

March 2023



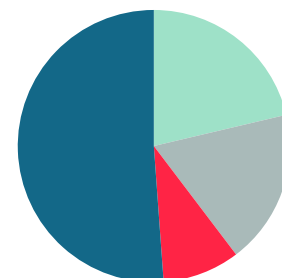
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	184,450	179,000	-2.95%
Median Sale Price	182,450	168,000	-7.92%
Median Percent of Selling Price to List Price	96.92%	95.85%	-1.10%
Median Days on Market to Sale	19.50	29.00	48.72%
End of Month Inventory	116	156	34.48%
Months Supply of Inventory	1.60	2.85	78.49%



■ Closed (21.31%)
■ Pending (18.36%)
■ Other OffMarket (9.18%)
■ Active (51.15%)

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.

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 **7.92%** in March 2023 to \$168,000 versus the previous year at \$182,450.

Median Days on Market Lengthens

The median number of **29.00** days that homes spent on the market before selling increased by 9.50 days or **48.72%** in March 2023 compared to last year's same month at **19.50** DOM.

Sales Success for March 2023 is Positive

Overall, with Median Prices falling 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 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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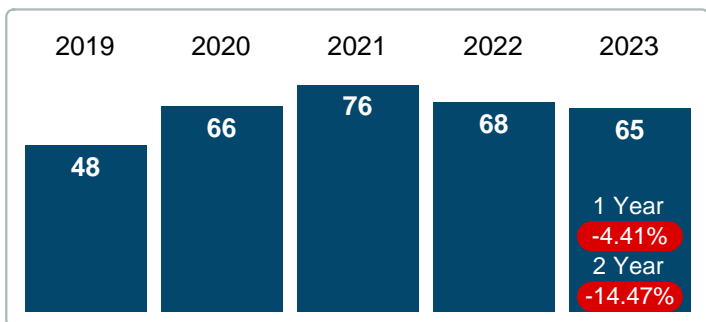
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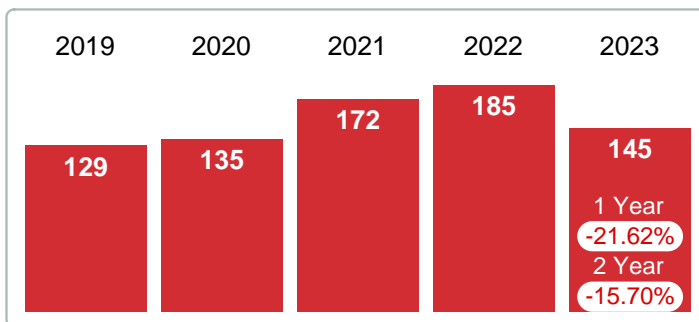
CLOSED LISTINGS

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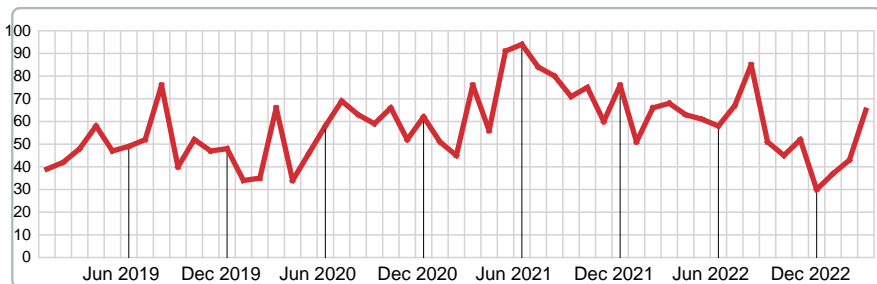
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 65

High Jun 2021 94 Low Dec 2022 30

Closed Listings this month at 65 equal to 5 yr MAR average of 65

Month	Closed Listings	% of 5 yr MAR Avg
JAN	37	
FEB	43	16.22%
MAR	65	51.16%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	44.5	8	6	0	0
\$50,001-\$100,000	9	13.85%	4.0	4	5	0	0
\$100,001-\$175,000	11	16.92%	24.0	2	7	2	0
\$175,001-\$275,000	15	23.08%	14.0	0	12	3	0
\$275,001-\$325,000	9	13.85%	50.0	2	6	1	0
\$325,001 and up	7	10.77%	14.0	0	4	2	1
Total Closed Units	65			16	40	8	1
Total Closed Volume	14,949,093	100%	29.0	1.39M	10.84M	1.95M	772.50K
Median Closed Price	\$168,000			\$58,500	\$187,000	\$203,247	\$772,500

