

May 2023



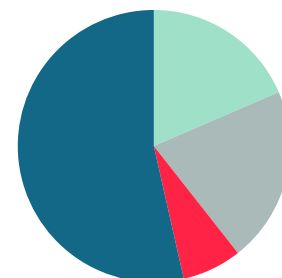
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	210,000	195,000	-7.14%
Median Sale Price	200,000	194,700	-2.65%
Median Percent of Selling Price to List Price	97.42%	97.05%	-0.38%
Median Days on Market to Sale	5.00	15.00	200.00%
End of Month Inventory	139	159	14.39%
Months Supply of Inventory	1.96	2.94	49.64%



■ Closed (18.52%)
■ Pending (20.88%)
■ Other OffMarket (7.07%)
■ Active (53.54%)

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.

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 **2.65%** in May 2023 to \$194,700 versus the previous year at \$200,000.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 10.00 days or **200.00%** in May 2023 compared to last year's same month at **5.00** DOM.

Sales Success for May 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 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 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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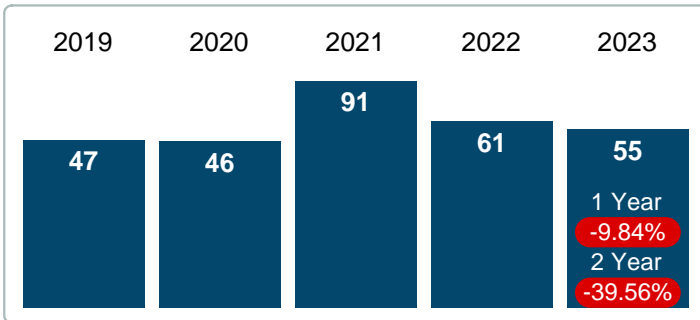
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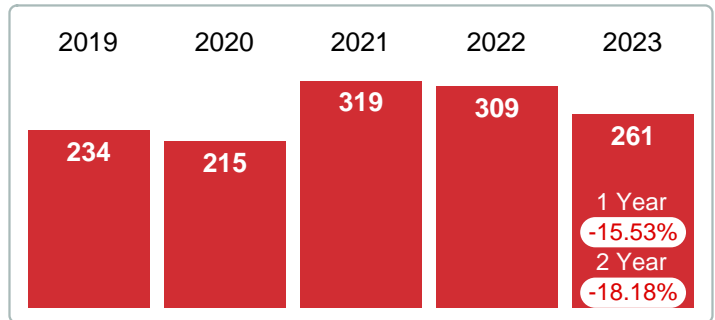
CLOSED LISTINGS

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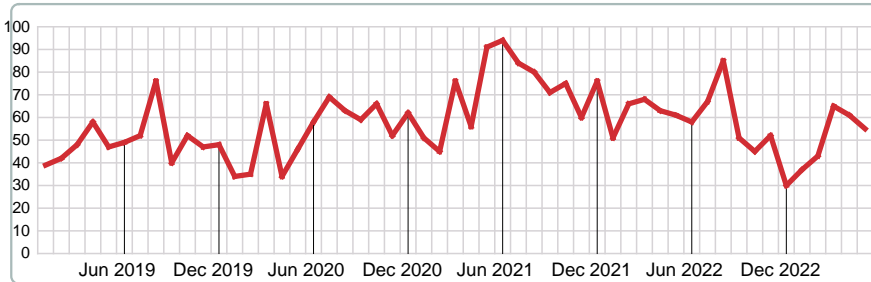
MAY



YEAR TO DATE (YTD)

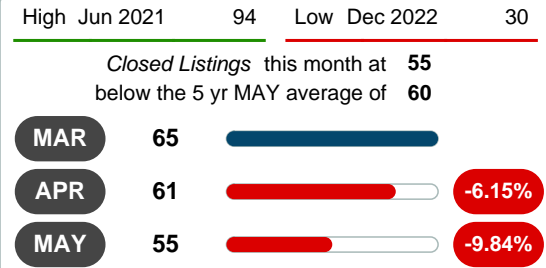


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.09%	41.0	4	1	0	0
\$50,001 - \$75,000	2	3.64%	1.5	1	1	0	0
\$75,001 - \$150,000	11	20.00%	7.0	6	4	1	0
\$150,001 - \$200,000	13	23.64%	9.0	2	9	2	0
\$200,001 - \$250,000	9	16.36%	41.0	0	5	4	0
\$250,001 - \$325,000	7	12.73%	36.0	0	2	5	0
\$325,001 and up	8	14.55%	20.5	0	4	4	0
Total Closed Units	55			13	26	16	0
Total Closed Volume	10,679,066	100%	15.0	1.10M	5.41M	4.17M	0.00B
Median Closed Price	\$194,700			\$84,000	\$195,000	\$260,000	\$0

