

March 2023



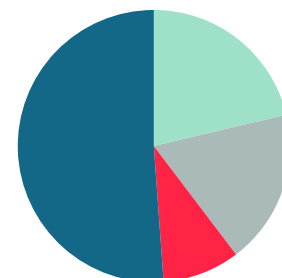
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	68	65	-4.41%
Pending Listings	73	56	-23.29%
New Listings	81	94	16.05%
Average List Price	227,410	250,479	10.14%
Average Sale Price	220,528	229,986	4.29%
Average Percent of Selling Price to List Price	96.92%	85.89%	-11.38%
Average Days on Market to Sale	43.71	48.38	10.70%
End of Month Inventory	116	156	34.48%
Months Supply of Inventory	1.60	2.85	78.49%



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of March 31, 2023 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **34.48%** to 156 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 **2.85** 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 **4.29%** in March 2023 to \$229,986 versus the previous year at \$220,528.

Average Days on Market Lengthens

The average number of **48.38** days that homes spent on the market before selling increased by 4.68 days or **10.70%** in March 2023 compared to last year's same month at **43.71** DOM.

Sales Success for March 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 94 New Listings in March 2023, up **16.05%** from last year at 81. Furthermore, there were 65 Closed Listings this month versus last year at 68, a **-4.41%** decrease.

Closed versus Listed trends yielded a **69.1%** ratio, down from previous year's, March 2022, at **84.0%**, a **17.63%** downswing. This will certainly create pressure on an increasing Monthly $\frac{1}{2}$ 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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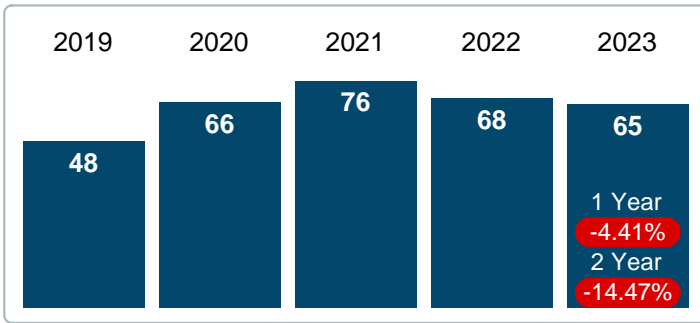
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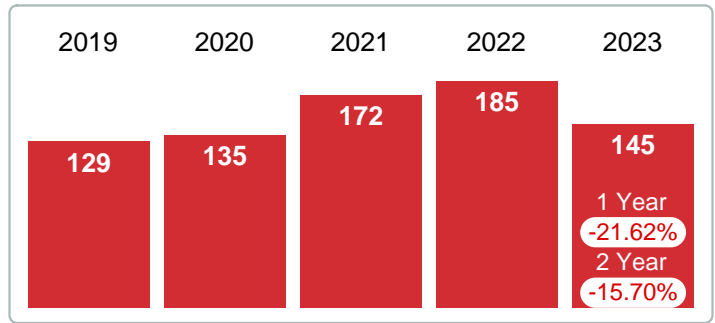
CLOSED LISTINGS

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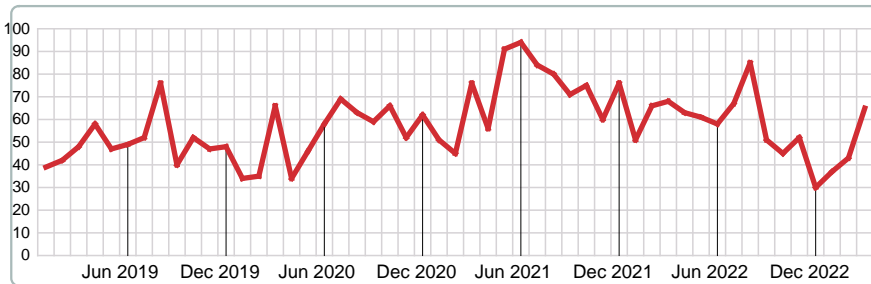
MARCH



YEAR TO DATE (YTD)

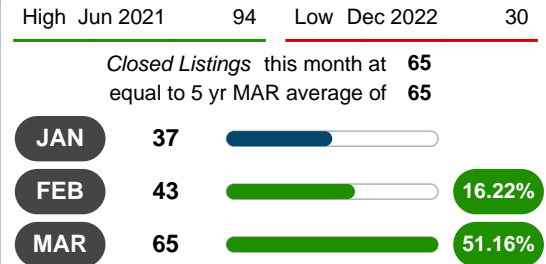


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	14	21.54%	43.4	8	6	0	0
\$50,001-\$100,000	9	13.85%	18.7	4	5	0	0
\$100,001-\$175,000	11	16.92%	63.6	2	7	2	0
\$175,001-\$275,000	15	23.08%	38.3	0	12	3	0
\$275,001-\$325,000	9	13.85%	94.3	2	6	1	0
\$325,001 and up	7	10.77%	35.0	0	4	2	1
Total Closed Units	65			16	40	8	1
Total Closed Volume	14,949,093	100%	48.4	1.39M	10.84M	1.95M	772.50K
Average Closed Price	\$229,986			\$86,713	\$270,917	\$244,062	\$772,500

