

## June 2023



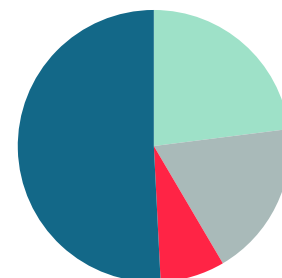
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### 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%
Median List Price	208,500	188,250	-9.71%
Median Sale Price	194,500	175,000	-10.03%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.50	9.00	20.00%
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.

##### 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 **10.03%** in June 2023 to \$175,000 versus the previous year at \$194,500.

##### Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 1.50 days or **20.00%** in June 2023 compared to last year's same month at **7.50** DOM.

##### Sales Success for June 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

#### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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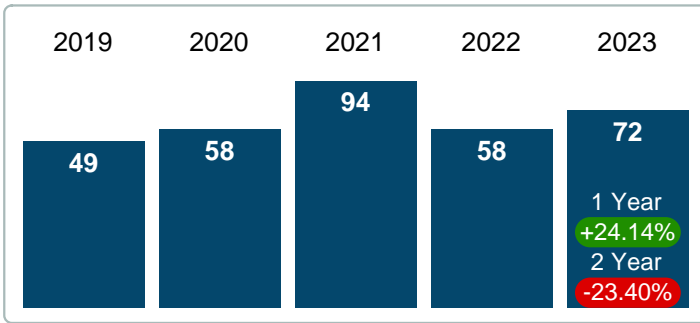
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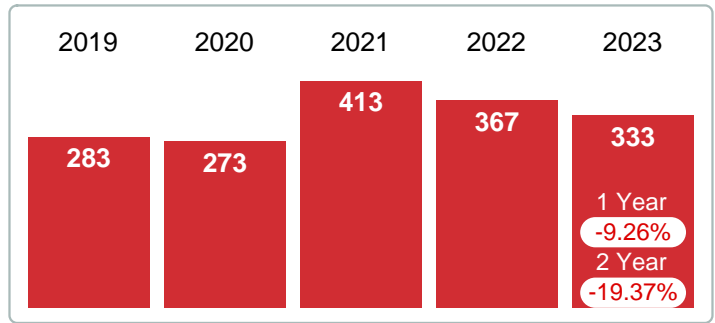
## CLOSED LISTINGS

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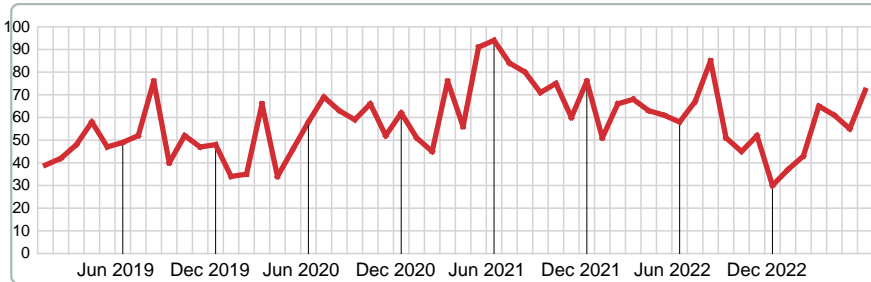
### JUNE



### YEAR TO DATE (YTD)

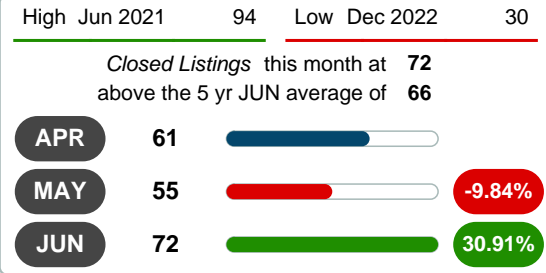


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 66



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	6.94%	12.0	4	1	0	0
\$75,001 - \$100,000	3	4.17%	112.0	2	1	0	0
\$100,001 - \$150,000	16	22.22%	18.5	5	11	0	0
\$150,001 - \$225,000	19	26.39%	9.0	5	10	4	0
\$225,001 - \$275,000	10	13.89%	2.0	2	7	0	1
\$275,001 - \$350,000	10	13.89%	4.0	0	7	3	0
\$350,001 and up	9	12.50%	4.0	0	4	2	3
<b>Total Closed Units</b>	<b>72</b>			<b>18</b>	<b>41</b>	<b>9</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>15,481,855</b>	<b>100%</b>	<b>9.0</b>	<b>2.27M</b>	<b>9.18M</b>	<b>2.67M</b>	<b>1.36M</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$116,000</b>	<b>\$195,000</b>	<b>\$319,000</b>	<b>\$365,000</b>