May 2023



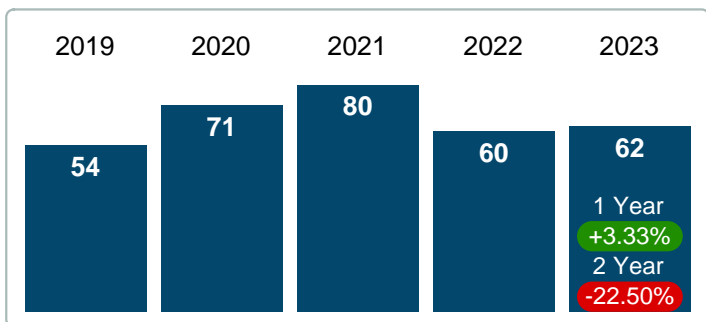
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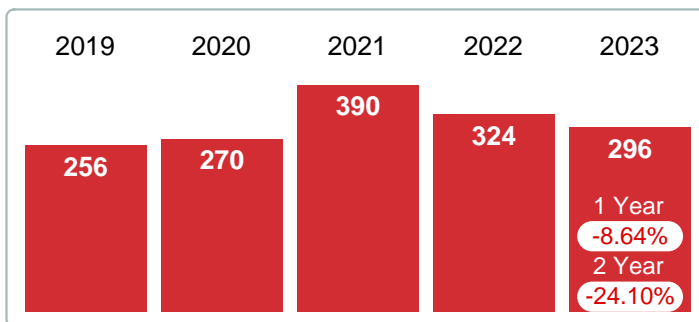
PENDING LISTINGS

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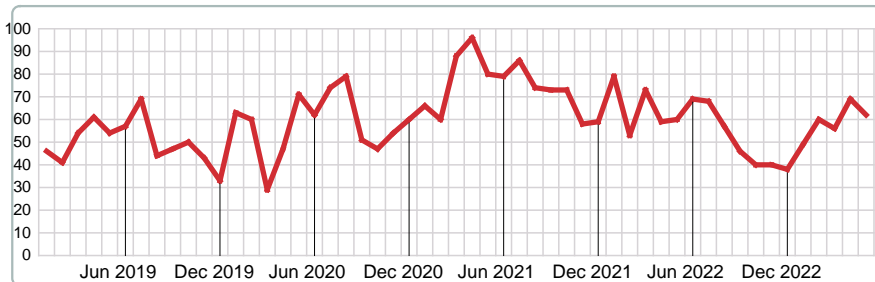
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 65

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **62**
below the 5 yr MAY average of **65**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.68%	6.5	2	3	1	0
\$50,001 - \$75,000	3	4.84%	12.0	1	1	1	0
\$75,001 - \$150,000	13	20.97%	11.0	3	9	1	0
\$150,001 - \$225,000	15	24.19%	8.0	4	8	3	0
\$225,001 - \$325,000	10	16.13%	4.0	1	7	2	0
\$325,001 - \$375,000	6	9.68%	41.5	0	4	1	1
\$375,001 and up	9	14.52%	4.0	0	4	4	1
Total Pending Units	62			11	36	13	2
Total Pending Volume	14,277,700	100%	9.0	1.45M	8.39M	3.66M	774.50K
Median Listing Price	\$188,250			\$133,000	\$188,700	\$319,000	\$387,250

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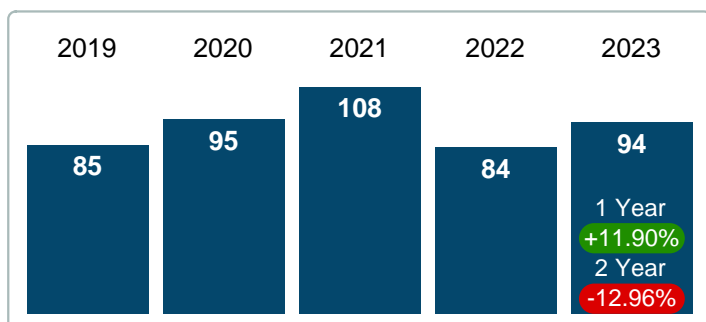
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