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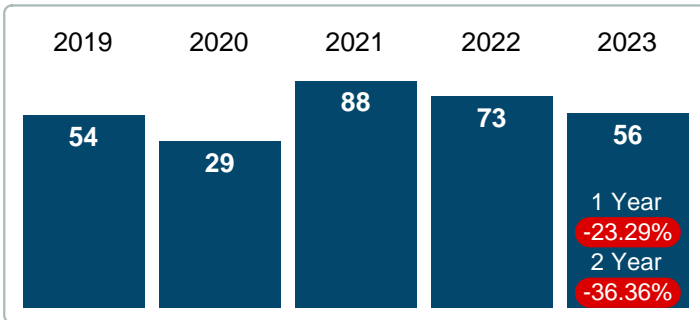
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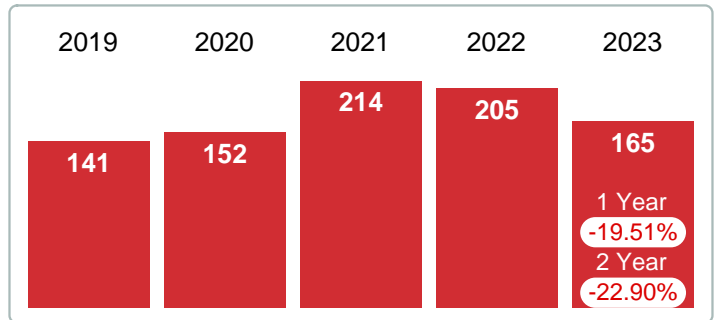
PENDING LISTINGS

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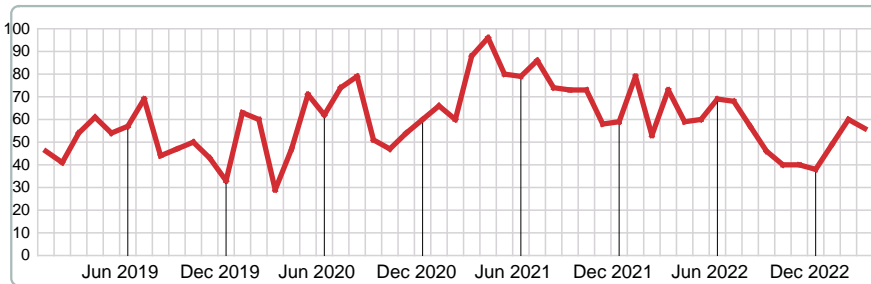
MARCH



YEAR TO DATE (YTD)

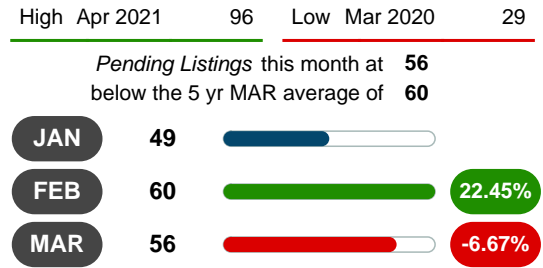


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



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	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	11	19.64%	40.2	7	3	1	0
\$75,001 - \$150,000	11	19.64%	16.3	5	3	3	0
\$150,001 - \$225,000	11	19.64%	18.6	2	6	3	0
\$225,001 - \$275,000	10	17.86%	41.4	0	7	2	1
\$275,001 - \$350,000	7	12.50%	44.7	0	2	5	0
\$350,001 and up	6	10.71%	70.7	0	3	3	0
Total Pending Units	56			14	24	17	1
Total Pending Volume	11,377,695	100%	36.6	1.30M	5.39M	4.46M	240.00K
Average Listing Price	\$202,828			\$92,536	\$224,421	\$262,123	\$240,000

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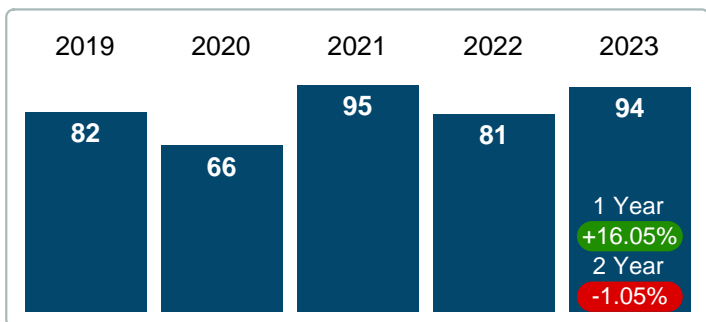
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



