

June 2023



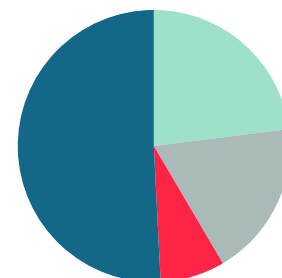
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	58	72	24.14%
Pending Listings	69	58	-15.94%
New Listings	89	80	-10.11%
Average List Price	226,208	223,094	-1.38%
Average Sale Price	222,002	215,026	-3.14%
Average Percent of Selling Price to List Price	97.61%	96.63%	-1.00%
Average Days on Market to Sale	27.76	27.21	-1.98%
End of Month Inventory	147	159	8.16%
Months Supply of Inventory	2.17	2.88	32.63%



■ Closed (23.00%)
■ Pending (18.53%)
■ Other OffMarket (7.67%)
■ Active (50.80%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of June 30, 2023 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **8.16%** to 159 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 **2.88** 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 **3.14%** in June 2023 to \$215,026 versus the previous year at \$222,002.

Average Days on Market Shortens

The average number of **27.21** days that homes spent on the market before selling decreased by 0.55 days or **1.98%** in June 2023 compared to last year's same month at **27.76** DOM.

Sales Success for June 2023 is Positive

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

There were 80 New Listings in June 2023, down **10.11%** from last year at 89. Furthermore, there were 72 Closed Listings this month versus last year at 58, a **24.14%** increase.

Closed versus Listed trends yielded a **90.0%** ratio, up from previous year's, June 2022, at **65.2%**, a **38.10%** upswing. 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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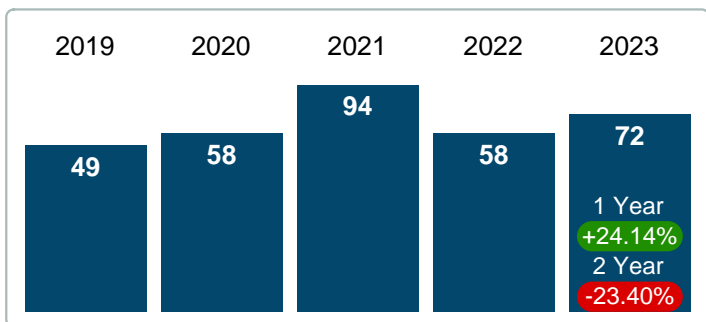
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



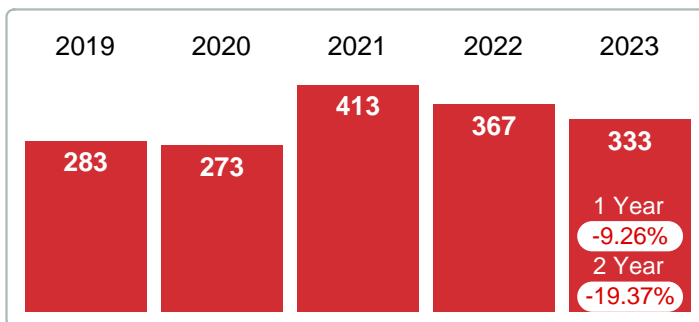
CLOSED LISTINGS

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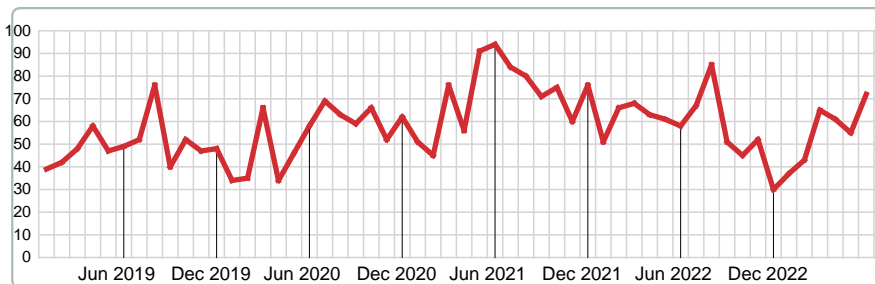
JUNE



YEAR TO DATE (YTD)

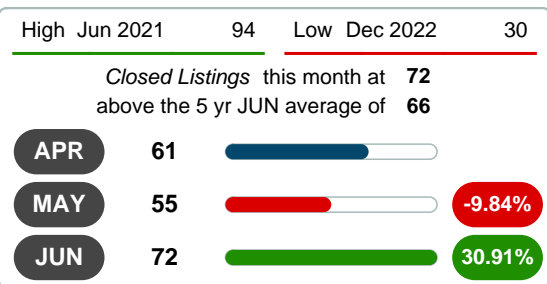


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.94%	55.0	4	1	0	0
\$75,001 - \$100,000	3	4.17%	78.0	2	1	0	0
\$100,001 - \$150,000	16	22.22%	32.8	5	11	0	0
\$150,001 - \$225,000	19	26.39%	18.9	5	10	4	0
\$225,001 - \$275,000	10	13.89%	10.3	2	7	0	1
\$275,001 - \$350,000	10	13.89%	13.4	0	7	3	0
\$350,001 and up	9	12.50%	36.6	0	4	2	3
Total Closed Units	72			18	41	9	4
Total Closed Volume	15,481,855	100%	27.2	2.27M	9.18M	2.67M	1.36M
Average Closed Price	\$215,026			\$126,294	\$223,962	\$296,789	\$338,750