# June 2023



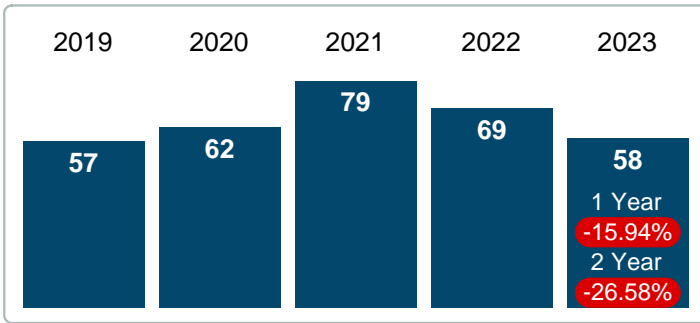
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



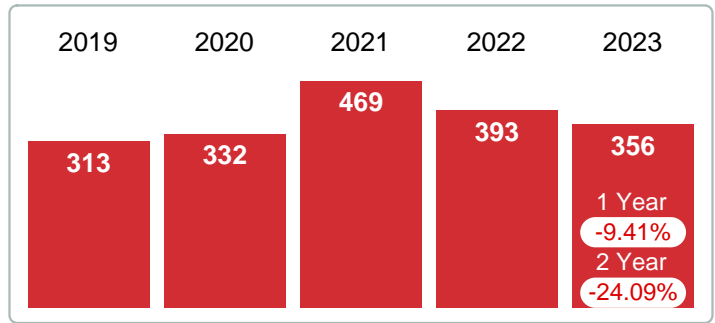
## PENDING LISTINGS

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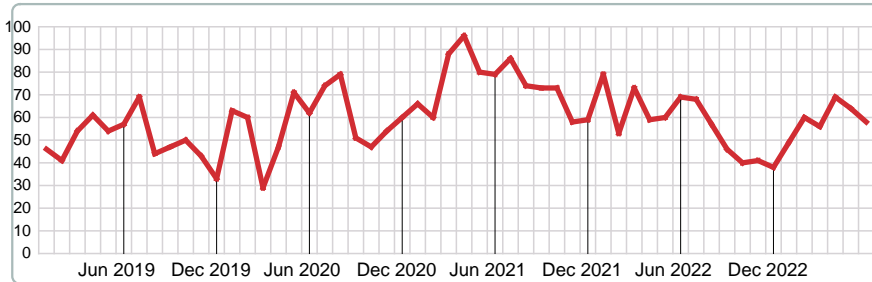
### JUNE



### YEAR TO DATE (YTD)

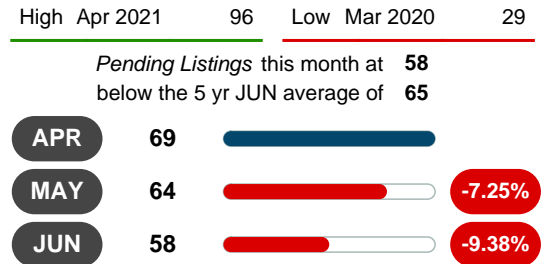


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 65



### 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	5.17%	15.0	3	0	0	0
\$75,001 - \$100,000	5	8.62%	76.0	1	4	0	0
\$100,001 - \$150,000	14	24.14%	9.5	5	8	1	0
\$150,001 - \$225,000	15	25.86%	4.0	3	10	2	0
\$225,001 - \$275,000	6	10.34%	13.5	0	5	1	0
\$275,001 - \$375,000	9	15.52%	11.0	1	6	2	0
\$375,001 and up	6	10.34%	29.0	0	3	2	1
<b>Total Pending Units</b>	<b>58</b>			<b>13</b>	<b>36</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,066,900</b>	<b>100%</b>	<b>10.0</b>	<b>1.72M</b>	<b>7.43M</b>	<b>2.61M</b>	<b>1.30M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$129,000</b>	<b>\$179,950</b>	<b>\$294,000</b>	<b>\$1,300,000</b>

# June 2023



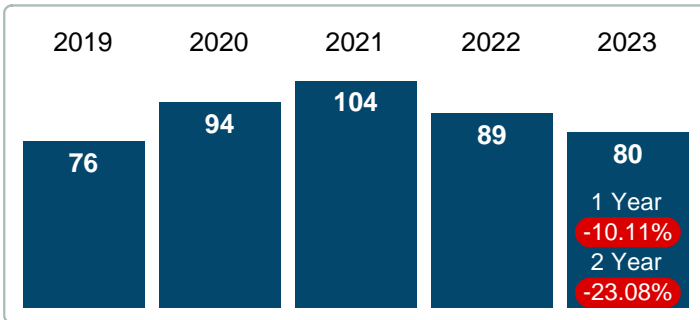
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