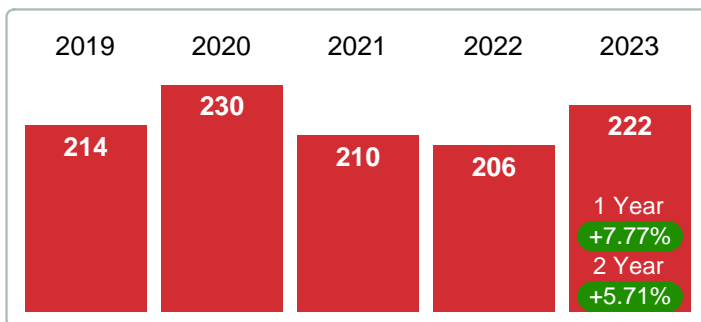
NEW LISTINGS

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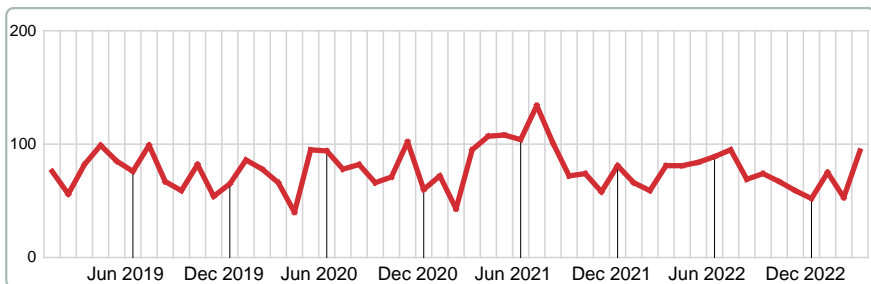
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YEAR TO DATE (YTD)

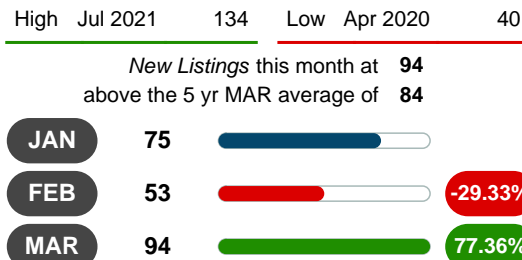


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 84



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	7	7.45%	5	1	1	0
\$50,001 - \$75,000	4	4.26%	3	0	1	0
\$75,001 - \$150,000	24	25.53%	11	11	2	0
\$150,001 - \$200,000	16	17.02%	5	8	3	0
\$200,001 - \$275,000	18	19.15%	0	10	7	1
\$275,001 - \$400,000	15	15.96%	2	6	7	0
\$400,001 and up	10	10.64%	1	4	5	0
Total New Listed Units	94		27	40	26	1
Total New Listed Volume	22,271,495	100%	3.96M	8.82M	9.26M	240.00K
Average New Listed Listing Price	\$199,461		\$146,533	\$220,428	\$356,077	\$240,000

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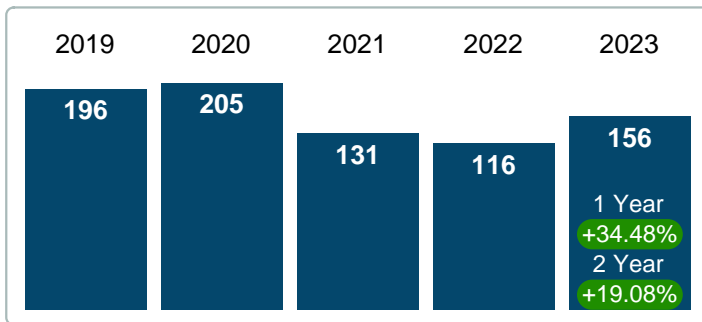
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



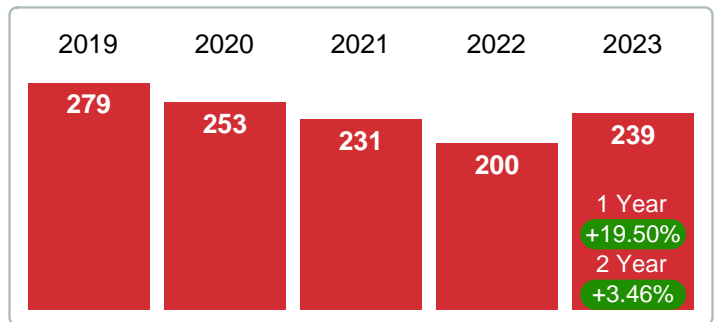
ACTIVE INVENTORY

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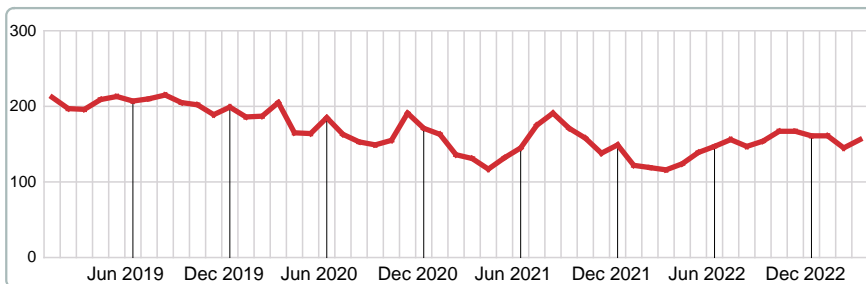
END OF MARCH



