

May 2023



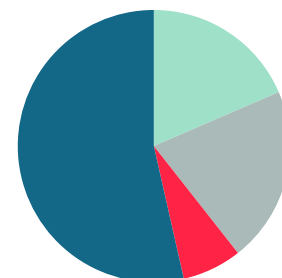
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	61	55	-9.84%
Pending Listings	60	62	3.33%
New Listings	84	94	11.90%
Average List Price	248,760	203,967	-18.01%
Average Sale Price	240,478	194,165	-19.26%
Average Percent of Selling Price to List Price	96.48%	95.31%	-1.21%
Average Days on Market to Sale	27.62	36.51	32.17%
End of Month Inventory	139	159	14.39%
Months Supply of Inventory	1.96	2.94	49.64%



Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of May 31, 2023 = **159**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **14.39%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **2.94** 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 **19.26%** in May 2023 to \$194,165 versus the previous year at \$240,478.

Average Days on Market Lengthens

The average number of **36.51** days that homes spent on the market before selling increased by 8.89 days or **32.17%** in May 2023 compared to last year's same month at **27.62** DOM.

Sales Success for May 2023 is Positive

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

There were 94 New Listings in May 2023, up **11.90%** from last year at 84. Furthermore, there were 55 Closed Listings this month versus last year at 61, a **-9.84%** decrease.

Closed versus Listed trends yielded a **58.5%** ratio, down from previous year's, May 2022, at **72.6%**, a **19.43%** downswing. 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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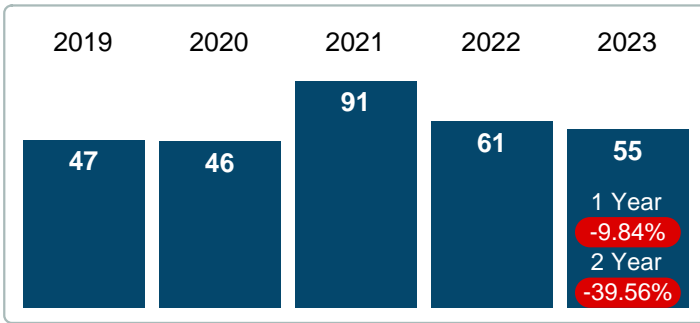
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



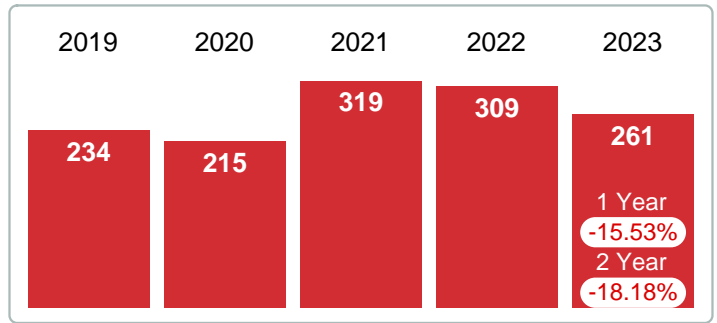
CLOSED LISTINGS

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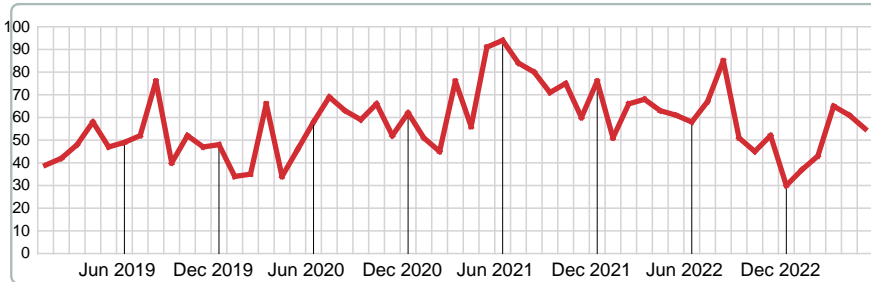
MAY



YEAR TO DATE (YTD)

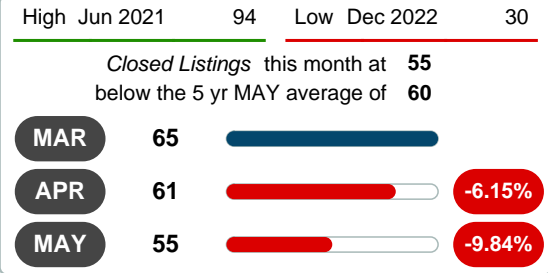


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.09%	88.4	4	1	0	0
\$50,001 - \$75,000	2	3.64%	1.5	1	1	0	0
\$75,001 - \$150,000	11	20.00%	30.6	6	4	1	0
\$150,001 - \$200,000	13	23.64%	14.0	2	9	2	0
\$200,001 - \$250,000	9	16.36%	64.9	0	5	4	0
\$250,001 - \$325,000	7	12.73%	34.1	0	2	5	0
\$325,001 and up	8	14.55%	27.6	0	4	4	0
Total Closed Units	55			13	26	16	0
Total Closed Volume	10,679,066	100%	36.5	1.10M	5.41M	4.17M	0.00B
Average Closed Price	\$194,165			\$84,635	\$208,092	\$260,526	\$0

