

August 2023



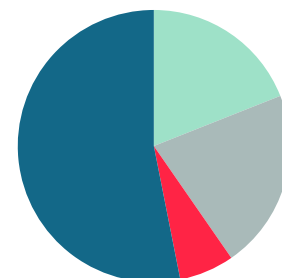
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	85	64	-24.71%
Pending Listings	57	72	26.32%
New Listings	69	83	20.29%
Average List Price	240,126	197,267	-17.85%
Average Sale Price	223,294	181,381	-18.77%
Average Percent of Selling Price to List Price	94.17%	90.81%	-3.56%
Average Days on Market to Sale	27.06	28.45	5.15%
End of Month Inventory	148	179	20.95%
Months Supply of Inventory	2.22	3.48	56.76%



■ Closed (18.99%)
■ Pending (21.36%)
■ Other OffMarket (6.53%)
■ Active (53.12%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of August 31, 2023 = **179**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **20.95%** to 179 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **3.48** 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 **18.77%** in August 2023 to \$181,381 versus the previous year at \$223,294.

Average Days on Market Lengthens

The average number of **28.45** days that homes spent on the market before selling increased by 1.39 days or **5.15%** in August 2023 compared to last year's same month at **27.06** DOM.

Sales Success for August 2023 is Positive

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

There were 83 New Listings in August 2023, up **20.29%** from last year at 69. Furthermore, there were 64 Closed Listings this month versus last year at 85, a **-24.71%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, down from previous year's, August 2022, at **123.2%**, a **37.41%** 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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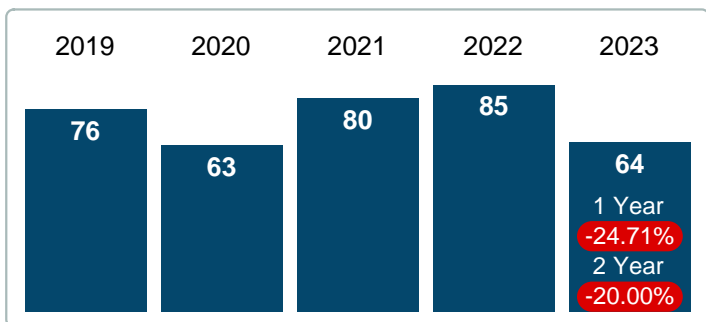
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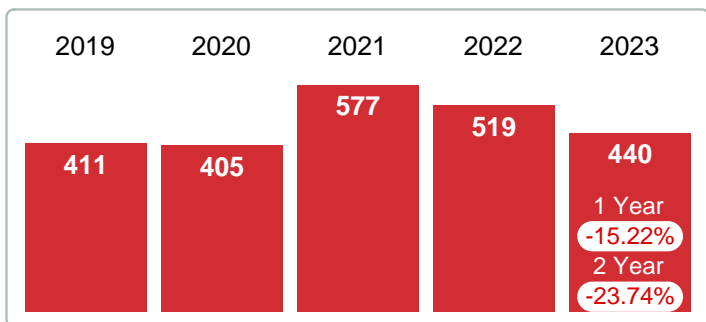
CLOSED LISTINGS

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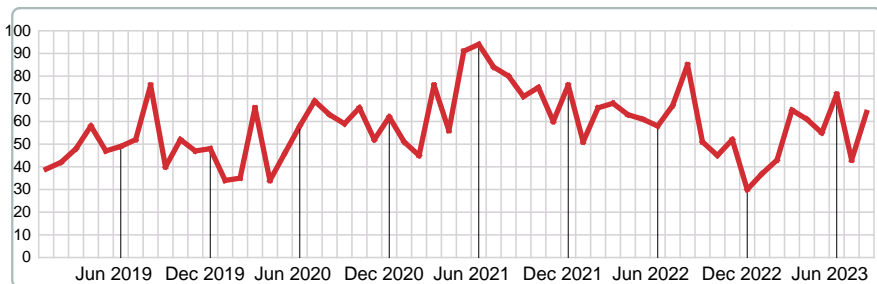
AUGUST



YEAR TO DATE (YTD)

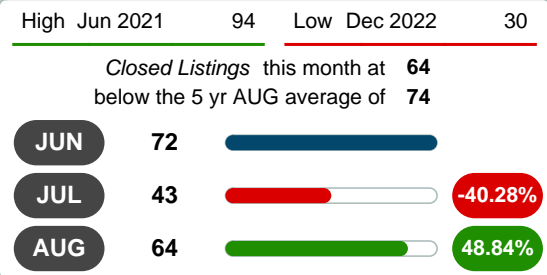


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



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	6	9.38%	9.7	3	2	1	0
\$50,001 - \$75,000	5	7.81%	4.6	0	4	1	0
\$75,001 - \$125,000	12	18.75%	42.3	3	7	1	1
\$125,001 - \$150,000	11	17.19%	18.4	3	7	1	0
\$150,001 - \$200,000	14	21.88%	34.9	6	5	3	0
\$200,001 - \$375,000	9	14.06%	31.4	0	6	3	0
\$375,001 and up	7	10.94%	37.1	0	2	5	0
Total Closed Units	64			15	33	15	1
Total Closed Volume	11,608,359	100%	28.5	1.84M	5.54M	4.14M	96.27K
Average Closed Price	\$181,381			\$122,477	\$167,877	\$275,667	\$96,269

