

# December 2021



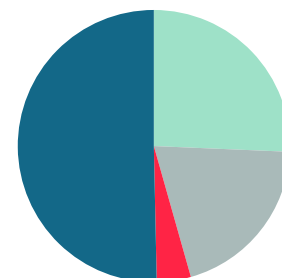
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	62	76	22.58%
Pending Listings	60	59	-1.67%
New Listings	60	81	35.00%
Average List Price	180,782	179,068	-0.95%
Average Sale Price	172,326	172,338	0.01%
Average Percent of Selling Price to List Price	94.89%	95.96%	1.13%
Average Days on Market to Sale	28.95	26.64	-7.97%
End of Month Inventory	171	149	-12.87%
Months Supply of Inventory	3.19	2.08	-34.67%



■ Closed (25.68%)  
■ Pending (19.93%)  
■ Other OffMarket (4.05%)  
■ Active (50.34%)

**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of December 31, 2021 = **149**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **12.87%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **2.08** 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 **0.01%** in December 2021 to \$172,338 versus the previous year at \$172,326.

#### Average Days on Market Shortens

The average number of **26.64** days that homes spent on the market before selling decreased by 2.31 days or **7.97%** in December 2021 compared to last year's same month at **28.95** DOM.

#### Sales Success for December 2021 is Positive

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

There were 81 New Listings in December 2021, up **35.00%** from last year at 60. Furthermore, there were 76 Closed Listings this month versus last year at 62, a **22.58%** increase.

Closed versus Listed trends yielded a **93.8%** ratio, down from previous year's, December 2020, at **103.3%**, a **9.20%** downswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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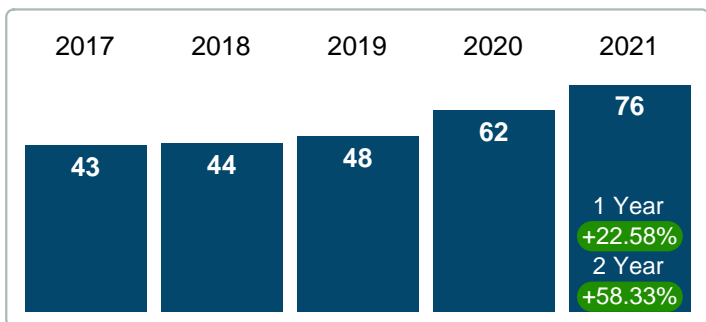
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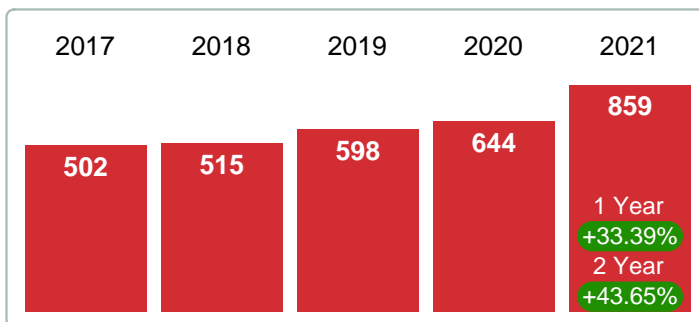
## CLOSED LISTINGS

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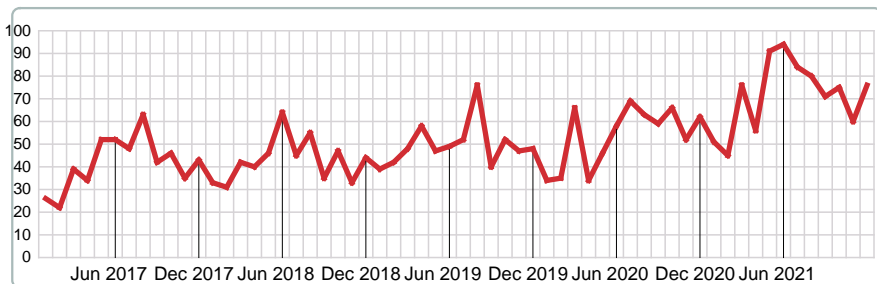
### DECEMBER



### YEAR TO DATE (YTD)

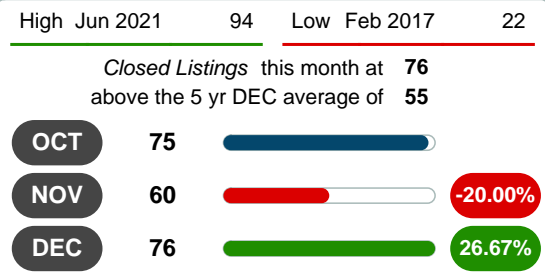


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 55



### 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	7.89%	25.8	4	2	0	0
\$50,001 - \$75,000	8	10.53%	21.6	2	6	0	0
\$75,001 - \$100,000	9	11.84%	18.7	3	5	1	0
\$100,001 - \$175,000	22	28.95%	19.9	3	15	4	0
\$175,001 - \$225,000	14	18.42%	21.1	0	10	4	0
\$225,001 - \$300,000	9	11.84%	38.6	0	7	2	0
\$300,001 and up	8	10.53%	56.0	1	5	2	0
<b>Total Closed Units</b>	<b>76</b>			<b>13</b>	<b>50</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>13,097,719</b>	<b>100%</b>	<b>26.6</b>	<b>1.31M</b>	<b>9.13M</b>	<b>2.66M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$172,338</b>			<b>\$100,784</b>	<b>\$182,506</b>	<b>\$204,788</b>	<b>\$0</b>