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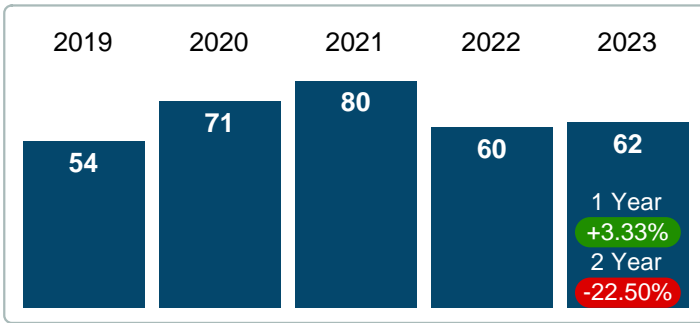
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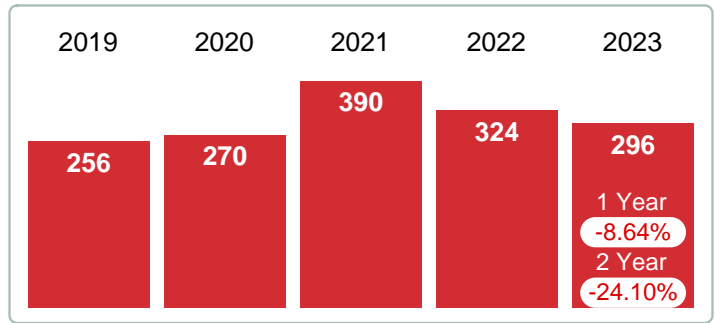
PENDING LISTINGS

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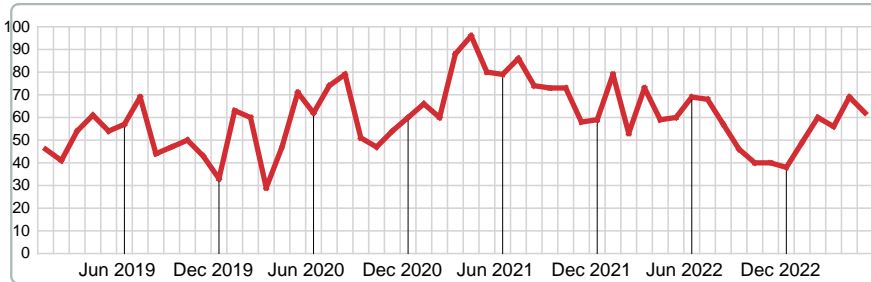
MAY



YEAR TO DATE (YTD)

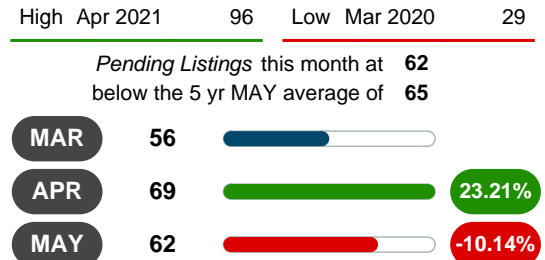


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 65



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	29.8	2	3	1	0
\$50,001 - \$75,000	3	4.84%	29.0	1	1	1	0
\$75,001 - \$150,000	13	20.97%	38.4	3	9	1	0
\$150,001 - \$225,000	15	24.19%	20.6	4	8	3	0
\$225,001 - \$325,000	10	16.13%	17.1	1	7	2	0
\$325,001 - \$375,000	6	9.68%	56.2	0	4	1	1
\$375,001 and up	9	14.52%	52.6	0	4	4	1
Total Pending Units	62			11	36	13	2
Total Pending Volume	14,277,700	100%	32.5	1.45M	8.39M	3.66M	774.50K
Average Listing Price	\$227,831			\$131,700	\$233,150	\$281,623	\$387,250

