

November 2022



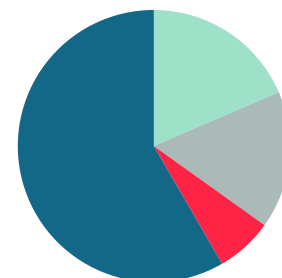
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	60	52	-13.33%
Pending Listings	58	46	-20.69%
New Listings	58	59	1.72%
Average List Price	191,194	248,967	30.22%
Average Sale Price	185,190	236,606	27.76%
Average Percent of Selling Price to List Price	96.62%	94.66%	-2.02%
Average Days on Market to Sale	26.15	33.94	29.80%
End of Month Inventory	246	164	-33.33%
Months Supply of Inventory	3.49	2.65	-24.18%



■ Closed (18.51%)
■ Pending (16.37%)
■ Other OffMarket (6.76%)
■ Active (58.36%)

Absorption: Last 12 months, an Average of **62** Sales/Month
Active Inventory as of November 30, 2022 = **164**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2022 decreased **33.33%** to 164 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **2.65** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **27.76%** in November 2022 to \$236,606 versus the previous year at \$185,190.

Average Days on Market Lengthens

The average number of **33.94** days that homes spent on the market before selling increased by 7.79 days or **29.80%** in November 2022 compared to last year's same month at **26.15** DOM.

Sales Success for November 2022 is Positive

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

There were 59 New Listings in November 2022, up **1.72%** from last year at 58. Furthermore, there were 52 Closed Listings this month versus last year at 60, a **-13.33%** decrease.

Closed versus Listed trends yielded a **88.1%** ratio, down from previous year's, November 2021, at **103.4%**, a **14.80%** downswing. This will certainly create pressure on a decreasing 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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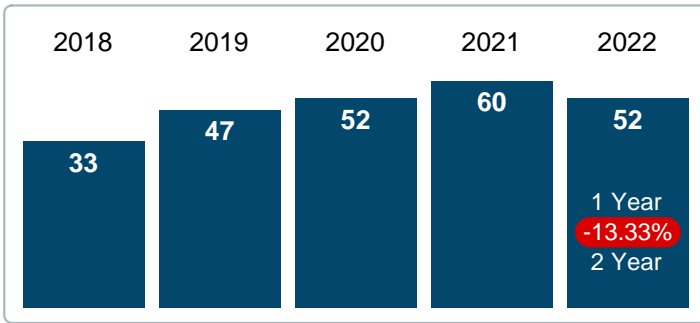
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



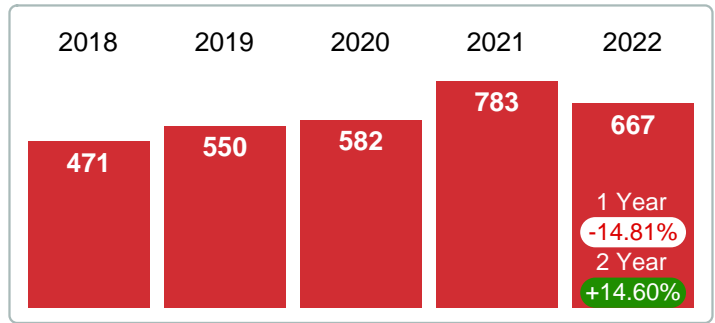
CLOSED LISTINGS

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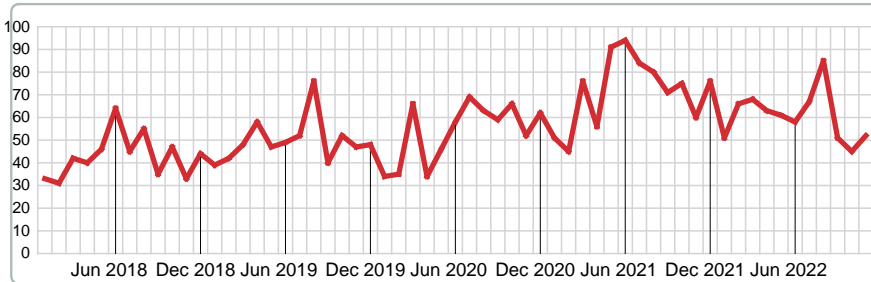
NOVEMBER



YEAR TO DATE (YTD)