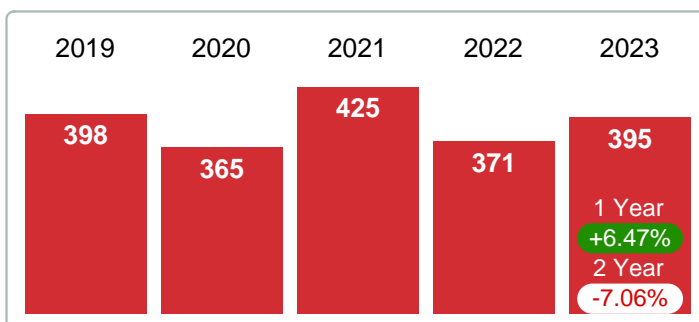
NEW LISTINGS

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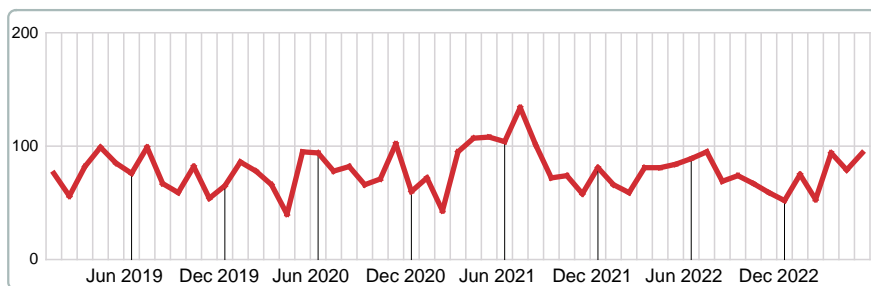
MAY



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
Median New Listed Listing Price	\$206,250		\$146,500	\$204,500	\$347,000	\$399,500

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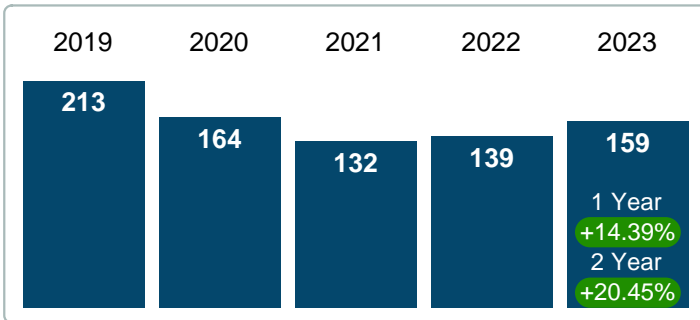
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



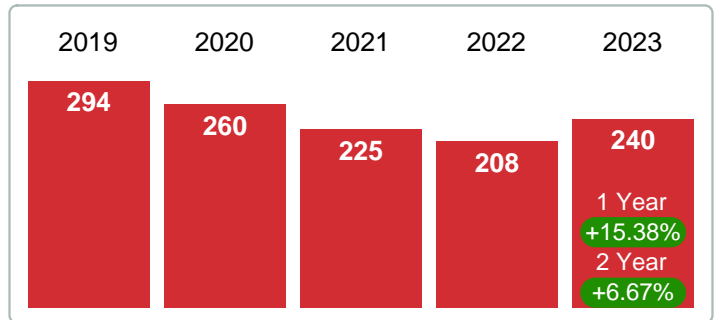
ACTIVE INVENTORY

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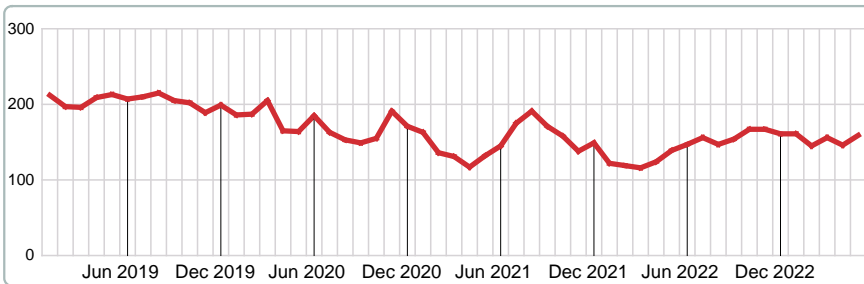
END OF MAY