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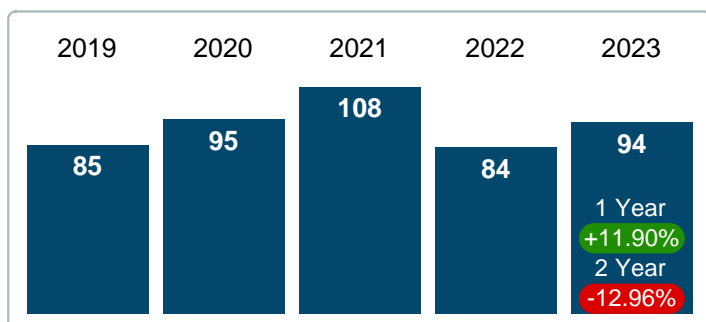
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



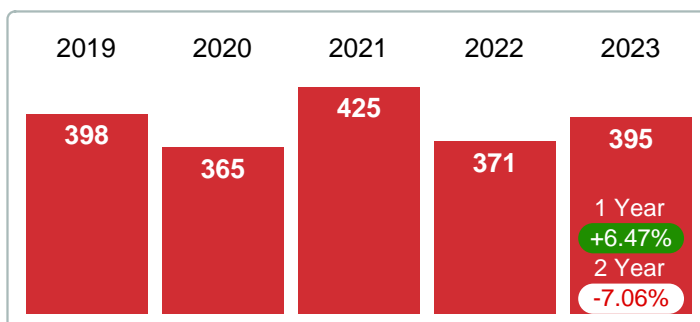
NEW LISTINGS

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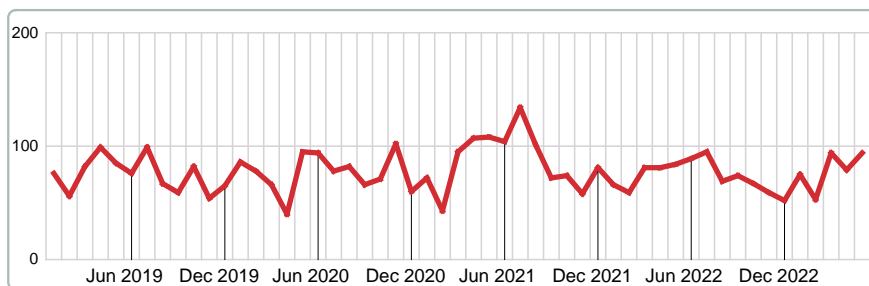
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 93

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **94**
above the 5 yr MAY average of **93**

- MAR 94
- APR 79 (-15.96%)
- MAY 94 (18.99%)

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	9	9.57%	4	3	2	0
\$75,001 - \$125,000	10	10.64%	1	7	1	1
\$125,001 - \$175,000	16	17.02%	4	9	3	0
\$175,001 - \$250,000	21	22.34%	4	16	1	0
\$250,001 - \$325,000	17	18.09%	0	12	5	0
\$325,001 - \$625,000	12	12.77%	1	3	7	1
\$625,001 and up	9	9.57%	0	3	5	1
Total New Listed Units	94		14	53	24	3
Total New Listed Volume	26,125,800	100%	1.94M	13.87M	8.81M	1.50M
Average New Listed Listing Price	\$224,902		\$138,800	\$261,715	\$367,008	\$501,167

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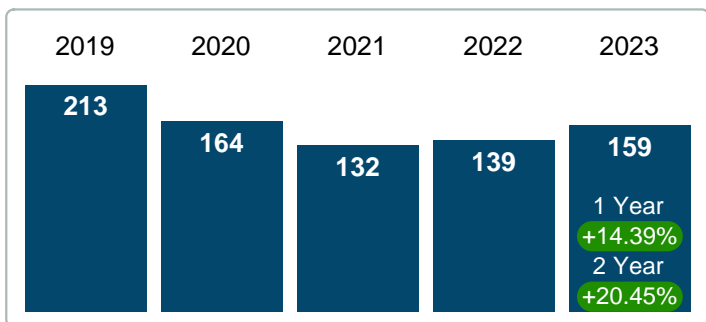
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