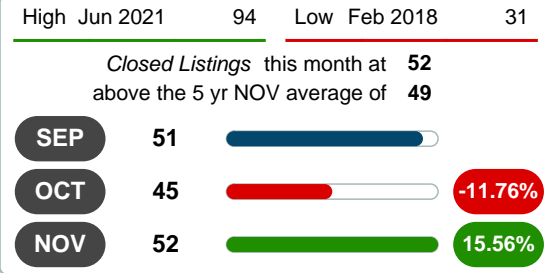


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	11.54%	38.2	3	1	2	0
\$100,001 - \$125,000	4	7.69%	30.5	0	4	0	0
\$125,001 - \$150,000	4	7.69%	32.5	0	4	0	0
\$150,001 - \$225,000	17	32.69%	24.4	1	15	1	0
\$225,001 - \$300,000	11	21.15%	39.1	1	5	5	0
\$300,001 - \$400,000	5	9.62%	23.2	0	4	1	0
\$400,001 and up	5	9.62%	64.8	0	2	2	1
Total Closed Units	52			5	35	11	1
Total Closed Volume	12,303,500	100%	33.9	614.00K	7.92M	2.98M	795.00K
Average Closed Price	\$236,606			\$122,800	\$226,214	\$270,636	\$795,000

November 2022



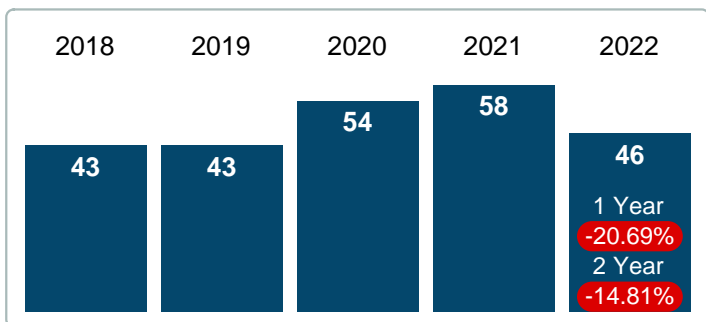
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



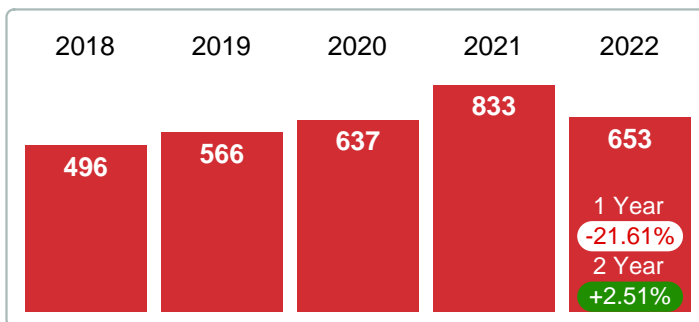
PENDING LISTINGS

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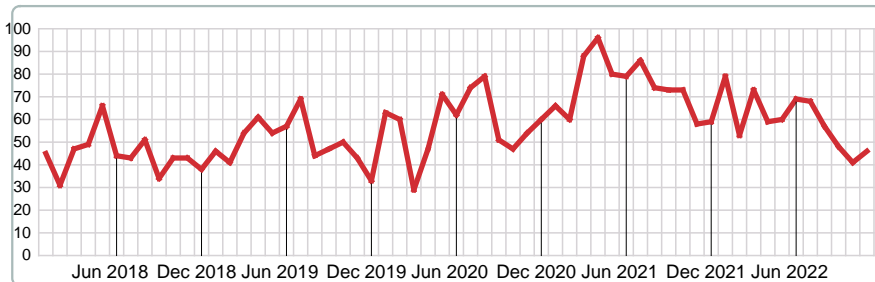
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 46 below the 5 yr NOV average of 49



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	4	8.70%	30.8	3	1	0	0
\$50,001 - \$90,000	5	10.87%	81.0	2	2	1	0
\$90,001 - \$120,000	9	19.57%	42.1	4	5	0	0
\$120,001 - \$190,000	10	21.74%	54.2	2	7	1	0
\$190,001 - \$290,000	5	10.87%	45.2	1	2	2	0
\$290,001 - \$400,000	9	19.57%	29.6	0	5	4	0
\$400,001 and up	4	8.70%	116.8	0	4	0	0
Total Pending Units	46			12	26	8	0
Total Pending Volume	9,704,650	100%	23.5	1.27M	6.29M	2.14M	0.00B
Average Listing Price	\$142,650			\$105,613	\$242,077	\$267,913	\$0

November 2022



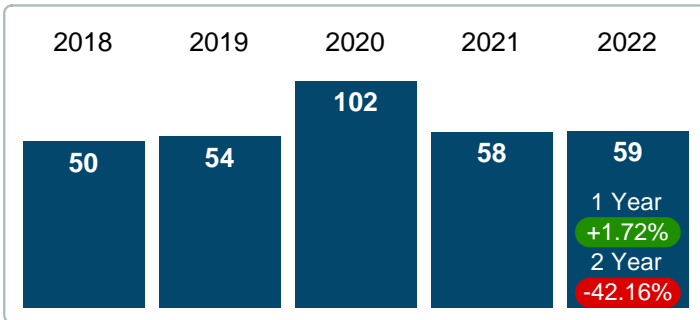
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