# December 2021



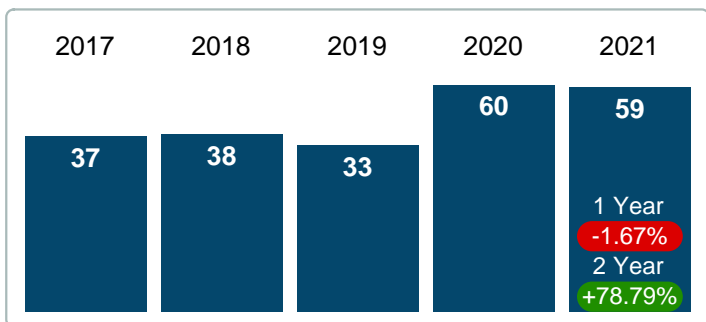
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



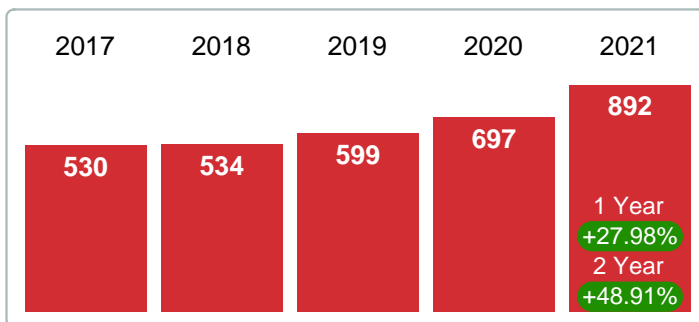
## PENDING LISTINGS

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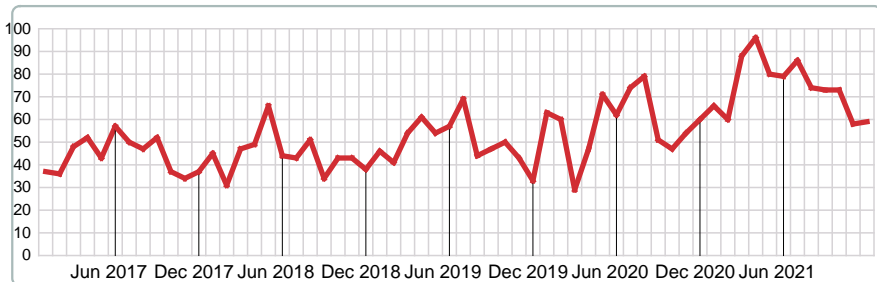
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

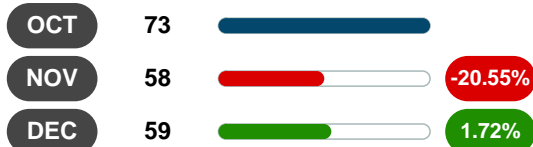


### 3 MONTHS

5 year DEC AVG = 45

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 59 above the 5 yr DEC average of 45



### 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	8.47%	7.4	4	1	0	0
\$50,001 - \$75,000	7	11.86%	59.1	4	2	1	0
\$75,001 - \$100,000	6	10.17%	13.3	1	5	0	0
\$100,001 - \$175,000	13	22.03%	37.2	5	6	2	0
\$175,001 - \$250,000	11	18.64%	12.3	0	10	1	0
\$250,001 - \$325,000	11	18.64%	52.4	0	8	3	0
\$325,001 and up	6	10.17%	45.2	1	2	2	1
<b>Total Pending Units</b>	<b>59</b>			<b>15</b>	<b>34</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,712,399</b>	<b>100%</b>	<b>34.3</b>	<b>1.64M</b>	<b>6.45M</b>	<b>2.29M</b>	<b>330.00K</b>
<b>Average Listing Price</b>	<b>\$182,817</b>			<b>\$109,213</b>	<b>\$189,685</b>	<b>\$254,989</b>	<b>\$330,000</b>

# December 2021



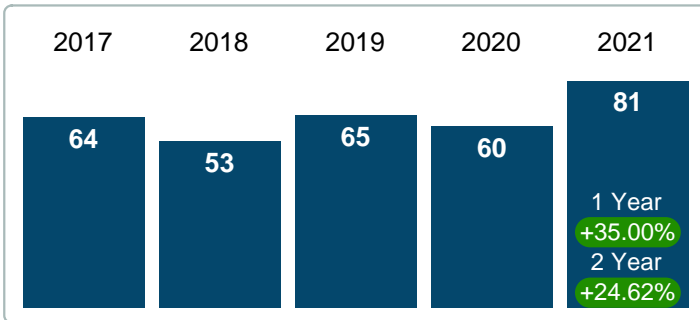
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