June 2023



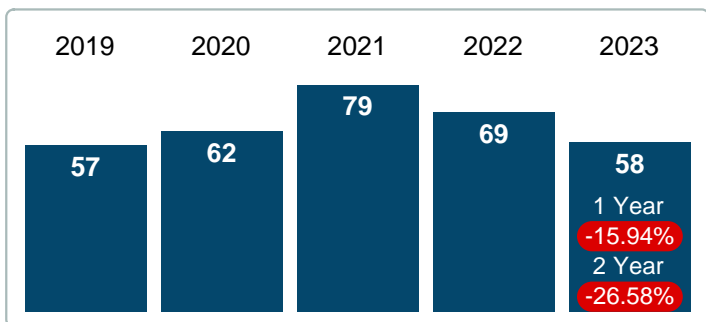
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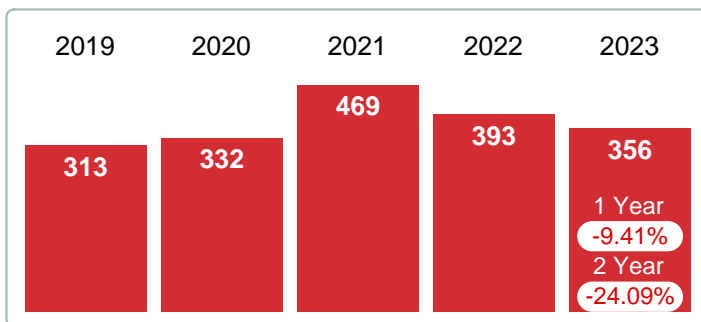
PENDING LISTINGS

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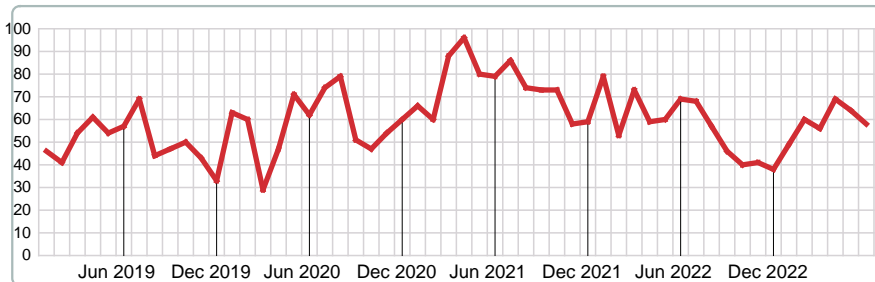
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **58**
below the 5 yr JUN average of **65**



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	5.17%	15.3	3	0	0	0
\$75,001 - \$100,000	5	8.62%	68.4	1	4	0	0
\$100,001 - \$150,000	14	24.14%	26.0	5	8	1	0
\$150,001 - \$225,000	15	25.86%	14.9	3	10	2	0
\$225,001 - \$275,000	6	10.34%	50.5	0	5	1	0
\$275,001 - \$375,000	9	15.52%	18.4	1	6	2	0
\$375,001 and up	6	10.34%	35.7	0	3	2	1
Total Pending Units	58			13	36	8	1
Total Pending Volume	13,066,900	100%	18.6	1.72M	7.43M	2.61M	1.30M
Average Listing Price	\$180,754			\$132,508	\$206,442	\$326,550	\$1,300,000

June 2023



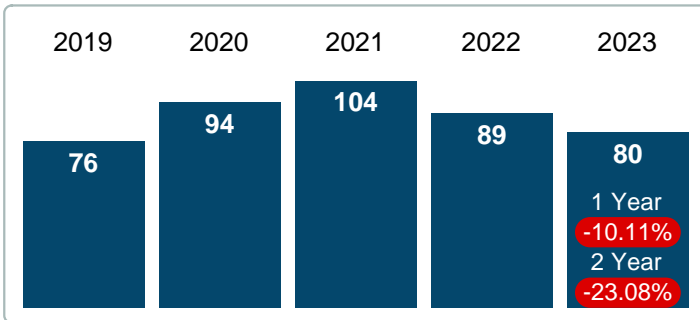
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