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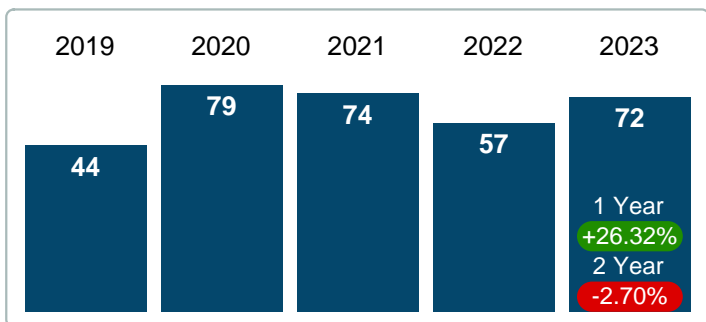
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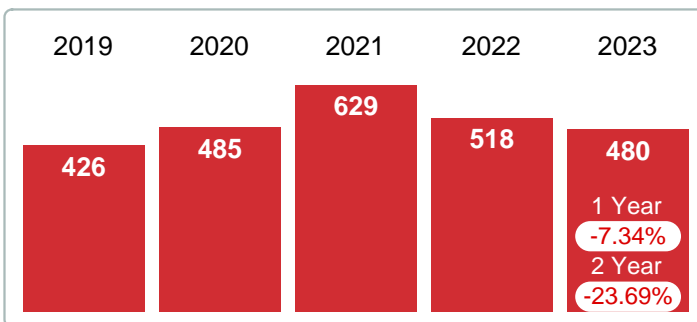
PENDING LISTINGS

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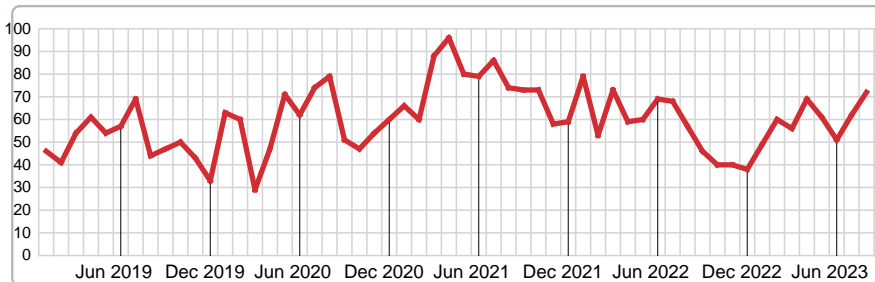
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

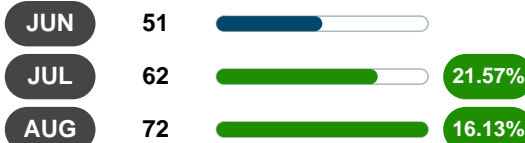


3 MONTHS

5 year AUG AVG = 65

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **72**
above the 5 yr AUG average of **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	5	6.94%	5.8	3	2	0	0
\$50,001 - \$75,000	5	6.94%	63.6	2	2	1	0
\$75,001 - \$125,000	13	18.06%	66.3	4	7	1	1
\$125,001 - \$200,000	19	26.39%	47.9	2	14	2	1
\$200,001 - \$250,000	10	13.89%	50.0	0	7	3	0
\$250,001 - \$375,000	11	15.28%	75.6	0	9	2	0
\$375,001 and up	9	12.50%	85.1	0	3	5	1
Total Pending Units	72			11	44	14	3
Total Pending Volume	15,560,095	100%	56.9	961.10K	9.38M	4.01M	1.21M
Average Listing Price	\$179,133			\$87,373	\$213,232	\$286,350	\$402,633

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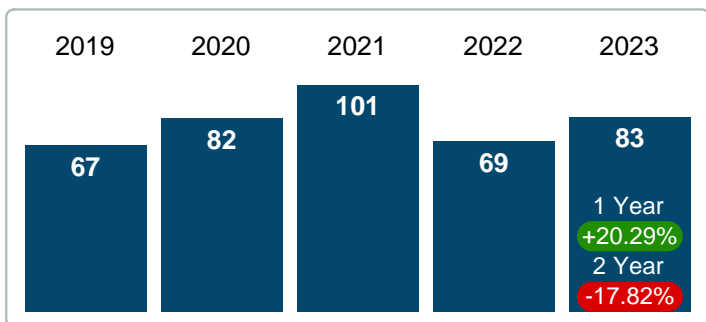
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