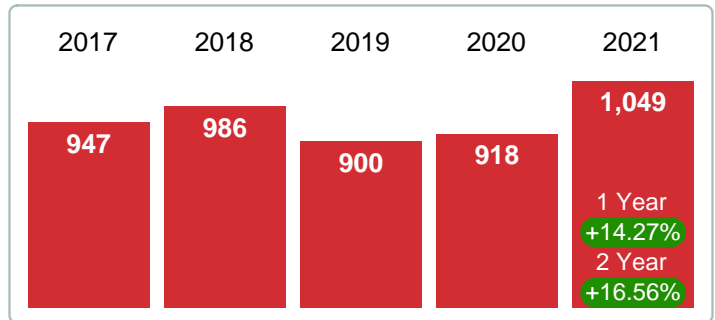
## NEW LISTINGS

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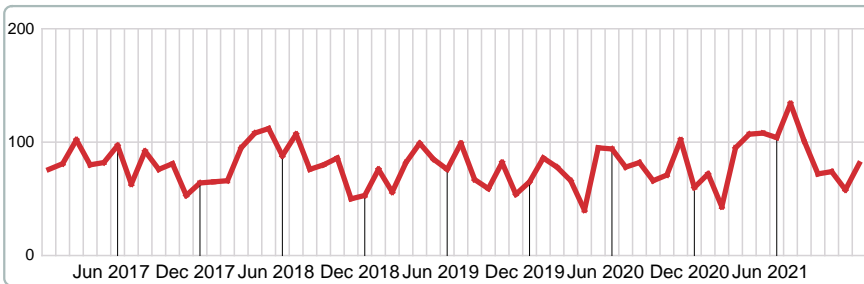
### DECEMBER



### YEAR TO DATE (YTD)

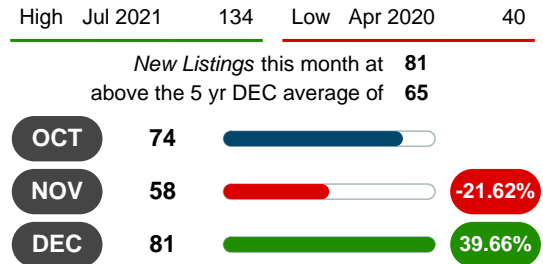


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 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	7	8.64%	5	2	0	0
\$50,001 - \$75,000	6	7.41%	2	4	0	0
\$75,001 - \$100,000	10	12.35%	5	5	0	0
\$100,001 - \$200,000	26	32.10%	3	19	4	0
\$200,001 - \$250,000	12	14.81%	1	10	1	0
\$250,001 - \$325,000	11	13.58%	0	8	3	0
\$325,001 and up	9	11.11%	1	3	4	1
<b>Total New Listed Units</b>	<b>81</b>		<b>17</b>	<b>51</b>	<b>12</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,014,499</b>	<b>100%</b>	<b>1.77M</b>	<b>9.92M</b>	<b>3.59M</b>	<b>725.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$196,118</b>		<b>\$104,276</b>	<b>\$194,580</b>	<b>\$299,433</b>	<b>\$725,000</b>

# December 2021



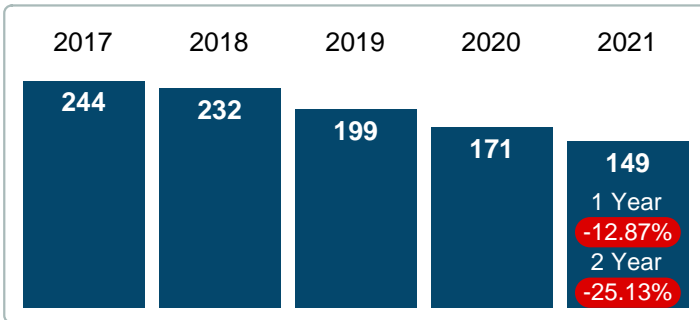
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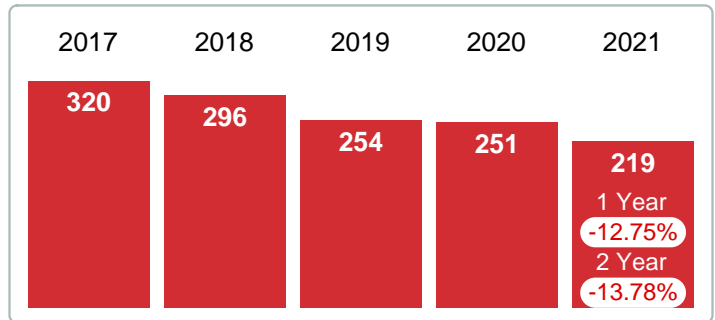
## ACTIVE INVENTORY

