

September 2023



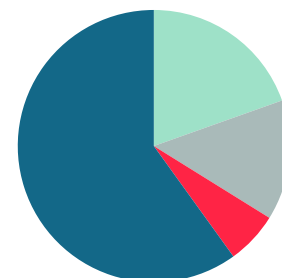
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	51	63	23.53%
Pending Listings	46	46	0.00%
New Listings	74	76	2.70%
Median List Price	160,000	195,000	21.88%
Median Sale Price	152,000	185,000	21.71%
Median Percent of Selling Price to List Price	100.00%	99.39%	-0.61%
Median Days on Market to Sale	6.00	13.00	116.67%
End of Month Inventory	155	193	24.52%
Months Supply of Inventory	2.38	3.68	54.36%



■ Closed (19.57%)
■ Pending (14.29%)
■ Other OffMarket (6.21%)
■ Active (59.94%)

Absorption: Last 12 months, an Average of **53 Sales/Month Active Inventory** as of September 30, 2023 = **193**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **24.52%** to 193 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.68** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **21.71%** in September 2023 to \$185,000 versus the previous year at \$152,000.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 7.00 days or **116.67%** in September 2023 compared to last year's same month at **6.00** DOM.

Sales Success for September 2023 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 76 New Listings in September 2023, up **2.70%** from last year at 74. Furthermore, there were 63 Closed Listings this month versus last year at 51, a **23.53%** increase.

Closed versus Listed trends yielded a **82.9%** ratio, up from previous year's, September 2022, at **68.9%**, a **20.28%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

September 2023



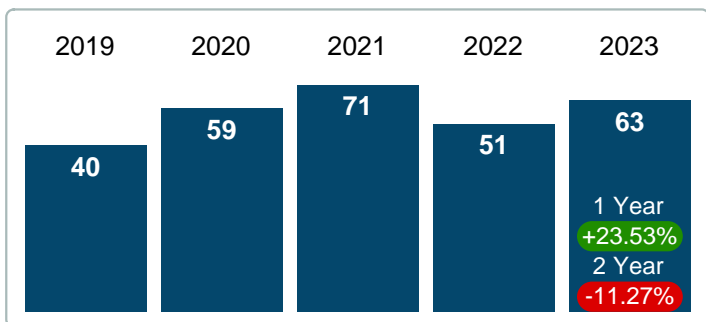
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



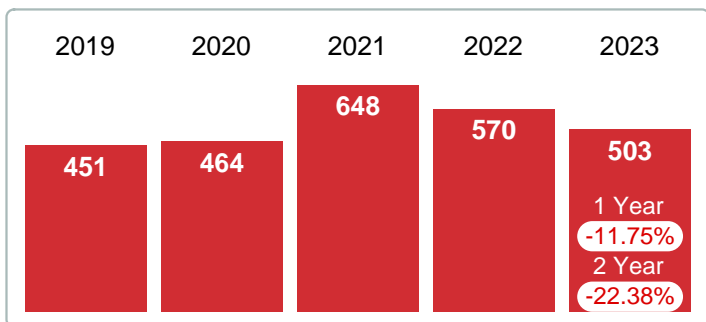
CLOSED LISTINGS

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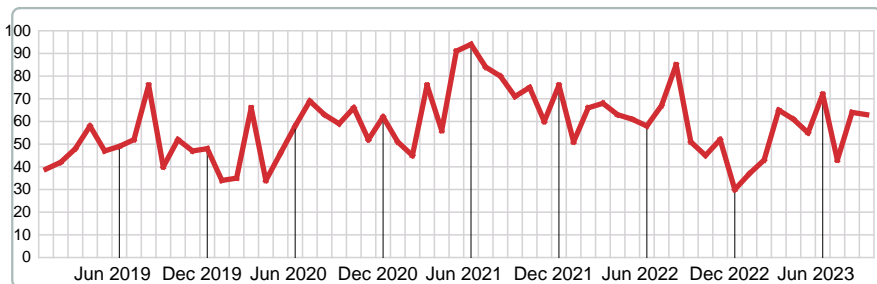
SEPTEMBER



YEAR TO DATE (YTD)

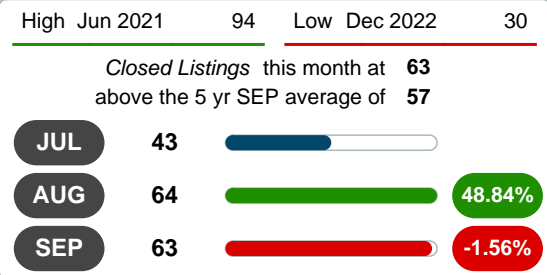


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 57



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	6	9.52%	5.5	4	2	0	0
\$50,001 - \$75,000	4	6.35%	19.0	2	1	1	0
\$75,001 - \$150,000	16	25.40%	6.0	5	9	2	0
\$150,001 - \$200,000	10	15.87%	15.5	1	9	0	0
\$200,001 - \$250,000	10	15.87%	5.0	0	7	3	0
\$250,001 - \$375,000	10	15.87%	23.5	0	7	3	0
\$375,001 and up	7	11.11%	15.0	0	3	2	2
Total Closed Units	63			12	38	11	2
Total Closed Volume	13,492,900	100%	13.0	958.90K	7.82M	3.03M	1.69M
Median Closed Price	\$185,000			\$74,700	\$197,000	\$232,900	\$845,000