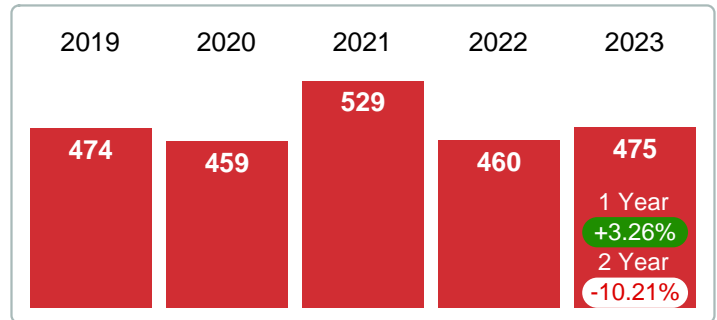
## NEW LISTINGS

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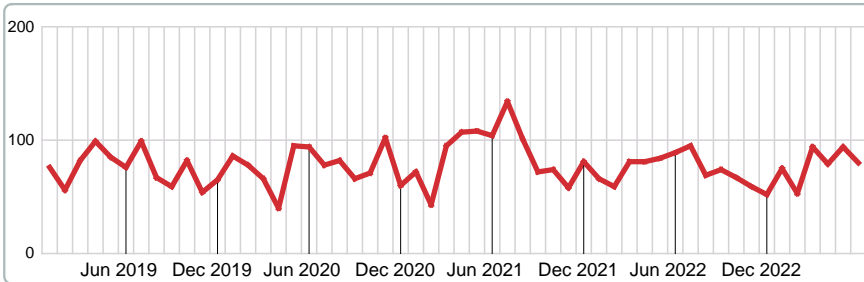
### JUNE



### YEAR TO DATE (YTD)

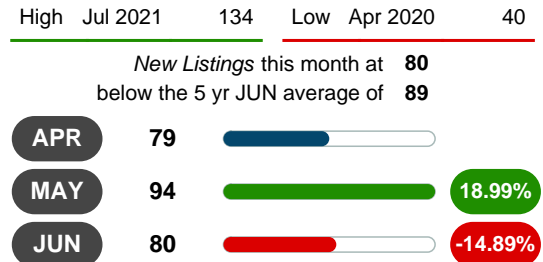


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>80</b>		<b>18</b>	<b>42</b>	<b>17</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>19,514,895</b>	<b>100%</b>	<b>2.15M</b>	<b>9.74M</b>	<b>5.35M</b>	<b>2.26M</b>
<b>Median New Listed Listing Price</b>	<b>\$187,500</b>		<b>\$112,450</b>	<b>\$179,900</b>	<b>\$349,000</b>	<b>\$615,000</b>

# June 2023



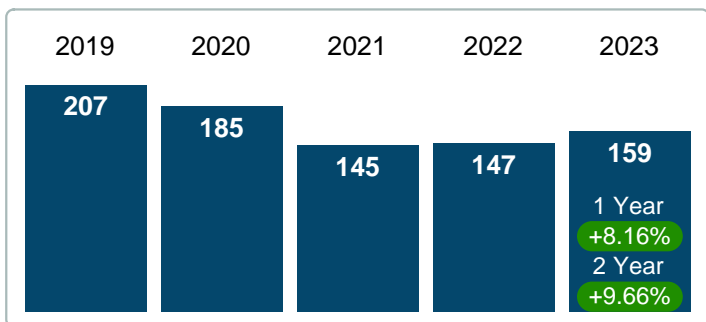
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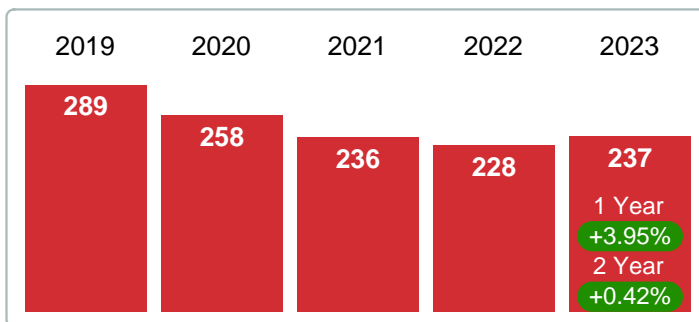
## ACTIVE INVENTORY