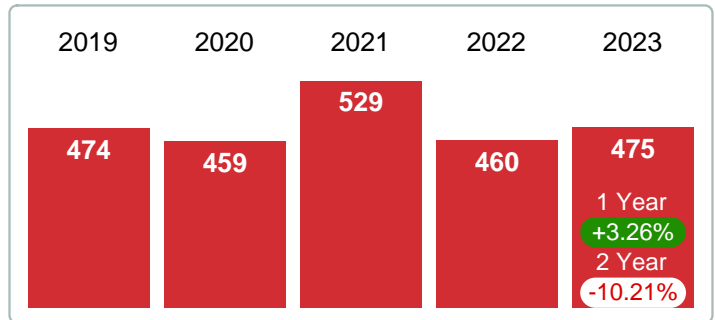
NEW LISTINGS

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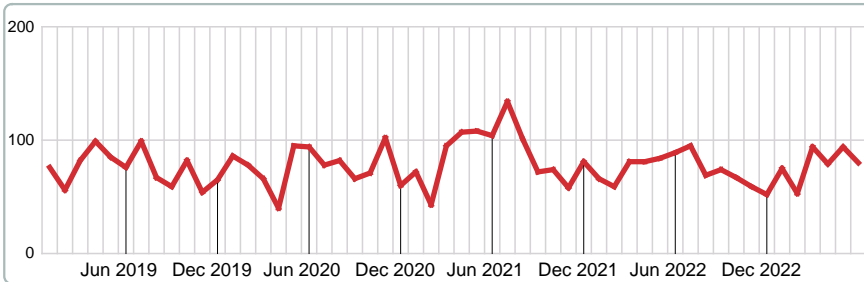
JUNE



YEAR TO DATE (YTD)

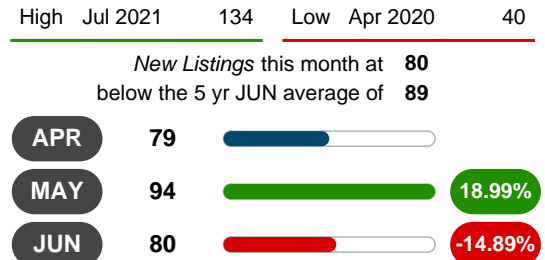


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 89



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	8	10.00%	7	1	0	0
\$75,001 - \$125,000	7	8.75%	3	4	0	0
\$125,001 - \$150,000	10	12.50%	2	7	1	0
\$150,001 - \$250,000	24	30.00%	5	14	5	0
\$250,001 - \$325,000	12	15.00%	1	10	1	0
\$325,001 - \$425,000	13	16.25%	0	3	9	1
\$425,001 and up	6	7.50%	0	3	1	2
Total New Listed Units	80		18	42	17	3
Total New Listed Volume	19,514,895	100%	2.15M	9.74M	5.35M	2.26M
Average New Listed Listing Price	\$209,271		\$119,628	\$231,983	\$314,959	\$754,667

June 2023



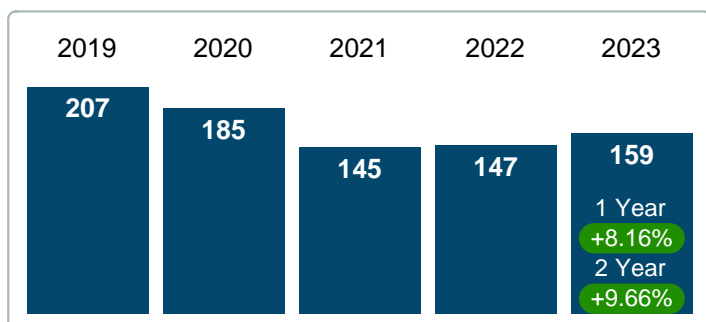
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



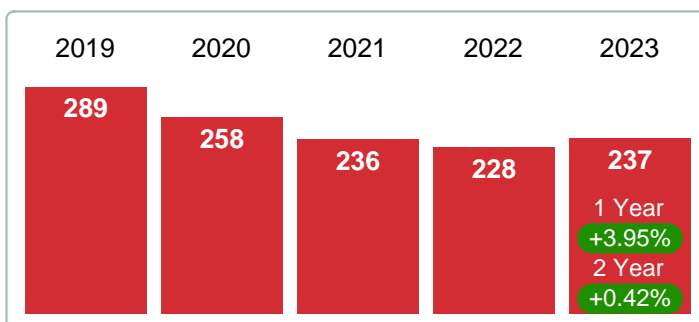
ACTIVE INVENTORY

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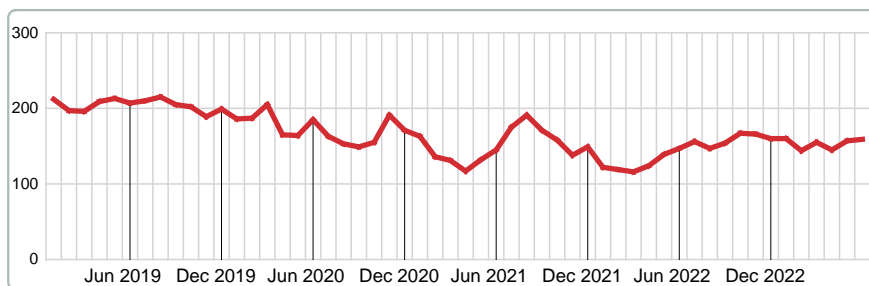
END OF JUNE



