

# August 2023



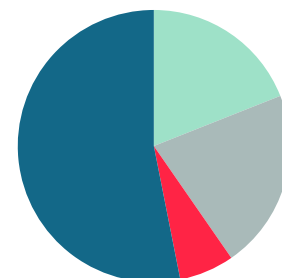
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	175,000	159,900	-8.63%
Median Sale Price	170,000	149,500	-12.06%
Median Percent of Selling Price to List Price	97.12%	96.02%	-1.13%
Median Days on Market to Sale	12.00	7.00	-41.67%
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.

#### 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 **12.06%** in August 2023 to \$149,500 versus the previous year at \$170,000.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 5.00 days or **41.67%** in August 2023 compared to last year's same month at **12.00** DOM.

#### Sales Success for August 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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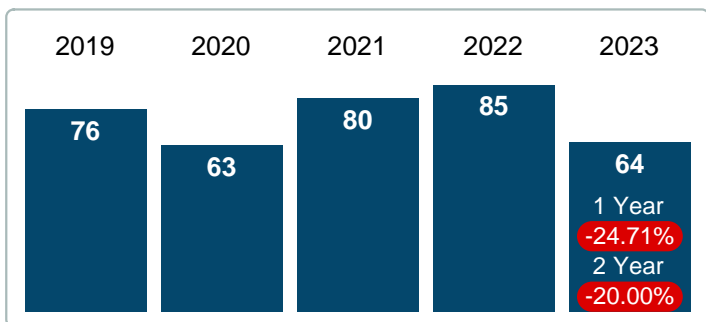
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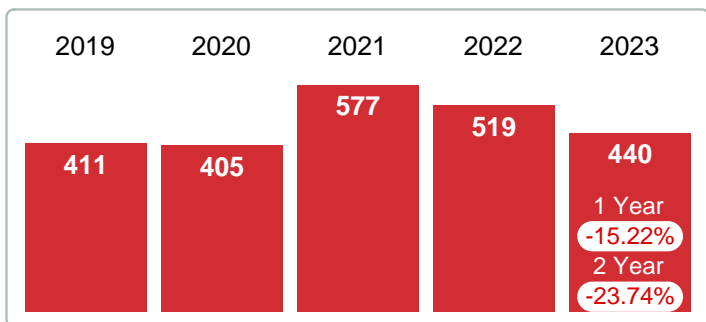
## CLOSED LISTINGS

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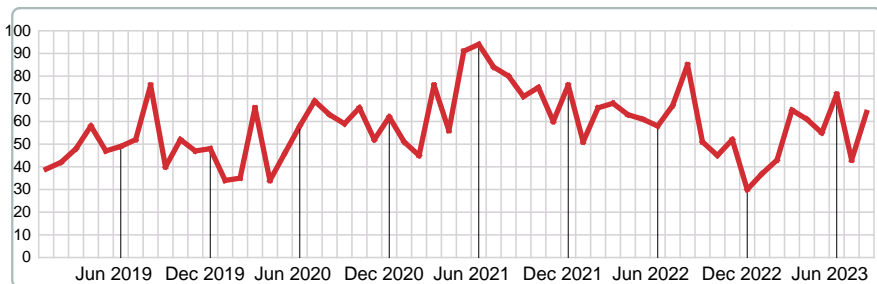
### AUGUST



### YEAR TO DATE (YTD)

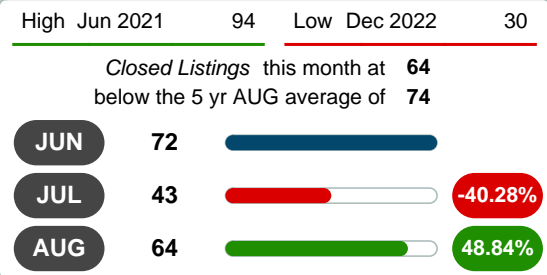


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 74



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	9.38%	2.5	3	2	1	0
\$60,001 - \$90,000	8	12.50%	5.5	1	6	1	0
\$90,001 - \$130,000	10	15.63%	25.0	3	5	1	1
\$130,001 - \$170,000	15	23.44%	2.0	4	9	2	0
\$170,001 - \$220,000	10	15.63%	36.0	4	4	2	0
\$220,001 - \$390,000	8	12.50%	5.5	0	5	3	0
\$390,001 and up	7	10.94%	29.0	0	2	5	0
<b>Total Closed Units</b>	<b>64</b>			<b>15</b>	<b>33</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,608,359</b>	<b>100%</b>	<b>7.0</b>	<b>1.84M</b>	<b>5.54M</b>	<b>4.14M</b>	<b>96.27K</b>
<b>Median Closed Price</b>	<b>\$149,500</b>			<b>\$135,000</b>	<b>\$136,500</b>	<b>\$222,000</b>	<b>\$96,269</b>