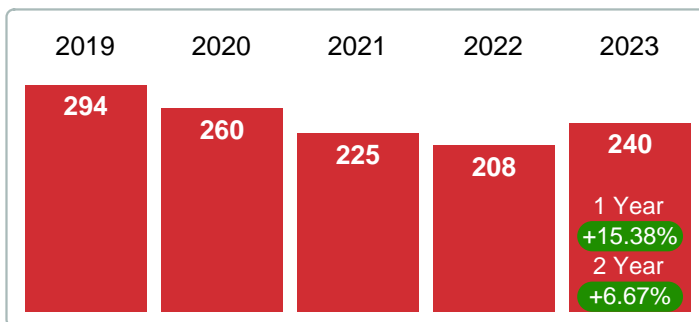
ACTIVE INVENTORY

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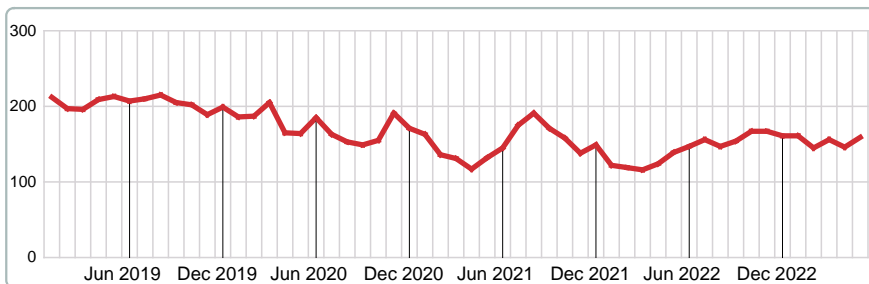
END OF MAY



ACTIVE DURING MAY

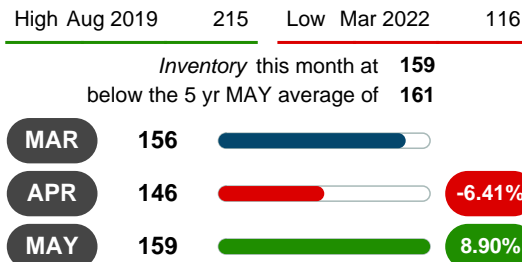


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	7	4.40%	80.1	6	0	1	0
\$75,001 - \$125,000	24	15.09%	71.1	7	13	3	1
\$125,001 - \$175,000	28	17.61%	76.6	7	16	5	0
\$175,001 - \$275,000	34	21.38%	74.3	6	21	7	0
\$275,001 - \$375,000	28	17.61%	60.3	4	16	8	0
\$375,001 - \$700,000	23	14.47%	77.6	1	9	13	0
\$700,001 and up	15	9.43%	92.7	1	9	2	3
Total Active Inventory by Units	159			32	84	39	4
Total Active Inventory by Volume	60,574,698	100%	74.2	5.85M	35.29M	15.63M	3.80M
Average Active Inventory Listing Price	\$380,973			\$182,875	\$420,114	\$400,746	\$951,000

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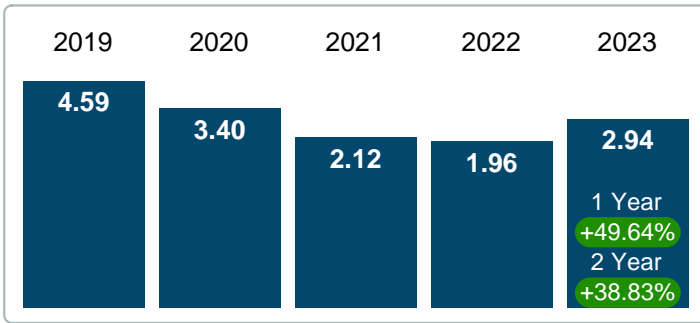
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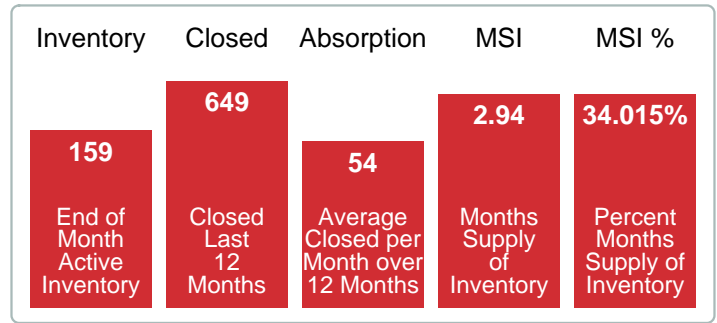
MONTHS SUPPLY of INVENTORY (MSI)

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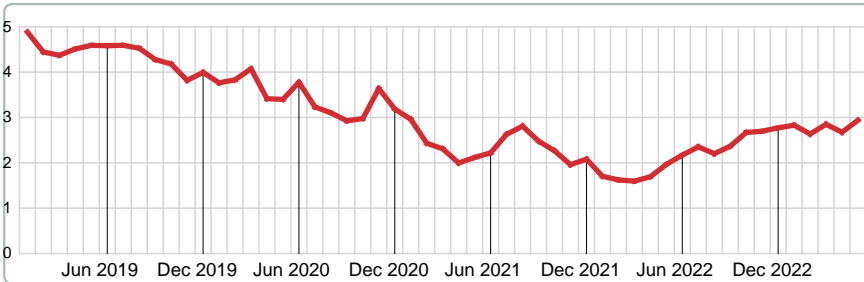
MSI FOR MAY