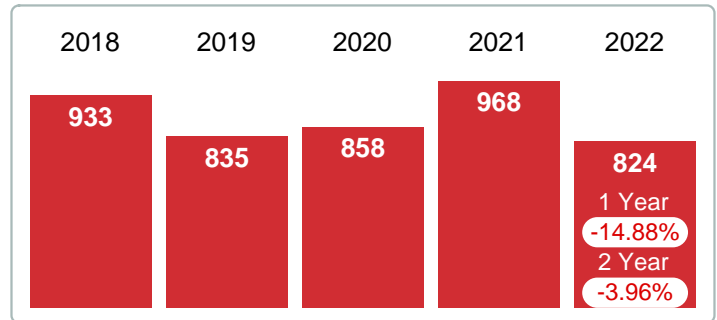
NEW LISTINGS

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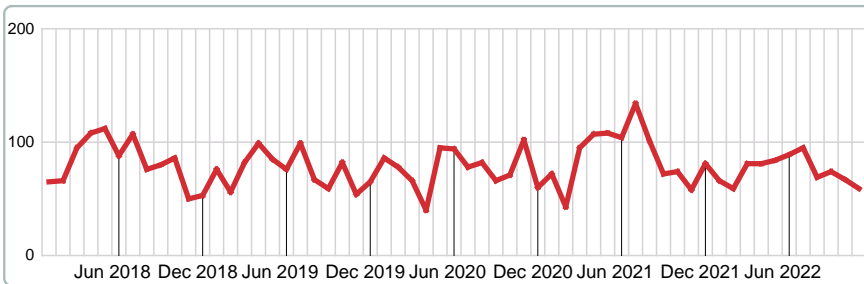
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

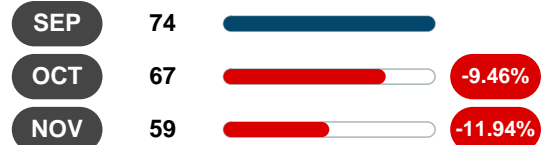


3 MONTHS

5 year NOV AVG = 65

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 59
below the 5 yr NOV average of 65



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	3	5.08%	1	2	0	0
\$50,001 - \$100,000	9	15.25%	5	3	1	0
\$100,001 - \$150,000	7	11.86%	2	4	1	0
\$150,001 - \$275,000	17	28.81%	2	13	2	0
\$275,001 - \$375,000	9	15.25%	0	8	1	0
\$375,001 - \$550,000	10	16.95%	0	5	4	1
\$550,001 and up	4	6.78%	0	3	0	1
Total New Listed Units	59		10	38	9	2
Total New Listed Volume	23,130,598	100%	1.08M	17.92M	2.69M	1.44M
Average New Listed Listing Price	\$171,500		\$107,640	\$471,513	\$299,089	\$722,450

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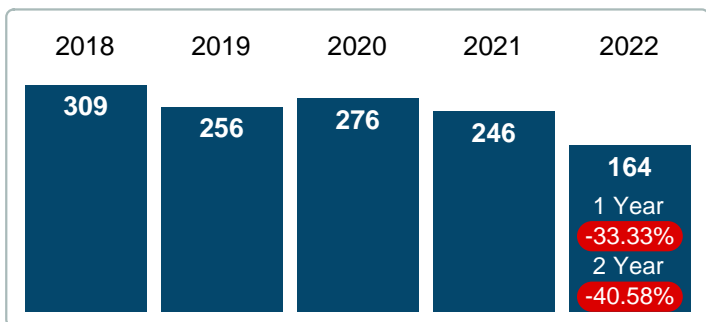
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



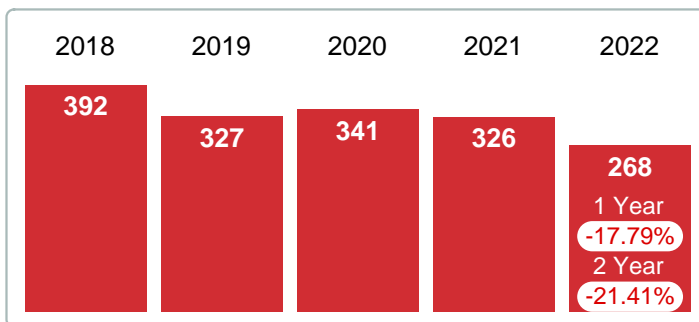
ACTIVE INVENTORY

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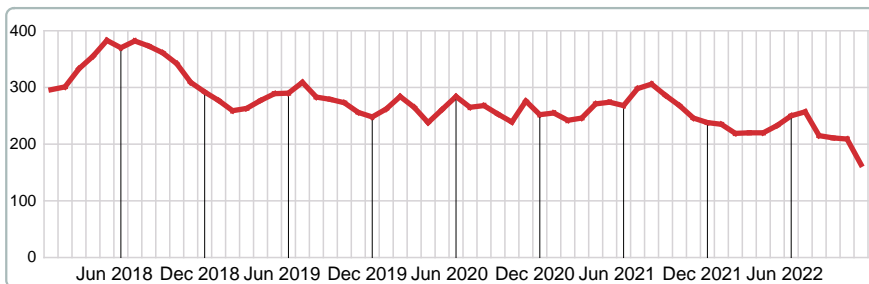
END OF NOVEMBER