# August 2023



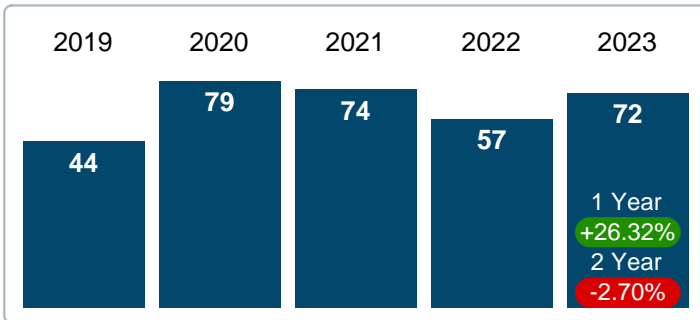
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



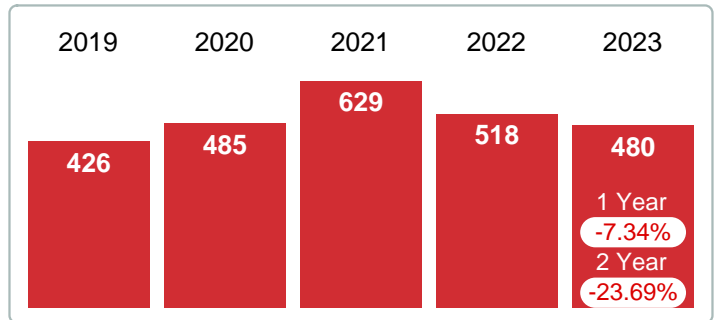
## PENDING LISTINGS

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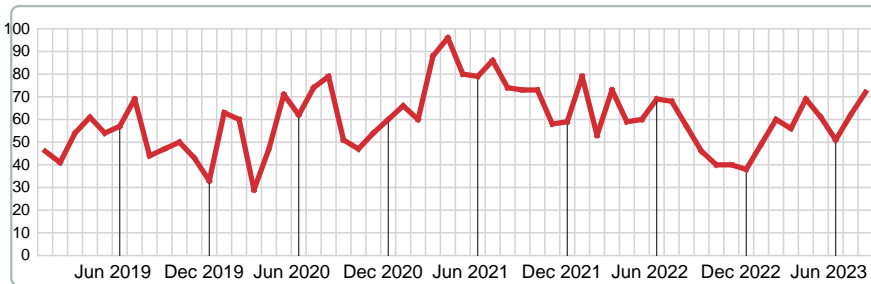
### AUGUST



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	6.94%	5.0	3	2	0	0
\$50,001 - \$75,000	5	6.94%	12.0	2	2	1	0
\$75,001 - \$125,000	13	18.06%	25.0	4	7	1	1
\$125,001 - \$200,000	19	26.39%	14.0	2	14	2	1
\$200,001 - \$250,000	10	13.89%	24.0	0	7	3	0
\$250,001 - \$375,000	11	15.28%	35.0	0	9	2	0
\$375,001 and up	9	12.50%	39.0	0	3	5	1
<b>Total Pending Units</b>	<b>72</b>			<b>11</b>	<b>44</b>	<b>14</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>15,560,095</b>	<b>100%</b>	<b>18.0</b>	<b>961.10K</b>	<b>9.38M</b>	<b>4.01M</b>	<b>1.21M</b>
<b>Median Listing Price</b>	<b>\$157,000</b>			<b>\$85,000</b>	<b>\$185,250</b>	<b>\$254,900</b>	<b>\$129,000</b>