ACTIVE DURING JUNE

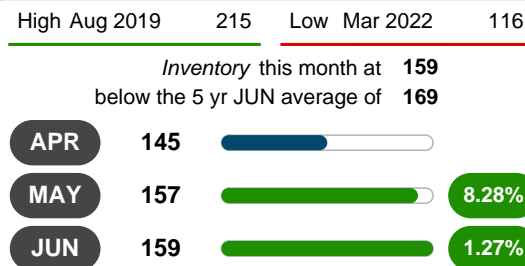


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 169



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	5.03%	13.8	7	1	0	0
\$75,001 - \$125,000	17	10.69%	73.5	8	5	3	1
\$125,001 - \$175,000	30	18.87%	83.0	5	19	6	0
\$175,001 - \$275,000	37	23.27%	75.4	9	20	8	0
\$275,001 - \$375,000	31	19.50%	65.6	3	16	11	1
\$375,001 - \$675,000	20	12.58%	60.4	0	7	12	1
\$675,001 and up	16	10.06%	92.7	1	9	3	3
Total Active Inventory by Units	159			33	77	43	6
Total Active Inventory by Volume	58,882,594	100%	71.5	5.49M	31.63M	16.85M	4.92M
Average Active Inventory Listing Price	\$370,331			\$166,330	\$410,732	\$391,821	\$819,833

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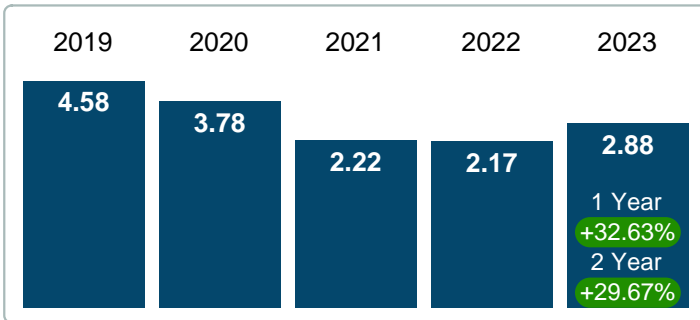
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



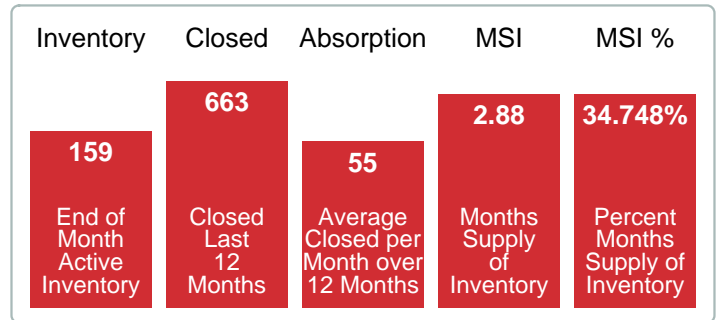
MONTHS SUPPLY of INVENTORY (MSI)

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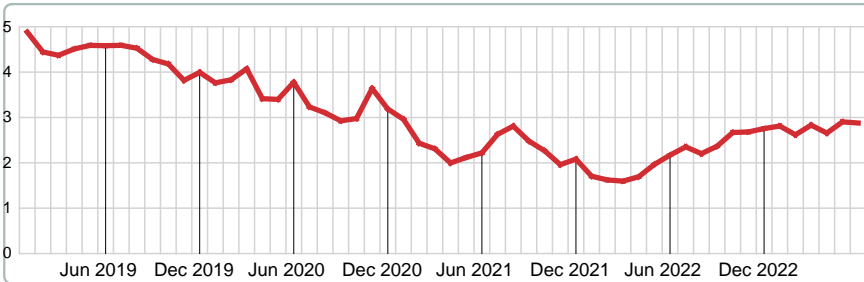
MSI FOR JUNE