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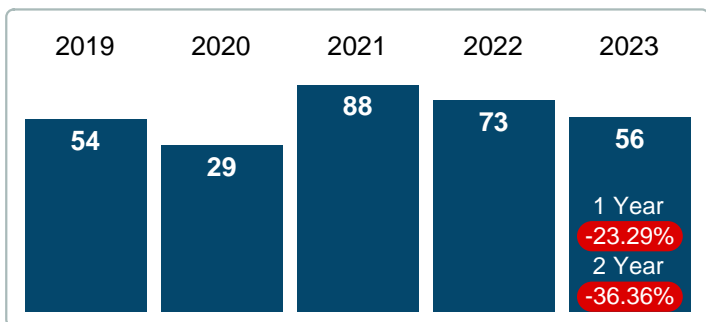
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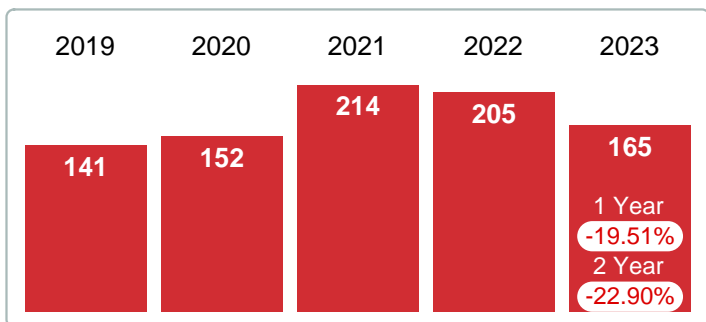
PENDING LISTINGS

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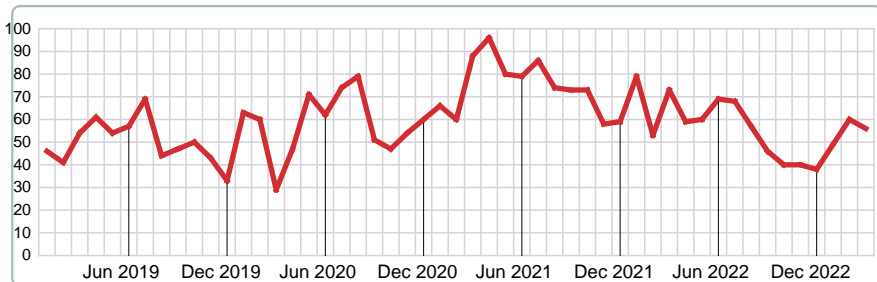
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **56**
below the 5 yr MAR average of **60**

Month	Pending Listings	% Change
JAN	49	
FEB	60	22.45%
MAR	56	-6.67%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	14.0	0	0	0	0
\$25,001 - \$75,000	11	19.64%	14.0	7	3	1	0
\$75,001 - \$150,000	11	19.64%	7.0	5	3	3	0
\$150,001 - \$225,000	11	19.64%	3.0	2	6	3	0
\$225,001 - \$275,000	10	17.86%	30.5	0	7	2	1
\$275,001 - \$350,000	7	12.50%	28.0	0	2	5	0
\$350,001 and up	6	10.71%	3.0	0	3	3	0
Total Pending Units	56			14	24	17	1
Total Pending Volume	11,377,695	100%	10.0	1.30M	5.39M	4.46M	240.00K
Median Listing Price	\$206,000			\$82,000	\$224,950	\$250,000	\$240,000

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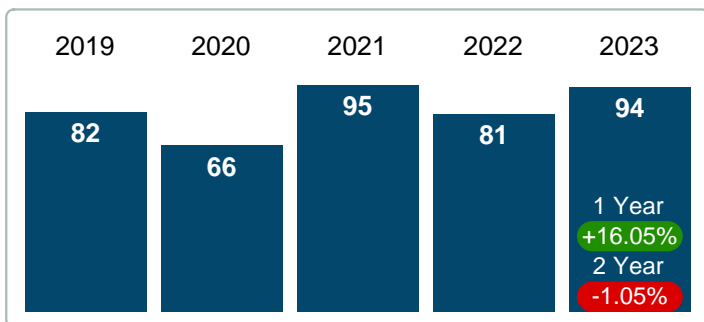
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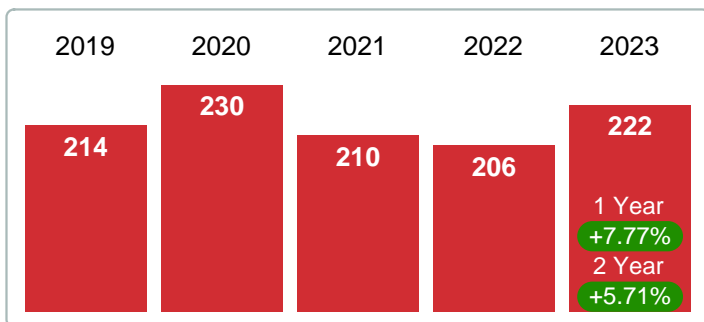
NEW LISTINGS