# August 2023



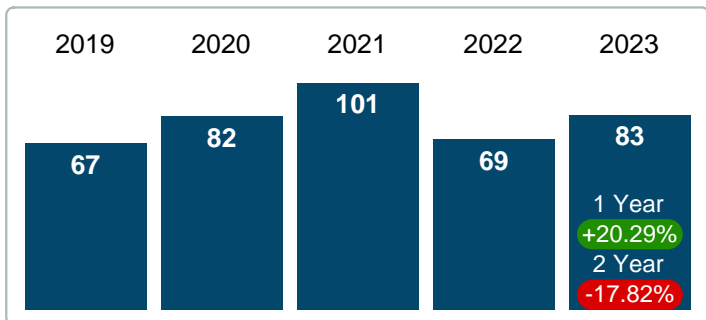
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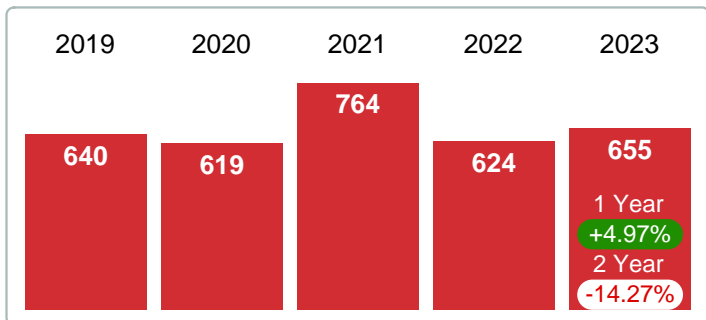
## NEW LISTINGS

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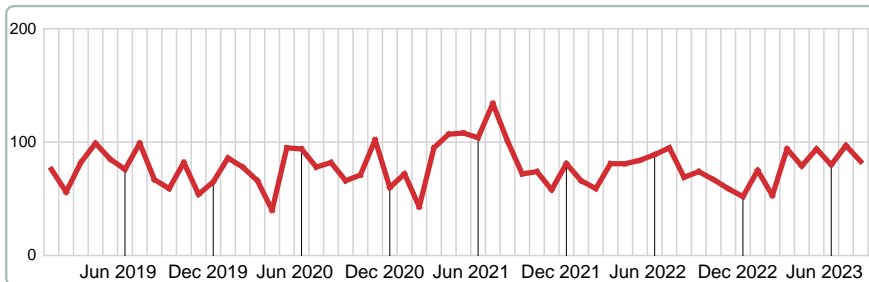
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

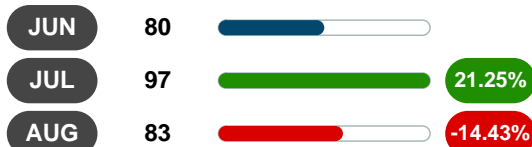


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>83</b>		<b>11</b>	<b>56</b>	<b>12</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>21,545,190</b>	<b>100%</b>	<b>1.36M</b>	<b>14.46M</b>	<b>3.45M</b>	<b>2.28M</b>
<b>Median New Listed Listing Price</b>	<b>\$215,000</b>		<b>\$89,900</b>	<b>\$219,950</b>	<b>\$277,450</b>	<b>\$199,500</b>

# August 2023



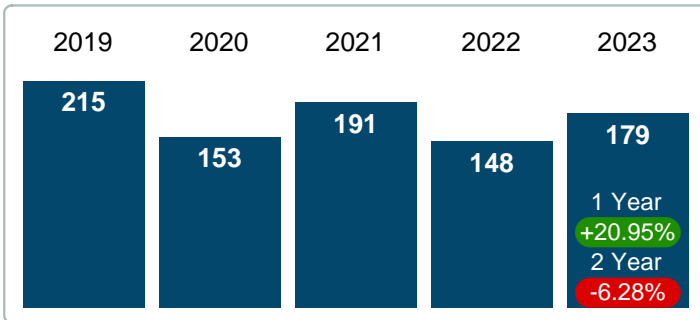
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



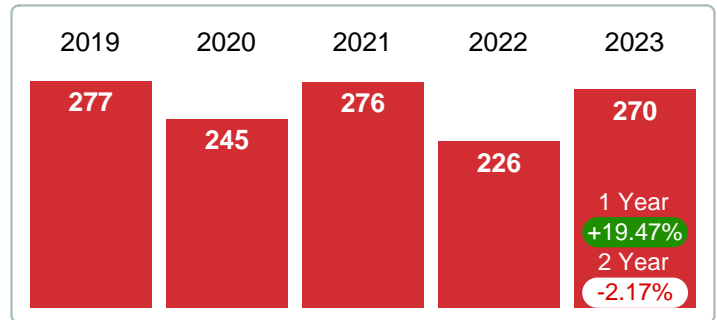
## ACTIVE INVENTORY

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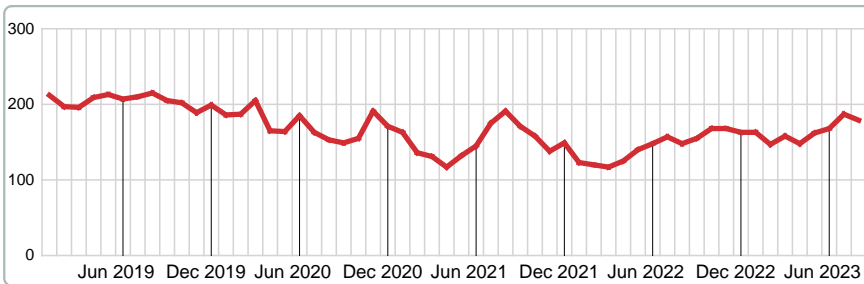
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 177