INDICATORS FOR JUNE 2023

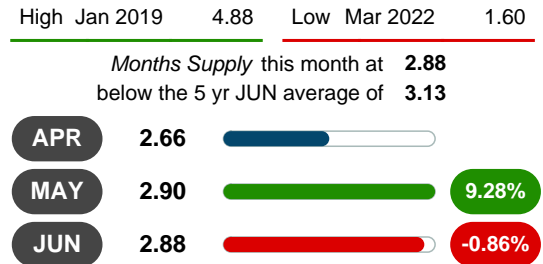


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.13



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	5.03%	0.83	1.33	0.26	0.00	0.00
\$75,001 - \$125,000	17	10.69%	1.91	2.18	1.09	5.14	12.00
\$125,001 - \$175,000	30	18.87%	2.79	2.07	2.65	5.54	0.00
\$175,001 - \$275,000	37	23.27%	2.78	13.50	2.16	2.53	0.00
\$275,001 - \$375,000	31	19.50%	4.38	7.20	4.36	4.13	3.00
\$375,001 - \$675,000	20	12.58%	4.36	0.00	2.71	8.47	3.00
\$675,001 and up	16	10.06%	17.45	0.00	21.60	18.00	9.00
Market Supply of Inventory (MSI)			2.88	2.61	2.44	4.49	4.24
Total Active Inventory by Units		100%	2.88	33	77	43	6

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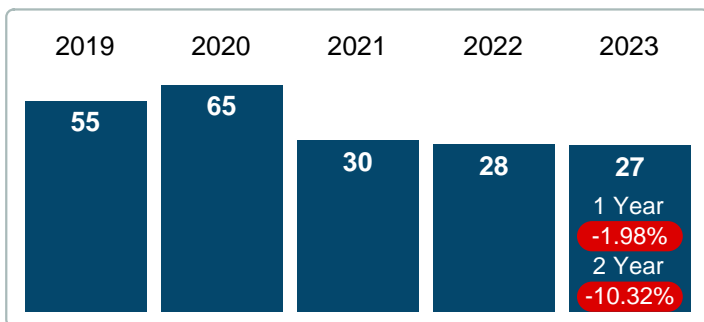
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



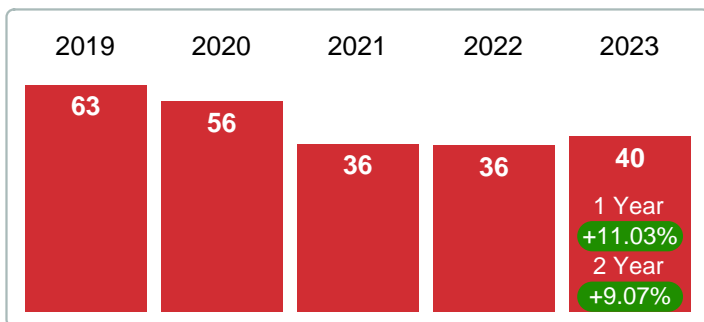
AVERAGE DAYS ON MARKET TO SALE

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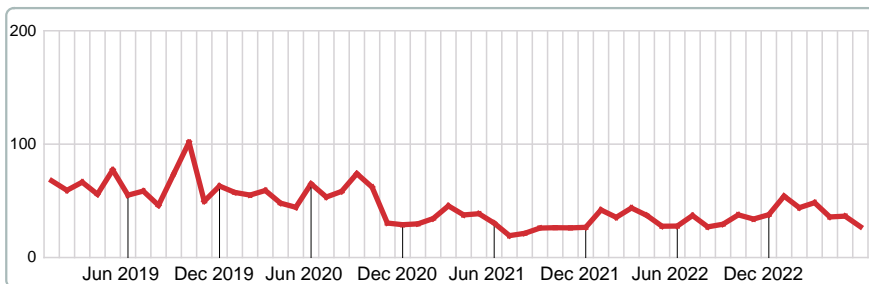
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

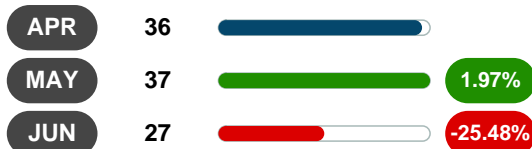


3 MONTHS

5 year JUN AVG = 41

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 27 below the 5 yr JUN average of 41



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
\$75,000 and less	6.94%	55	61	32	0	0
\$75,001 - \$100,000	4.17%	78	117	1	0	0
\$100,001 - \$150,000	22.22%	33	18	39	0	0
\$150,001 - \$225,000	26.39%	19	6	22	27	0
\$225,001 - \$275,000	13.89%	10	32	5	0	2
\$275,001 - \$350,000	13.89%	13	0	19	1	0
\$350,001 and up	12.50%	37	0	57	9	28
Average Closed DOM		27	37	26	14	22
Total Closed Units	100%	72	18	41	9	4
Total Closed Volume		15,481,855	2.27M	9.18M	2.67M	1.36M