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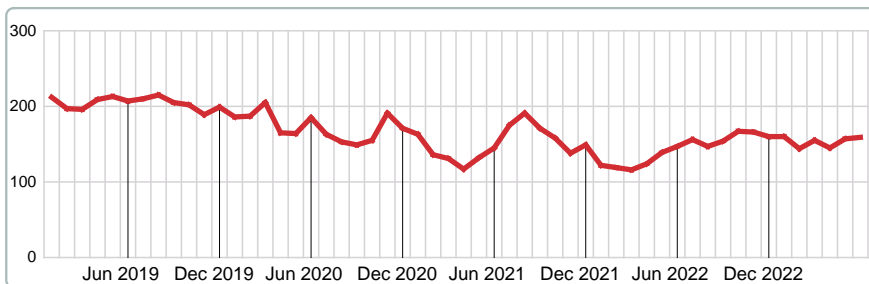
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

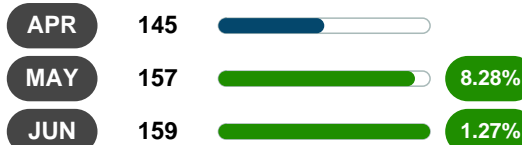


### 3 MONTHS

5 year JUN AVG = 169

High Aug 2019 215 Low Mar 2022 116

Inventory this month at 159 below the 5 yr JUN average of 169



### 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	5.03%	12.5	7	1	0	0
\$75,001 - \$125,000	17	10.69%	61.0	8	5	3	1
\$125,001 - \$175,000	30	18.87%	59.5	5	19	6	0
\$175,001 - \$275,000	37	23.27%	53.0	9	20	8	0
\$275,001 - \$375,000	31	19.50%	46.0	3	16	11	1
\$375,001 - \$675,000	20	12.58%	59.0	0	7	12	1
\$675,001 and up	16	10.06%	83.0	1	9	3	3
<b>Total Active Inventory by Units</b>	<b>159</b>			<b>33</b>	<b>77</b>	<b>43</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>58,882,594</b>	<b>100%</b>	<b>55.0</b>	<b>5.49M</b>	<b>31.63M</b>	<b>16.85M</b>	<b>4.92M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$230,000</b>			<b>\$149,900</b>	<b>\$257,000</b>	<b>\$338,000</b>	<b>\$882,500</b>

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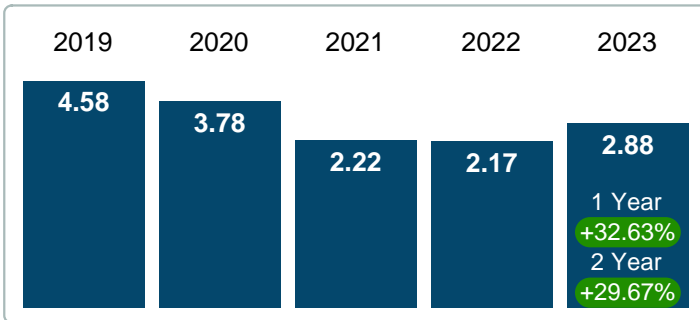
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



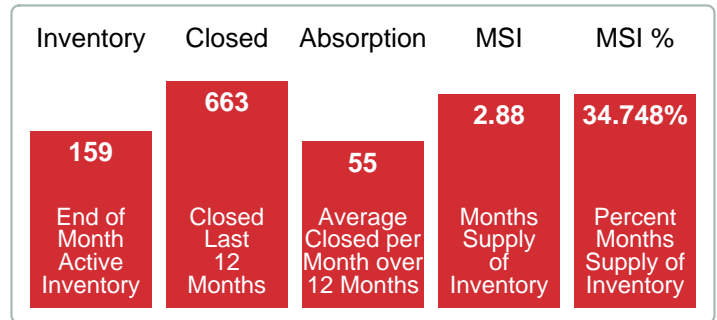
## MONTHS SUPPLY of INVENTORY (MSI)

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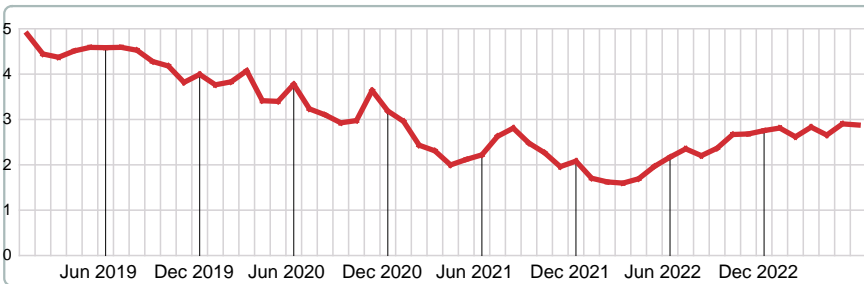
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