ACTIVE DURING NOVEMBER

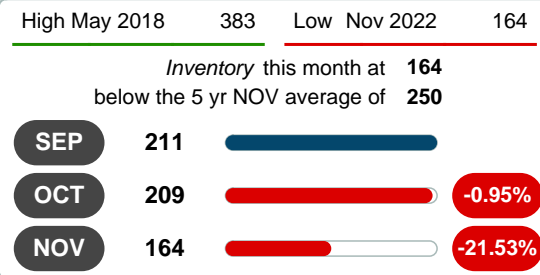


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 250



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	13	7.93%	53.6	8	4	1	0
\$75,001 - \$125,000	19	11.59%	85.2	7	9	3	0
\$125,001 - \$175,000	20	12.20%	75.8	1	16	3	0
\$175,001 - \$275,000	45	27.44%	73.2	2	29	13	1
\$275,001 - \$400,000	30	18.29%	87.8	2	20	8	0
\$400,001 - \$550,000	22	13.41%	75.5	1	17	3	1
\$550,001 and up	15	9.15%	98.5	0	9	3	3
Total Active Inventory by Units	164			21	104	34	5
Total Active Inventory by Volume	61,779,397	100%	78.6	2.74M	43.58M	11.67M	3.79M
Average Active Inventory Listing Price	\$376,704			\$130,471	\$419,073	\$343,147	\$757,780

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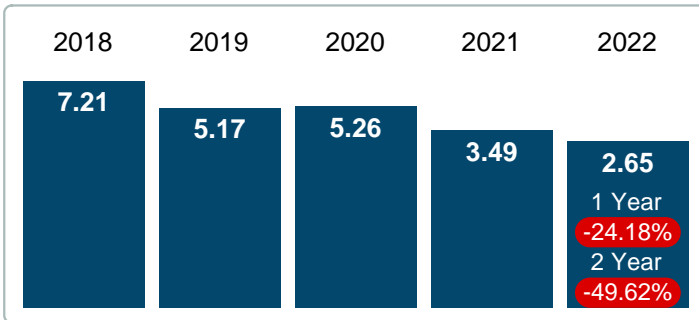
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



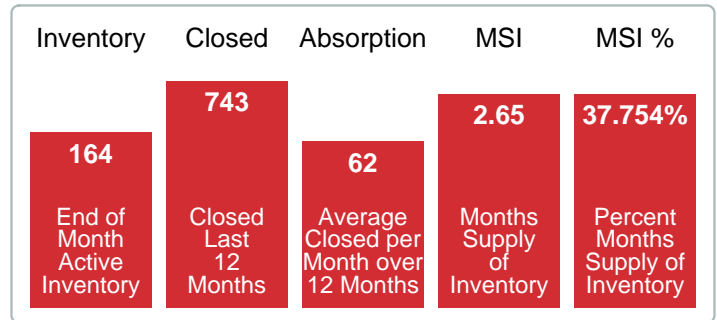
MONTHS SUPPLY of INVENTORY (MSI)

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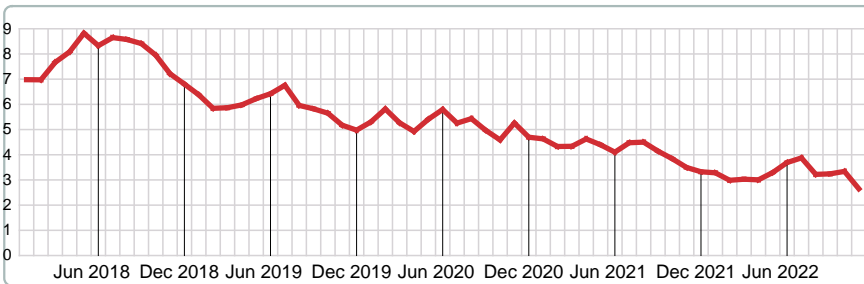
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