ACTIVE DURING MAY

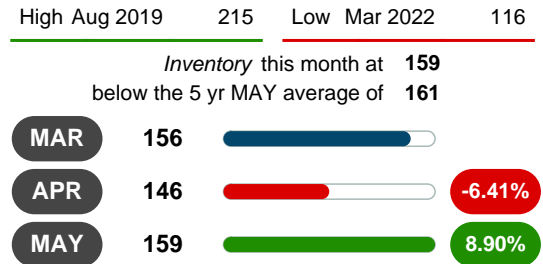


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 161



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	4.40%	8.0	6	0	1	0
\$75,001 - \$125,000	24	15.09%	65.0	7	13	3	1
\$125,001 - \$175,000	28	17.61%	54.5	7	16	5	0
\$175,001 - \$275,000	34	21.38%	40.0	6	21	7	0
\$275,001 - \$375,000	28	17.61%	35.0	4	16	8	0
\$375,001 - \$700,000	23	14.47%	55.0	1	9	13	0
\$700,001 and up	15	9.43%	61.0	1	9	2	3
Total Active Inventory by Units	159			32	84	39	4
Total Active Inventory by Volume	60,574,698	100%	48.0	5.85M	35.29M	15.63M	3.80M
Median Active Inventory Listing Price	\$240,000			\$149,900	\$247,450	\$325,000	\$1,149,500

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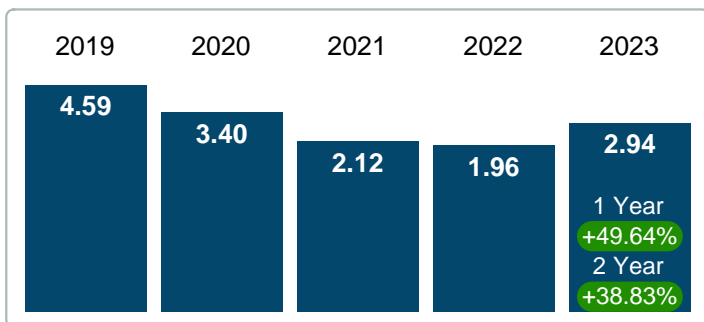
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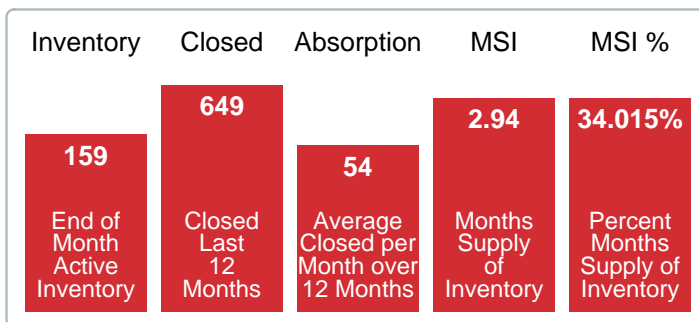
MONTHS SUPPLY of INVENTORY (MSI)

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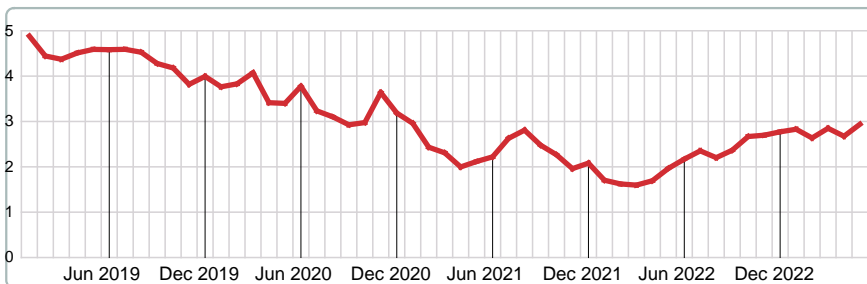
MSI FOR MAY