September 2023



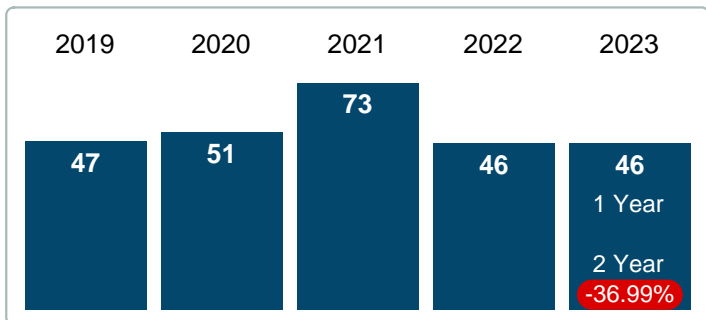
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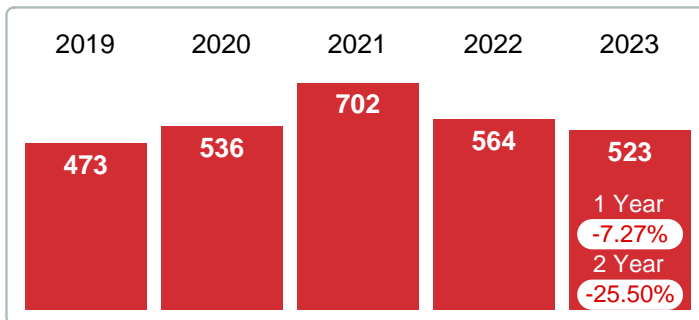
PENDING LISTINGS

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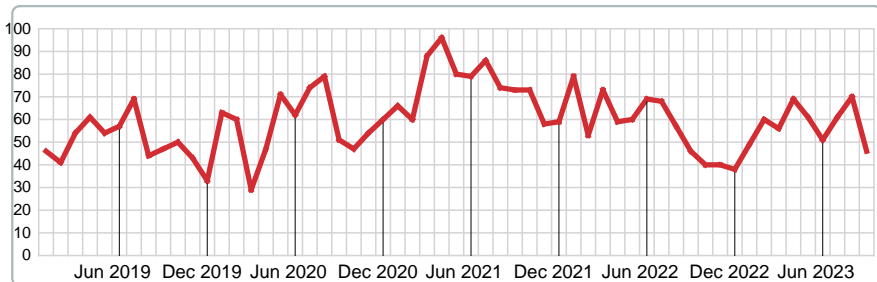
SEPTEMBER



YEAR TO DATE (YTD)

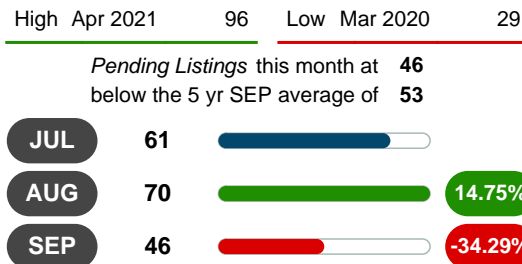


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 53



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	3	6.52%	69.0	1	2	0	0
\$60,001 - \$100,000	7	15.22%	3.0	5	1	1	0
\$100,001 - \$130,000	7	15.22%	8.0	4	2	1	0
\$130,001 - \$180,000	12	26.09%	22.5	3	8	1	0
\$180,001 - \$240,000	6	13.04%	37.0	1	3	2	0
\$240,001 - \$330,000	6	13.04%	22.5	1	5	0	0
\$330,001 and up	5	10.87%	18.0	1	1	2	1
Total Pending Units	46			16	22	7	1
Total Pending Volume	10,099,650	100%	21.0	2.29M	4.16M	1.85M	1.80M
Median Listing Price	\$149,900			\$119,500	\$175,000	\$219,000	\$1,799,000

September 2023



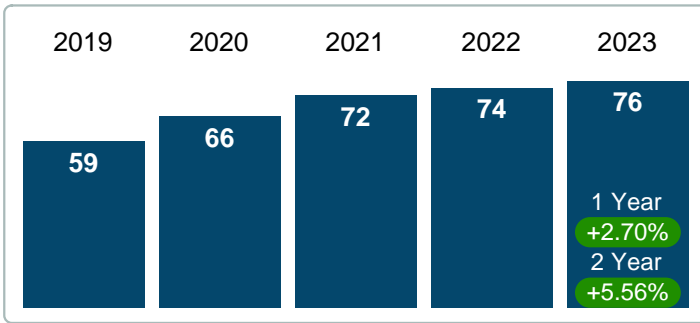
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