ACTIVE DURING MARCH

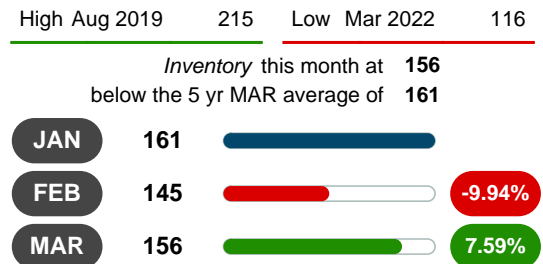


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 161



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	12	7.69%	88.6	9	0	3	0
\$75,001 - \$100,000	16	10.26%	38.6	8	6	2	0
\$100,001 - \$150,000	25	16.03%	74.1	6	15	3	1
\$150,001 - \$275,000	42	26.92%	75.5	6	25	11	0
\$275,001 - \$350,000	27	17.31%	69.3	2	16	9	0
\$350,001 - \$575,000	17	10.90%	106.1	1	6	9	1
\$575,001 and up	17	10.90%	104.5	1	12	2	2
Total Active Inventory by Units	156			33	80	39	4
Total Active Inventory by Volume	47,740,898	100%	77.9	4.99M	26.72M	12.81M	3.22M
Average Active Inventory Listing Price	\$306,031			\$151,097	\$334,008	\$328,464	\$806,000

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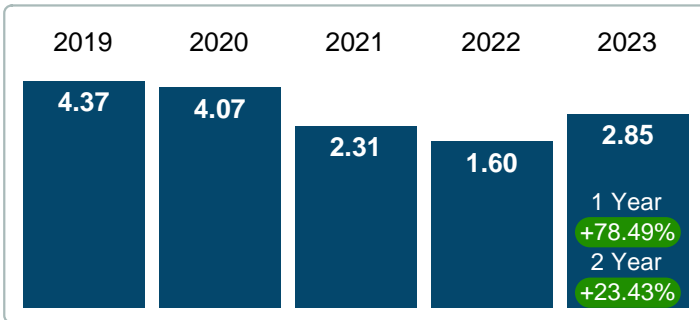
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



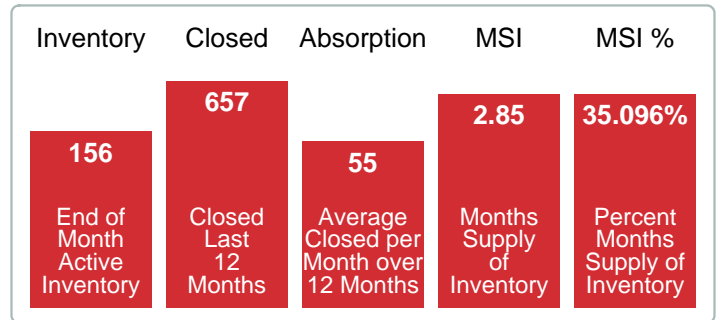
MONTHS SUPPLY of INVENTORY (MSI)

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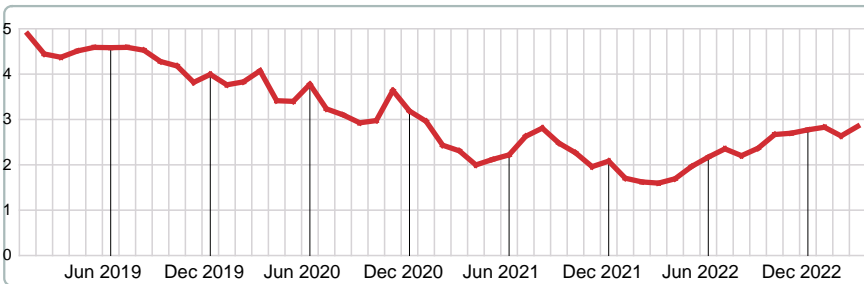
MSI FOR MARCH