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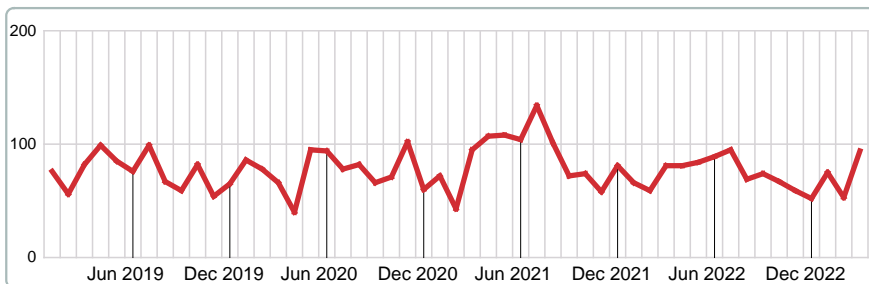
MARCH



YEAR TO DATE (YTD)

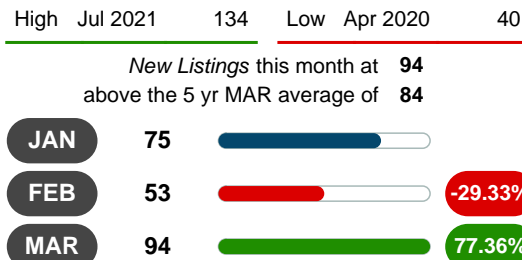


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$192,450		\$109,900	\$202,500	\$249,950	\$240,000

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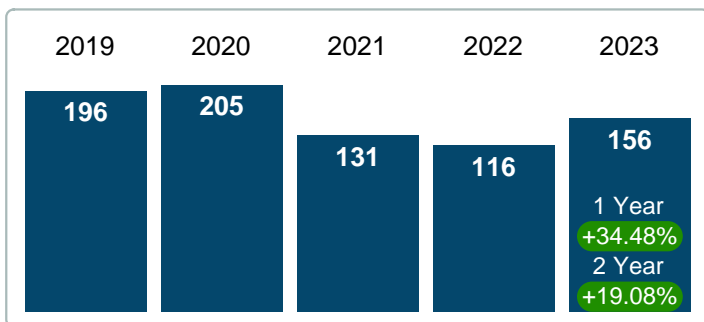
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



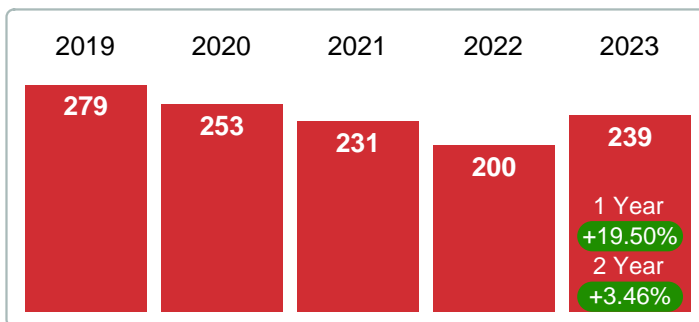
ACTIVE INVENTORY

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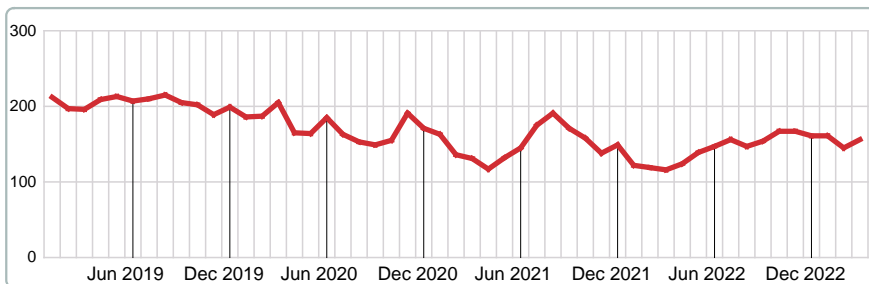
END OF MARCH