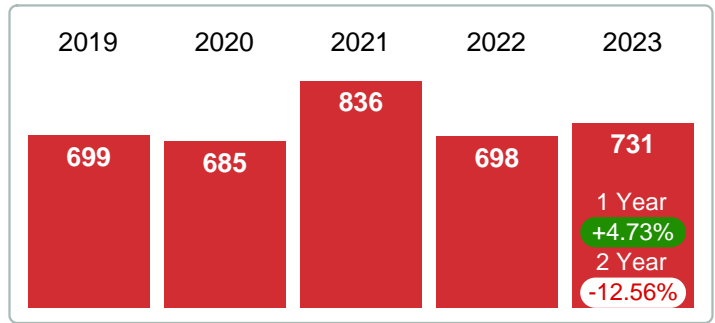
NEW LISTINGS

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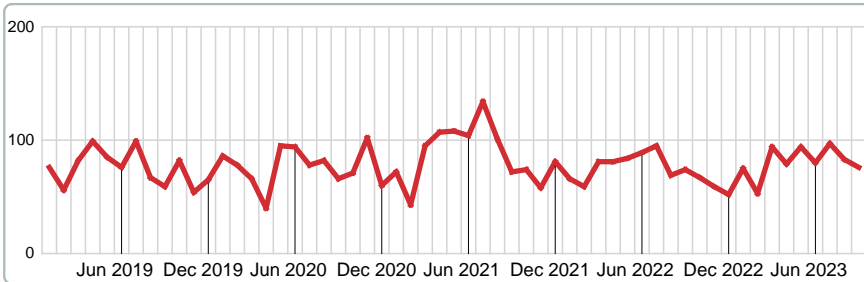
SEPTEMBER



YEAR TO DATE (YTD)

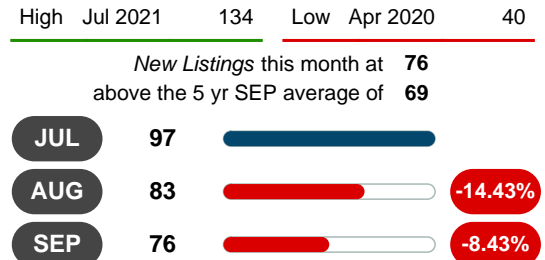


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 69



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	8	10.53%	5	3	0	0
\$75,001 - \$100,000	8	10.53%	5	2	1	0
\$100,001 - \$125,000	6	7.89%	2	4	0	0
\$125,001 - \$250,000	24	31.58%	3	16	4	1
\$250,001 - \$325,000	11	14.47%	2	8	1	0
\$325,001 - \$475,000	11	14.47%	2	6	3	0
\$475,001 and up	8	10.53%	0	4	3	1
Total New Listed Units	76		19	43	12	2
Total New Listed Volume	18,961,420	100%	2.85M	11.03M	4.33M	754.80K
Median New Listed Listing Price	\$197,000		\$99,500	\$195,000	\$350,000	\$377,400

September 2023



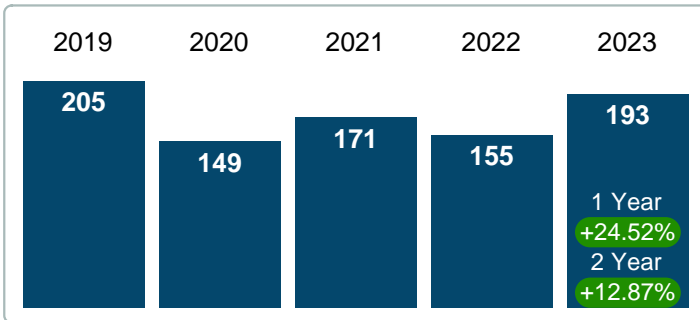
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