High Aug 2019 215 Low Mar 2022 117

Inventory this month at 179  
above the 5 yr AUG average of 177



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	5.03%	48.0	7	2	0	0
\$50,001 - \$125,000	30	16.76%	44.5	12	15	3	0
\$125,001 - \$175,000	26	14.53%	79.0	5	16	4	1
\$175,001 - \$275,000	44	24.58%	65.0	9	23	10	2
\$275,001 - \$325,000	24	13.41%	52.0	1	18	5	0
\$325,001 - \$550,000	28	15.64%	47.5	2	15	10	1
\$550,001 and up	18	10.06%	96.5	1	10	2	5
<b>Total Active Inventory by Units</b>	<b>179</b>			<b>37</b>	<b>99</b>	<b>34</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>62,324,688</b>	<b>100%</b>	<b>52.0</b>	<b>5.80M</b>	<b>35.15M</b>	<b>12.05M</b>	<b>9.32M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$235,000</b>			<b>\$119,000</b>	<b>\$260,000</b>	<b>\$277,900</b>	<b>\$585,000</b>

# August 2023



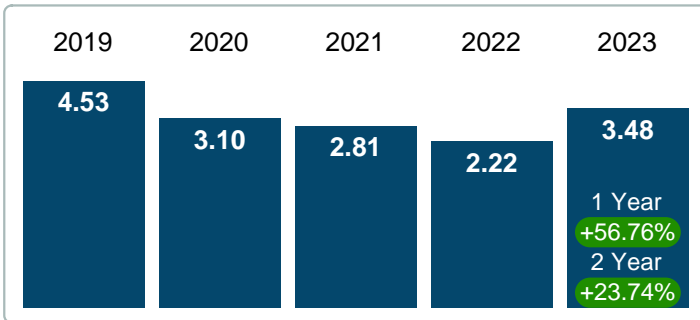
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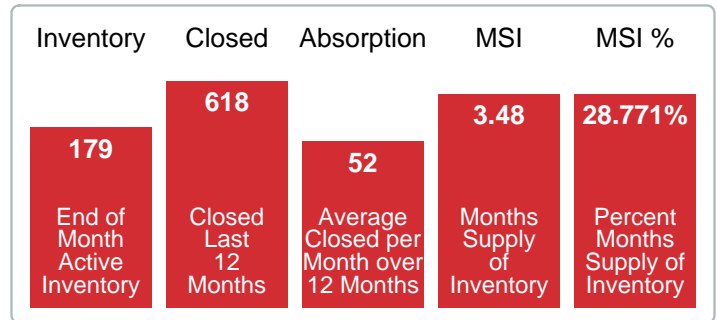
## MONTHS SUPPLY of INVENTORY (MSI)

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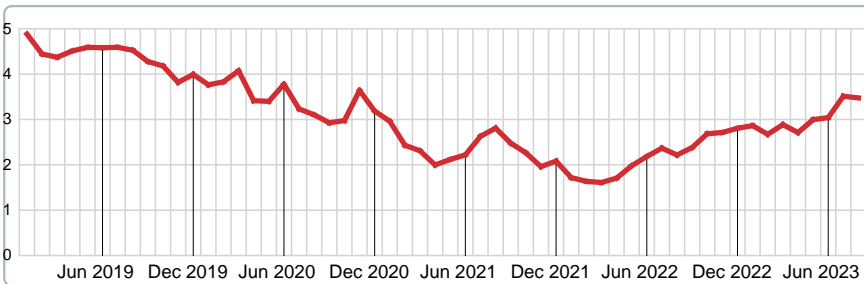
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023