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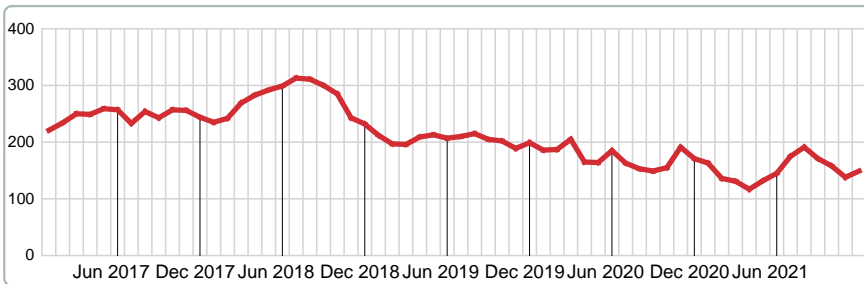
### END OF DECEMBER



### ACTIVE DURING DECEMBER

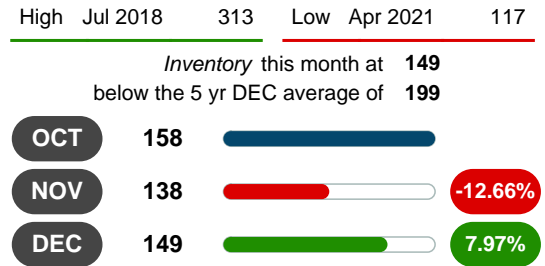


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 199



### 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	<b>8</b>	5.37%	86.4	4	3	1	0
\$50,001 - \$100,000	<b>24</b>	16.11%	79.7	10	13	1	0
\$100,001 - \$125,000	<b>17</b>	11.41%	87.5	4	13	0	0
\$125,001 - \$225,000	<b>34</b>	22.82%	82.1	8	19	6	1
\$225,001 - \$350,000	<b>32</b>	21.48%	57.6	0	22	9	1
\$350,001 - \$475,000	<b>19</b>	12.75%	116.0	0	11	7	1
\$475,001 and up	<b>15</b>	10.07%	103.2	0	6	5	4
Total Active Inventory by Units			149	26	87	29	7
Total Active Inventory by Volume			41,695,369	2.84M	24.61M	9.95M	4.29M
Average Active Inventory Listing Price			\$279,835	\$109,188	\$282,872	\$343,209	\$613,357

# December 2021



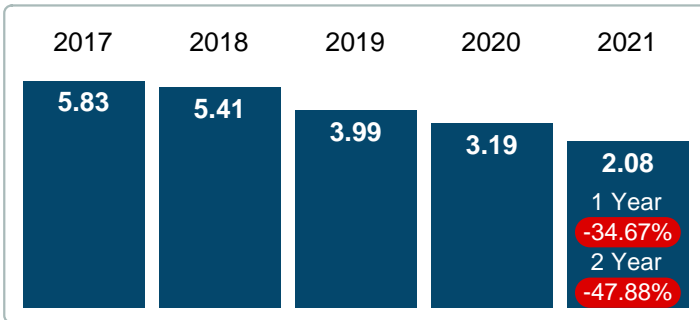
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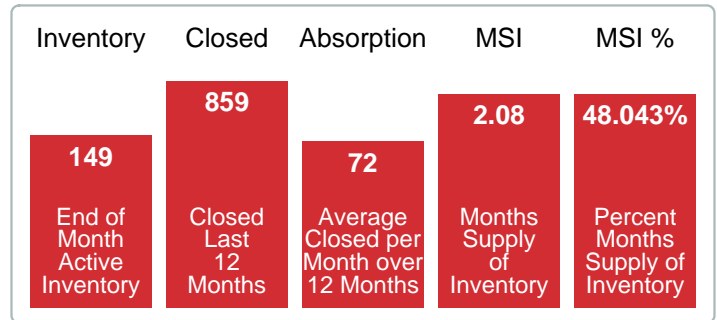
## MONTHS SUPPLY of INVENTORY (MSI)

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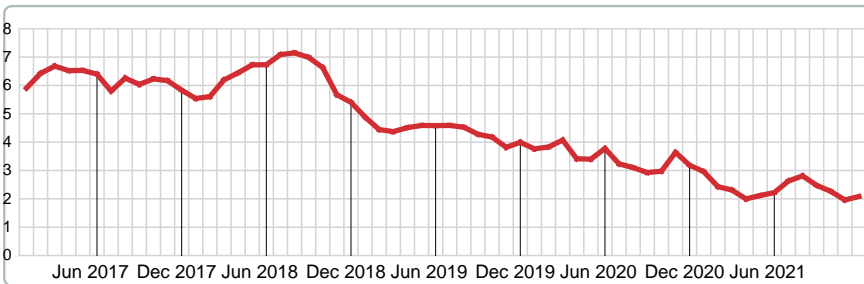
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