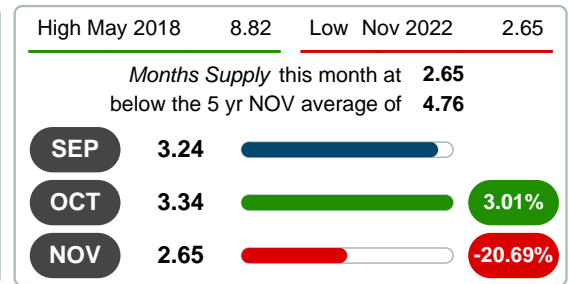


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.76



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	13	7.93%	1.46	1.75	1.00	3.00	0.00
\$75,001 - \$125,000	19	11.59%	1.77	1.62	1.61	4.00	0.00
\$125,001 - \$175,000	20	12.20%	1.61	0.36	2.00	2.12	0.00
\$175,001 - \$275,000	45	27.44%	2.76	4.00	2.43	3.71	2.40
\$275,001 - \$400,000	30	18.29%	3.96	4.80	4.80	3.00	0.00
\$400,001 - \$550,000	22	13.41%	6.44	3.00	12.75	2.12	3.00
\$550,001 and up	15	9.15%	6.00	0.00	8.31	4.00	5.14
Market Supply of Inventory (MSI)			2.65	1.62	2.88	3.14	2.50
Total Active Inventory by Units		100%	2.65	21	104	34	5

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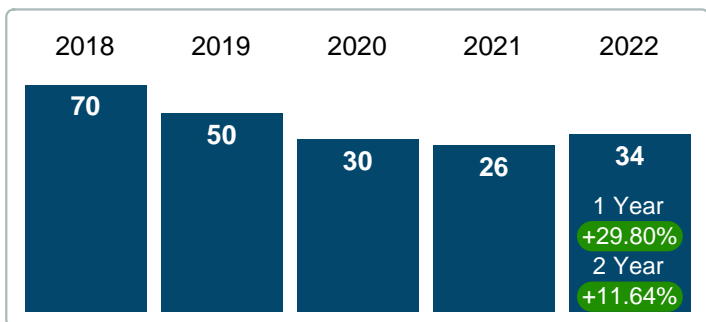
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



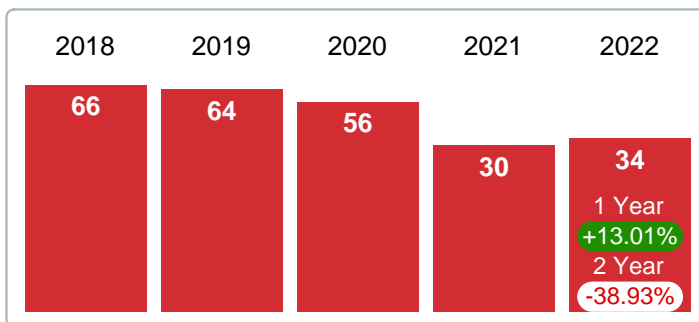
AVERAGE DAYS ON MARKET TO SALE

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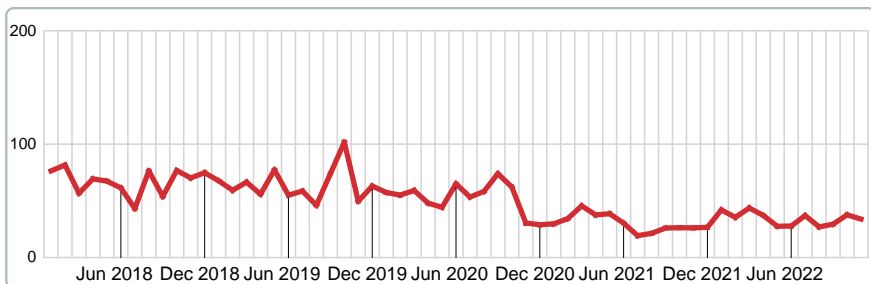
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 42

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 34 below the 5 yr NOV average of 42



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
\$100,000 and less	11.54%	38	25	4	75	0
\$100,001 - \$125,000	7.69%	31	0	31	0	0
\$125,001 - \$150,000	7.69%	33	0	33	0	0
\$150,001 - \$225,000	32.69%	24	3	23	70	0
\$225,001 - \$300,000	21.15%	39	28	29	51	0
\$300,001 - \$400,000	9.62%	23	0	29	1	0
\$400,001 and up	9.62%	65	0	62	97	6
Average Closed DOM		34	21	28	61	6
Total Closed Units	100%	34	5	35	11	1
Total Closed Volume		12,303,500	614.00K	7.92M	2.98M	795.00K

November 2022



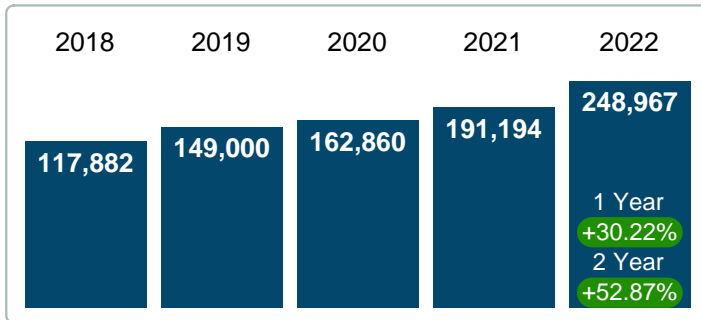
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



