

## December 2021



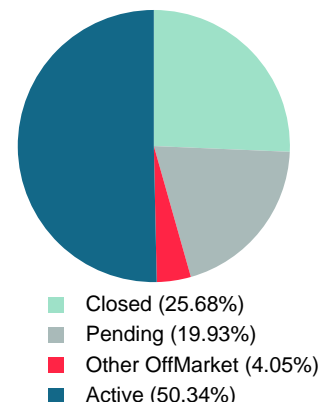
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## 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%
Median List Price	137,250	153,900	12.13%
Median Sale Price	130,250	149,500	14.78%
Median Percent of Selling Price to List Price	96.96%	99.40%	2.52%
Median Days on Market to Sale	10.00	15.00	50.00%
End of Month Inventory	171	149	-12.87%
Months Supply of Inventory	3.19	2.08	-34.67%



**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.

## 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 **14.78%** in December 2021 to \$149,500 versus the previous year at \$130,250.

## Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 5.00 days or **50.00%** in December 2021 compared to last year's same month at **10.00** DOM.

## Sales Success for December 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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

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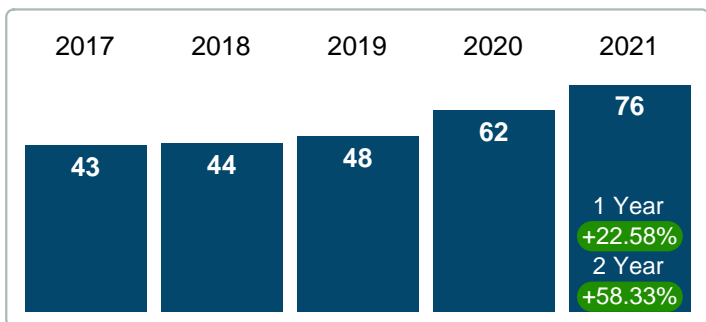
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



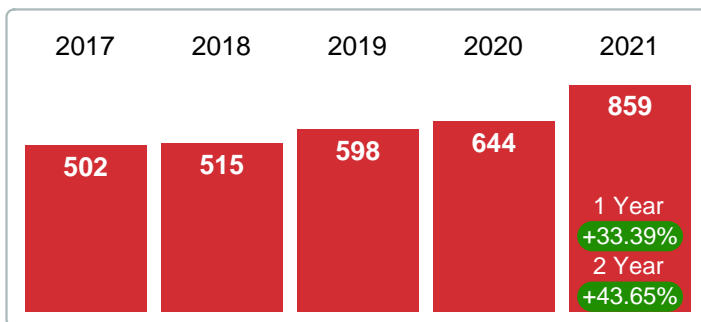
## CLOSED LISTINGS

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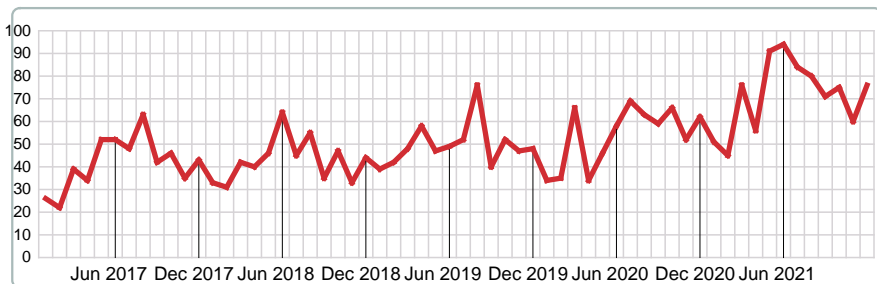
### DECEMBER



### YEAR TO DATE (YTD)

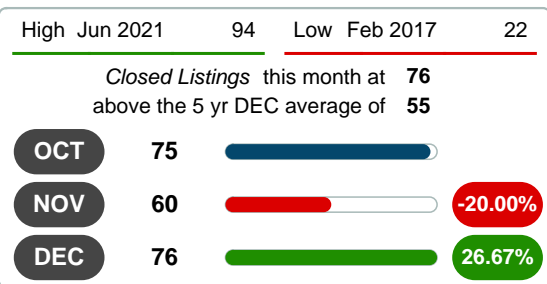


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 55



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.89%	29.5	4	2	0	0
\$50,001 - \$80,000	9	11.84%	5.0	3	6	0	0
\$80,001 - \$120,000	13	17.11%	16.0	2	9	2	0
\$120,001 - \$180,000	21	27.63%	13.0	3	14	4	0
\$180,001 - \$220,000	9	11.84%	7.0	0	6	3	0
\$220,001 - \$320,000	11	14.47%	28.0	0	9	2	0
\$320,001 and up	7	9.21%	29.0	1	4	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>15.0</b>	<b>1.31M</b>	<b>9.13M</b>	<b>2.66M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$149,500</b>			<b>\$77,000</b>	<b>\$166,750</b>	<b>\$185,000</b>	<b>\$0</b>