ACTIVE DURING MARCH

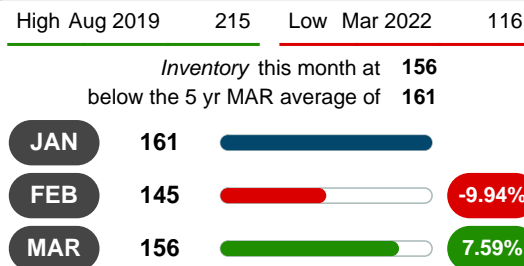


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 161



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	7.69%	97.5	9	0	3	0
\$75,001 - \$100,000	16	10.26%	19.0	8	6	2	0
\$100,001 - \$150,000	25	16.03%	77.0	6	15	3	1
\$150,001 - \$275,000	42	26.92%	43.0	6	25	11	0
\$275,001 - \$350,000	27	17.31%	46.0	2	16	9	0
\$350,001 - \$575,000	17	10.90%	101.0	1	6	9	1
\$575,001 and up	17	10.90%	87.0	1	12	2	2
Total Active Inventory by Units	156			33	80	39	4
Total Active Inventory by Volume	47,740,898	100%	55.5	4.99M	26.72M	12.81M	3.22M
Median Active Inventory Listing Price	\$219,750			\$89,900	\$239,450	\$285,000	\$837,500

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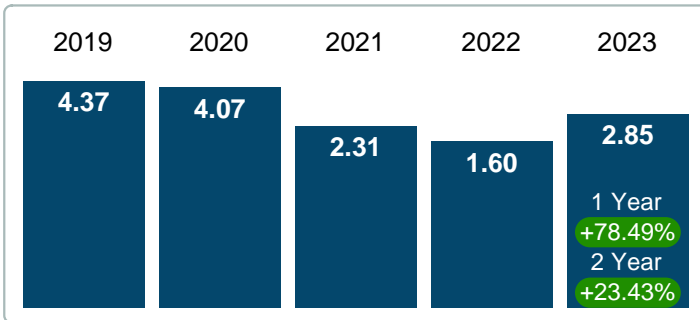
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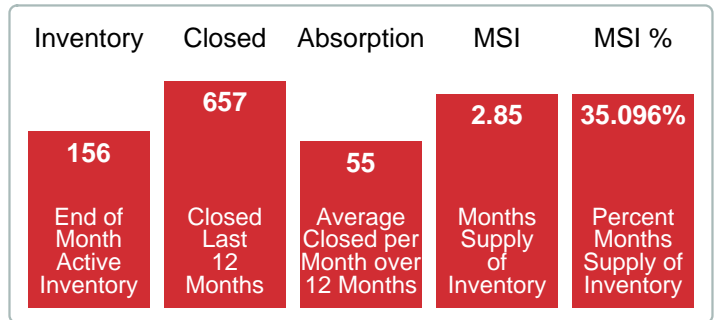
MONTHS SUPPLY of INVENTORY (MSI)

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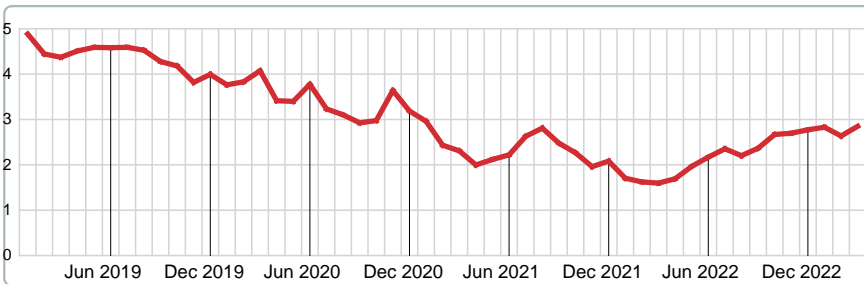
MSI FOR MARCH