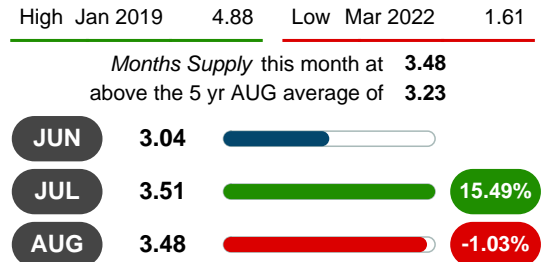


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# August 2023



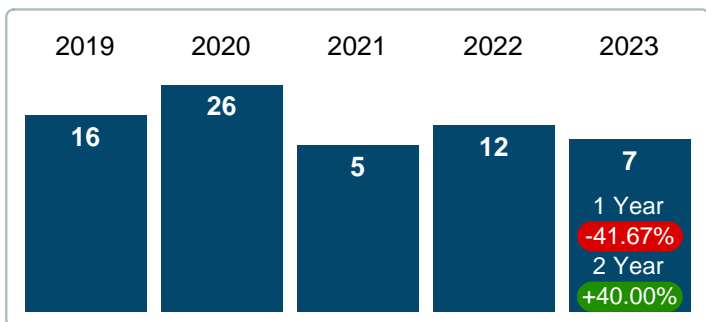
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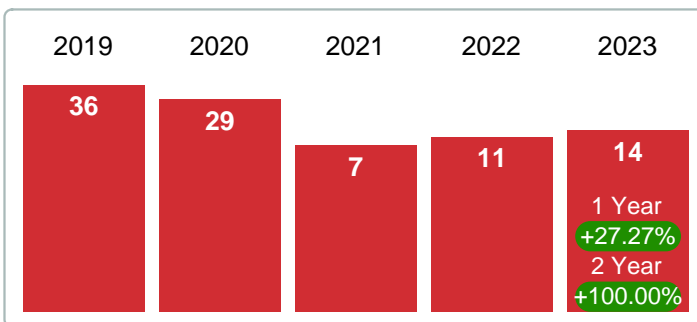
## MEDIAN DAYS ON MARKET TO SALE

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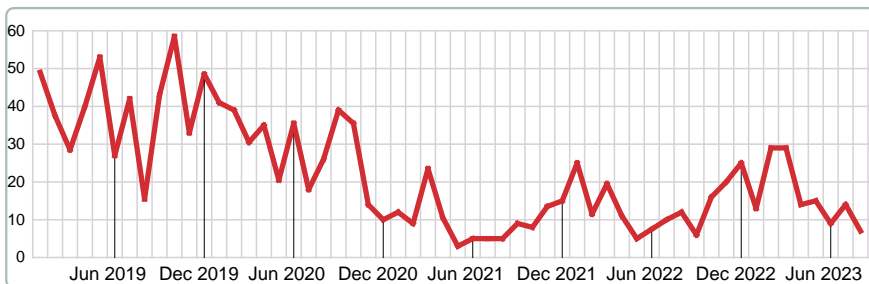
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

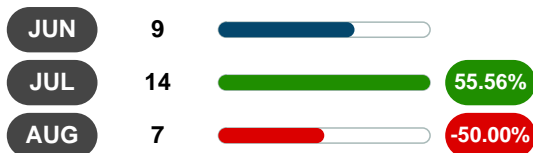


### 3 MONTHS

5 year AUG AVG = 13

High Oct 2019 59 Low May 2021 3

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 13



### 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
\$60,000 and less	9.38%	3	14	2	3	0
\$60,001 - \$90,000	12.50%	6	4	7	7	0
\$90,001 - \$130,000	15.63%	25	15	54	5	1
\$130,001 - \$170,000	23.44%	2	9	2	5	0
\$170,001 - \$220,000	15.63%	36	25	40	51	0
\$220,001 - \$390,000	12.50%	6	0	4	38	0
\$390,001 and up	10.94%	29	0	6	39	0
Median Closed DOM		7	15	4	8	1
Total Closed Units	100%	64	15	33	15	1
Total Closed Volume		11,608,359	1.84M	5.54M	4.14M	96.27K

# August 2023



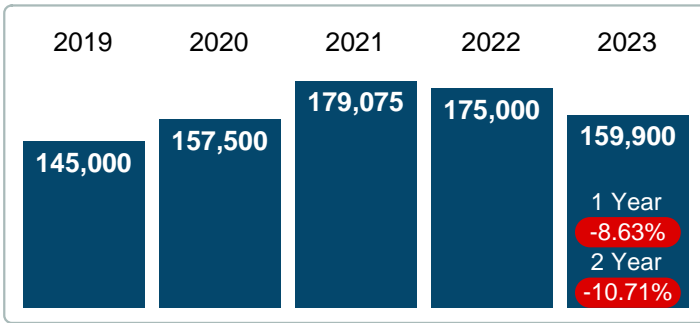
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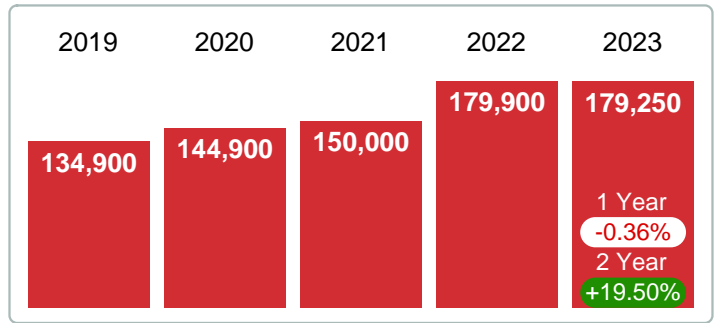
## MEDIAN LIST PRICE AT CLOSING