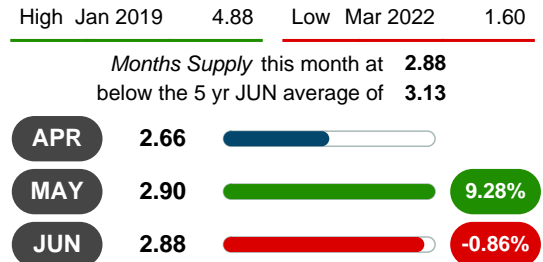


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# June 2023



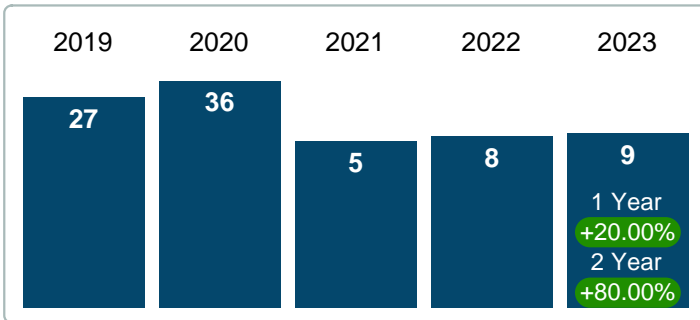
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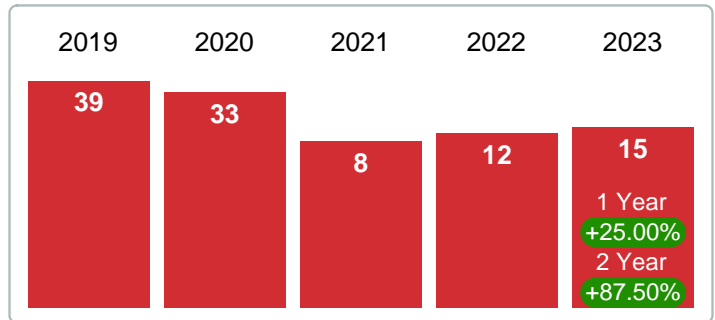
## MEDIAN DAYS ON MARKET TO SALE

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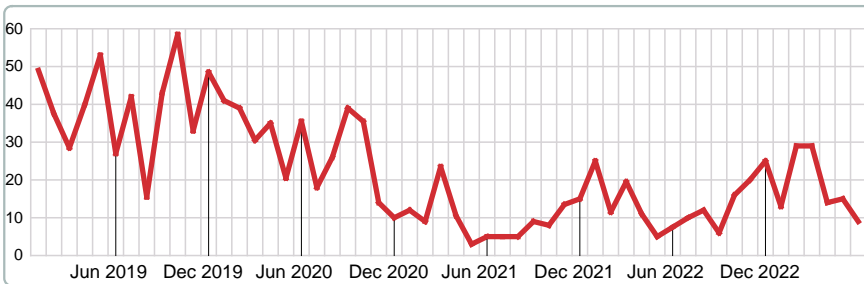
### JUNE



### YEAR TO DATE (YTD)

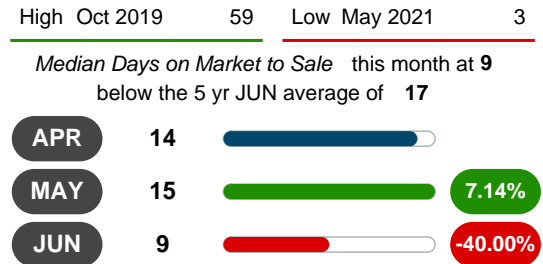


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 17



### 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
\$75,000 and less	6.94%	12	12	32	0	0
\$75,001 - \$100,000	4.17%	112	117	1	0	0
\$100,001 - \$150,000	22.22%	19	18	26	0	0
\$150,001 - \$225,000	26.39%	9	4	13	17	0
\$225,001 - \$275,000	13.89%	2	32	1	0	2
\$275,001 - \$350,000	13.89%	4	0	8	1	0
\$350,001 and up	12.50%	4	0	10	9	4
Median Closed DOM		9	12	8	6	3
Total Closed Units	100%	9.0	18	41	9	4
Total Closed Volume		15,481,855	2.27M	9.18M	2.67M	1.36M