INDICATORS FOR MAY 2023

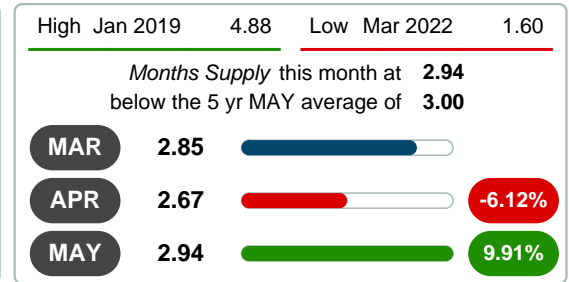


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.00



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	7	4.40%	0.73	1.18	0.00	2.00	0.00
\$75,001 - \$125,000	24	15.09%	2.85	1.95	3.12	5.14	12.00
\$125,001 - \$175,000	28	17.61%	2.73	3.23	2.29	5.00	0.00
\$175,001 - \$275,000	34	21.38%	2.47	10.29	2.19	2.10	0.00
\$275,001 - \$375,000	28	17.61%	4.36	9.60	4.92	3.20	0.00
\$375,001 - \$700,000	23	14.47%	4.52	3.00	3.48	7.43	0.00
\$700,001 and up	15	9.43%	25.71	0.00	27.00	24.00	18.00
Market Supply of Inventory (MSI)			2.94	2.63	2.72	4.00	3.20
Total Active Inventory by Units		100%	2.94	32	84	39	4

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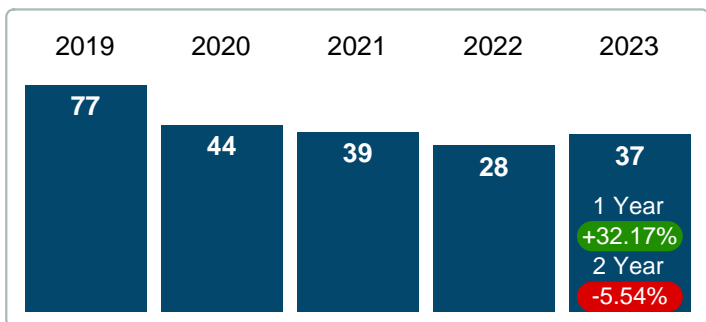
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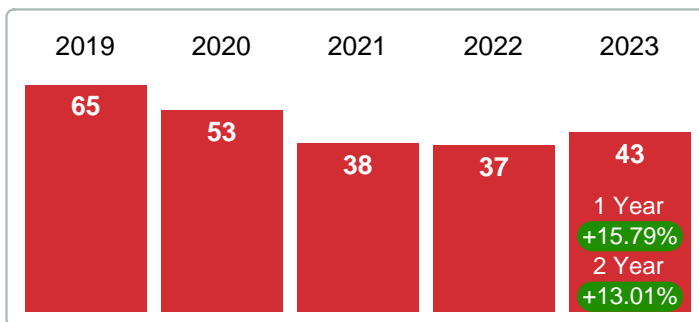
AVERAGE DAYS ON MARKET TO SALE

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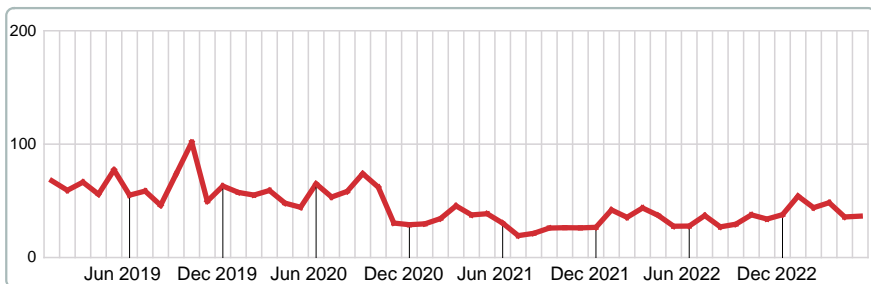
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

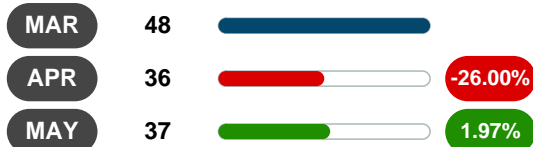


3 MONTHS

5 year MAY AVG = 45

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 45



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
\$50,000 and less	9.09%	88	110	2	0	0
\$50,001 - \$75,000	3.64%	2	2	1	0	0
\$75,001 - \$150,000	20.00%	31	26	44	7	0
\$150,001 - \$200,000	23.64%	14	8	15	14	0
\$200,001 - \$250,000	16.36%	65	0	80	47	0
\$250,001 - \$325,000	12.73%	34	0	22	39	0
\$325,001 and up	14.55%	28	0	36	19	0
Average Closed DOM		37	47	35	31	0
Total Closed Units	100%	37	13	26	16	0
Total Closed Volume		10,679,066	1.10M	5.41M	4.17M	0.00B

