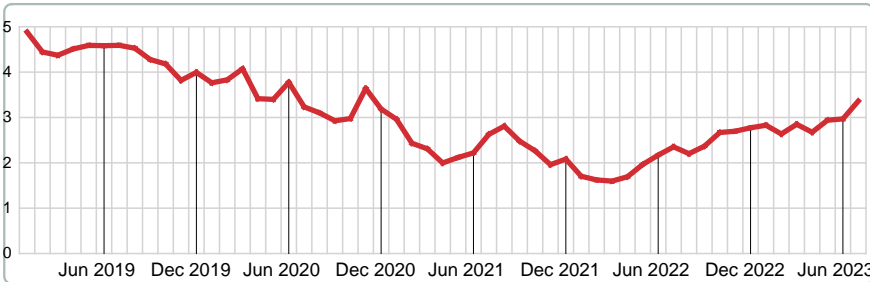
MSI FOR JULY



INDICATORS FOR JULY 2023

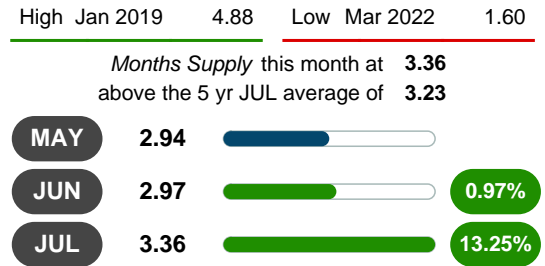


5 YEAR MARKET ACTIVITY TRENDS



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

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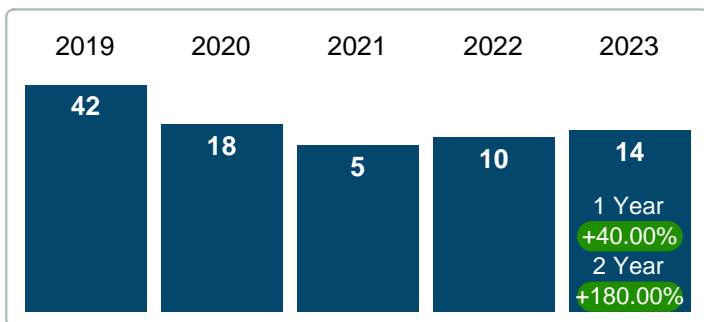
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



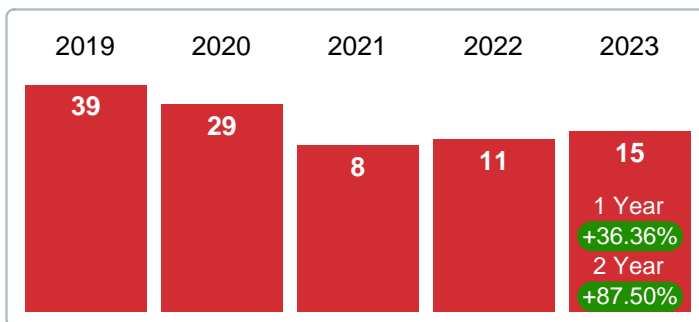
MEDIAN DAYS ON MARKET TO SALE

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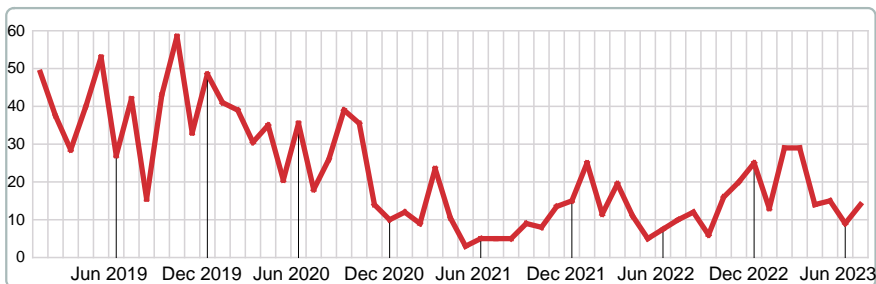
JULY