INDICATORS FOR MARCH 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.04

High Jan 2019 4.88 Low Mar 2022 1.60

Months Supply this month at **2.85**
below the 5 yr MAR average of **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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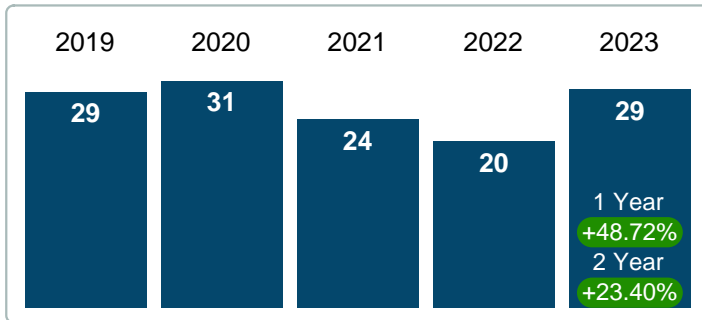
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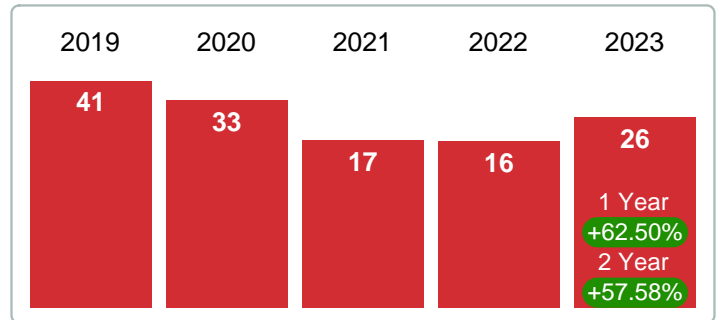
MEDIAN DAYS ON MARKET TO SALE

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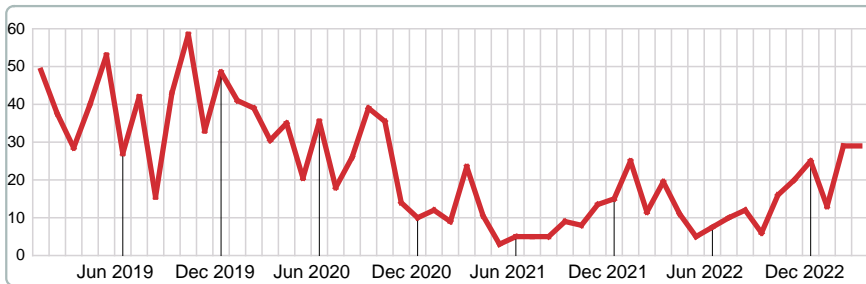
MARCH



YEAR TO DATE (YTD)

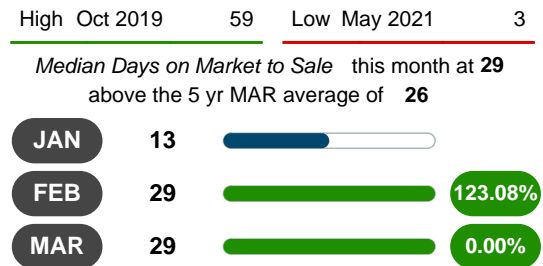


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 26



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
\$0 and less	0	0.00%	87	0	0	0	0
\$1-\$50,000	14	21.54%	45	45	45	0	0
\$50,001-\$100,000	9	13.85%	4	2	5	0	0
\$100,001-\$175,000	11	16.92%	24	3	91	23	0
\$175,001-\$275,000	15	23.08%	14	0	11	69	0
\$275,001-\$325,000	9	13.85%	50	236	43	36	0
\$325,001 and up	7	10.77%	14	0	39	3	52
Median Closed DOM	29		29.0	24	32	23	52
Total Closed Units	65	100%	29.0	16	40	8	1
Total Closed Volume	14,949,093			1.39M	10.84M	1.95M	772.50K