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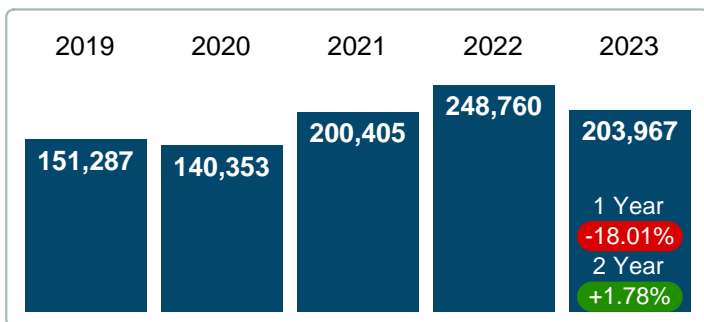
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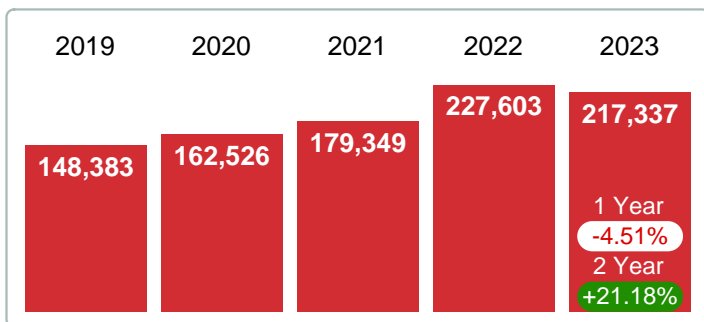
AVERAGE LIST PRICE AT CLOSING

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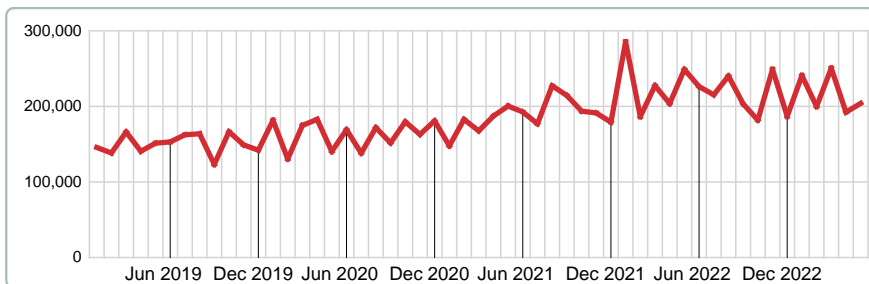
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

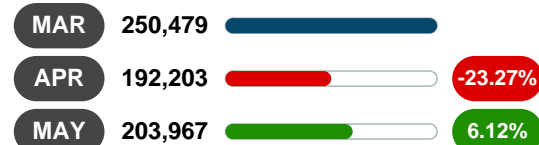


3 MONTHS

5 year MAY AVG = 188,955

High Jan 2022 285,380 Low Sep 2019 123,180

Average List Price at Closing this month at **203,967** above the 5 yr MAY average of **188,955**



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
\$50,000 and less	7.27%	38,825	41,200	49,500	0	0
\$50,001 - \$75,000	5.45%	64,333	59,000	75,000	0	0
\$75,001 - \$150,000	20.00%	107,173	90,367	121,700	157,000	0
\$150,001 - \$200,000	21.82%	178,067	182,950	184,756	163,000	0
\$200,001 - \$250,000	18.18%	235,360	0	231,760	252,450	0
\$250,001 - \$325,000	10.91%	292,983	0	309,000	285,779	0
\$325,001 and up	16.36%	382,522	0	416,425	362,000	0
Average List Price		203,967	87,069	219,869	273,106	0
Total Closed Units	100%	203,967	13	26	16	0
Total Closed Volume		11,218,195	1.13M	5.72M	4.37M	0.00B