YEAR TO DATE (YTD)

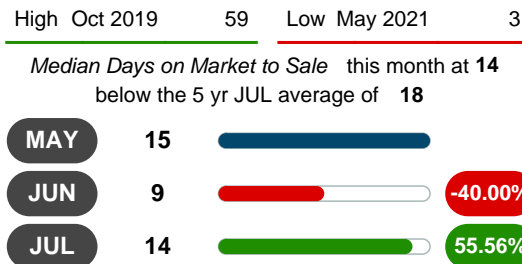


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 18



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	3	6.98%	15	35	0	1	0
\$50,001 - \$75,000	5	11.63%	12	22	12	1	0
\$75,001 - \$150,000	8	18.60%	16	5	26	0	0
\$150,001 - \$225,000	10	23.26%	4	0	4	3	0
\$225,001 - \$275,000	7	16.28%	26	0	42	2	0
\$275,001 - \$325,000	4	9.30%	54	0	54	0	0
\$325,001 and up	6	13.95%	6	0	5	117	6
Median Closed DOM			14	19	25	3	6
Total Closed Units		100%	43	6	29	7	1
Total Closed Volume			9,116,151	443.30K	5.97M	1.88M	825.00K

July 2023



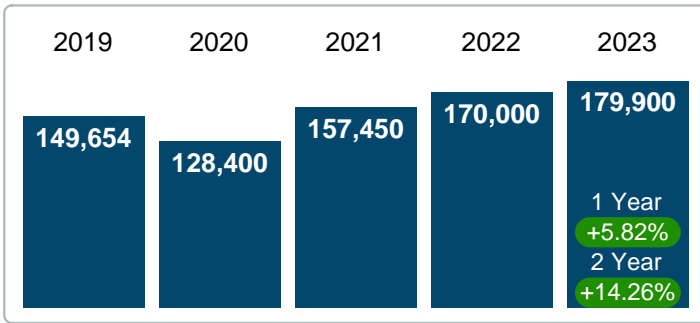
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



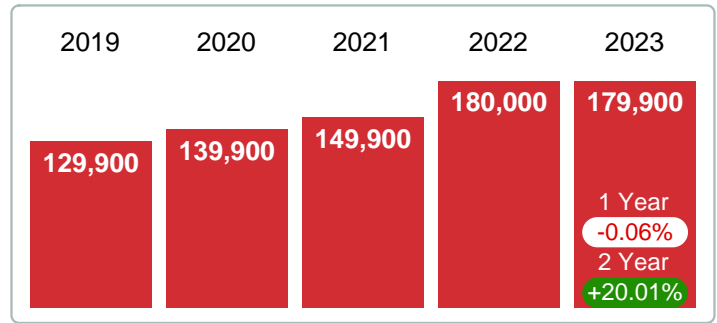
MEDIAN LIST PRICE AT CLOSING

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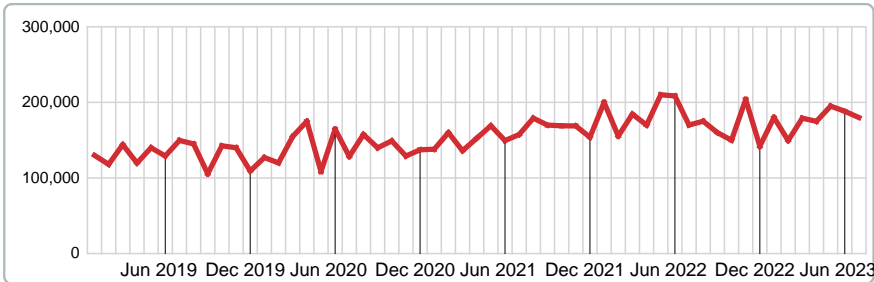
JULY



YEAR TO DATE (YTD)