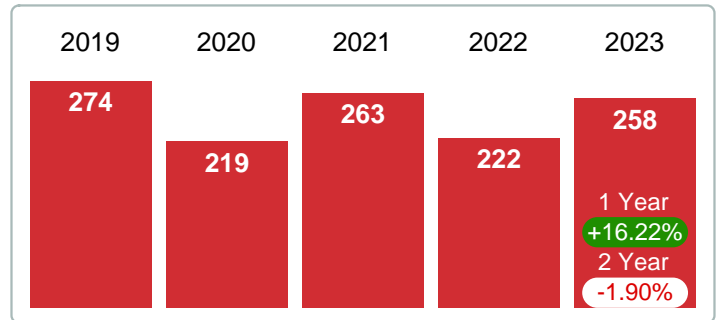
ACTIVE INVENTORY

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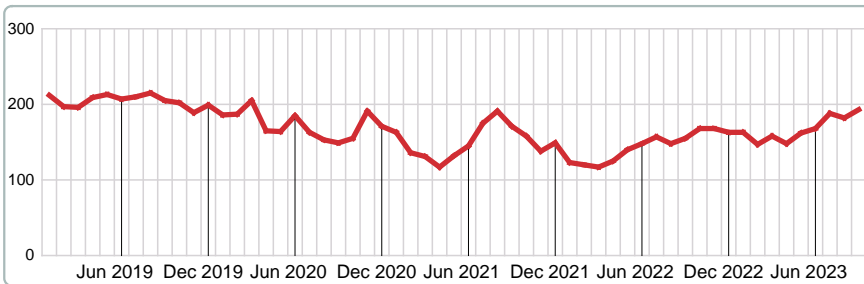
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

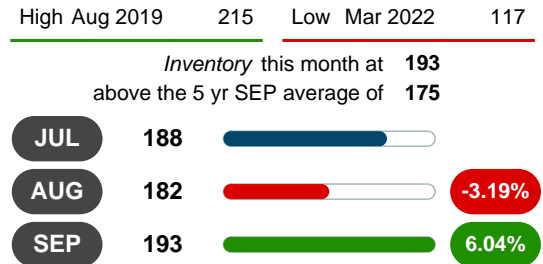


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 175



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	10	5.18%	76.0	7	3	0	0
\$50,001 - \$100,000	24	12.44%	67.5	11	11	1	1
\$100,001 - \$175,000	37	19.17%	60.0	5	25	5	2
\$175,001 - \$275,000	41	21.24%	69.0	10	19	9	3
\$275,001 - \$350,000	40	20.73%	63.5	2	28	10	0
\$350,001 - \$525,000	19	9.84%	38.0	2	10	7	0
\$525,001 and up	22	11.40%	83.5	1	11	5	5
Total Active Inventory by Units	193			38	107	37	11
Total Active Inventory by Volume	59,543,759	100%	65.0	6.19M	31.20M	14.00M	8.15M
Median Active Inventory Listing Price	\$249,900			\$109,950	\$264,900	\$319,899	\$270,000

September 2023



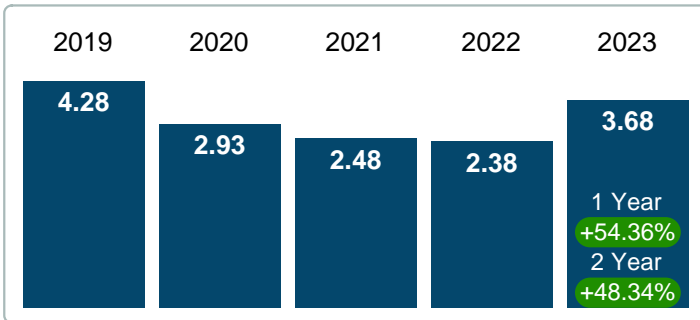
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



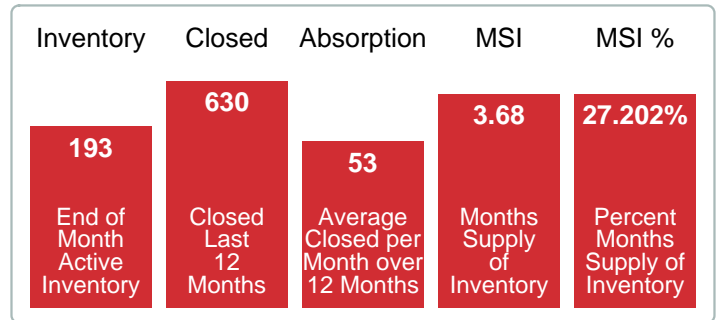
MONTHS SUPPLY of INVENTORY (MSI)

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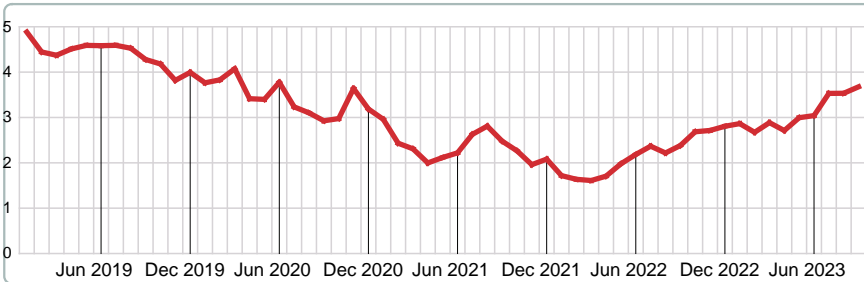
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