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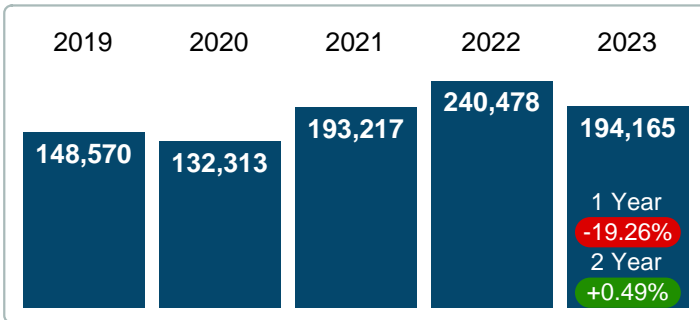
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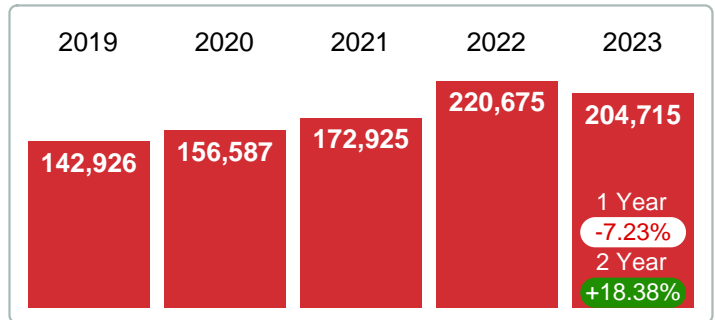
AVERAGE SOLD PRICE AT CLOSING

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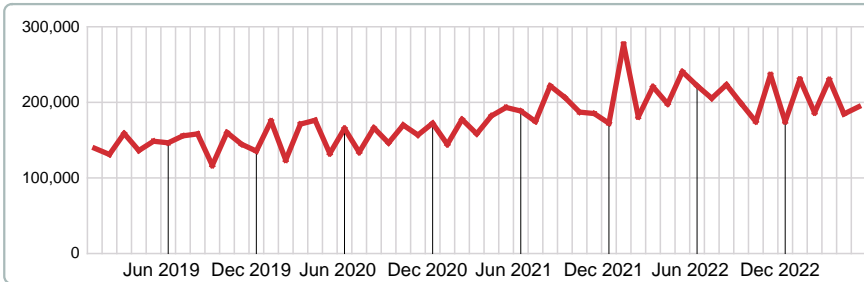
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 181,748

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

Average Sold Price at Closing this month at 194,165 above the 5 yr MAY average of 181,748



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
\$50,000 and less	9.09%	38,680	35,975	49,500	0	0
\$50,001 - \$75,000	3.64%	63,173	56,650	69,696	0	0
\$75,001 - \$150,000	20.00%	105,018	89,867	117,750	145,000	0
\$150,001 - \$200,000	23.64%	176,608	180,250	179,378	160,500	0
\$200,001 - \$250,000	16.36%	220,333	0	221,400	219,000	0
\$250,001 - \$325,000	12.73%	280,643	0	287,500	277,900	0
\$325,001 and up	14.55%	370,090	0	380,950	359,230	0
Average Sold Price		194,165	84,635	208,092	260,526	0
Total Closed Units	100%	194,165	13	26	16	0
Total Closed Volume		10,679,066	1.10M	5.41M	4.17M	0.00B

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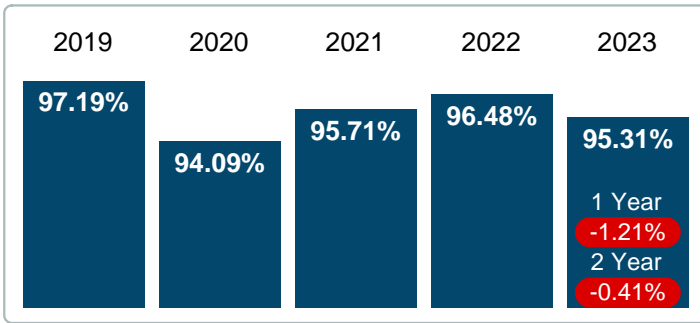
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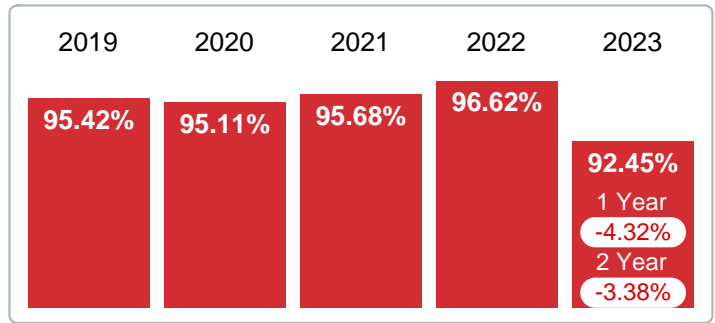
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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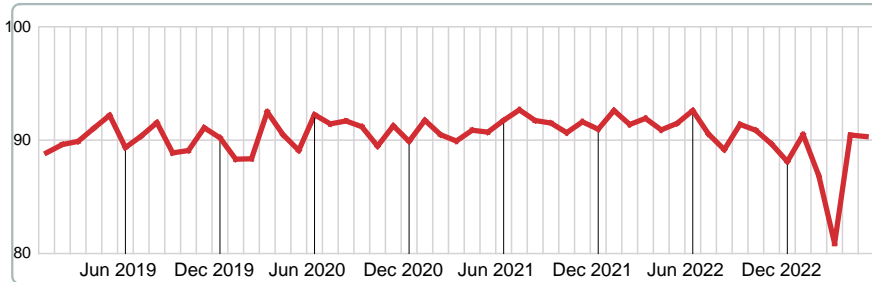
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