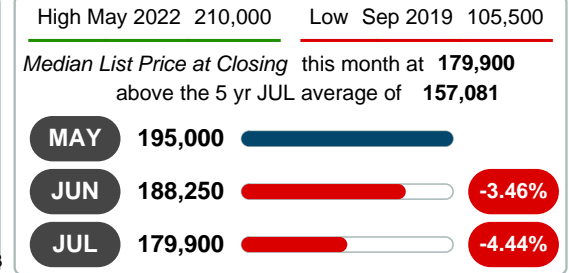


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 157,081



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	2	4.65%	44,900	39,900	0	49,900	0
\$50,001 - \$75,000	4	9.30%	69,900	63,450	74,800	65,000	0
\$75,001 - \$150,000	11	25.58%	99,900	99,900	99,900	149,900	0
\$150,001 - \$225,000	11	25.58%	179,900	0	179,900	220,000	0
\$225,001 - \$275,000	5	11.63%	263,000	0	259,900	263,000	0
\$275,001 - \$325,000	2	4.65%	305,950	0	305,950	0	0
\$325,001 and up	8	18.60%	354,500	0	349,900	582,000	1,300,000
Median List Price			179,900	79,900	180,000	220,000	1,300,000
Total Closed Units		100%	179,900	6	29	7	1
Total Closed Volume			9,775,800	481.50K	6.08M	1.91M	1.30M

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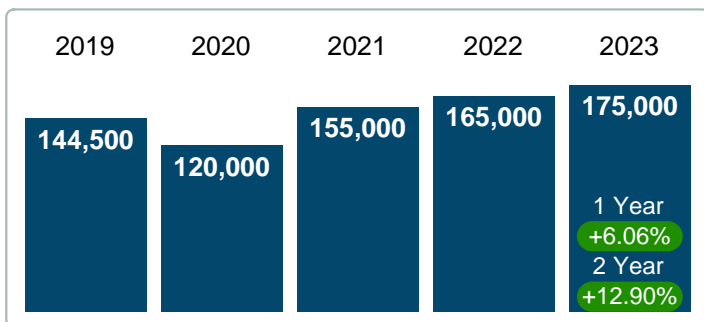
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



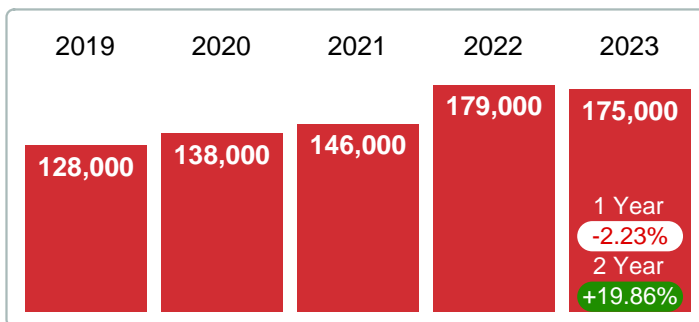
MEDIAN SOLD PRICE AT CLOSING

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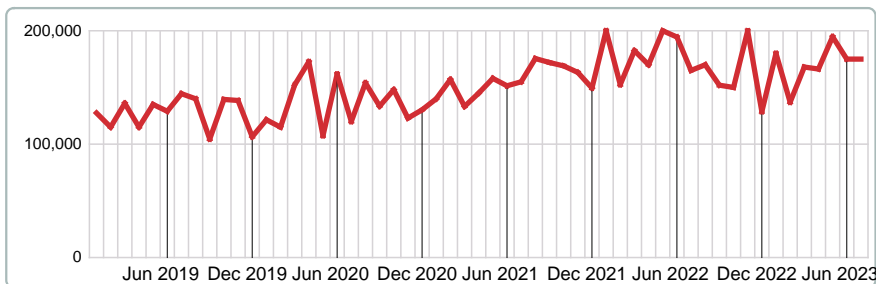
JULY



YEAR TO DATE (YTD)