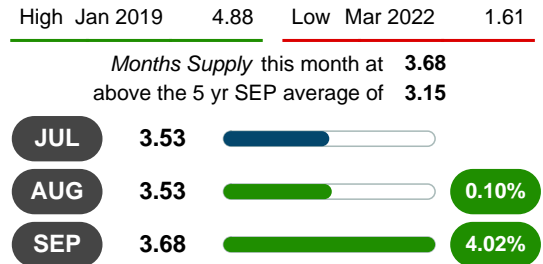


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.15



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	10	5.18%	1.90	1.91	2.12	0.00	0.00
\$50,001 - \$100,000	24	12.44%	2.97	3.14	2.81	1.71	12.00
\$100,001 - \$175,000	37	19.17%	2.54	1.54	2.56	3.16	0.00
\$175,001 - \$275,000	41	21.24%	3.22	12.00	2.15	3.00	36.00
\$275,001 - \$350,000	40	20.73%	6.76	6.00	7.47	5.45	0.00
\$350,001 - \$525,000	19	9.84%	4.56	24.00	4.80	4.20	0.00
\$525,001 and up	22	11.40%	12.57	0.00	14.67	10.00	10.00
Market Supply of Inventory (MSI)			3.68	3.26	3.51	3.96	11.00
Total Active Inventory by Units		100%	3.68	38	107	37	11

September 2023



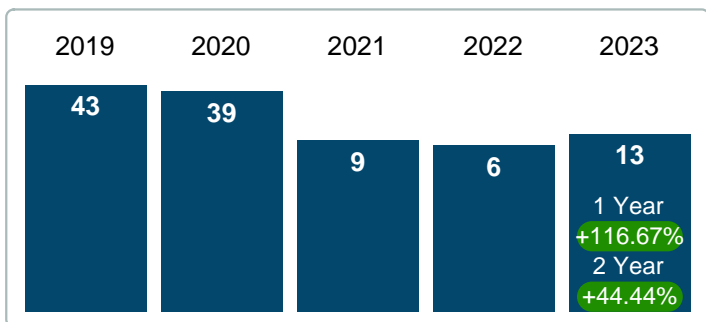
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



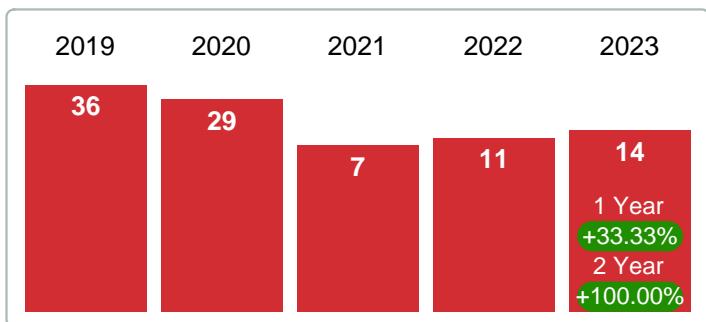
MEDIAN DAYS ON MARKET TO SALE

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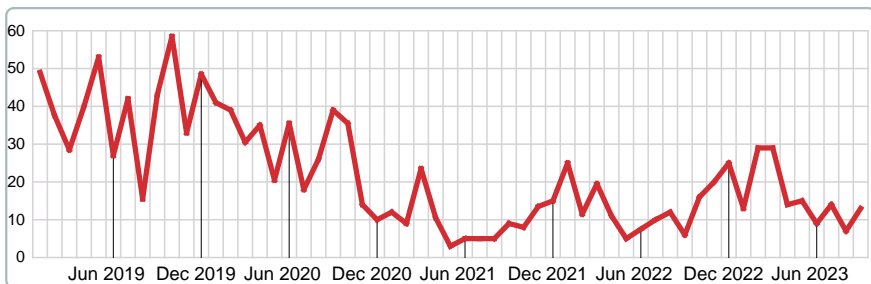
SEPTEMBER



YEAR TO DATE (YTD)

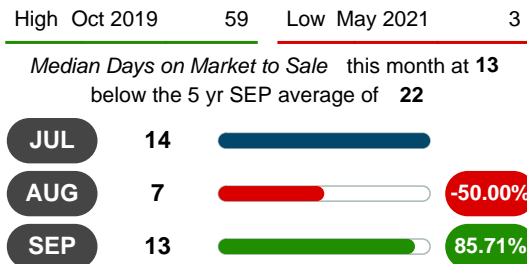


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 22



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	6	9.52%	6	20	4	0	0
\$50,001 - \$75,000	4	6.35%	19	12	23	106	0
\$75,001 - \$150,000	16	25.40%	6	2	3	122	0
\$150,001 - \$200,000	10	15.87%	16	5	17	0	0
\$200,001 - \$250,000	10	15.87%	5	0	7	1	0
\$250,001 - \$375,000	10	15.87%	24	0	29	12	0
\$375,001 and up	7	11.11%	15	0	15	37	60
Median Closed DOM	13			7	14	12	60
Total Closed Units	63	100%	13.0	12	38	11	2
Total Closed Volume	13,492,900			958.90K	7.82M	3.03M	1.69M