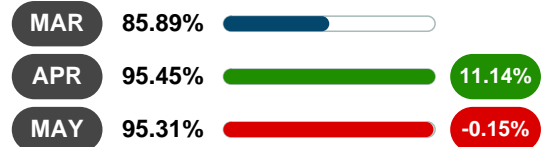


3 MONTHS

5 year MAY AVG = 95.76%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.31%** below the 5 yr MAY average of **95.76%**



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
\$50,000 and less	5	9.09%	87.57%	84.46%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	2	3.64%	94.47%	96.02%	92.93%	0.00%	0.00%
\$75,001 - \$150,000	11	20.00%	97.99%	99.43%	97.24%	92.36%	0.00%
\$150,001 - \$200,000	13	23.64%	97.90%	98.53%	97.63%	98.48%	0.00%
\$200,001 - \$250,000	9	16.36%	91.90%	0.00%	95.50%	87.39%	0.00%
\$250,001 - \$325,000	7	12.73%	96.15%	0.00%	93.28%	97.31%	0.00%
\$325,001 and up	8	14.55%	95.59%	0.00%	91.85%	99.32%	0.00%
Average Sold/List Ratio		95.30%		94.42%	95.84%	95.17%	0.00%
Total Closed Units		55	100%	13	26	16	
Total Closed Volume		10,679,066		1.10M	5.41M	4.17M	0.00B

May 2023



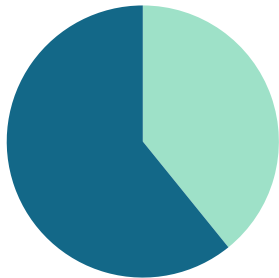
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

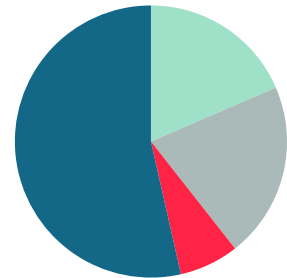


Inventory
 New Listings
94 = 39.17%
 Start Inventory
146
 Total Inventory Units
240
 Volume
\$80,195,098

Market Activity

Closed Sales
55 = 18.52%
 Pending Sales
62 = 20.88%
 Other Off Market
21 = 7.07%
 Active Inventory
159 = 53.54%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	61	55	-9.84%	309	261	-15.53%
Pending Sales	60	62	3.33%	324	296	-8.64%
New Listings	84	94	11.90%	371	395	6.47%
Average List Price	248,760	203,967	-18.01%	227,603	217,337	-4.51%
Average Sale Price	240,478	194,165	-19.26%	220,675	204,715	-7.23%
Average Percent of Selling Price to List Price	96.48%	95.31%	-1.21%	96.62%	92.45%	-4.32%
Average Days on Market to Sale	27.62	36.51	32.17%	37.16	43.03	15.79%
Monthly Inventory	139	159	14.39%	139	159	14.39%
Months Supply of Inventory	1.96	2.94	49.64%	1.96	2.94	49.64%

Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on May 31, 2023 = **159**

2022 **2023**

MAY MARKET

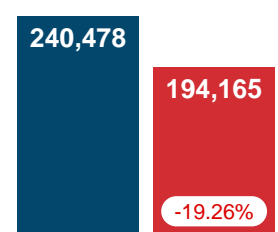
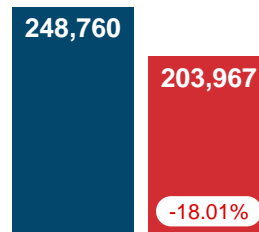
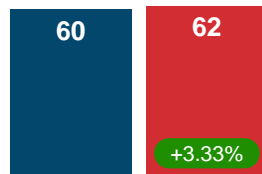
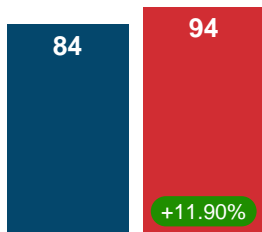
AVERAGE PRICES

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