INDICATORS FOR MARCH 2023

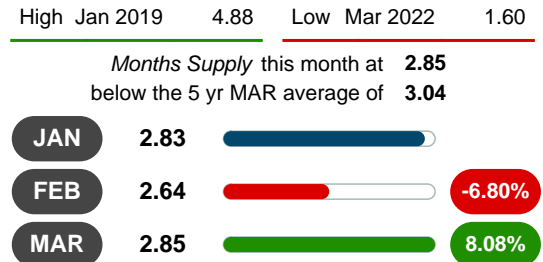


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.04



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	12	7.69%	1.32	1.96	0.00	7.20	0.00
\$75,001 - \$100,000	16	10.26%	3.84	4.00	3.27	8.00	0.00
\$100,001 - \$150,000	25	16.03%	2.59	2.00	2.54	4.00	0.00
\$150,001 - \$275,000	42	26.92%	2.21	4.24	1.84	3.22	0.00
\$275,001 - \$350,000	27	17.31%	4.56	4.80	4.68	4.70	0.00
\$350,001 - \$575,000	17	10.90%	3.24	2.40	2.18	5.40	2.40
\$575,001 and up	17	10.90%	10.20	0.00	20.57	4.00	3.43
Market Supply of Inventory (MSI)			2.85	2.79	2.49	4.37	2.18
Total Active Inventory by Units		100%	2.85	33	80	39	4

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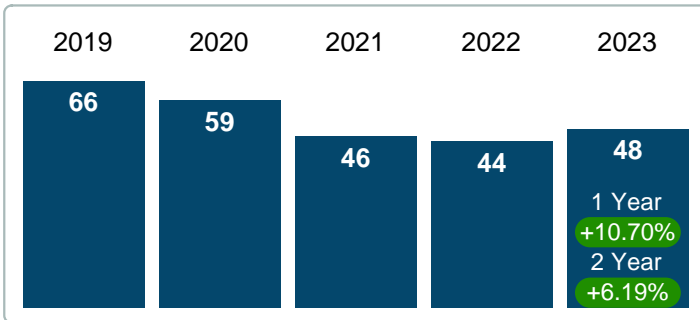
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



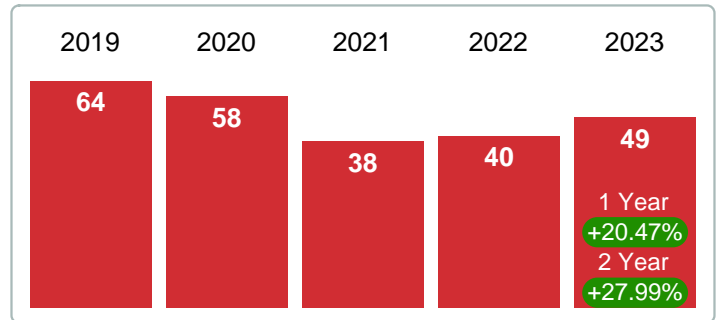
AVERAGE DAYS ON MARKET TO SALE

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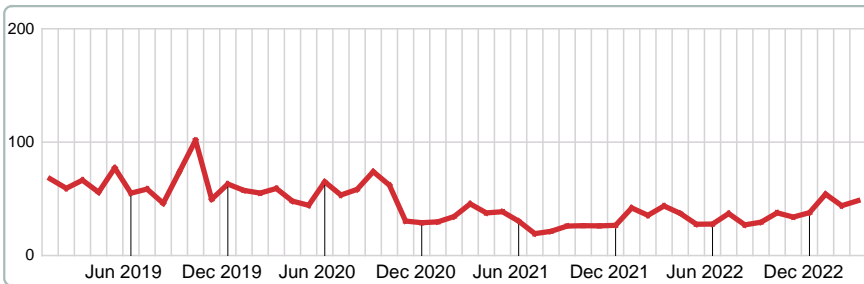
MARCH



YEAR TO DATE (YTD)

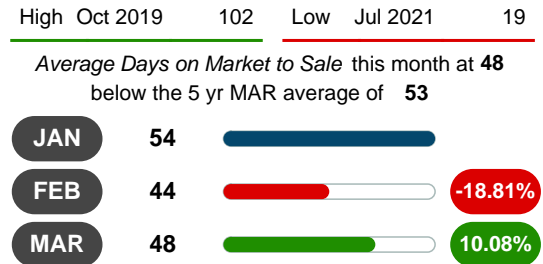


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 53



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	14	21.54%	43	45	42	0	0
\$50,001-\$100,000	9	13.85%	19	2	32	0	0
\$100,001-\$175,000	11	16.92%	64	3	93	23	0
\$175,001-\$275,000	15	23.08%	38	0	27	84	0
\$275,001-\$325,000	9	13.85%	94	236	57	36	0
\$325,001 and up	7	10.77%	35	0	47	3	52
Average Closed DOM			48	53	48	42	52
Total Closed Units		100%	48	16	40	8	1
Total Closed Volume			14,949,093	1.39M	10.84M	1.95M	772.50K