September 2023



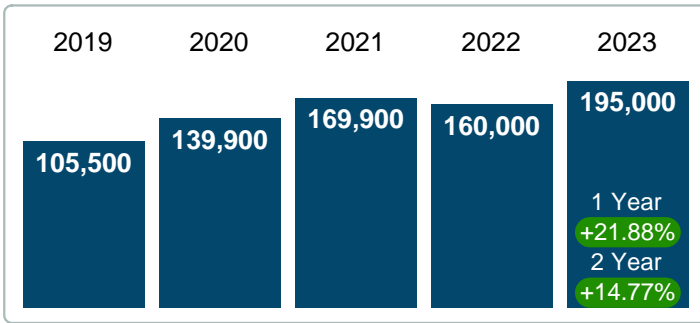
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



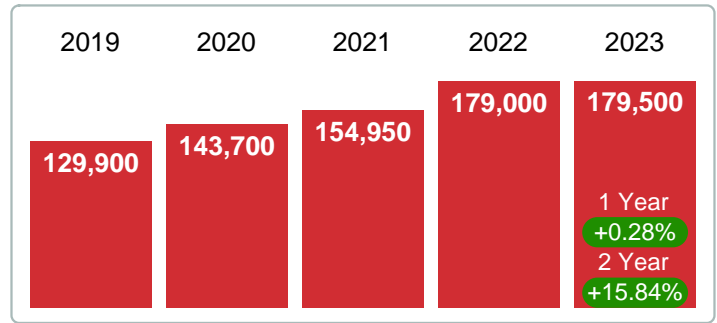
MEDIAN LIST PRICE AT CLOSING

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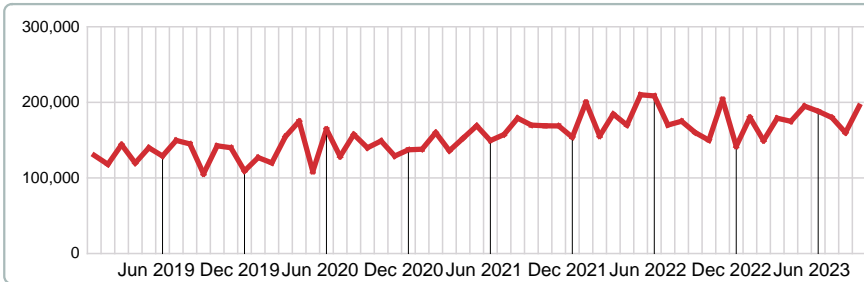
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

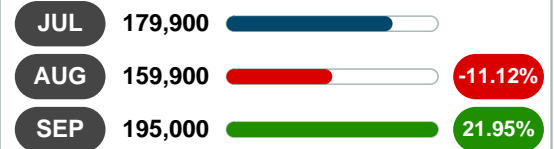


3 MONTHS

5 year SEP AVG = 154,060

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

Median List Price at Closing this month at **195,000** above the 5 yr SEP average of **154,060**



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	7.94%	39,000	39,000	37,000	0	0
\$50,001 - \$75,000	4.76%	69,000	69,000	0	0	0
\$75,001 - \$150,000	28.57%	115,000	90,000	121,500	143,000	0
\$150,001 - \$200,000	12.70%	173,750	195,000	165,000	0	0
\$200,001 - \$250,000	15.87%	219,500	0	220,000	219,000	0
\$250,001 - \$375,000	17.46%	295,000	0	284,900	353,400	0
\$375,001 and up	12.70%	497,250	0	399,000	495,000	892,000
Median List Price		195,000	74,700	203,750	229,000	892,000
Total Closed Units	100%	195,000	12	38	11	2
Total Closed Volume		13,949,400	1.02M	8.00M	3.14M	1.78M

September 2023



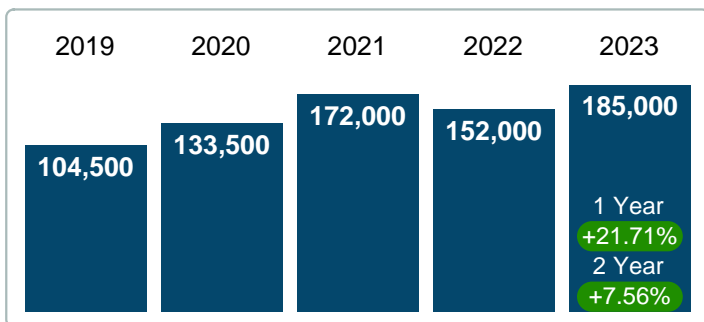
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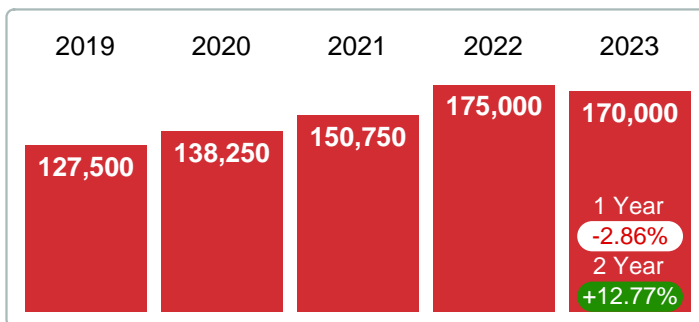
MEDIAN SOLD PRICE AT CLOSING