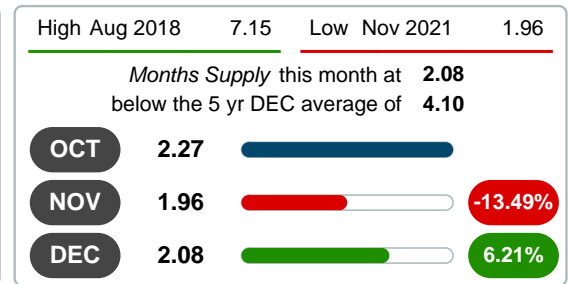


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.10



### 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	8	5.37%	1.32	1.09	1.38	6.00	0.00
\$50,001 - \$100,000	24	16.11%	1.68	1.94	1.63	0.92	0.00
\$100,001 - \$125,000	17	11.41%	2.55	4.00	2.48	0.00	0.00
\$125,001 - \$225,000	34	22.82%	1.37	3.00	1.11	1.47	1.09
\$225,001 - \$350,000	32	21.48%	2.42	0.00	2.93	2.00	1.33
\$350,001 - \$475,000	19	12.75%	4.56	0.00	7.33	4.94	2.00
\$475,001 and up	15	10.07%	6.43	0.00	7.20	5.00	12.00
Market Supply of Inventory (MSI)			2.08	1.87	2.05	2.29	2.71
Total Active Inventory by Units		100%	2.08	26	87	29	7

# December 2021



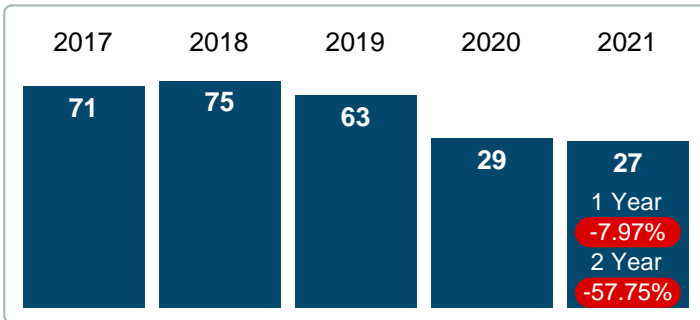
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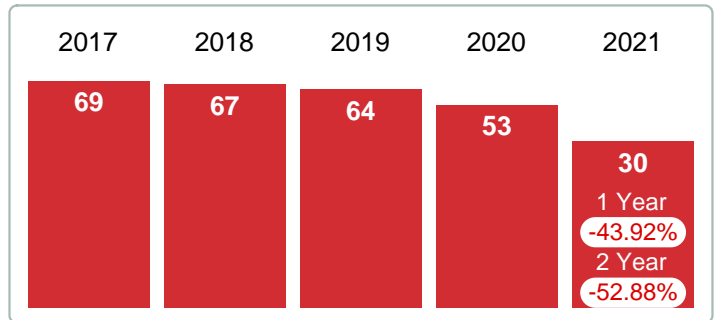
## AVERAGE DAYS ON MARKET TO SALE

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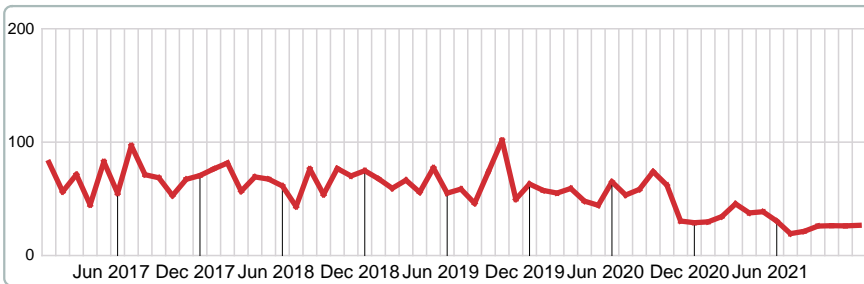
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 53

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 27 below the 5 yr DEC average of 53



### 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	7.89%	26	34	10	0	0
\$50,001 - \$75,000	10.53%	22	38	16	0	0
\$75,001 - \$100,000	11.84%	19	19	14	41	0
\$100,001 - \$175,000	28.95%	20	17	24	5	0
\$175,001 - \$225,000	18.42%	21	0	17	31	0
\$225,001 - \$300,000	11.84%	39	0	39	37	0
\$300,001 and up	10.53%	56	3	47	106	0
Average Closed DOM		27	25	25	36	0
Total Closed Units	100%	76	13	50	13	
Total Closed Volume		13,097,719	1.31M	9.13M	2.66M	0.00B