# December 2021



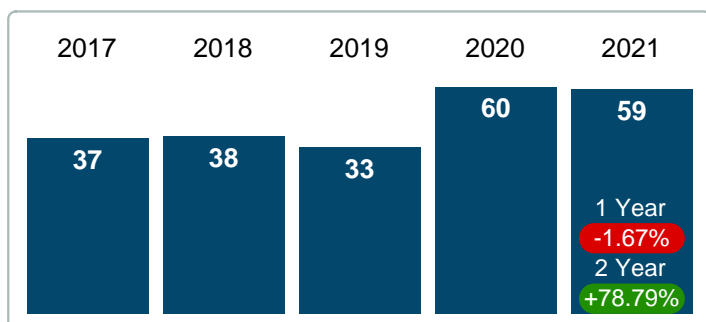
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



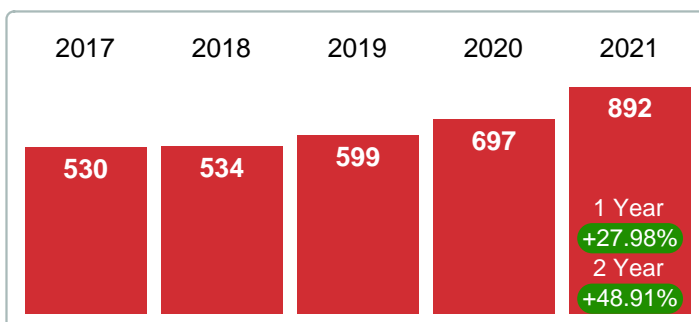
## PENDING LISTINGS

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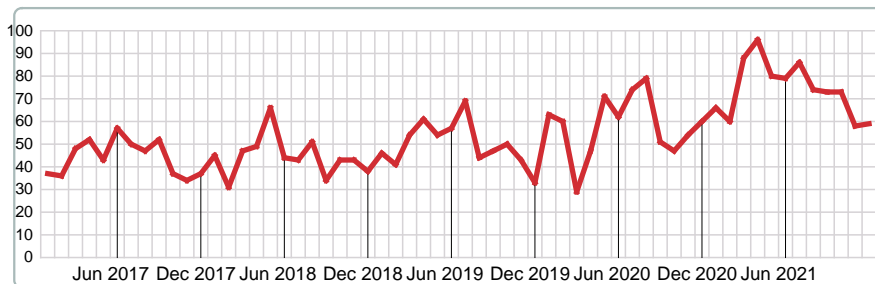
### DECEMBER



### YEAR TO DATE (YTD)

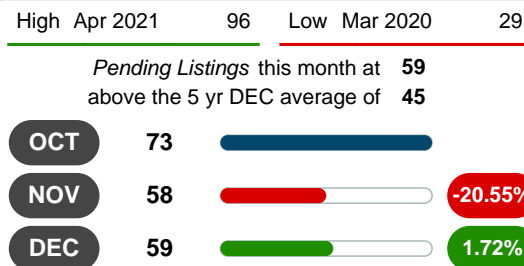


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45



### 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	8.47%	6.0	4	1	0	0
\$50,001 - \$75,000	7	11.86%	28.0	4	2	1	0
\$75,001 - \$100,000	6	10.17%	1.0	1	5	0	0
\$100,001 - \$175,000	13	22.03%	23.0	5	6	2	0
\$175,001 - \$250,000	11	18.64%	5.0	0	10	1	0
\$250,001 - \$325,000	11	18.64%	10.0	0	8	3	0
\$325,001 and up	6	10.17%	34.0	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>8.0</b>	<b>1.64M</b>	<b>6.45M</b>	<b>2.29M</b>	<b>330.00K</b>
<b>Median Listing Price</b>	<b>\$174,000</b>			<b>\$75,000</b>	<b>\$183,500</b>	<b>\$254,000</b>	<b>\$330,000</b>