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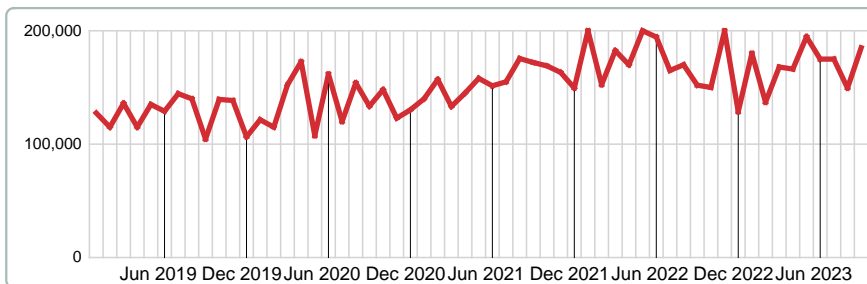
SEPTEMBER



YEAR TO DATE (YTD)

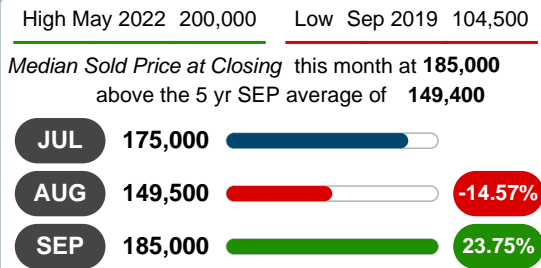


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 149,400



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	6	9.52%	37,500	40,000	37,500	0	0
\$50,001 - \$75,000	4	6.35%	68,500	60,250	67,500	70,000	0
\$75,001 - \$150,000	16	25.40%	120,500	90,000	133,000	146,500	0
\$150,001 - \$200,000	10	15.87%	180,000	185,000	175,000	0	0
\$200,001 - \$250,000	10	15.87%	222,450	0	224,900	219,000	0
\$250,001 - \$375,000	10	15.87%	319,500	0	275,000	333,000	0
\$375,001 and up	7	11.11%	495,000	0	399,000	485,000	845,000
Median Sold Price			185,000	74,700	197,000	232,900	845,000
Total Closed Units		100%	185,000	12	38	11	2
Total Closed Volume			13,492,900	958.90K	7.82M	3.03M	1.69M

September 2023



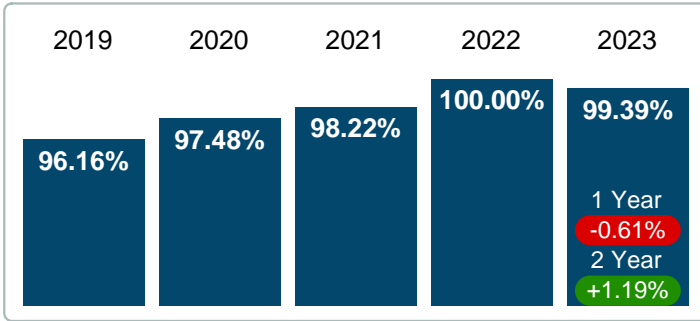
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



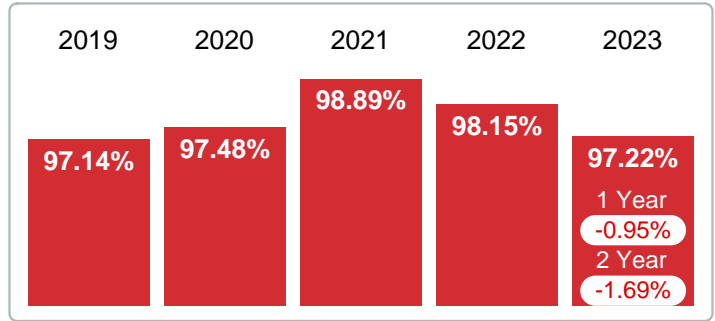
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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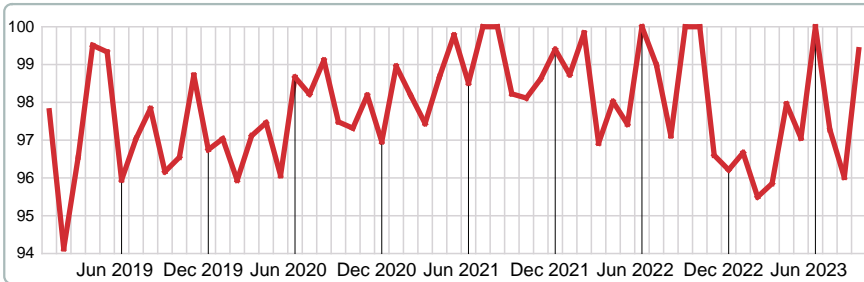
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