# December 2021



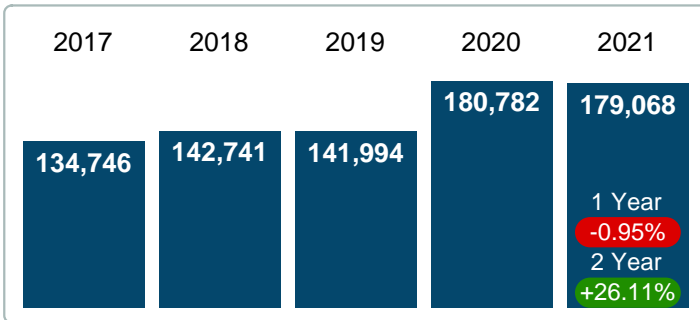
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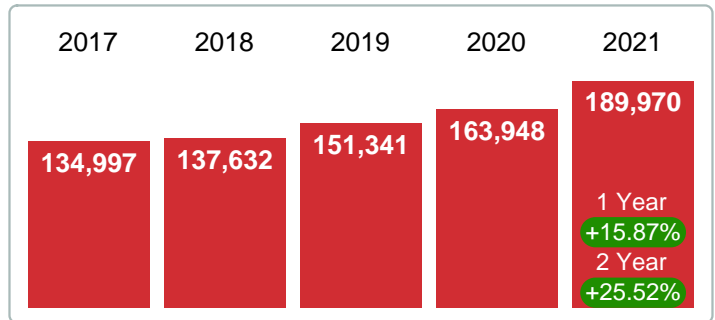
## AVERAGE LIST PRICE AT CLOSING

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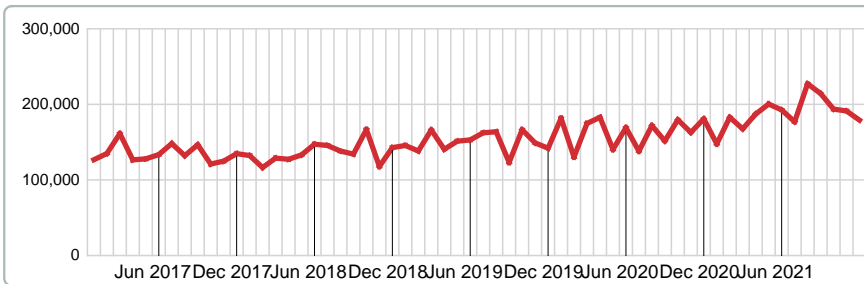
### DECEMBER



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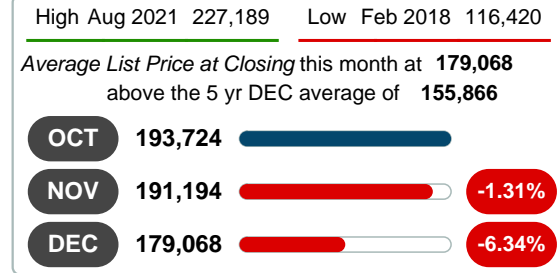


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 155,866



### 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	7.89%	27,750	32,250	18,750	0	0
\$50,001 - \$75,000	10.53%	66,113	77,301	69,400	0	0
\$75,001 - \$100,000	10.53%	92,250	79,300	97,040	75,000	0
\$100,001 - \$175,000	30.26%	139,817	134,633	142,826	141,825	0
\$175,001 - \$225,000	18.42%	199,892	0	199,699	202,875	0
\$225,001 - \$300,000	11.84%	267,633	0	264,829	272,450	0
\$300,001 and up	10.53%	469,100	430,000	510,780	384,450	0
<b>Average List Price</b>		<b>179,068</b>	<b>104,262</b>	<b>189,724</b>	<b>212,892</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>179,068</b>	<b>13</b>	<b>50</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,609,182</b>	<b>1.36M</b>	<b>9.49M</b>	<b>2.77M</b>	<b>0.00B</b>



# December 2021



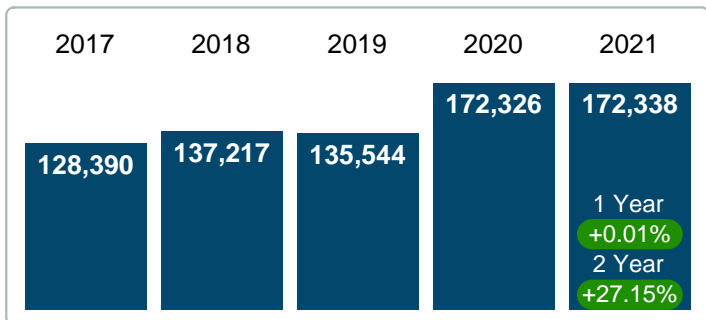
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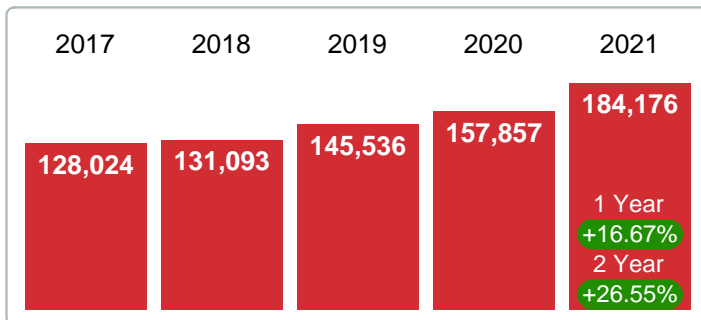
## AVERAGE SOLD PRICE AT CLOSING