INDICATORS FOR MAY 2023

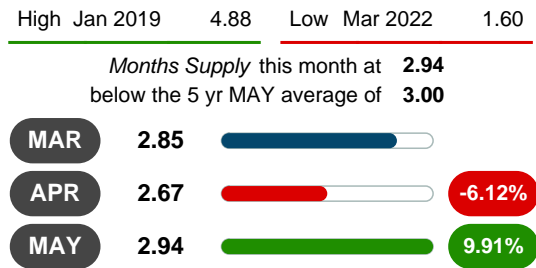


5 YEAR MARKET ACTIVITY TRENDS



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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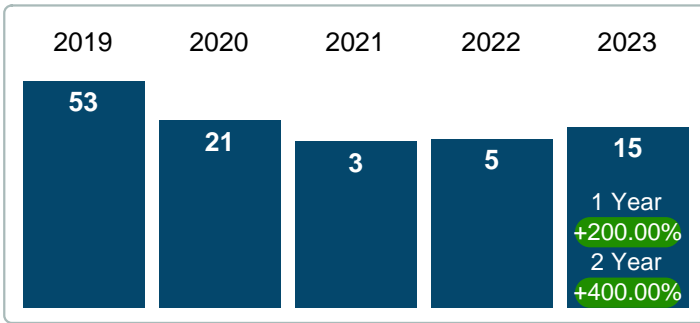
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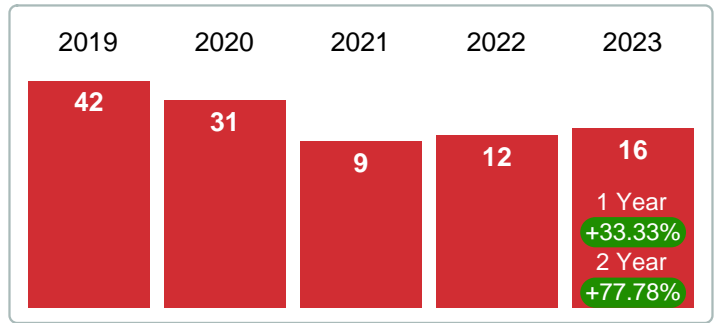
MEDIAN DAYS ON MARKET TO SALE

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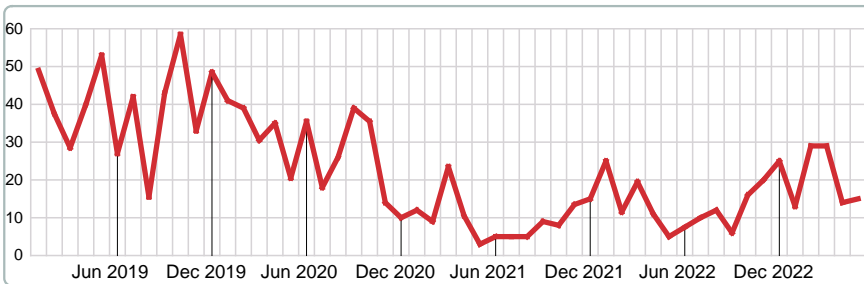
MAY



YEAR TO DATE (YTD)

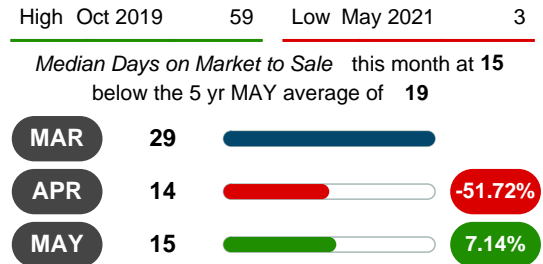


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 19



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
\$50,000 and less	9.09%	41	77	2	0	0
\$50,001 - \$75,000	3.64%	2	2	1	0	0
\$75,001 - \$150,000	20.00%	7	9	8	7	0
\$150,001 - \$200,000	23.64%	9	8	11	14	0
\$200,001 - \$250,000	16.36%	41	0	61	41	0
\$250,001 - \$325,000	12.73%	36	0	22	39	0
\$325,001 and up	14.55%	21	0	33	15	0
Median Closed DOM		15	10	13	25	0
Total Closed Units	100%	55	13	26	16	
Total Closed Volume		10,679,066	1.10M	5.41M	4.17M	0.00B