# June 2023



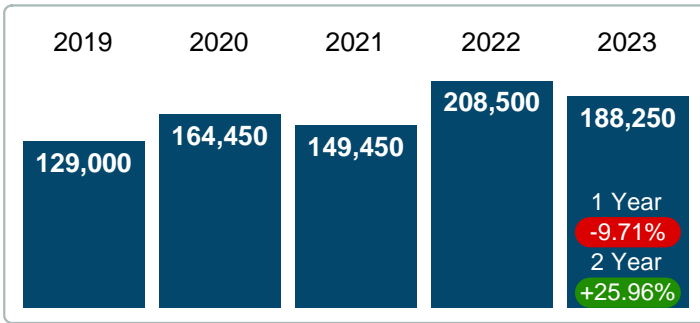
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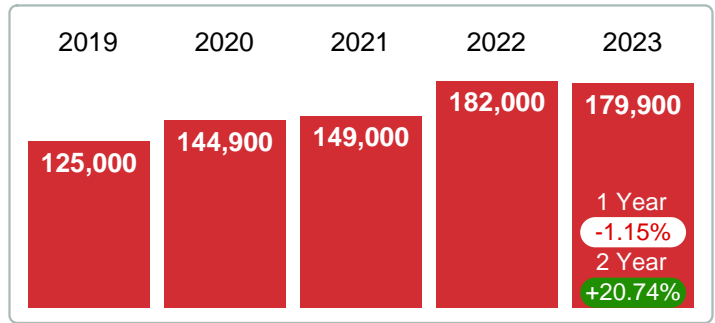
## MEDIAN LIST PRICE AT CLOSING

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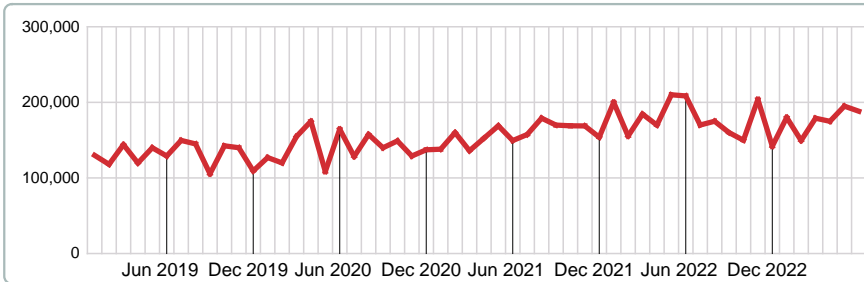
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

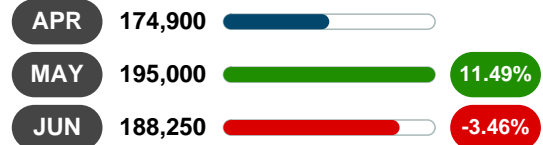


### 3 MONTHS

5 year JUN AVG = 167,930

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

Median List Price at Closing this month at **188,250** above the 5 yr JUN average of **167,930**



### 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
\$75,000 and less	5	6.94%	49,900	59,450	29,000	0	0
\$75,001 - \$100,000	5	6.94%	97,000	87,000	98,450	0	0
\$100,001 - \$150,000	15	20.83%	127,000	121,450	127,000	0	0
\$150,001 - \$225,000	18	25.00%	184,500	180,000	187,500	186,500	0
\$225,001 - \$275,000	8	11.11%	239,950	275,000	237,900	0	240,000
\$275,001 - \$350,000	11	15.28%	315,000	315,000	307,450	324,500	0
\$350,001 and up	10	13.89%	394,700	0	487,450	389,900	399,500
Median List Price			188,250	121,450	195,000	319,000	387,250
Total Closed Units		100%	188,250	18	41	9	4
Total Closed Volume			16,062,799	2.47M	9.39M	2.79M	1.41M



# June 2023



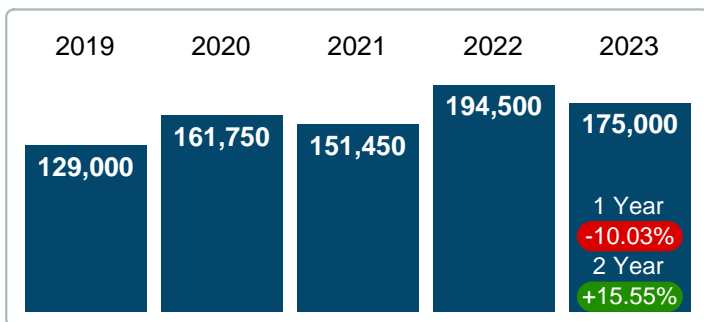
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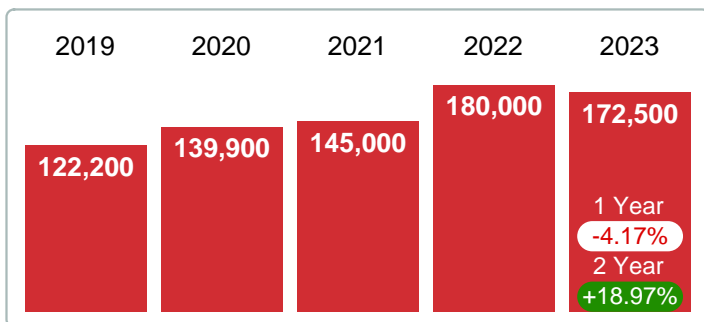
## MEDIAN SOLD PRICE AT CLOSING