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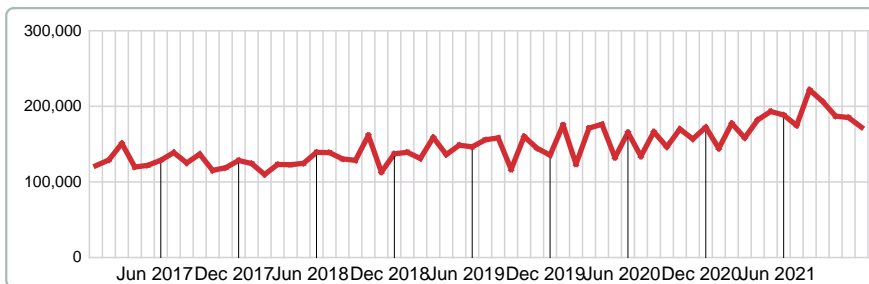
### DECEMBER



### YEAR TO DATE (YTD)

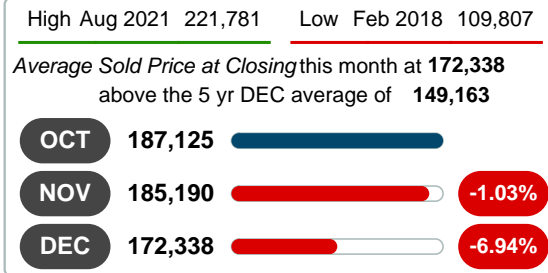


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 149,163



### 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	7.89%	22,083	25,625	15,000	0	0
\$50,001 - \$75,000	10.53%	64,425	65,750	63,983	0	0
\$75,001 - \$100,000	11.84%	90,744	83,231	96,400	85,000	0
\$100,001 - \$175,000	28.95%	137,303	132,167	140,406	129,523	0
\$175,001 - \$225,000	18.42%	196,093	0	198,030	191,250	0
\$225,001 - \$300,000	11.84%	264,683	0	261,143	277,075	0
\$300,001 and up	10.53%	435,625	430,000	463,000	370,000	0
<b>Average Sold Price</b>		<b>172,338</b>	<b>100,784</b>	<b>182,506</b>	<b>204,788</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>172,338</b>	<b>13</b>	<b>50</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>13,097,719</b>	<b>1.31M</b>	<b>9.13M</b>	<b>2.66M</b>	<b>0.00B</b>

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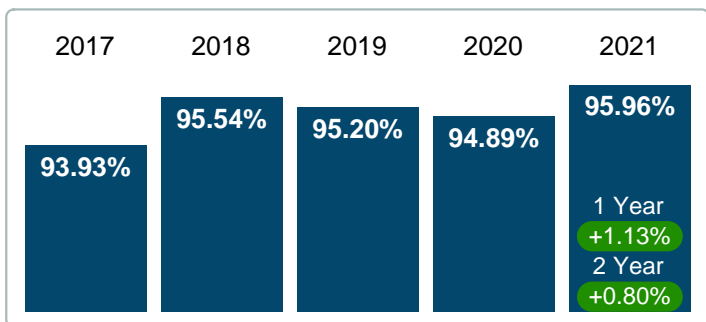
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



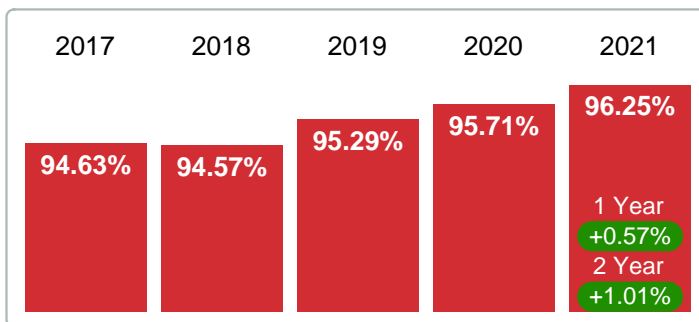
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

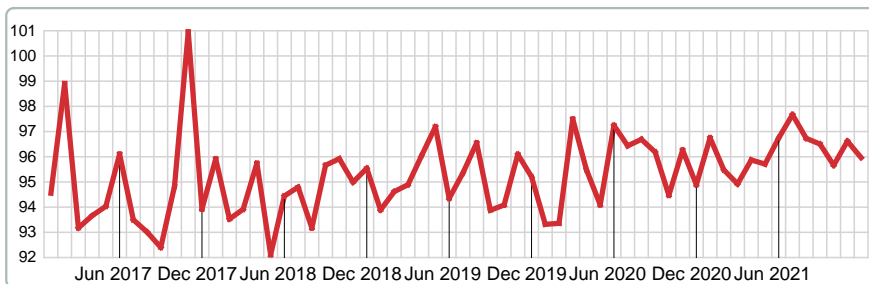
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