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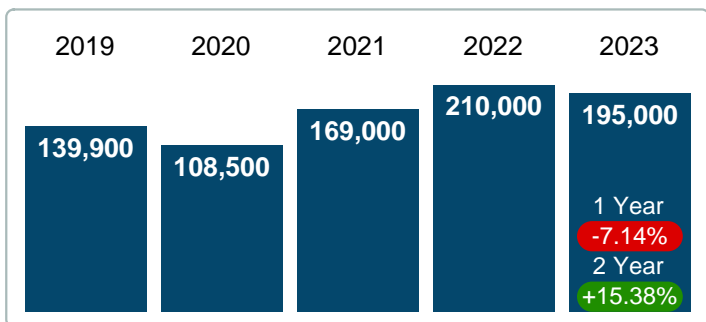
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



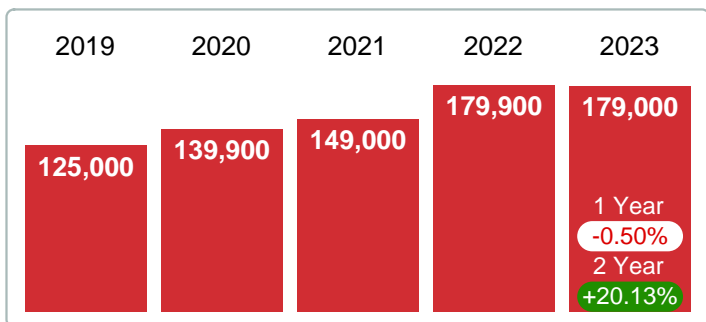
MEDIAN LIST PRICE AT CLOSING

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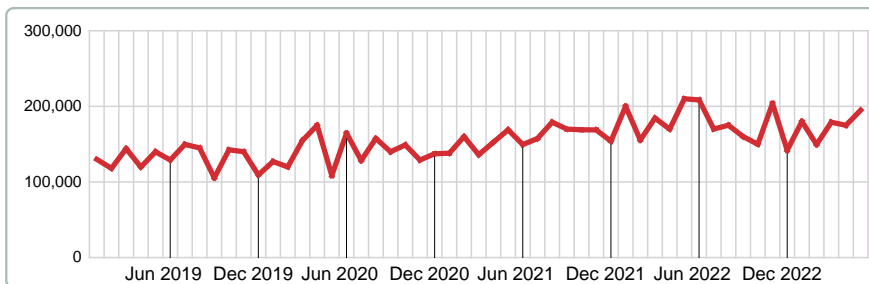
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 164,480

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

Median List Price at Closing this month at **195,000**
above the 5 yr MAY average of **164,480**

- MAR: 179,000
- APR: 174,900 (-2.29%)
- MAY: 195,000 (11.49%)

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
\$50,000 and less	7.27%	44,700	39,900	49,500	0	0
\$50,001 - \$75,000	5.45%	59,000	59,000	75,000	0	0
\$75,001 - \$150,000	20.00%	89,900	89,700	145,000	0	0
\$150,001 - \$200,000	21.82%	179,900	182,950	190,000	161,000	0
\$200,001 - \$250,000	18.18%	234,900	0	229,450	247,450	0
\$250,001 - \$325,000	10.91%	289,450	0	289,000	289,900	0
\$325,001 and up	16.36%	359,000	0	379,000	354,500	0
Median List Price		195,000	89,000	196,750	280,248	0
Total Closed Units	100%	195,000	13	26	16	
Total Closed Volume		11,218,195	1.13M	5.72M	4.37M	0.00B

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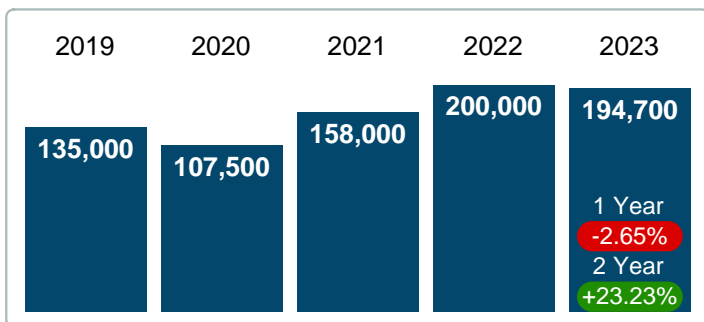
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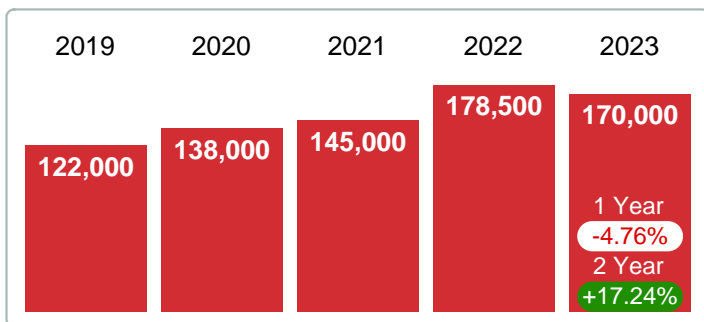
MEDIAN SOLD PRICE AT CLOSING