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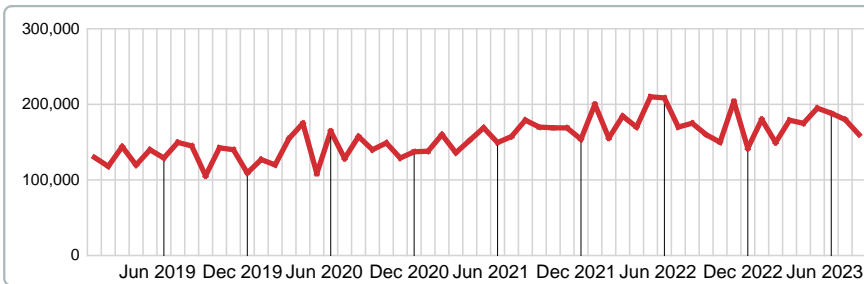
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

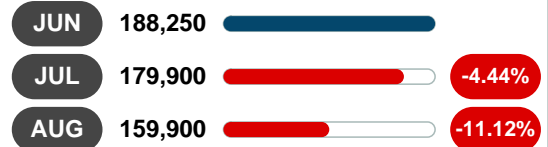


### 3 MONTHS

5 year AUG AVG = 163,295

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

Median List Price at Closing this month at **159,900**  
 below the 5 yr AUG average of **163,295**



### 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	6.25%	31,700	22,400	44,200	0	0
\$50,001 - \$75,000	3.13%	67,450	0	65,000	69,900	0
\$75,001 - \$125,000	18.75%	106,000	115,000	105,000	115,000	0
\$125,001 - \$150,000	15.63%	138,200	135,000	139,900	139,950	0
\$150,001 - \$200,000	23.44%	175,000	185,000	167,450	159,900	0
\$200,001 - \$375,000	20.31%	230,000	0	279,950	220,750	230,000
\$375,001 and up	12.50%	420,500	0	437,000	420,500	0
<b>Median List Price</b>		<b>159,900</b>	<b>135,000</b>	<b>159,000</b>	<b>222,000</b>	<b>230,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>159,900</b>	<b>15</b>	<b>33</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,625,100</b>	<b>1.97M</b>	<b>6.06M</b>	<b>4.36M</b>	<b>230.00K</b>



# August 2023



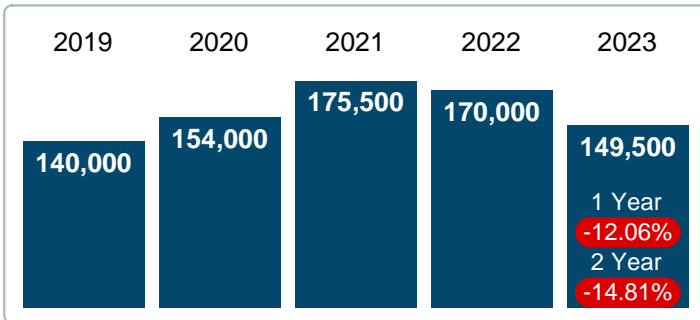
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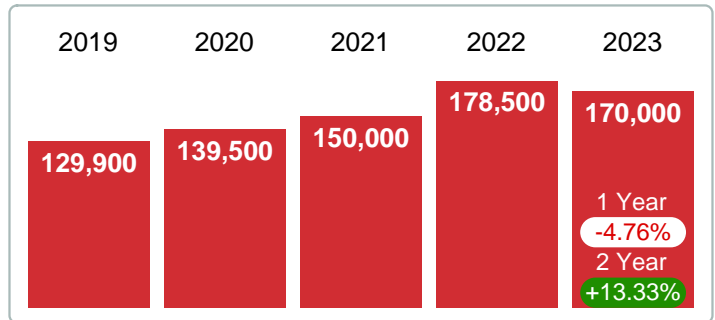
## MEDIAN SOLD PRICE AT CLOSING