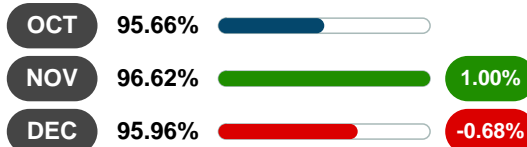


### 3 MONTHS

5 year DEC AVG = 95.11%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **95.96%** above the 5 yr DEC average of **95.11%**



### 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	7.89%	79.84%	76.58%	86.36%	0.00%	0.00%
\$50,001 - \$75,000	8	10.53%	91.31%	87.11%	92.72%	0.00%	0.00%
\$75,001 - \$100,000	9	11.84%	103.25%	106.36%	99.37%	113.33%	0.00%
\$100,001 - \$175,000	22	28.95%	96.98%	98.58%	98.14%	91.42%	0.00%
\$175,001 - \$225,000	14	18.42%	97.91%	0.00%	99.28%	94.49%	0.00%
\$225,001 - \$300,000	9	11.84%	99.38%	0.00%	98.71%	101.70%	0.00%
\$300,001 and up	8	10.53%	94.48%	100.00%	92.68%	96.20%	0.00%
Average Sold/List Ratio		96.00%		91.95%	96.90%	96.37%	0.00%
Total Closed Units		76	100%	13	50	13	
Total Closed Volume		13,097,719		1.31M	9.13M	2.66M	0.00B

# December 2021



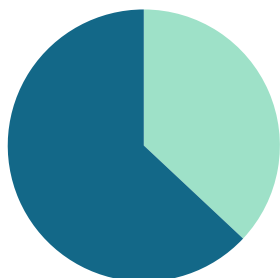
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

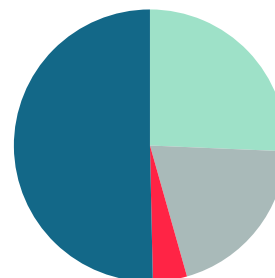


**Inventory**  
 New Listings  
**81 = 36.99%**  
 Start Inventory  
**138**  
 Total Inventory Units  
**219**  
 Volume  
**\$55,198,068**

### Market Activity

Closed Sales  
**76 = 25.68%**  
 Pending Sales  
**59 = 19.93%**  
 Other Off Market  
**12 = 4.05%**  
 Active Inventory  
**149 = 50.34%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	62	76	22.58%	644	859	33.39%
Pending Sales	60	59	-1.67%	697	892	27.98%
New Listings	60	81	35.00%	918	1,049	14.27%
Average List Price	180,782	179,068	-0.95%	163,948	189,970	15.87%
Average Sale Price	172,326	172,338	0.01%	157,857	184,176	16.67%
Average Percent of Selling Price to List Price	94.89%	95.96%	1.13%	95.71%	96.25%	0.57%
Average Days on Market to Sale	28.95	26.64	-7.97%	53.44	29.97	-43.92%
Monthly Inventory	171	149	-12.87%	171	149	-12.87%
Months Supply of Inventory	3.19	2.08	-34.67%	3.19	2.08	-34.67%

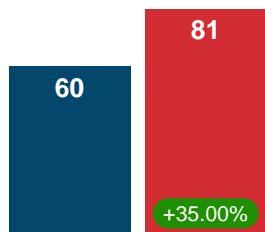
**Absorption:** Last 12 months, an Average of **72** Sales/Month

**Inventory** on December 31, 2021 = **149** 2020 2021

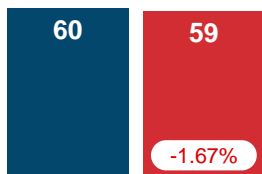
### DECEMBER MARKET

### AVERAGE PRICES

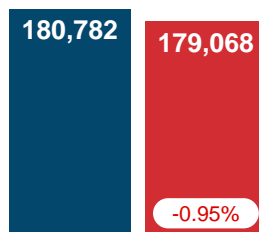
#### New Listings



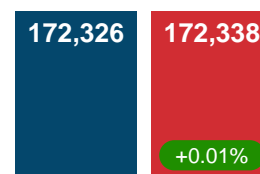
#### Pending Listings



#### List Price



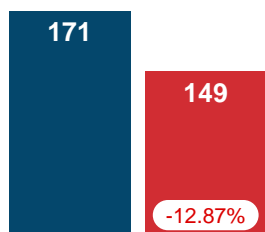
#### Sale Price



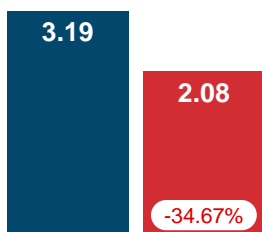
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

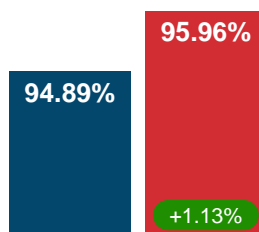
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