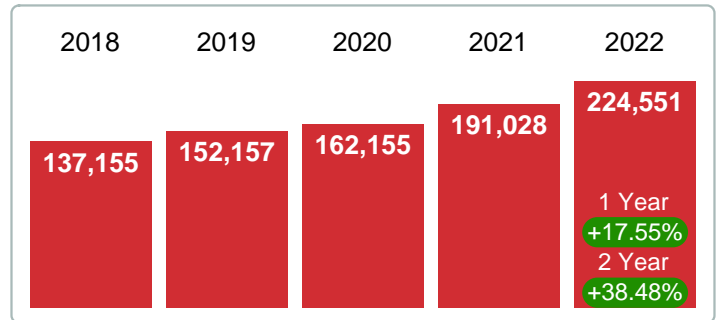
AVERAGE LIST PRICE AT CLOSING

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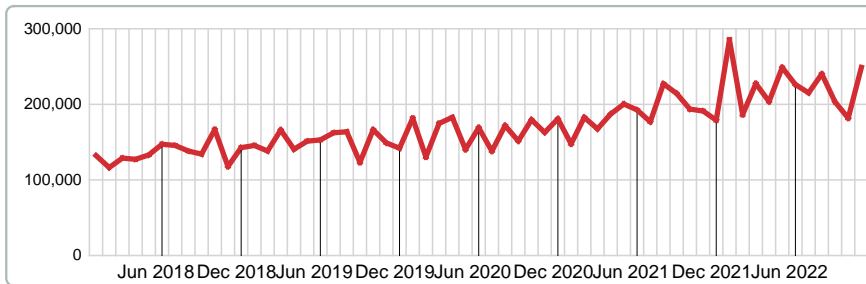
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

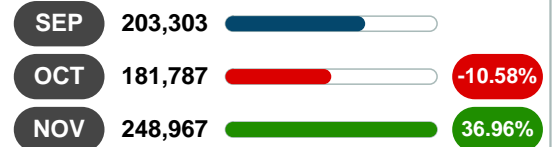


3 MONTHS

5 year NOV AVG = 173,981

High Jan 2022 285,380 Low Feb 2018 116,420

Average List Price at Closing this month at **248,967**
above the 5 yr NOV average of **173,981**



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
\$100,000 and less	5	9.62%	64,760	51,300	94,900	95,000	0
\$100,001 - \$125,000	4	7.69%	115,000	0	127,250	0	0
\$125,001 - \$150,000	4	7.69%	145,475	0	154,250	0	0
\$150,001 - \$225,000	17	32.69%	185,035	175,000	187,767	210,000	0
\$225,001 - \$300,000	10	19.23%	257,220	335,000	266,580	266,660	0
\$300,001 - \$400,000	7	13.46%	353,271	0	347,225	400,000	0
\$400,001 and up	5	9.62%	677,980	0	765,000	532,450	795,000
Average List Price			248,967	132,780	236,834	290,745	795,000
Total Closed Units		100%	248,967	5	35	11	1
Total Closed Volume			12,946,300	663.90K	8.29M	3.20M	795.00K

November 2022



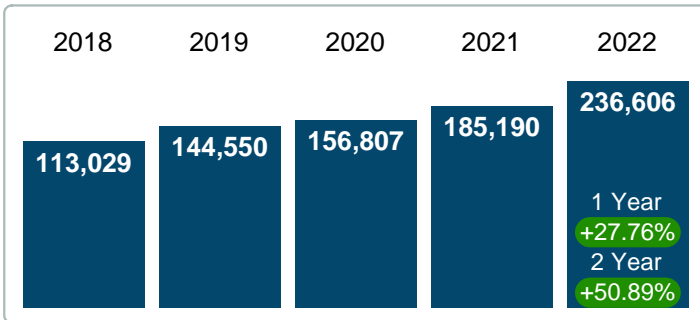
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