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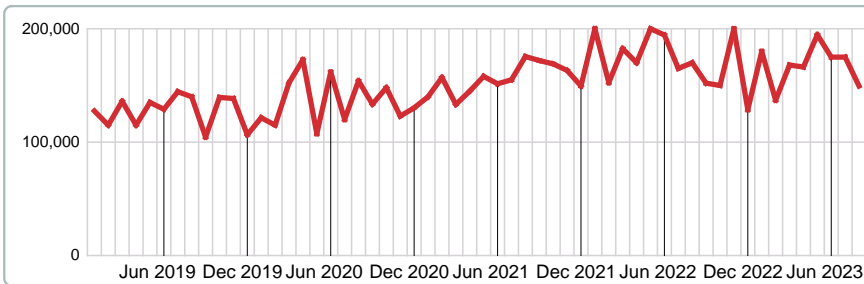
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

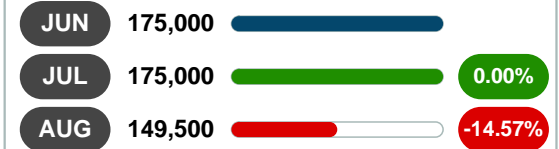


### 3 MONTHS

5 year AUG AVG = 157,800

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

Median Sold Price at Closing this month at 149,500 below the 5 yr AUG average of 157,800



## 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
\$60,000 and less	9.38%	37,625	22,400	37,625	50,000	0
\$60,001 - \$90,000	12.50%	68,537	77,000	68,537	65,000	0
\$90,001 - \$130,000	15.63%	108,500	110,000	107,000	120,000	96,269
\$130,001 - \$170,000	23.44%	149,000	148,500	149,000	154,000	0
\$170,001 - \$220,000	15.63%	186,000	180,000	197,000	187,500	0
\$220,001 - \$390,000	12.50%	321,000	0	330,000	312,000	0
\$390,001 and up	10.94%	415,000	0	437,000	415,000	0
<b>Median Sold Price</b>		<b>149,500</b>	<b>135,000</b>	<b>136,500</b>	<b>222,000</b>	<b>96,269</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,500</b>	<b>15</b>	<b>33</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,608,359</b>	<b>1.84M</b>	<b>5.54M</b>	<b>4.14M</b>	<b>96.27K</b>

# August 2023



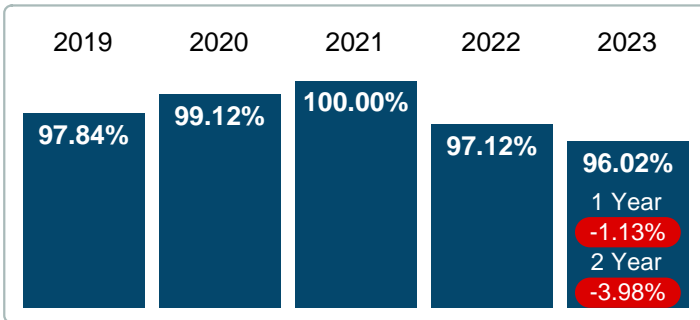
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



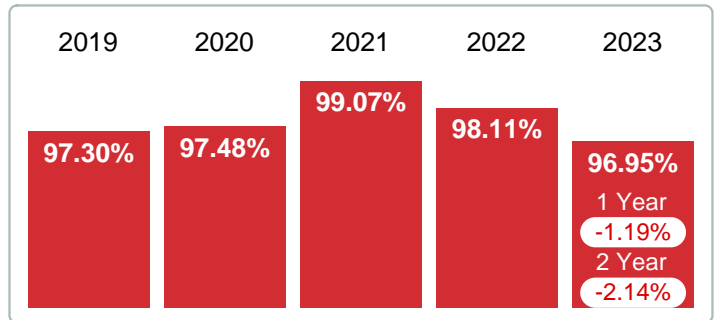
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

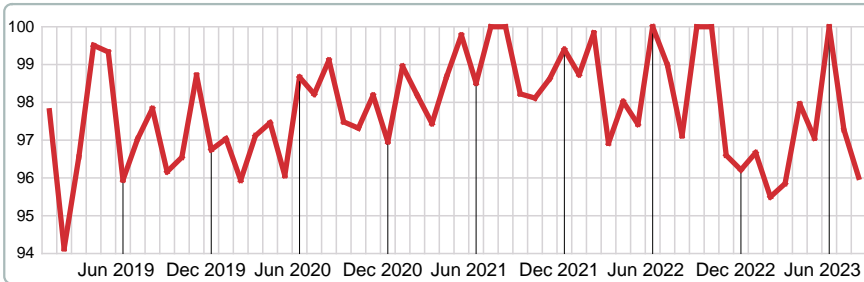
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