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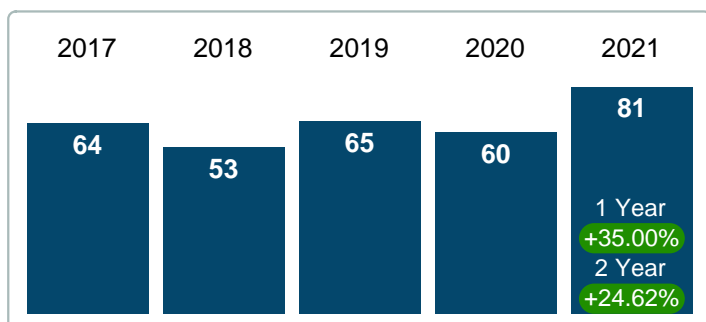
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



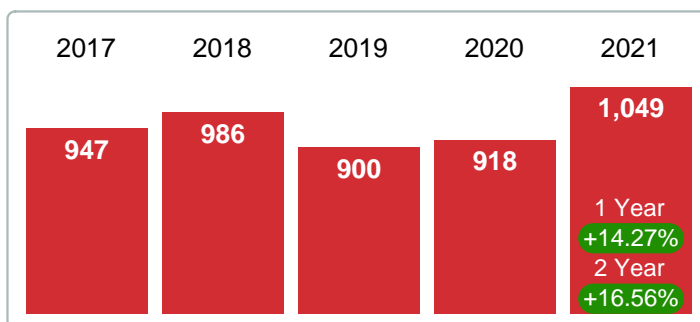
## NEW LISTINGS

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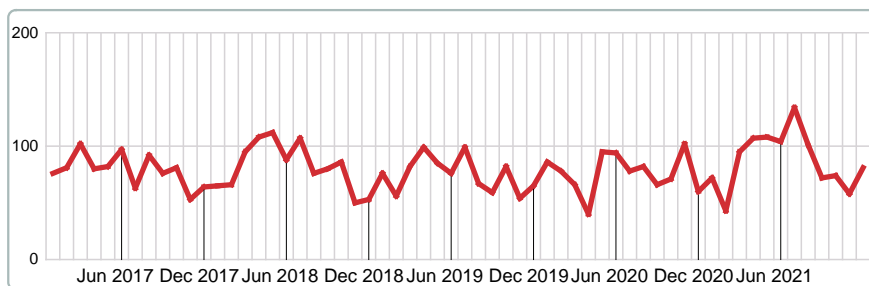
### DECEMBER



### YEAR TO DATE (YTD)

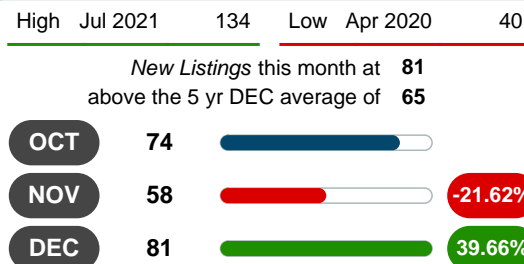


### 5 YEAR MARKET ACTIVITY TRENDS



### 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>Median New Listed Listing Price</b>	<b>\$179,900</b>		<b>\$84,500</b>	<b>\$185,000</b>	<b>\$271,000</b>	<b>\$725,000</b>

# December 2021



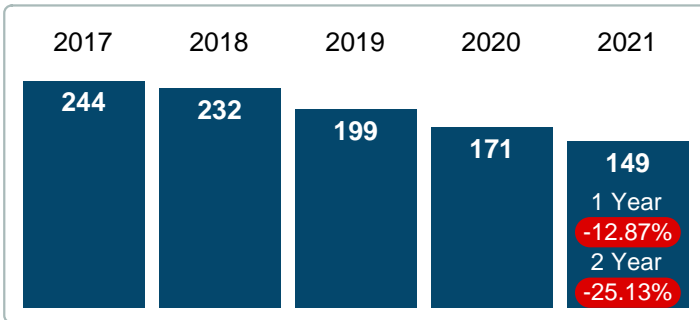
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