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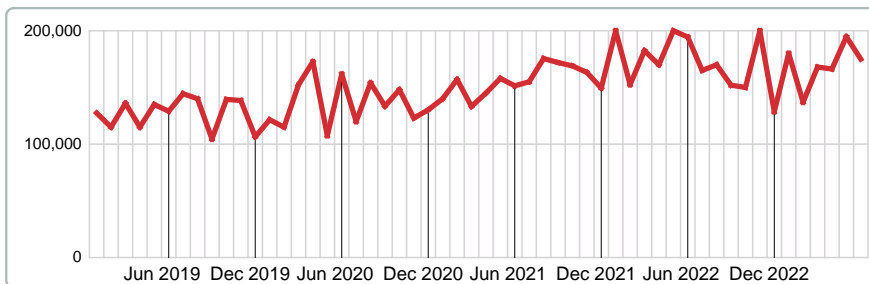
### JUNE



### YEAR TO DATE (YTD)

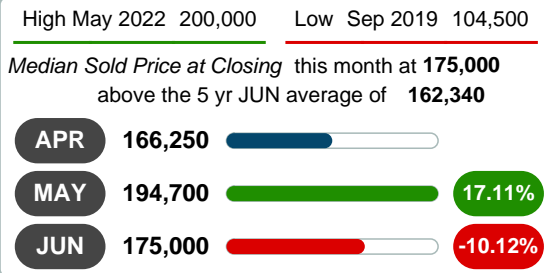


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 162,340



### 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
\$75,000 and less	6.94%	48,300	48,650	27,000	0	0
\$75,001 - \$100,000	4.17%	85,000	82,500	97,000	0	0
\$100,001 - \$150,000	22.22%	118,950	112,000	119,900	0	0
\$150,001 - \$225,000	26.39%	167,500	161,000	170,000	192,000	0
\$225,001 - \$275,000	13.89%	245,000	257,500	238,000	0	240,000
\$275,001 - \$350,000	13.89%	317,000	0	305,000	330,000	0
\$350,001 and up	12.50%	375,000	0	460,000	461,000	375,000
Median Sold Price		175,000	116,000	195,000	319,000	365,000
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



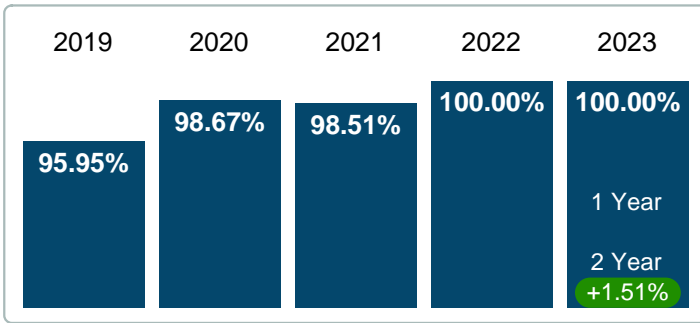
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



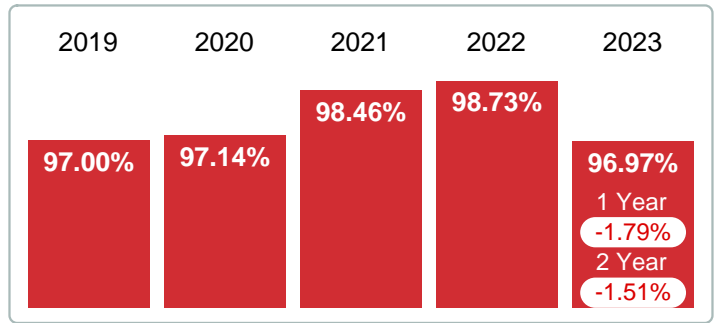
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