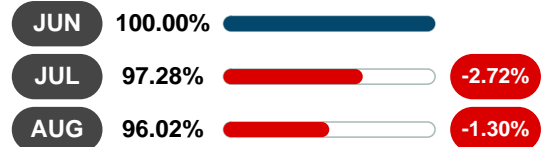


### 3 MONTHS

5 year AUG AVG = 98.02%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.02%**  
 below the 5 yr AUG average of **98.02%**



## 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
\$60,000 and less	6	9.38%	84.97%	86.68%	84.97%	43.48%	0.00%
\$60,001 - \$90,000	8	12.50%	89.35%	98.72%	84.03%	92.99%	0.00%
\$90,001 - \$130,000	10	15.63%	95.45%	95.65%	100.00%	92.38%	41.86%
\$130,001 - \$170,000	15	23.44%	98.67%	98.25%	96.50%	99.36%	0.00%
\$170,001 - \$220,000	10	15.63%	96.60%	96.60%	99.29%	85.70%	0.00%
\$220,001 - \$390,000	8	12.50%	96.02%	0.00%	96.03%	96.00%	0.00%
\$390,001 and up	7	10.94%	100.00%	0.00%	100.00%	98.36%	0.00%
Median Sold/List Ratio		96.02%		95.65%	96.43%	96.00%	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



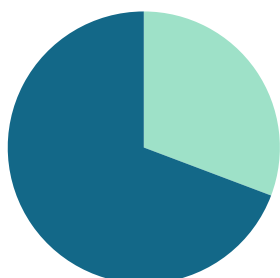
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

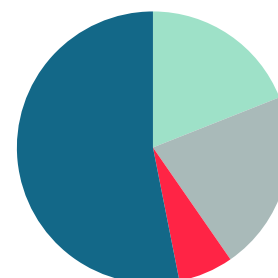


**Inventory**  
 New Listings **83 = 30.74%**  
 Start Inventory **187**  
 Total Inventory Units **270**  
 Volume **\$82,726,283**

### 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%
Median List Price	175,000	159,900	-8.63%	179,900	179,250	-0.36%
Median Sale Price	170,000	149,500	-12.06%	178,500	170,000	-4.76%
Median Percent of Selling Price to List Price	97.12%	96.02%	-1.13%	98.11%	96.95%	-1.19%
Median Days on Market to Sale	12.00	7.00	-41.67%	11.00	14.00	27.27%
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

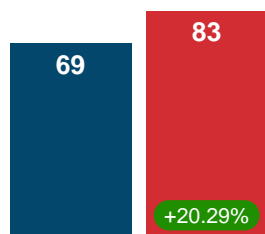
**Inventory** on August 31, 2023 = **179**

**2022** **2023**

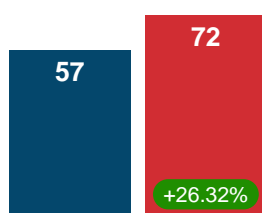
### AUGUST MARKET

### MEDIAN PRICES

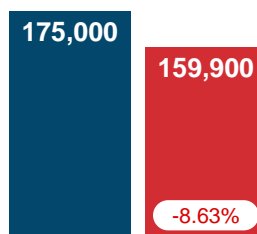
#### New Listings



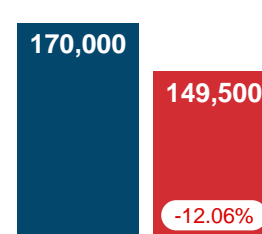
#### Pending Listings



#### List Price



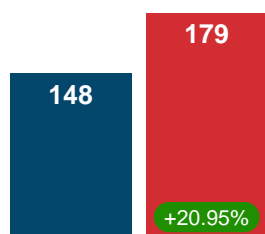
#### Sale Price



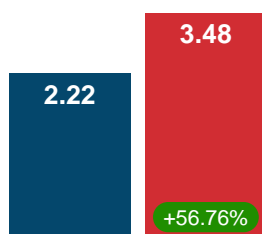
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

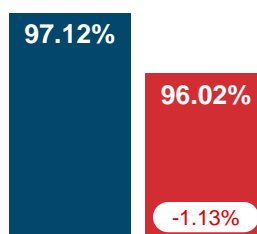
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