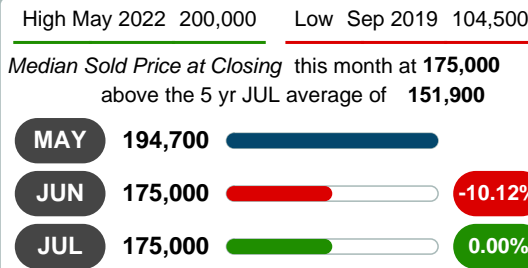


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 151,900



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	3	6.98%	45,000	35,000	0	45,000	0
\$50,001 - \$75,000	5	11.63%	67,500	64,500	71,750	64,500	0
\$75,001 - \$150,000	8	18.60%	106,200	89,900	122,500	0	0
\$150,001 - \$225,000	10	23.26%	175,000	0	175,000	156,900	0
\$225,001 - \$275,000	7	16.28%	240,000	0	245,000	232,001	0
\$275,001 - \$325,000	4	9.30%	303,500	0	303,500	0	0
\$325,001 and up	6	13.95%	470,000	0	346,000	575,000	825,000
Median Sold Price			175,000	74,750	180,000	226,001	825,000
Total Closed Units		100%	175,000	6	29	7	1
Total Closed Volume			9,116,151	443.30K	5.97M	1.88M	825.00K

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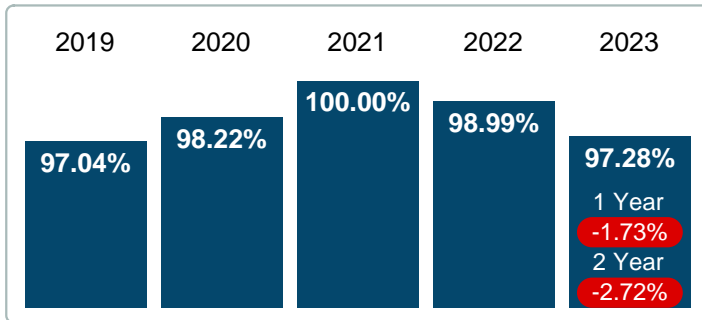
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



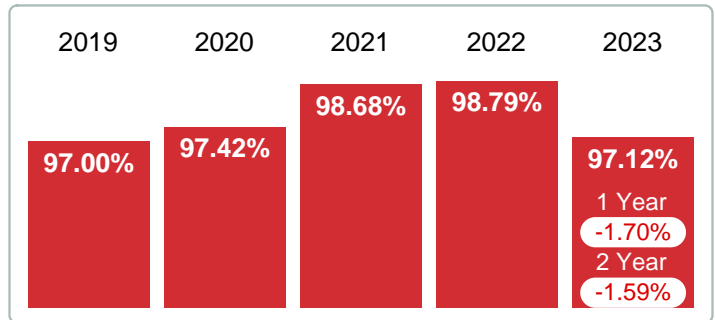
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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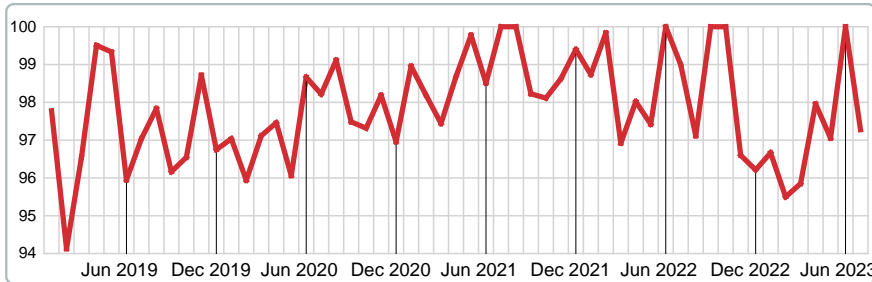
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