June 2023



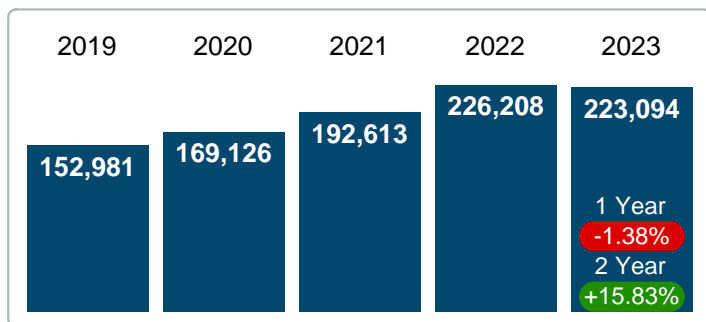
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



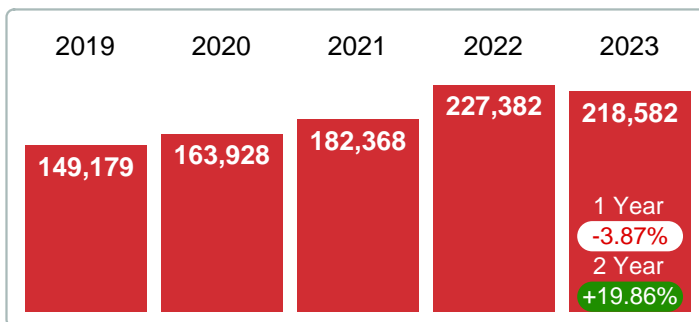
AVERAGE LIST PRICE AT CLOSING

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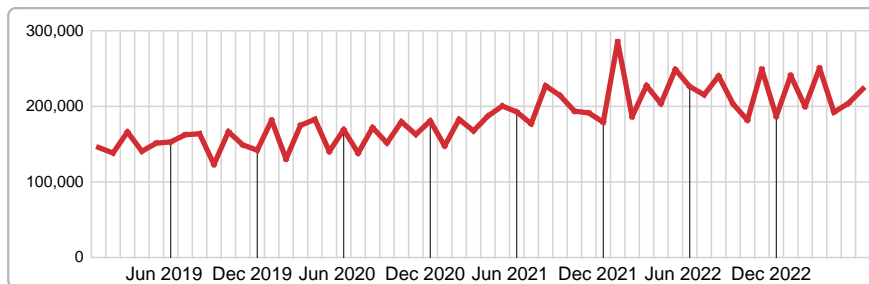
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 192,804

High Jan 2022 285,380 Low Sep 2019 123,180
Average List Price at Closing this month at **223,094**
above the 5 yr JUN average of **192,804**

- APR 192,203
- MAY 203,967 **6.12%**
- JUN 223,094 **9.38%**

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
\$75,000 and less	6.94%	53,280	59,350	29,000	0	0
\$75,001 - \$100,000	6.94%	93,760	86,000	97,000	0	0
\$100,001 - \$150,000	20.83%	127,873	118,340	125,109	0	0
\$150,001 - \$225,000	25.00%	184,333	175,800	183,620	188,200	0
\$225,001 - \$275,000	11.11%	247,700	295,000	249,371	0	240,000
\$275,001 - \$350,000	15.28%	309,700	0	309,100	346,300	0
\$350,001 and up	13.89%	470,320	0	534,950	499,500	391,500
Average List Price		223,094	137,228	228,963	310,078	353,625
Total Closed Units	100%	223,094	18	41	9	4
Total Closed Volume		16,062,799	2.47M	9.39M	2.79M	1.41M

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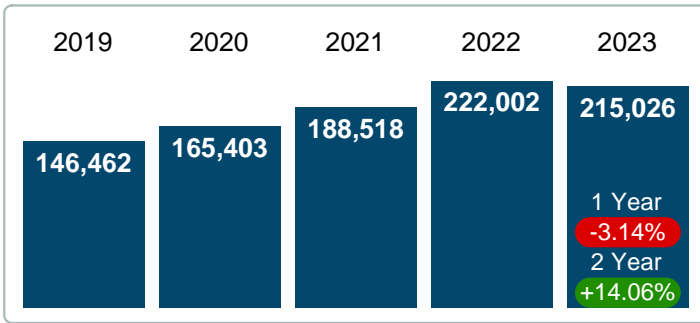
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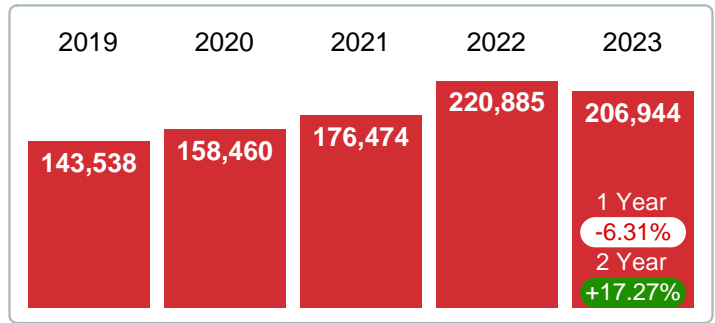
AVERAGE SOLD PRICE AT CLOSING