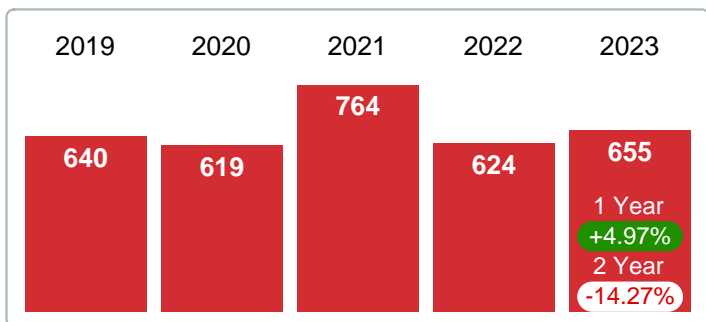
NEW LISTINGS

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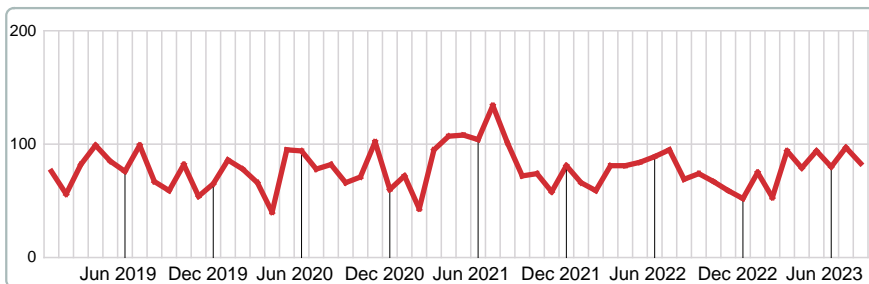
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

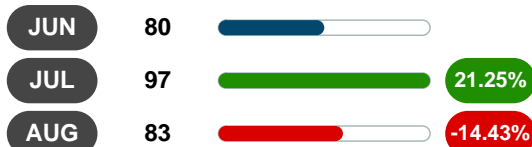


3 MONTHS

5 year AUG AVG = 80

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **83**
 above the 5 yr AUG average of **80**



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	5	6.02%	2	3	0	0
\$50,001 - \$100,000	9	10.84%	4	4	0	1
\$100,001 - \$150,000	17	20.48%	2	12	2	1
\$150,001 - \$250,000	20	24.10%	2	15	3	0
\$250,001 - \$300,000	12	14.46%	0	9	2	1
\$300,001 - \$375,000	10	12.05%	1	7	2	0
\$375,001 and up	10	12.05%	0	6	3	1
Total New Listed Units	83		11	56	12	4
Total New Listed Volume	21,545,190	100%	1.36M	14.46M	3.45M	2.28M
Average New Listed Listing Price	\$192,750		\$123,655	\$258,228	\$287,192	\$569,475

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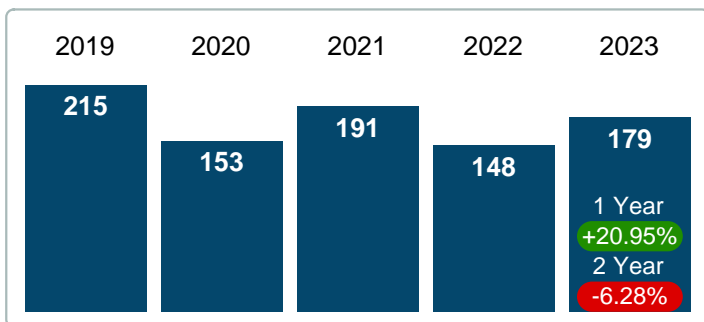
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



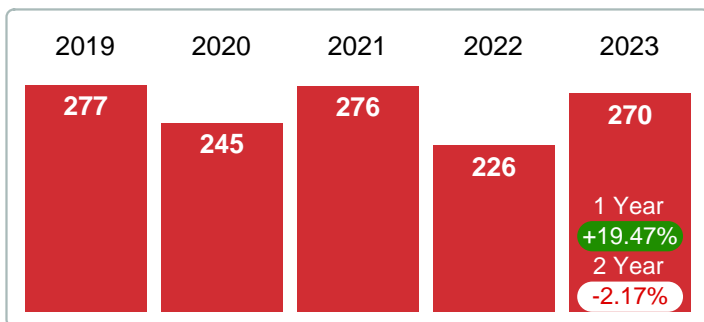
ACTIVE INVENTORY

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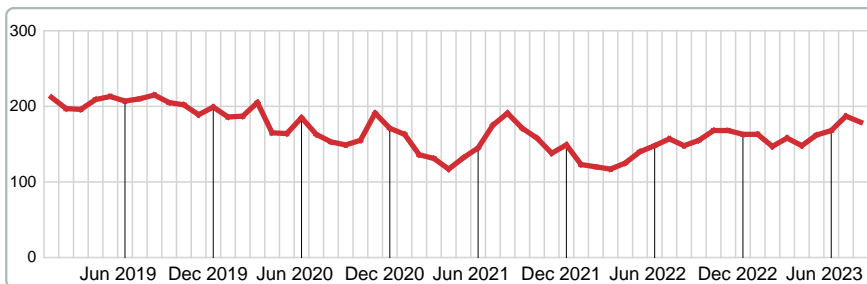
END OF AUGUST