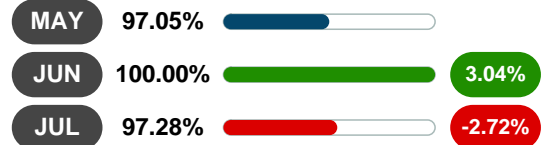


3 MONTHS

5 year JUL AVG = 98.31%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.28%**
below the 5 yr JUL average of **98.31%**



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	3	6.98%	86.54%	74.60%	0.00%	90.18%	0.00%
\$50,001 - \$75,000	5	11.63%	95.92%	86.11%	95.92%	99.23%	0.00%
\$75,001 - \$150,000	8	18.60%	100.00%	100.12%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	10	23.26%	97.28%	0.00%	97.28%	104.67%	0.00%
\$225,001 - \$275,000	7	16.28%	100.00%	0.00%	100.00%	96.61%	0.00%
\$275,001 - \$325,000	4	9.30%	94.78%	0.00%	94.78%	0.00%	0.00%
\$325,001 and up	6	13.95%	98.98%	0.00%	100.00%	98.98%	63.46%
Median Sold/List Ratio		97.28%		88.26%	97.28%	99.23%	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



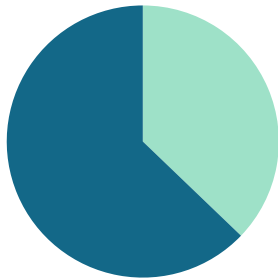
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

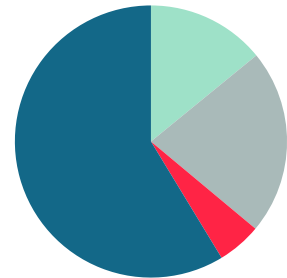


Inventory
 New Listings
97 = 37.16%
 Start Inventory
164
 Total Inventory Units
261
 Volume
\$84,933,993

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%
Median List Price	170,000	179,900	5.82%	180,000	179,900	-0.06%
Median Sale Price	165,000	175,000	6.06%	179,000	175,000	-2.23%
Median Percent of Selling Price to List Price	98.99%	97.28%	-1.73%	98.79%	97.12%	-1.70%
Median Days on Market to Sale	10.00	14.00	40.00%	11.00	15.00	36.36%
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

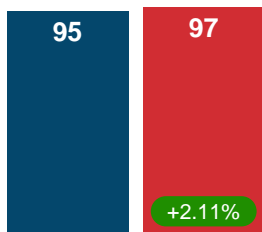
Inventory on July 31, 2023 = **179**

2022 **2023**

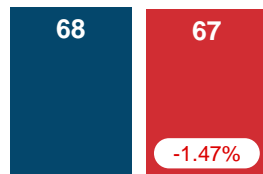
JULY MARKET

MEDIAN PRICES

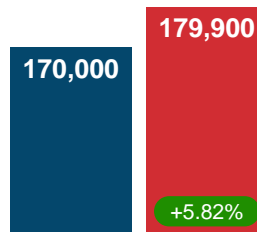
New Listings



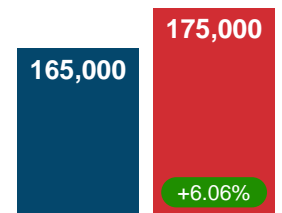
Pending Listings



List Price



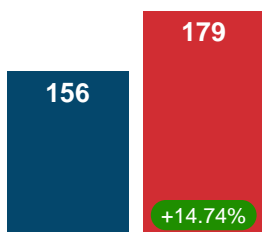
Sale Price



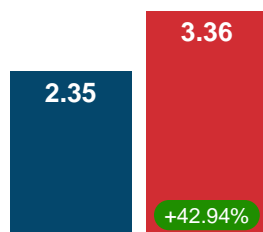
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

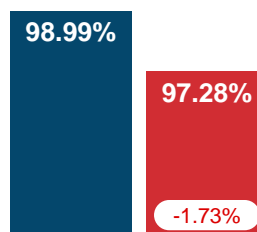
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