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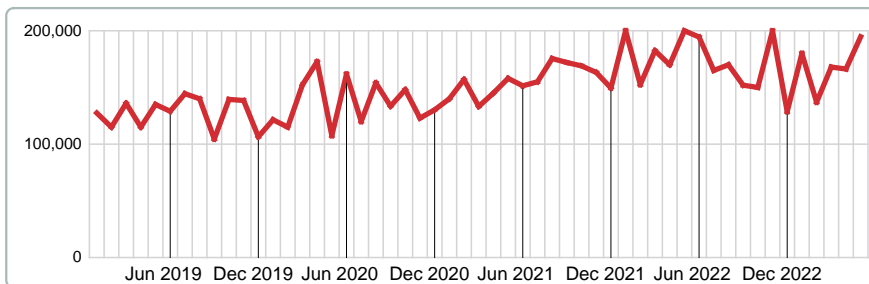
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 159,040

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

Median Sold Price at Closing this month at **194,700**
above the 5 yr MAY average of **159,040**

- MAR: 168,000
- APR: 166,250 (-1.04%)
- MAY: 194,700 (17.11%)

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
\$50,000 and less	9.09%	48,000	41,500	49,500	0	0
\$50,001 - \$75,000	3.64%	63,173	56,650	69,696	0	0
\$75,001 - \$150,000	20.00%	93,500	89,900	122,000	145,000	0
\$150,001 - \$200,000	23.64%	175,000	180,250	190,000	160,500	0
\$200,001 - \$250,000	16.36%	225,000	0	225,000	222,500	0
\$250,001 - \$325,000	12.73%	280,000	0	287,500	265,000	0
\$325,001 and up	14.55%	355,000	0	380,400	355,000	0
Median Sold Price		194,700	84,000	195,000	260,000	0
Total Closed Units	100%	194,700	13	26	16	0
Total Closed Volume		10,679,066	1.10M	5.41M	4.17M	0.00B

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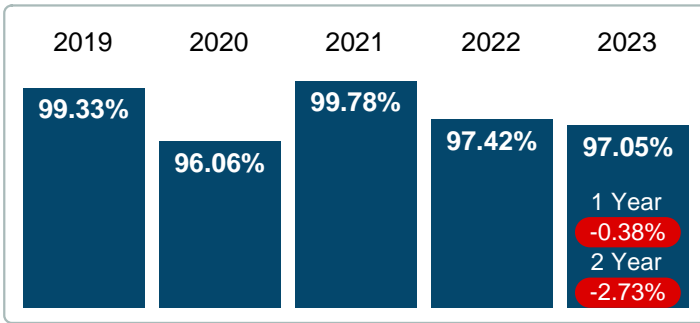
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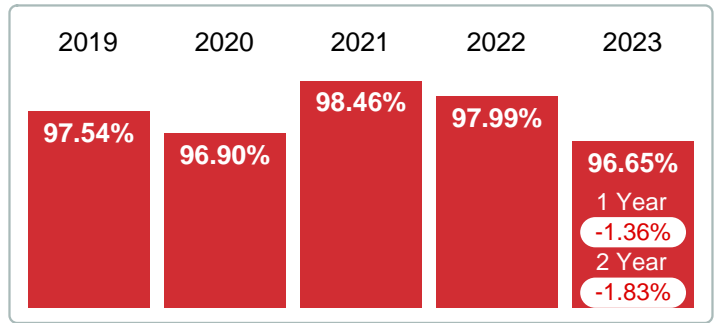
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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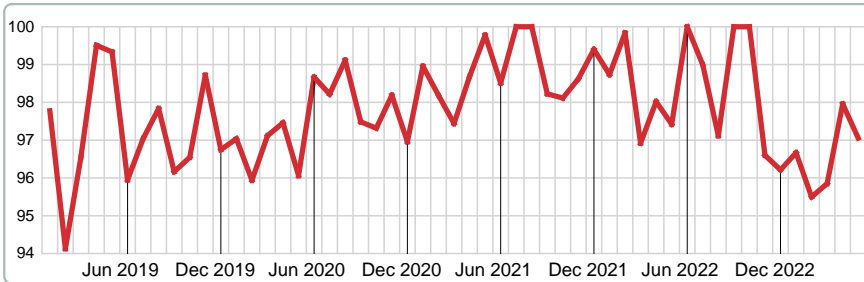
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