ACTIVE DURING AUGUST

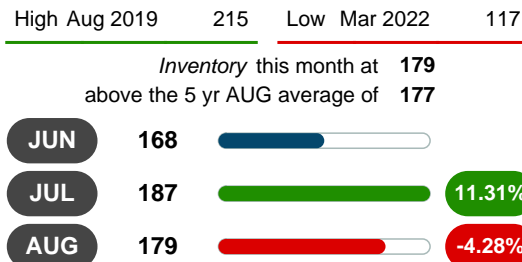


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 177



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	5.03%	57.1	7	2	0	0
\$50,001 - \$125,000	30	16.76%	68.9	12	15	3	0
\$125,001 - \$175,000	26	14.53%	94.7	5	16	4	1
\$175,001 - \$275,000	44	24.58%	75.2	9	23	10	2
\$275,001 - \$325,000	24	13.41%	68.0	1	18	5	0
\$325,001 - \$550,000	28	15.64%	59.8	2	15	10	1
\$550,001 and up	18	10.06%	94.3	1	10	2	5
Total Active Inventory by Units	179			37	99	34	9
Total Active Inventory by Volume	62,324,688	100%	74.6	5.80M	35.15M	12.05M	9.32M
Average Active Inventory Listing Price	\$348,183			\$156,814	\$355,057	\$354,438	\$1,035,667

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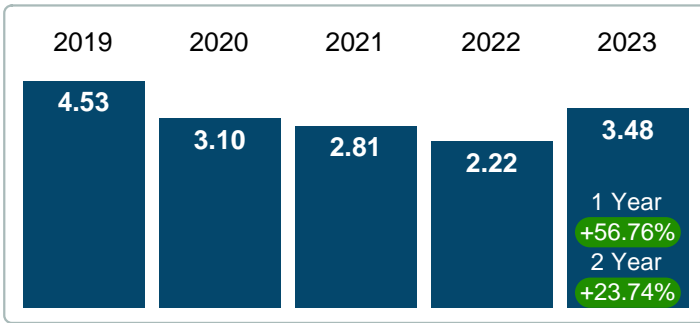
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



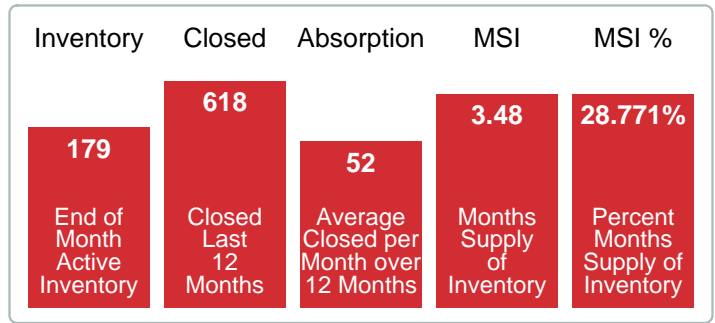
MONTHS SUPPLY of INVENTORY (MSI)

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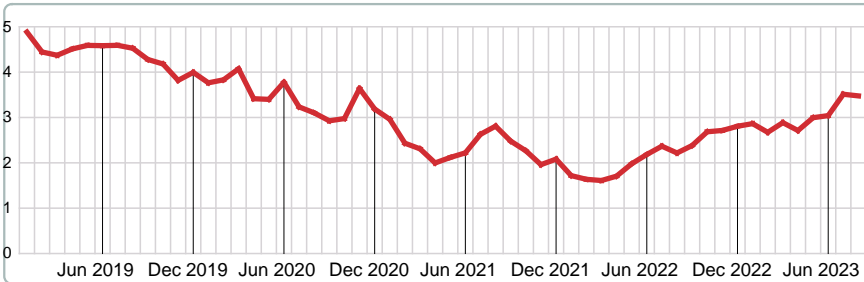
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