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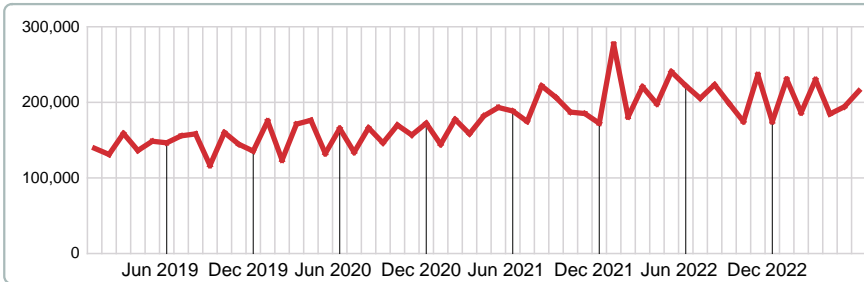
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

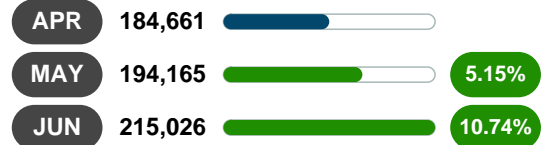


3 MONTHS

5 year JUN AVG = 187,482

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

Average Sold Price at Closing this month at **215,026**
above the 5 yr JUN average of **187,482**



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
\$75,000 and less	6.94%	45,160	49,700	27,000	0	0
\$75,001 - \$100,000	4.17%	87,333	82,500	97,000	0	0
\$100,001 - \$150,000	22.22%	120,694	115,000	123,282	0	0
\$150,001 - \$225,000	26.39%	177,476	163,900	178,575	191,700	0
\$225,001 - \$275,000	13.89%	247,881	257,500	246,258	0	240,000
\$275,001 - \$350,000	13.89%	312,010	0	305,400	327,433	0
\$350,001 and up	12.50%	454,667	0	513,750	461,000	371,667
Average Sold Price		215,026	126,294	223,962	296,789	338,750
Total Closed Units	100%	215,026	18	41	9	4
Total Closed Volume		15,481,855	2.27M	9.18M	2.67M	1.36M

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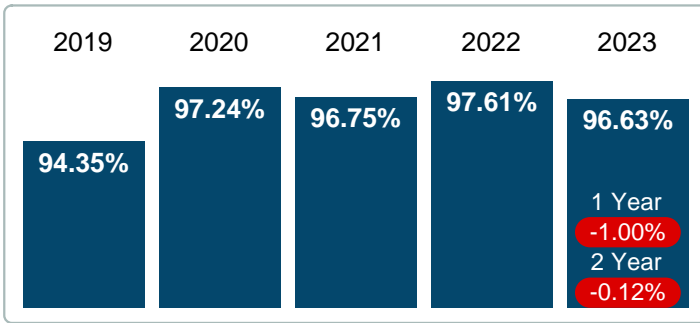
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



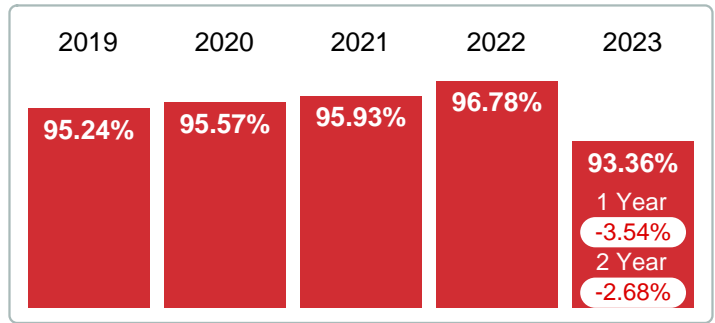
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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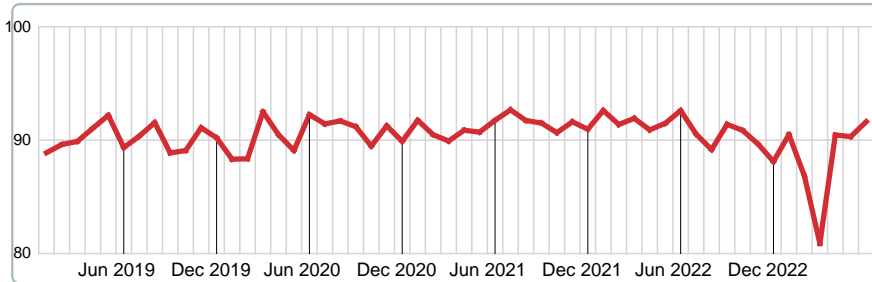
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