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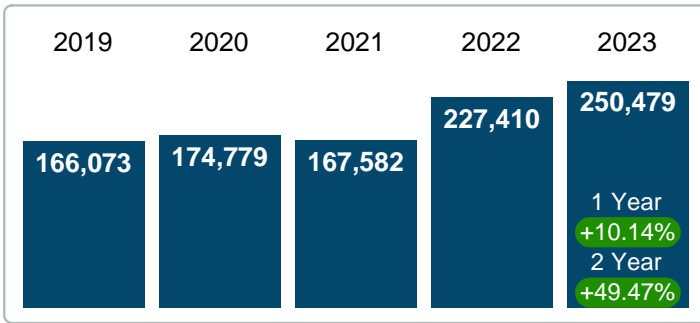
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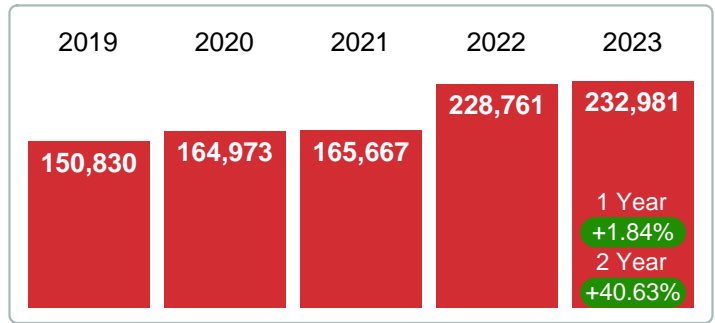
AVERAGE LIST PRICE AT CLOSING

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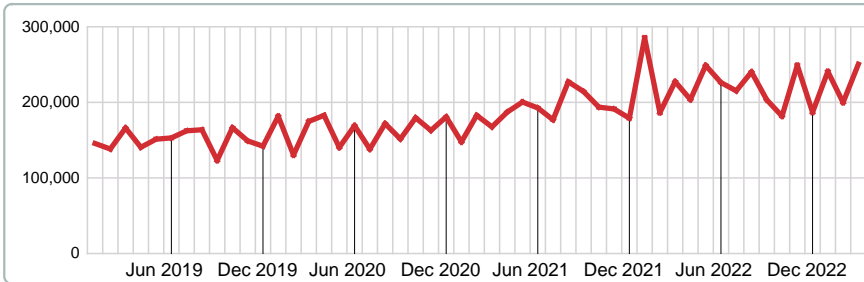
MARCH



YEAR TO DATE (YTD)

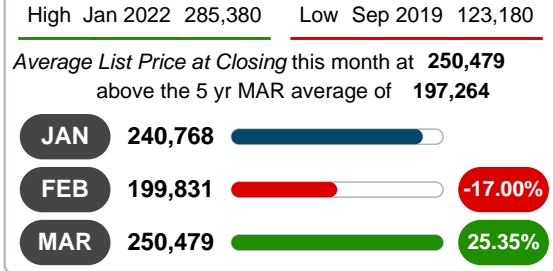


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 197,264



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 - \$50,000	12	18.46%	36,079	39,738	38,325	0	0
\$50,001 - \$100,000	10	15.38%	72,560	76,950	88,580	0	0
\$100,001 - \$175,000	10	15.38%	151,880	167,500	156,757	153,000	0
\$175,001 - \$275,000	16	24.62%	203,056	0	216,225	194,900	0
\$275,001 - \$325,000	8	12.31%	304,363	299,500	314,818	325,000	0
\$325,001 and up	9	13.85%	880,001		01,418,500	389,500	799,000
Average List Price			250,479	97,481	298,194	249,338	799,000
Total Closed Units		100%	250,479	16	40	8	1
Total Closed Volume			16,281,159	1.56M	11.93M	1.99M	799.00K

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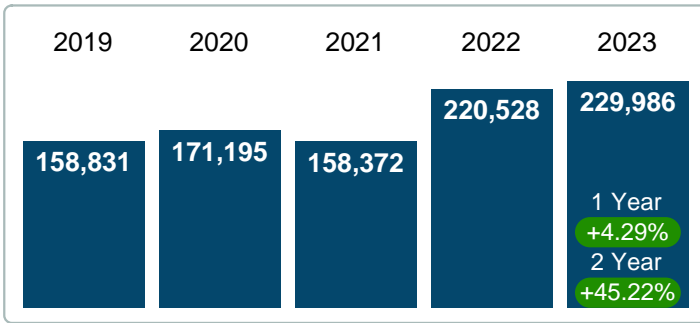
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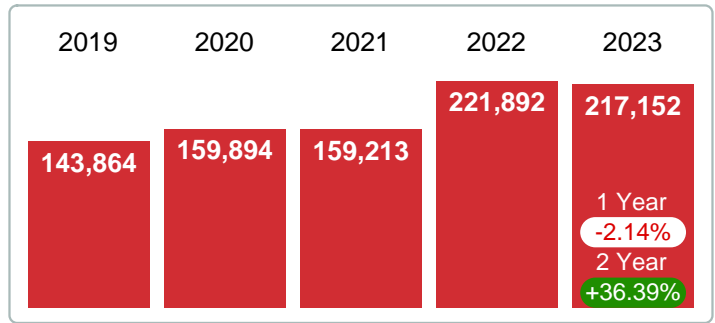
AVERAGE SOLD PRICE AT CLOSING