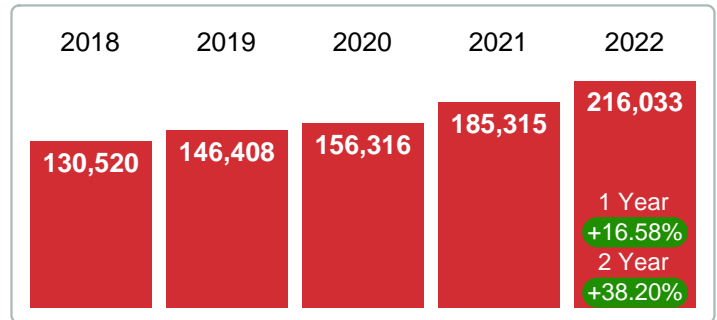
AVERAGE SOLD PRICE AT CLOSING

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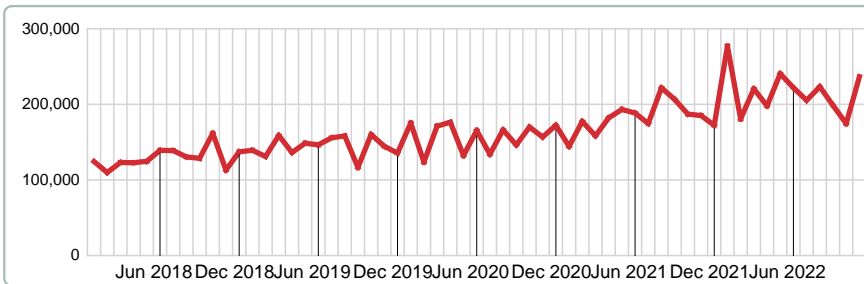
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

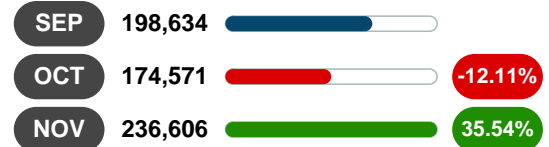


3 MONTHS

5 year NOV AVG = 167,236

High Jan 2022 276,918 Low Feb 2018 109,807

Average Sold Price at Closing this month at **236,606** above the 5 yr NOV average of **167,236**



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
\$100,000 and less	11.54%	65,583	48,333	86,000	81,250	0
\$100,001 - \$125,000	7.69%	111,625	0	111,625	0	0
\$125,001 - \$150,000	7.69%	140,000	0	140,000	0	0
\$150,001 - \$225,000	32.69%	181,718	169,000	180,680	210,000	0
\$225,001 - \$300,000	21.15%	256,764	300,000	257,980	246,900	0
\$300,001 - \$400,000	9.62%	350,980	0	338,725	400,000	0
\$400,001 and up	9.62%	647,000	0	735,000	485,000	795,000
Average Sold Price		236,606	122,800	226,214	270,636	795,000
Total Closed Units	100%	236,606	5	35	11	1
Total Closed Volume		12,303,500	614.00K	7.92M	2.98M	795.00K

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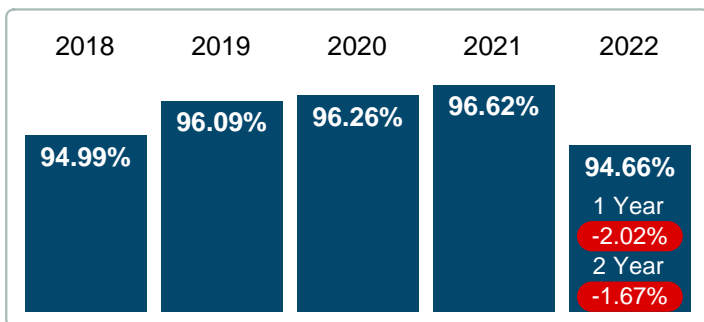
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



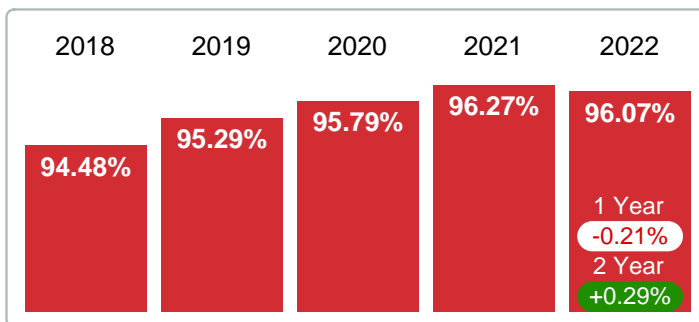
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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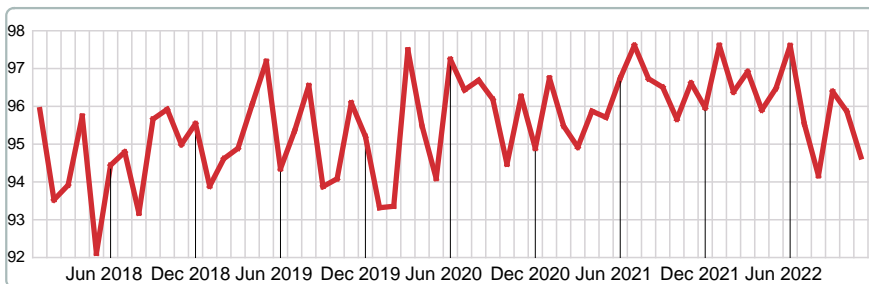
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