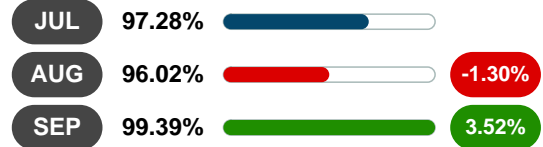


3 MONTHS

5 year SEP AVG = 98.25%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **99.39%**
above the 5 yr SEP average of **98.25%**



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	6	9.52%	87.58%	81.59%	106.02%	0.00%	0.00%
\$50,001 - \$75,000	4	6.35%	86.67%	99.13%	75.08%	70.71%	0.00%
\$75,001 - \$150,000	16	25.40%	100.00%	98.44%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	10	15.87%	97.35%	94.87%	98.81%	0.00%	0.00%
\$200,001 - \$250,000	10	15.87%	100.00%	0.00%	100.00%	101.70%	0.00%
\$250,001 - \$375,000	10	15.87%	98.46%	0.00%	99.42%	93.61%	0.00%
\$375,001 and up	7	11.11%	96.60%	0.00%	100.00%	97.55%	94.48%
Median Sold/List Ratio		99.39%		95.80%	100.00%	100.00%	94.48%
Total Closed Units		63	100%	12	38	11	2
Total Closed Volume		13,492,900		958.90K	7.82M	3.03M	1.69M

September 2023



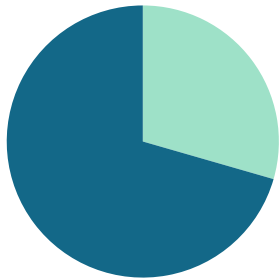
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

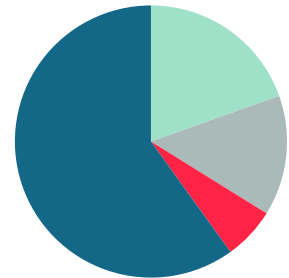


Inventory
 New Listings
76 = 29.46%
 Start Inventory
182
 Total Inventory Units
258
 Volume
\$81,738,508

Market Activity

Closed Sales
63 = 19.57%
 Pending Sales
46 = 14.29%
 Other Off Market
20 = 6.21%
 Active Inventory
193 = 59.94%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	63	23.53%	570	503	-11.75%
Pending Sales	46	46	0.00%	564	523	-7.27%
New Listings	74	76	2.70%	698	731	4.73%
Median List Price	160,000	195,000	21.88%	179,000	179,500	0.28%
Median Sale Price	152,000	185,000	21.71%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	100.00%	99.39%	-0.61%	98.15%	97.22%	-0.95%
Median Days on Market to Sale	6.00	13.00	116.67%	10.50	14.00	33.33%
Monthly Inventory	155	193	24.52%	155	193	24.52%
Months Supply of Inventory	2.38	3.68	54.36%	2.38	3.68	54.36%

Absorption: Last 12 months, an Average of **53** Sales/Month

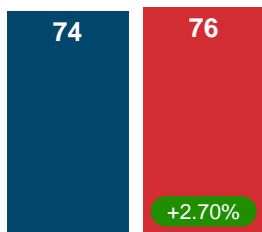
Inventory on September 30, 2023 = **193**

2022 **2023**

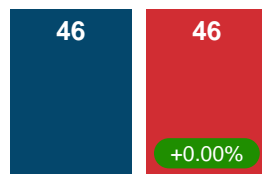
SEPTEMBER MARKET

MEDIAN PRICES

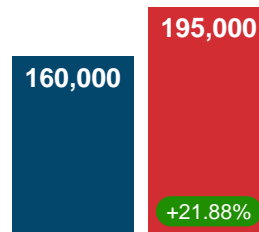
New Listings



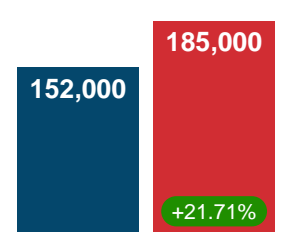
Pending Listings



List Price



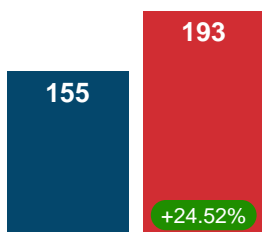
Sale Price



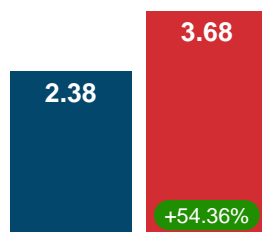
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

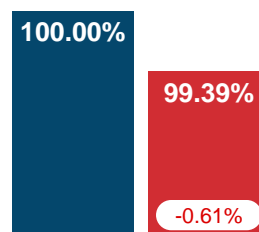
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