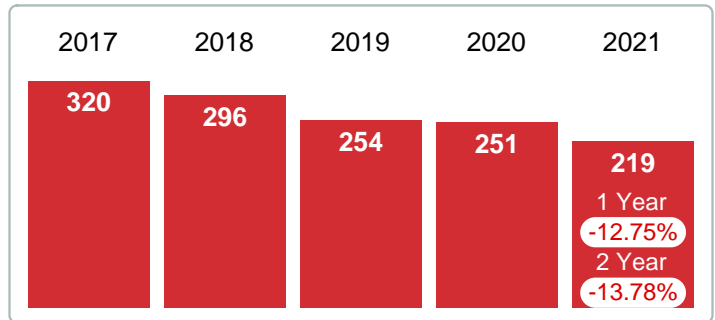
## ACTIVE INVENTORY

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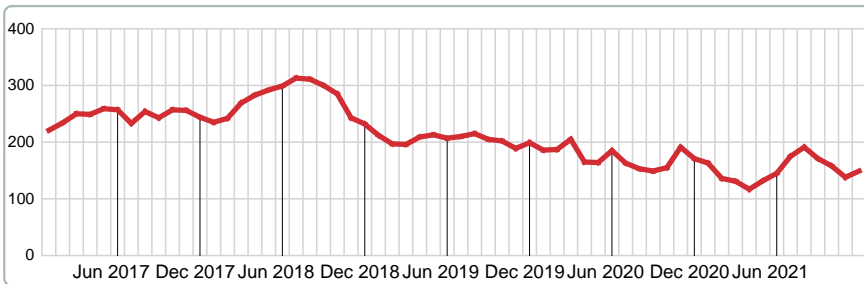
### END OF DECEMBER



### ACTIVE DURING DECEMBER

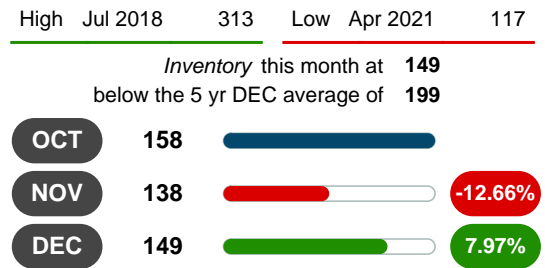


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 199



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	5.37%	48.0	4	3	1	0
\$50,001 - \$100,000	24	16.11%	51.0	10	13	1	0
\$100,001 - \$125,000	17	11.41%	74.0	4	13	0	0
\$125,001 - \$225,000	34	22.82%	57.0	8	19	6	1
\$225,001 - \$350,000	32	21.48%	43.5	0	22	9	1
\$350,001 - \$475,000	19	12.75%	102.0	0	11	7	1
\$475,001 and up	15	10.07%	81.0	0	6	5	4
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>26</b>	<b>87</b>	<b>29</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>41,695,369</b>	<b>100%</b>	<b>63.0</b>	<b>2.84M</b>	<b>24.61M</b>	<b>9.95M</b>	<b>4.29M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,400</b>			<b>\$99,450</b>	<b>\$195,000</b>	<b>\$325,000</b>	<b>\$549,000</b>

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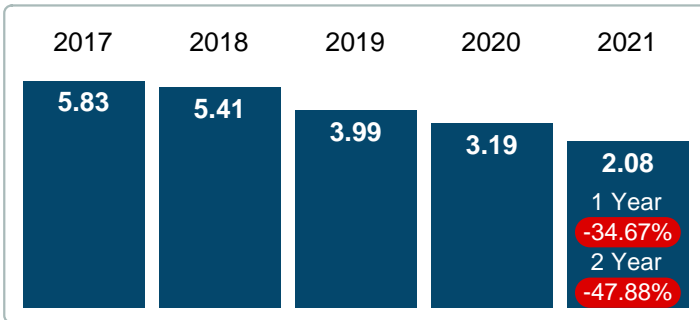
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



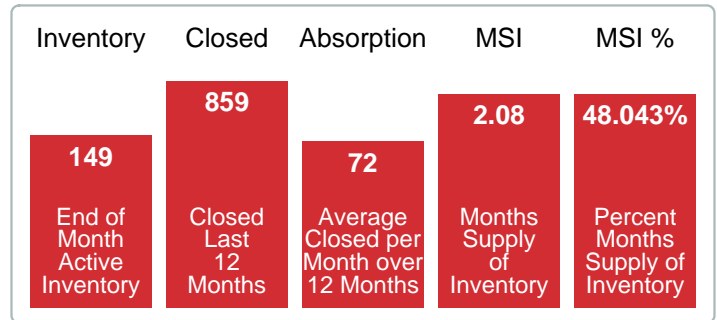
## MONTHS SUPPLY of INVENTORY (MSI)