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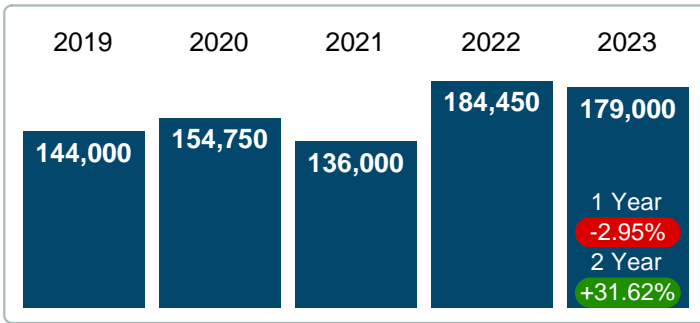
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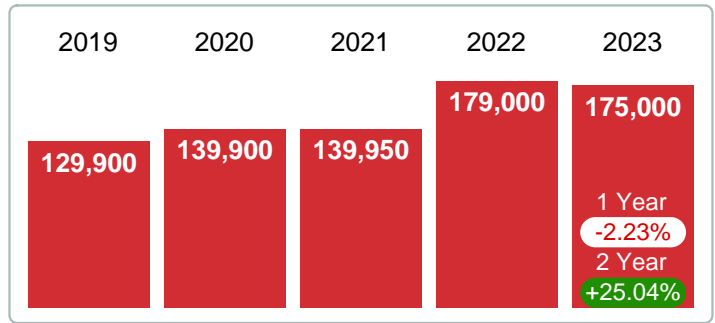
MEDIAN LIST PRICE AT CLOSING

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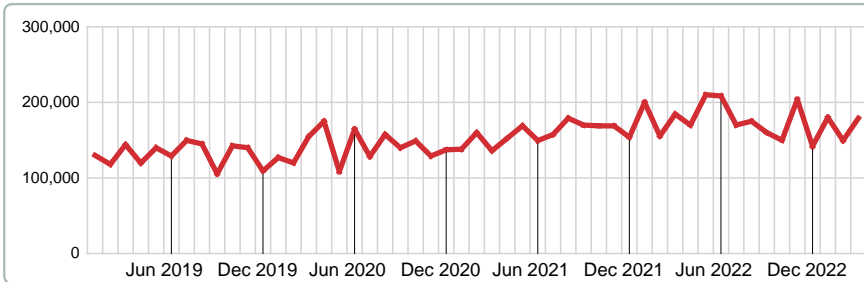
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159,640

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

Median List Price at Closing this month at 179,000 above the 5 yr MAR average of 159,640



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
\$0 and less	0	0.00%	14	0	0	0	0
\$1-\$50,000	12	18.46%	37,000	39,000	33,000	0	0
\$50,001-\$100,000	10	15.38%	74,950	69,900	75,000	0	0
\$100,001-\$175,000	10	15.38%	152,500	167,500	139,950	153,000	0
\$175,001-\$275,000	16	24.62%	194,900	0	194,900	194,900	0
\$275,001-\$325,000	8	12.31%	300,000	299,500	300,000	325,000	0
\$325,001 and up	9	13.85%	389,000	0	377,000	389,500	799,000
Median List Price			179,000	64,450	182,500	197,400	799,000
Total Closed Units		100%	179,000	16	40	8	1
Total Closed Volume			16,281,159	1.56M	11.93M	1.99M	799.00K

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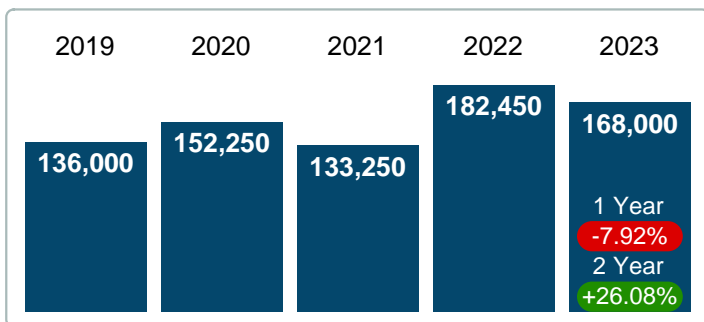
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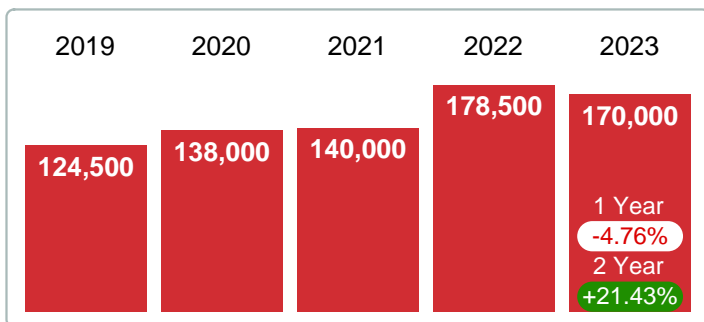
MEDIAN SOLD PRICE AT CLOSING