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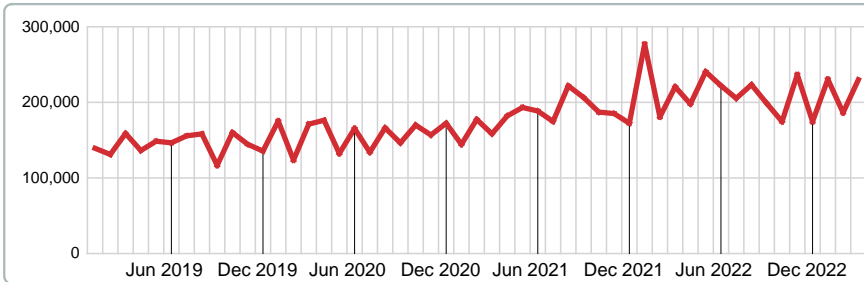
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

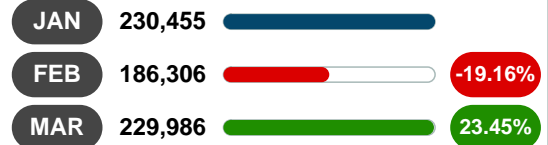


3 MONTHS

5 year MAR AVG = 187,783

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

Average Sold Price at Closing this month at **229,986** above the 5 yr MAR average of **187,783**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 - \$50,000	14	21.54%	20,850	21,050	20,583	0	0
\$50,001 - \$100,000	9	13.85%	73,767	75,000	72,780	0	0
\$100,001 - \$175,000	11	16.92%	152,045	167,000	150,928	141,000	0
\$175,001 - \$275,000	15	23.08%	210,093	0	213,742	195,498	0
\$275,001 - \$325,000	9	13.85%	298,378	292,500	299,233	305,000	0
\$325,001 and up	7	10.77%	926,286		01,233,125	389,500	772,500
Average Sold Price			229,986	86,713	270,917	244,062	772,500
Total Closed Units		100%	229,986	16	40	8	1
Total Closed Volume			14,949,093	1.39M	10.84M	1.95M	772.50K

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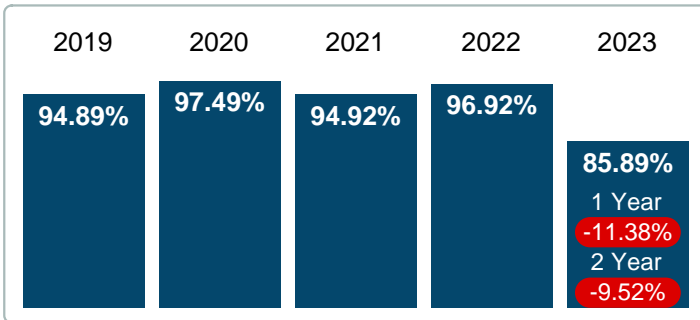
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



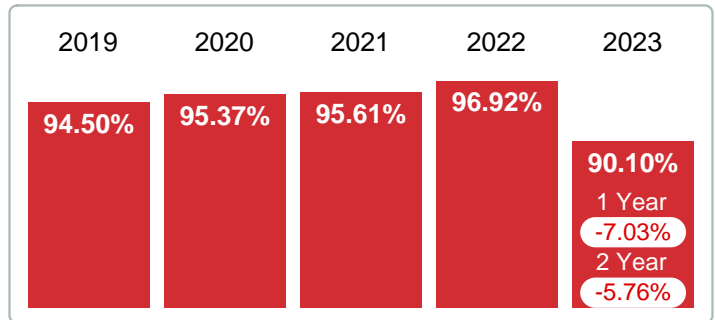
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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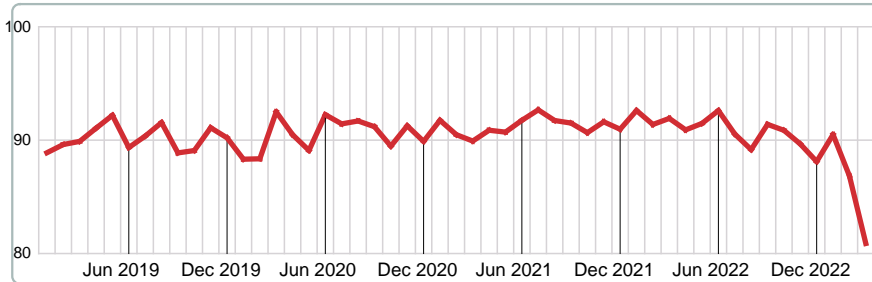
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