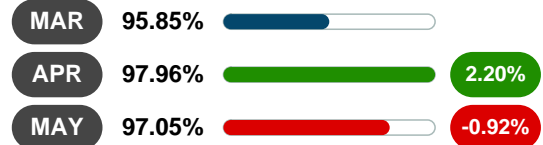


3 MONTHS

5 year MAY AVG = 97.93%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.05%**
 below the 5 yr MAY average of **97.93%**



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
\$50,000 and less	5	9.09%	87.72%	84.54%	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%	100.00%	100.00%	97.92%	92.36%	0.00%
\$150,001 - \$200,000	13	23.64%	100.00%	98.53%	100.00%	98.48%	0.00%
\$200,001 - \$250,000	9	16.36%	94.32%	0.00%	95.83%	85.11%	0.00%
\$250,001 - \$325,000	7	12.73%	96.19%	0.00%	93.28%	96.19%	0.00%
\$325,001 and up	8	14.55%	97.07%	0.00%	92.32%	99.29%	0.00%
Median Sold/List Ratio		97.05%		98.59%	96.78%	97.01%	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



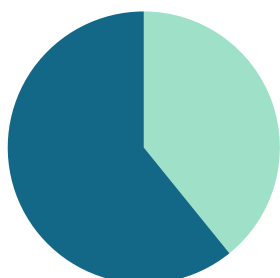
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

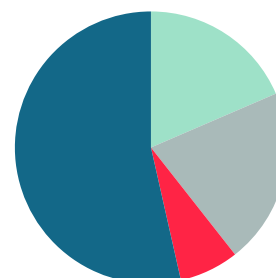


Inventory
 New Listings
94 = 39.17%
 Start Inventory
146
 Total Inventory Units
240
 Volume
\$80,195,098

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%
Median List Price	210,000	195,000	-7.14%	179,900	179,000	-0.50%
Median Sale Price	200,000	194,700	-2.65%	178,500	170,000	-4.76%
Median Percent of Selling Price to List Price	97.42%	97.05%	-0.38%	97.99%	96.65%	-1.36%
Median Days on Market to Sale	5.00	15.00	200.00%	12.00	16.00	33.33%
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

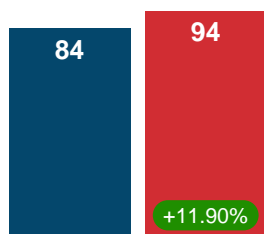
Inventory on May 31, 2023 = **159**

2022 **2023**

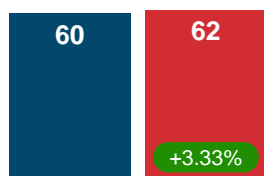
MAY MARKET

MEDIAN PRICES

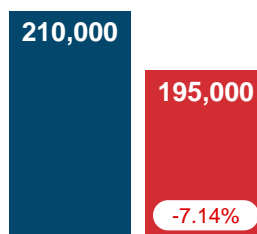
New Listings



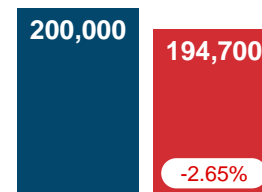
Pending Listings



List Price



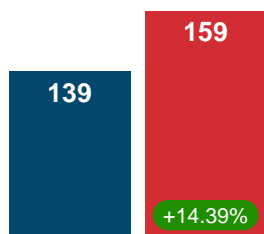
Sale Price



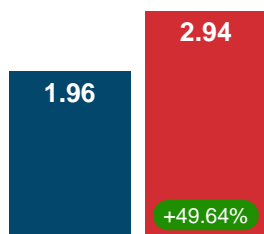
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

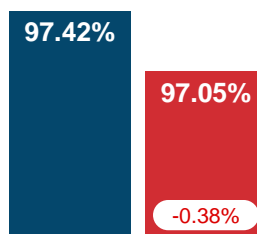
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