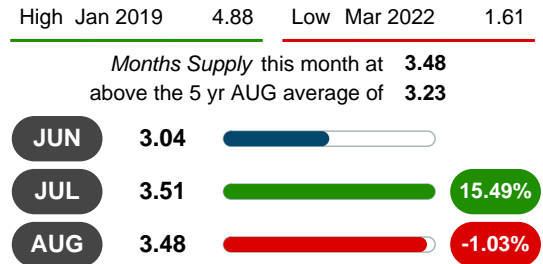


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.23



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
\$50,000 and less	9	5.03%	1.77	2.00	1.41	0.00	0.00
\$50,001 - \$125,000	30	16.76%	2.43	2.67	2.20	3.27	0.00
\$125,001 - \$175,000	26	14.53%	2.50	2.22	2.29	3.43	0.00
\$175,001 - \$275,000	44	24.58%	3.62	12.00	2.76	3.33	24.00
\$275,001 - \$325,000	24	13.41%	6.26	3.00	7.45	4.62	0.00
\$325,001 - \$550,000	28	15.64%	4.54	12.00	4.74	4.00	3.00
\$550,001 and up	18	10.06%	12.00	0.00	15.00	4.00	15.00
Market Supply of Inventory (MSI)			3.48	3.22	3.32	3.64	10.80
Total Active Inventory by Units		100%	3.48	37	99	34	9

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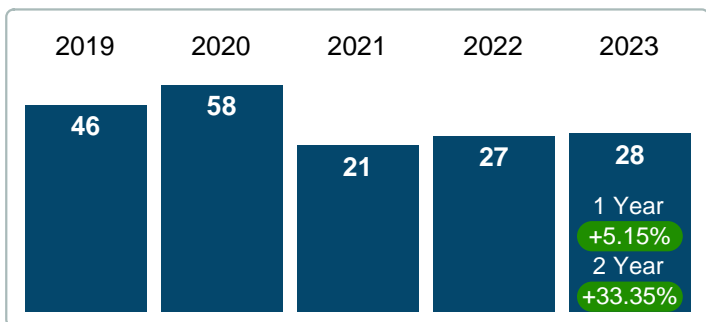
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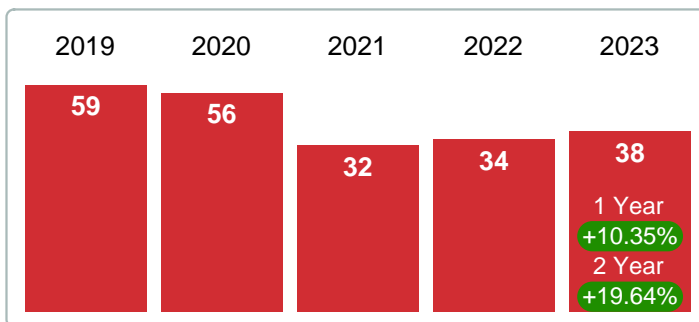
AVERAGE DAYS ON MARKET TO SALE

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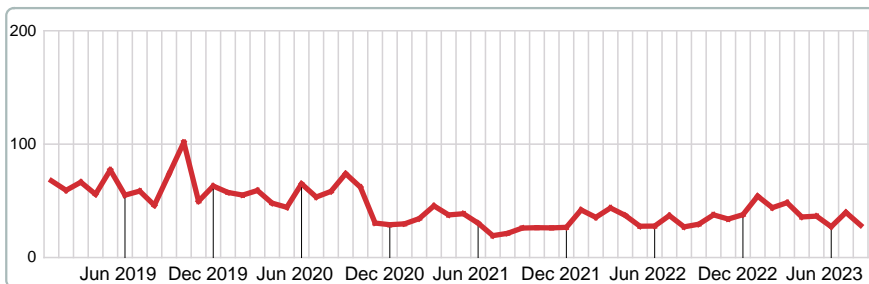
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

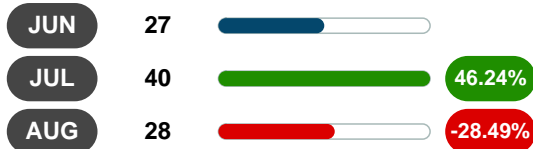


3 MONTHS

5 year AUG AVG = 36

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 28 below the 5 yr AUG average of 36



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	9.38%	10	17	2	3	0
\$50,001 - \$75,000	7.81%	5	0	4	7	0
\$75,001 - \$125,000	18.75%	42	48	51	5	1
\$125,001 - \$150,000	17.19%	18	15	22	1	0
\$150,001 - \$200,000	21.88%	35	28	42	36	0
\$200,001 - \$375,000	14.06%	31	0	12	70	0
\$375,001 and up	10.94%	37	0	6	50	0
Average Closed DOM		28	27	25	39	1
Total Closed Units	100%	28	15	33	15	1
Total Closed Volume		11,608,359	1.84M	5.54M	4.14M	96.27K