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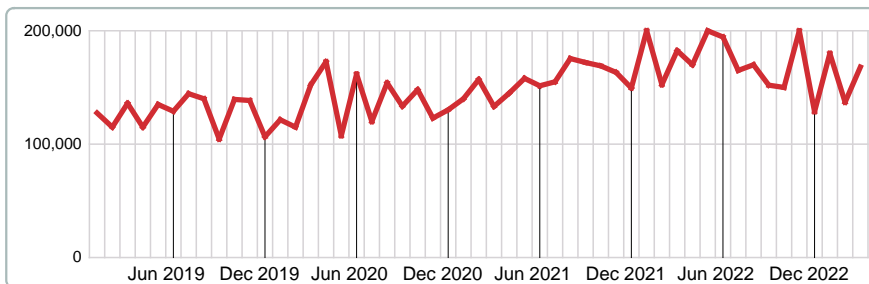
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

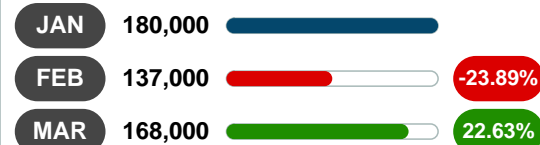


3 MONTHS

5 year MAR AVG = 154,390

High May 2022 200,000 Low Sep 2019 104,500

Median Sold Price at Closing this month at **168,000** above the 5 yr MAR average of **154,390**



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
\$0 and less	0	0.00%	389,000	0	0	0	0
\$1-\$50,000	14	21.54%	10,500	10,950	10,500	0	0
\$50,001-\$100,000	9	13.85%	73,000	74,500	73,000	0	0
\$100,001-\$175,000	11	16.92%	162,000	167,000	150,000	141,000	0
\$175,001-\$275,000	15	23.08%	200,000	0	204,000	199,900	0
\$275,001-\$325,000	9	13.85%	299,900	292,500	294,950	305,000	0
\$325,001 and up	7	10.77%	394,000	0	386,250	389,500	772,500
Median Sold Price			168,000	58,500	187,000	203,247	772,500
Total Closed Units		100%	168,000	16	40	8	1
Total Closed Volume			14,949,093	1.39M	10.84M	1.95M	772.50K

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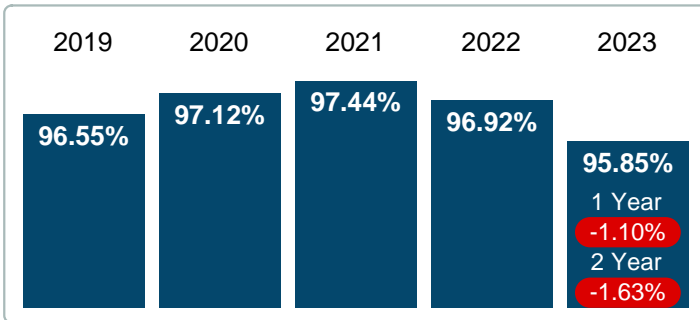
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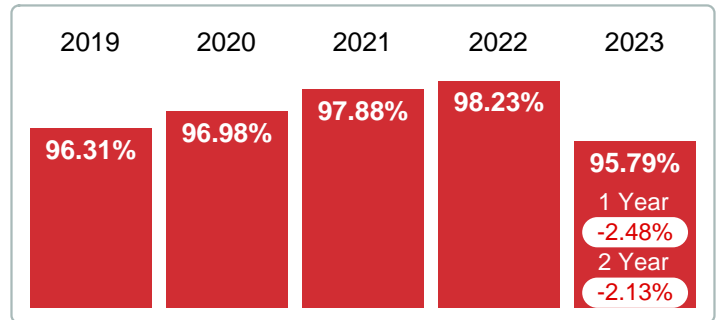
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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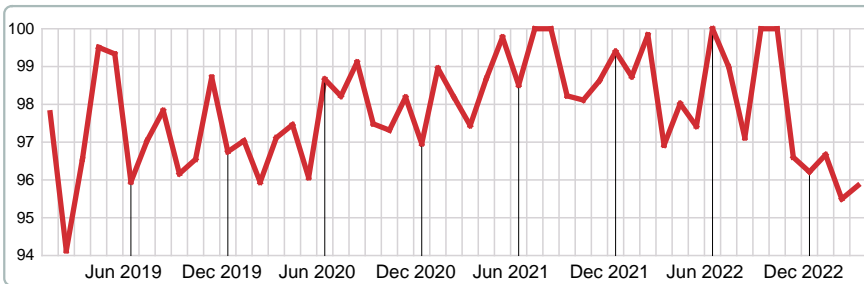
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