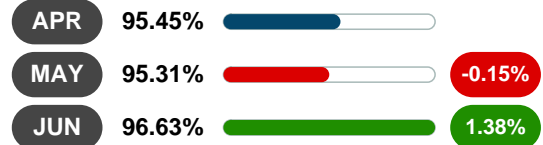


3 MONTHS

5 year JUN AVG = 96.52%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.63%** equal to 5 yr JUN average of **96.52%**



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
\$75,000 and less	5	6.94%	87.28%	85.82%	93.10%	0.00%	0.00%
\$75,001 - \$100,000	3	4.17%	97.32%	95.98%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	16	22.22%	98.51%	97.91%	98.78%	0.00%	0.00%
\$150,001 - \$225,000	19	26.39%	97.40%	93.62%	97.52%	101.84%	0.00%
\$225,001 - \$275,000	10	13.89%	96.73%	87.52%	98.89%	0.00%	100.00%
\$275,001 - \$350,000	10	13.89%	97.74%	0.00%	98.84%	95.16%	0.00%
\$350,001 and up	9	12.50%	95.31%	0.00%	96.50%	93.50%	94.93%
Average Sold/List Ratio		96.60%		92.66%	98.17%	97.76%	96.20%
Total Closed Units		72	100%	18	41	9	4
Total Closed Volume		15,481,855		2.27M	9.18M	2.67M	1.36M

June 2023



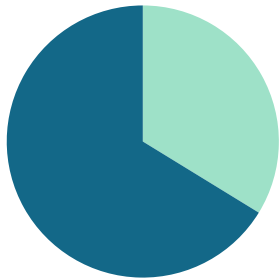
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

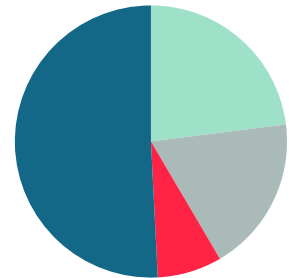


Inventory
 New Listings
80 = 33.76%
 Start Inventory
157
 Total Inventory Units
237
 Volume
\$80,274,593

Market Activity

Closed Sales
72 = 23.00%
 Pending Sales
58 = 18.53%
 Other Off Market
24 = 7.67%
 Active Inventory
159 = 50.80%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	58	72	24.14%	367	333	-9.26%
Pending Sales	69	58	-15.94%	393	356	-9.41%
New Listings	89	80	-10.11%	460	475	3.26%
Average List Price	226,208	223,094	-1.38%	227,382	218,582	-3.87%
Average Sale Price	222,002	215,026	-3.14%	220,885	206,944	-6.31%
Average Percent of Selling Price to List Price	97.61%	96.63%	-1.00%	96.78%	93.36%	-3.54%
Average Days on Market to Sale	27.76	27.21	-1.98%	35.67	39.61	11.03%
Monthly Inventory	147	159	8.16%	147	159	8.16%
Months Supply of Inventory	2.17	2.88	32.63%	2.17	2.88	32.63%

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

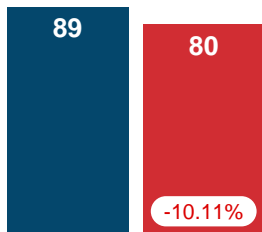
Inventory on June 30, 2023 = **159**

2022 **2023**

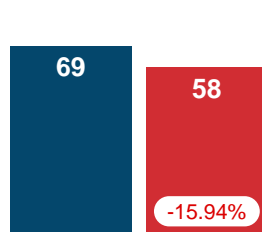
JUNE MARKET

AVERAGE PRICES

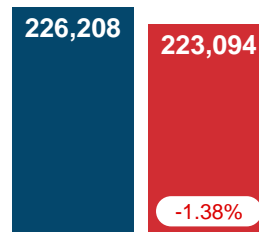
New Listings



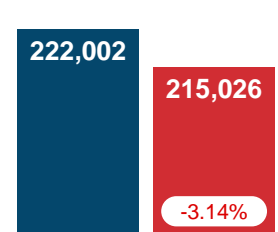
Pending Listings



List Price



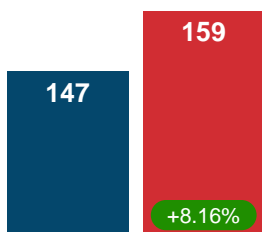
Sale Price



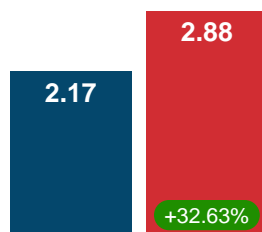
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

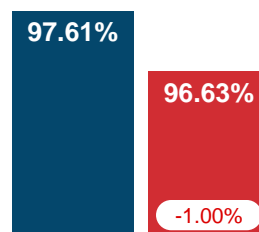
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