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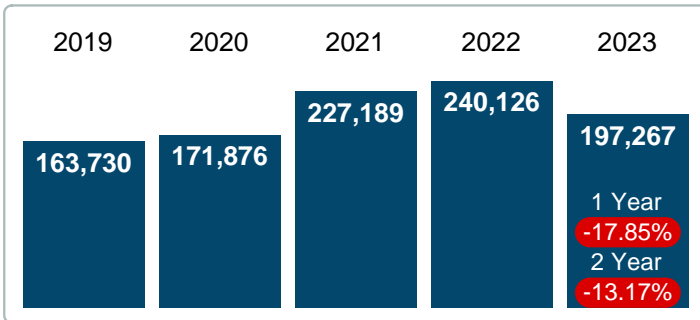
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



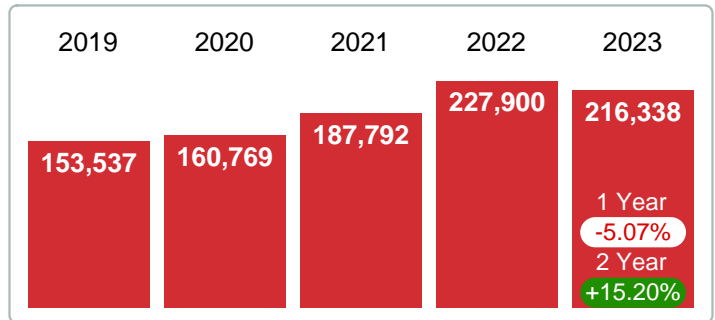
AVERAGE LIST PRICE AT CLOSING

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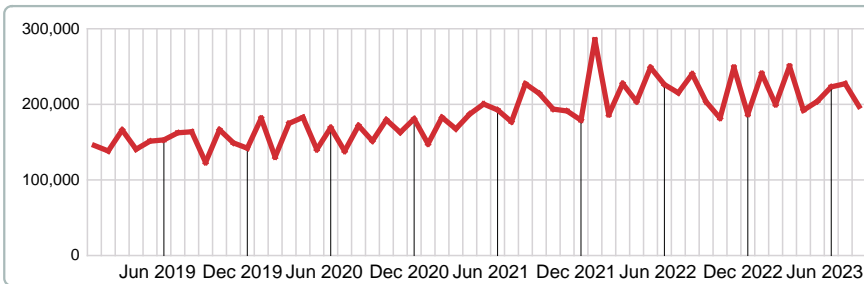
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

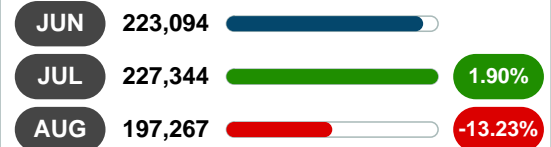


3 MONTHS

5 year AUG AVG = 200,038

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

Average List Price at Closing this month at 197,267 below the 5 yr AUG average of 200,038



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	6.25%	33,300	53,267	44,200	115,000	0
\$50,001 - \$75,000	3.13%	67,450	0	152,500	69,900	0
\$75,001 - \$125,000	18.75%	104,117	104,333	111,486	129,900	230,000
\$125,001 - \$150,000	15.63%	138,010	134,633	145,100	150,000	0
\$150,001 - \$200,000	23.44%	175,353	182,833	184,200	199,133	0
\$200,001 - \$375,000	20.31%	267,254	0	295,633	310,633	0
\$375,001 and up	12.50%	452,863	0	437,000	472,800	0
Average List Price		197,267	131,580	183,736	290,540	230,000
Total Closed Units	100%	197,267	15	33	15	1
Total Closed Volume		12,625,100	1.97M	6.06M	4.36M	230.00K

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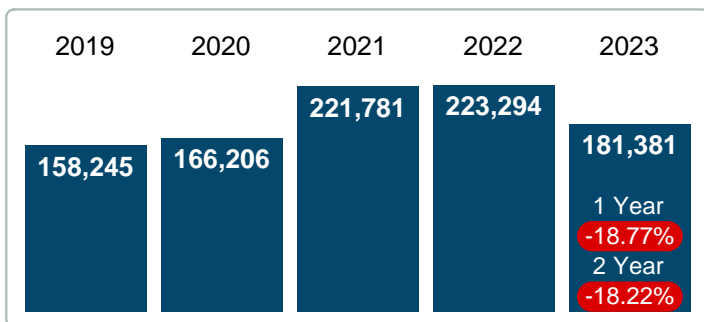
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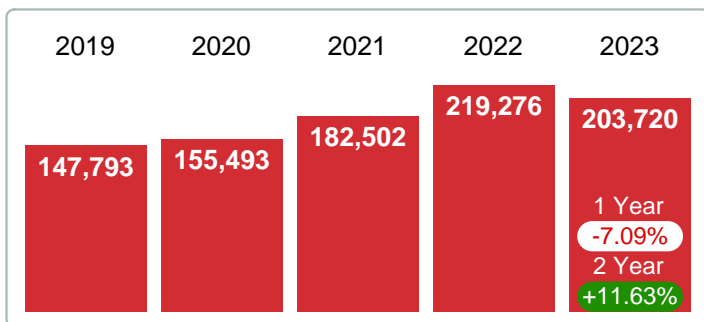
AVERAGE SOLD PRICE AT CLOSING