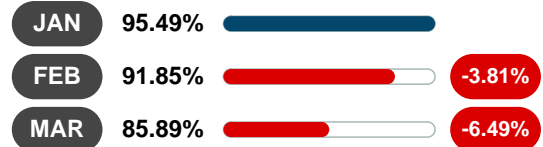


3 MONTHS

5 year MAR AVG = 94.02%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **85.89%** below the 5 yr MAR average of **94.02%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	14	21.54%	49.63%	49.59%	49.67%	0.00%	0.00%
\$50,001-\$100,000	9	13.85%	90.00%	97.59%	83.94%	0.00%	0.00%
\$100,001-\$175,000	11	16.92%	96.49%	99.70%	96.94%	91.72%	0.00%
\$175,001-\$275,000	15	23.08%	99.48%	0.00%	99.28%	100.26%	0.00%
\$275,001-\$325,000	9	13.85%	95.58%	97.66%	95.18%	93.85%	0.00%
\$325,001 and up	7	10.77%	94.87%	0.00%	91.85%	100.00%	96.68%
Average Sold/List Ratio		85.90%		73.86%	88.15%	97.26%	96.68%
Total Closed Units		65	100%	16	40	8	1
Total Closed Volume		14,949,093		1.39M	10.84M	1.95M	772.50K

March 2023



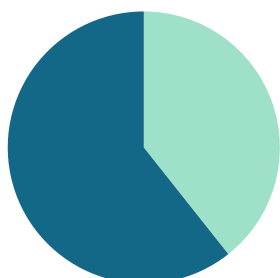
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

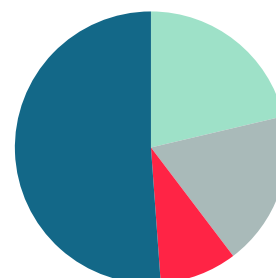


Inventory
 New Listings
94 = 39.33%
 Start Inventory
145
 Total Inventory Units
239
 Volume
\$65,720,467

Market Activity

Closed Sales
65 = 21.31%
 Pending Sales
56 = 18.36%
 Other Off Market
28 = 9.18%
 Active Inventory
156 = 51.15%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	68	65	-4.41%	185	145	-21.62%
Pending Sales	73	56	-23.29%	205	165	-19.51%
New Listings	81	94	16.05%	206	222	7.77%
Average List Price	227,410	250,479	10.14%	228,761	232,981	1.84%
Average Sale Price	220,528	229,986	4.29%	221,892	217,152	-2.14%
Average Percent of Selling Price to List Price	96.92%	85.89%	-11.38%	96.92%	90.10%	-7.03%
Average Days on Market to Sale	43.71	48.38	10.70%	40.29	48.54	20.47%
Monthly Inventory	116	156	34.48%	116	156	34.48%
Months Supply of Inventory	1.60	2.85	78.49%	1.60	2.85	78.49%

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

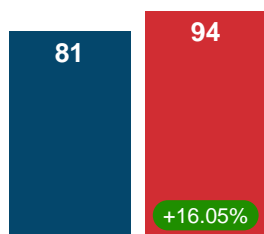
Inventory on March 31, 2023 = **156**

2022 **2023**

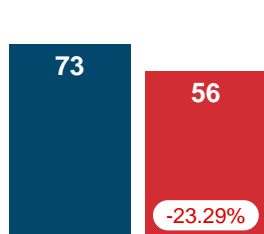
MARCH MARKET

AVERAGE PRICES

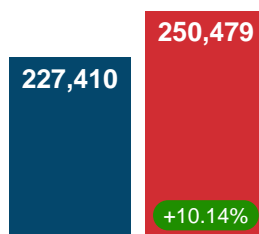
New Listings



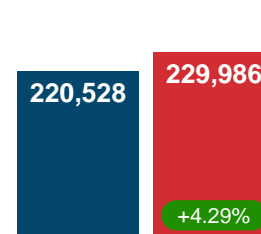
Pending Listings



List Price



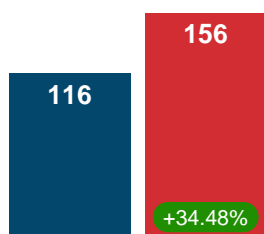
Sale Price



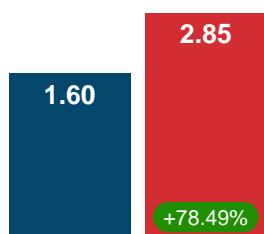
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

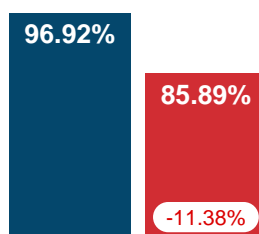
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