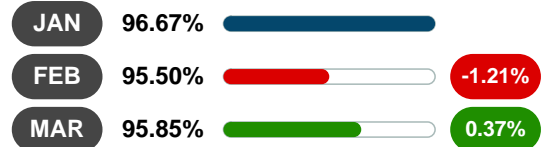


3 MONTHS

5 year MAR AVG = 96.78%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **95.85%**
below the 5 yr MAR average of **96.78%**



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
\$0 and less	0	0.00%	94.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$50,000	14	21.54%	33.91%	39.21%	33.91%	0.00%	0.00%
\$50,001-\$100,000	9	13.85%	94.38%	97.93%	77.33%	0.00%	0.00%
\$100,001-\$175,000	11	16.92%	99.16%	99.70%	99.16%	91.72%	0.00%
\$175,001-\$275,000	15	23.08%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001-\$325,000	9	13.85%	95.32%	97.66%	95.80%	93.85%	0.00%
\$325,001 and up	7	10.77%	96.68%	0.00%	91.20%	100.00%	96.68%
Median Sold/List Ratio		95.85%		88.93%	96.19%	97.29%	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



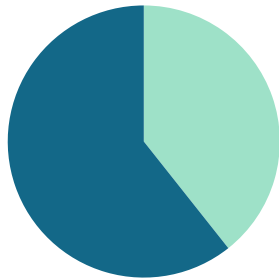
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

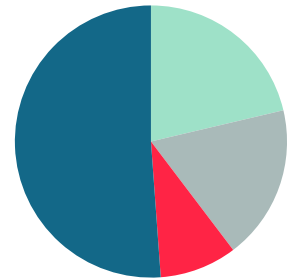


Inventory
 New Listings
94 = 39.33%
 Start Inventory
145
 Total Inventory Units
239
 Volume
\$65,720,467

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%
Median List Price	184,450	179,000	-2.95%	179,000	175,000	-2.23%
Median Sale Price	182,450	168,000	-7.92%	178,500	170,000	-4.76%
Median Percent of Selling Price to List Price	96.92%	95.85%	-1.10%	98.23%	95.79%	-2.48%
Median Days on Market to Sale	19.50	29.00	48.72%	16.00	26.00	62.50%
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

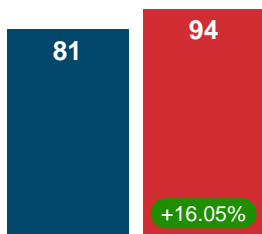
Inventory on March 31, 2023 = **156**

2022 **2023**

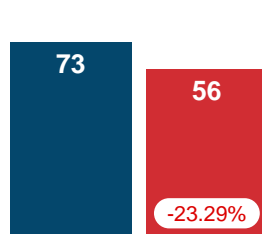
MARCH MARKET

MEDIAN PRICES

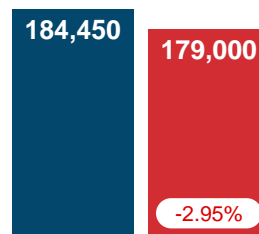
New Listings



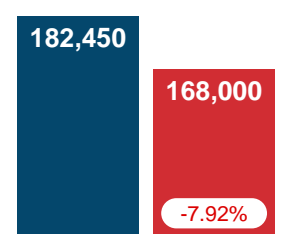
Pending Listings



List Price



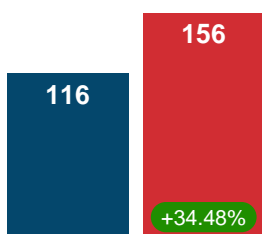
Sale Price



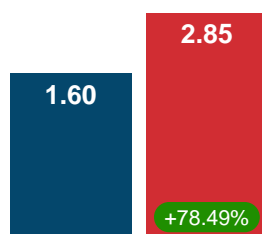
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

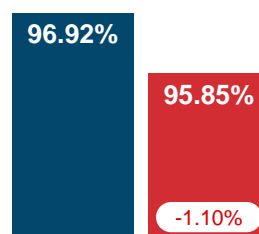
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