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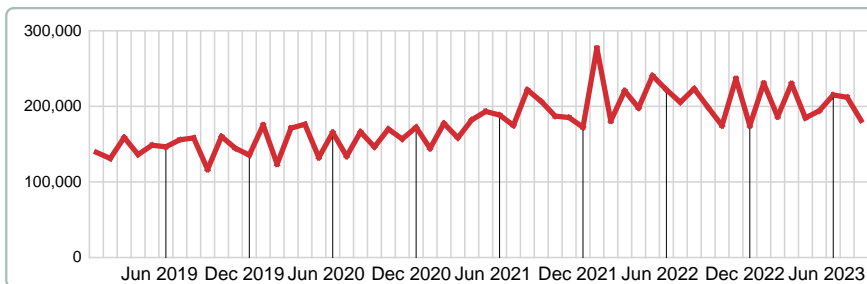
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

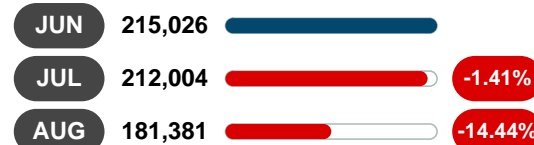


3 MONTHS

5 year AUG AVG = 190,181

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

Average Sold Price at Closing this month at **181,381** below the 5 yr AUG average of **190,181**



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	9.38%	35,817	29,883	37,625	50,000	0
\$50,001 - \$75,000	7.81%	66,746	0	67,183	65,000	0
\$75,001 - \$125,000	18.75%	101,897	97,667	101,929	120,000	96,269
\$125,001 - \$150,000	17.19%	139,773	133,000	141,500	148,000	0
\$150,001 - \$200,000	21.88%	176,893	175,917	177,200	178,333	0
\$200,001 - \$375,000	14.06%	291,218	0	288,660	296,333	0
\$375,001 and up	10.94%	457,429	0	437,000	465,600	0
Average Sold Price		181,381	122,477	167,877	275,667	96,269
Total Closed Units	100%	181,381	15	33	15	1
Total Closed Volume		11,608,359	1.84M	5.54M	4.14M	96.27K

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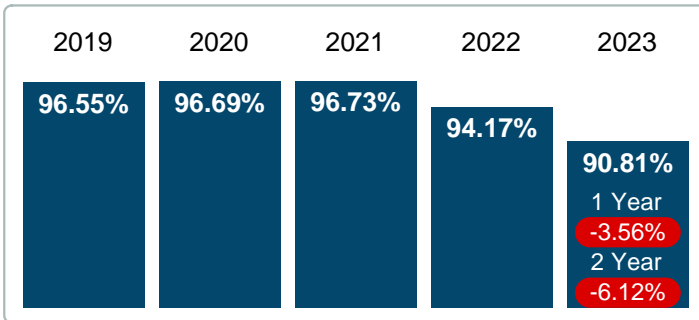
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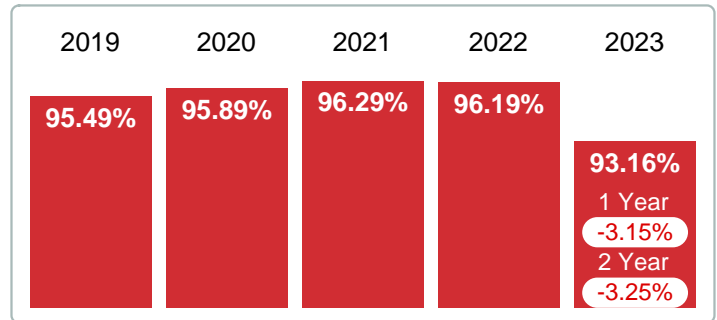
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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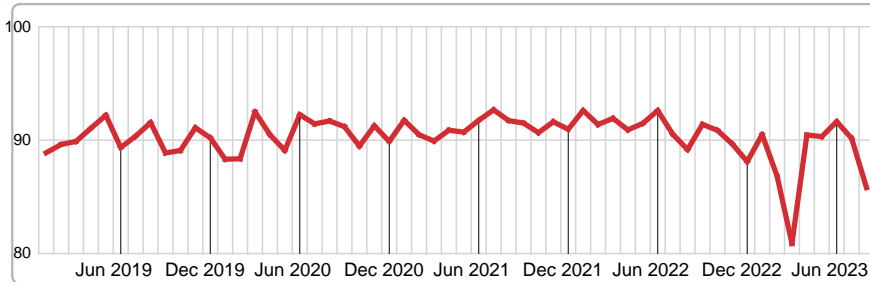
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