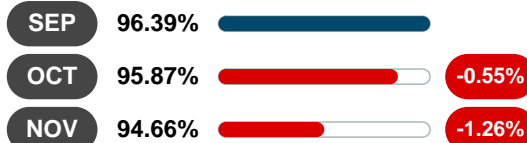


3 MONTHS

5 year NOV AVG = 95.72%

High Jan 2022 97.61% Low May 2018 92.11%

Average Sold/List Ratio this month at **94.66%** below the 5 yr NOV average of **95.72%**



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
\$100,000 and less	6	11.54%	91.00%	95.04%	90.62%	85.14%	0.00%
\$100,001 - \$125,000	4	7.69%	89.26%	0.00%	89.26%	0.00%	0.00%
\$125,001 - \$150,000	4	7.69%	91.73%	0.00%	91.73%	0.00%	0.00%
\$150,001 - \$225,000	17	32.69%	96.86%	96.57%	96.67%	100.00%	0.00%
\$225,001 - \$300,000	11	21.15%	94.59%	89.55%	96.78%	93.41%	0.00%
\$300,001 - \$400,000	5	9.62%	98.23%	0.00%	97.79%	100.00%	0.00%
\$400,001 and up	5	9.62%	94.80%	0.00%	95.96%	91.03%	100.00%
Average Sold/List Ratio		94.70%		94.25%	95.19%	92.67%	100.00%
Total Closed Units		52	100%	5	35	11	1
Total Closed Volume		12,303,500		614.00K	7.92M	2.98M	795.00K

November 2022



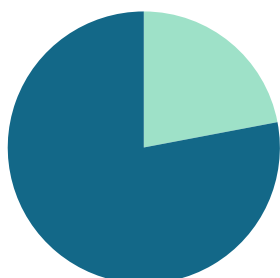
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

INVENTORY

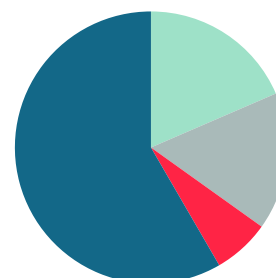


Inventory
 New Listings
59 = 22.01%
 Start Inventory
209
 Total Inventory Units
268
 Volume
\$86,939,947

Market Activity

Closed Sales
52 = 18.51%
 Pending Sales
46 = 16.37%
 Other Off Market
19 = 6.76%
 Active Inventory
164 = 58.36%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	60	52	-13.33%	783	667	-14.81%
Pending Sales	58	46	-20.69%	833	653	-21.61%
New Listings	58	59	1.72%	968	824	-14.88%
Average List Price	191,194	248,967	30.22%	191,028	224,551	17.55%
Average Sale Price	185,190	236,606	27.76%	185,315	216,033	16.58%
Average Percent of Selling Price to List Price	96.62%	94.66%	-2.02%	96.27%	96.07%	-0.21%
Average Days on Market to Sale	26.15	33.94	29.80%	30.29	34.23	13.01%
Monthly Inventory	246	164	-33.33%	246	164	-33.33%
Months Supply of Inventory	3.49	2.65	-24.18%	3.49	2.65	-24.18%

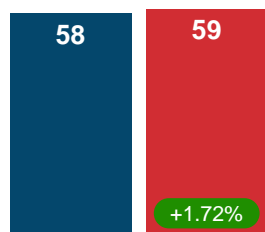
Absorption: Last 12 months, an Average of **62** Sales/Month

Inventory on November 30, 2022 = **164** 2021 2022

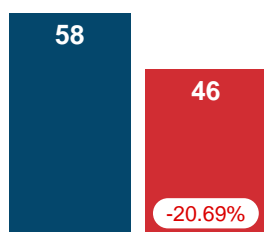
NOVEMBER MARKET

AVERAGE PRICES

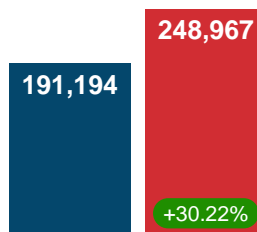
New Listings



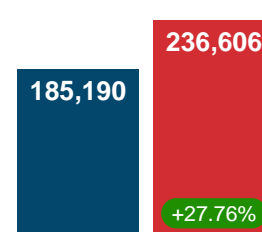
Pending Listings



List Price



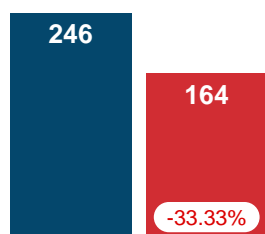
Sale Price



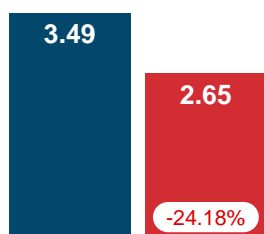
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

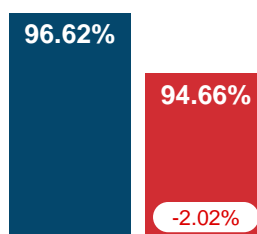
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