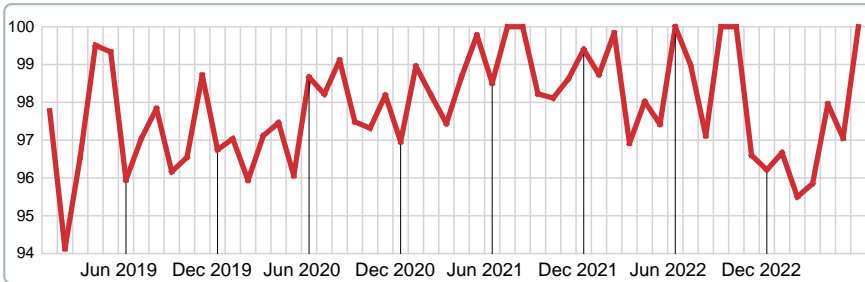
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

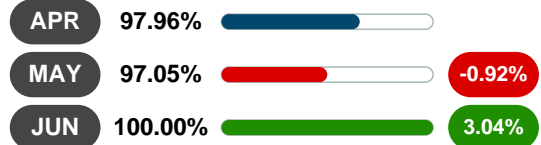


### 3 MONTHS

5 year JUN AVG = 98.62%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **98.62%**



## 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
\$75,000 and less	5	6.94%	93.10%	90.84%	93.10%	0.00%	0.00%
\$75,001 - \$100,000	3	4.17%	100.00%	95.98%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	16	22.22%	100.00%	100.00%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	19	26.39%	100.00%	97.22%	99.15%	100.68%	0.00%
\$225,001 - \$275,000	10	13.89%	99.40%	87.52%	100.00%	0.00%	100.00%
\$275,001 - \$350,000	10	13.89%	100.00%	0.00%	100.00%	100.00%	0.00%
\$350,001 and up	9	12.50%	96.08%	0.00%	96.22%	93.50%	94.67%
Median Sold/List Ratio		100.00%		97.01%	100.00%	100.00%	95.52%
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



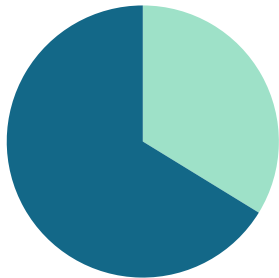
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

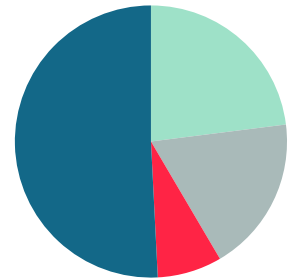


**Inventory**  
 New Listings  
**80 = 33.76%**  
 Start Inventory  
**157**  
 Total Inventory Units  
**237**  
 Volume  
**\$80,274,593**

### 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%
Median List Price	208,500	188,250	-9.71%	182,000	179,900	-1.15%
Median Sale Price	194,500	175,000	-10.03%	180,000	172,500	-4.17%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.73%	96.97%	-1.79%
Median Days on Market to Sale	7.50	9.00	20.00%	12.00	15.00	25.00%
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

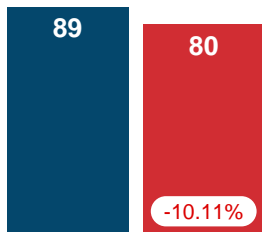
**Inventory** on June 30, 2023 = **159**

**2022** **2023**

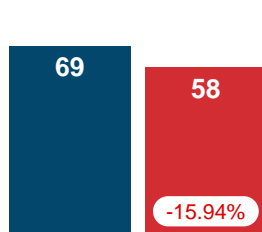
### JUNE MARKET

### MEDIAN PRICES

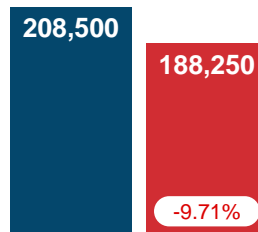
#### New Listings



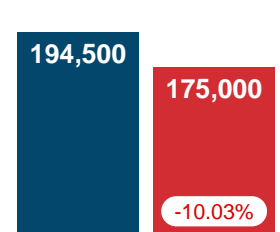
#### Pending Listings



#### List Price



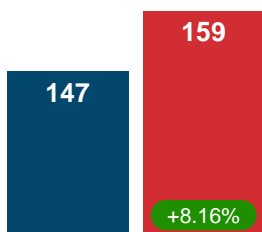
#### Sale Price



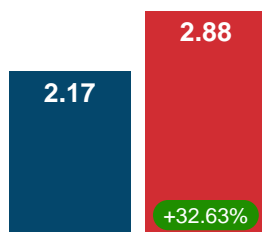
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