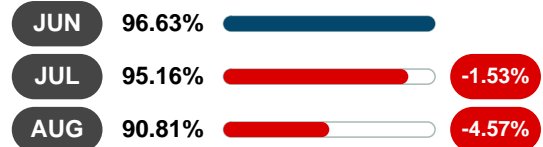


3 MONTHS

5 year AUG AVG = 94.99%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **90.81%** below the 5 yr AUG average of **94.99%**



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	6	9.38%	72.26%	73.37%	84.97%	43.48%	0.00%
\$50,001 - \$75,000	5	7.81%	66.70%	0.00%	60.12%	92.99%	0.00%
\$75,001 - \$125,000	12	18.75%	88.84%	94.23%	92.73%	92.38%	41.86%
\$125,001 - \$150,000	11	17.19%	98.07%	98.83%	97.66%	98.67%	0.00%
\$150,001 - \$200,000	14	21.88%	95.19%	96.33%	96.63%	90.49%	0.00%
\$200,001 - \$375,000	9	14.06%	97.27%	0.00%	97.87%	96.08%	0.00%
\$375,001 and up	7	10.94%	98.85%	0.00%	100.00%	98.38%	0.00%
Average Sold/List Ratio		90.80%		91.82%	91.32%	91.94%	41.86%
Total Closed Units		64	100%	15	33	15	1
Total Closed Volume		11,608,359		1.84M	5.54M	4.14M	96.27K

August 2023



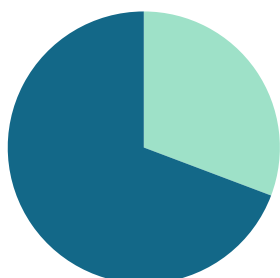
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

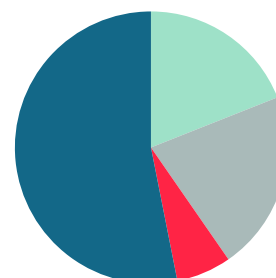


Inventory
 New Listings **83 = 30.74%**
 Start Inventory **187**
 Total Inventory Units **270**
 Volume **\$82,726,283**

Market Activity

Closed Sales **64 = 18.99%**
 Pending Sales **72 = 21.36%**
 Other Off Market **22 = 6.53%**
 Active Inventory **179 = 53.12%**

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	85	64	-24.71%	519	440	-15.22%
Pending Sales	57	72	26.32%	518	480	-7.34%
New Listings	69	83	20.29%	624	655	4.97%
Average List Price	240,126	197,267	-17.85%	227,900	216,338	-5.07%
Average Sale Price	223,294	181,381	-18.77%	219,276	203,720	-7.09%
Average Percent of Selling Price to List Price	94.17%	90.81%	-3.56%	96.19%	93.16%	-3.15%
Average Days on Market to Sale	27.06	28.45	5.15%	34.44	38.00	10.35%
Monthly Inventory	148	179	20.95%	148	179	20.95%
Months Supply of Inventory	2.22	3.48	56.76%	2.22	3.48	56.76%

Absorption: Last 12 months, an Average of **52** Sales/Month

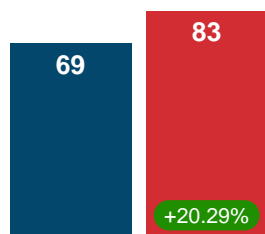
Inventory on August 31, 2023 = **179**

2022 **2023**

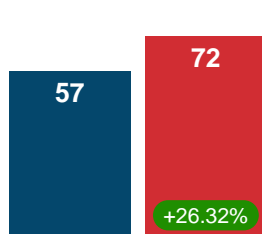
AUGUST MARKET

AVERAGE PRICES

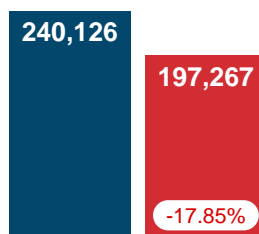
New Listings



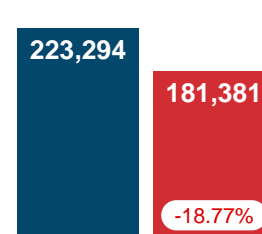
Pending Listings



List Price



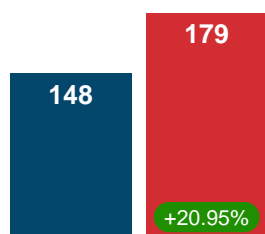
Sale Price



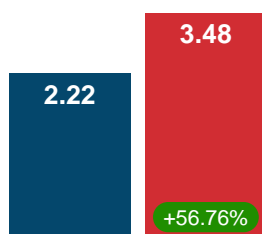
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

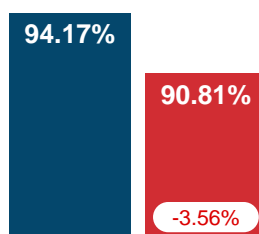
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