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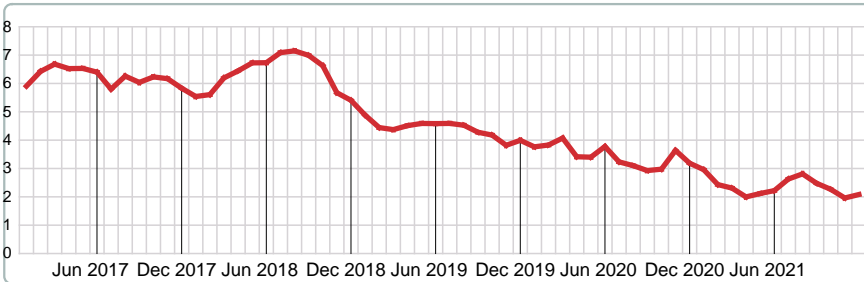
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

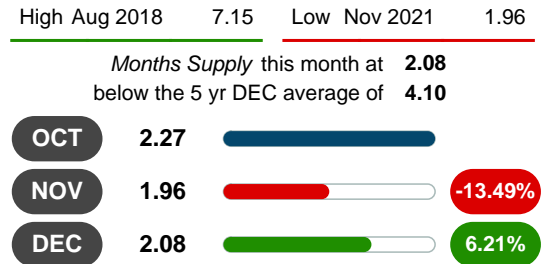


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



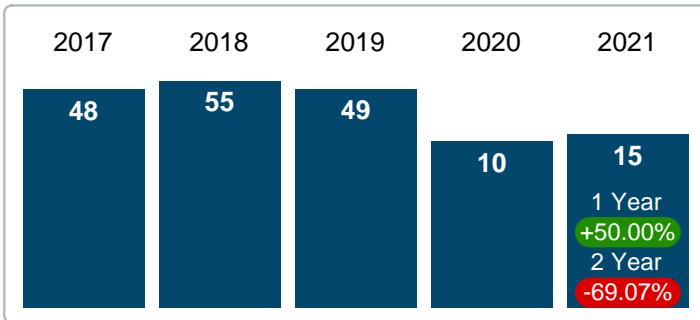
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



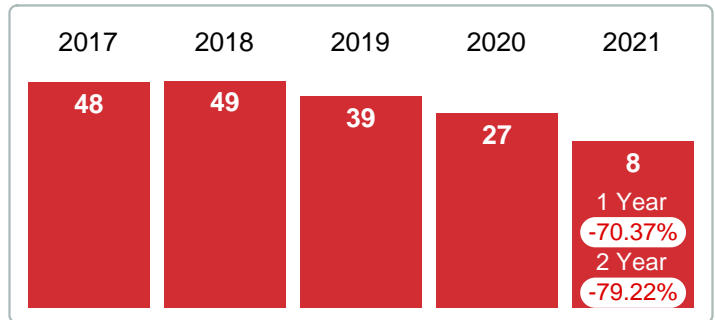
## MEDIAN DAYS ON MARKET TO SALE

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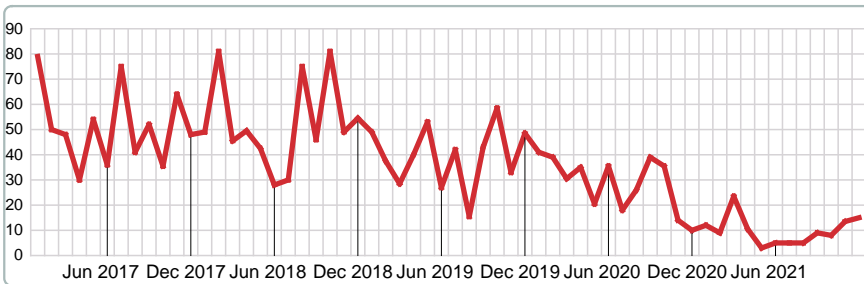
### DECEMBER



### YEAR TO DATE (YTD)

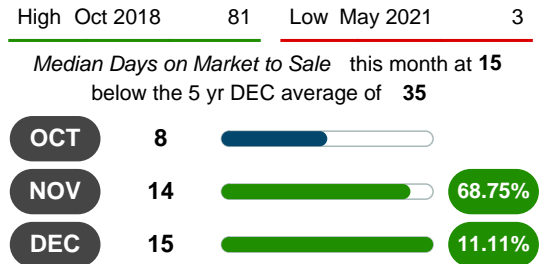


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 35



### 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	7.89%	30	43	10	0	0
\$50,001 - \$80,000	11.84%	5	5	5	0	0
\$80,001 - \$120,000	17.11%	16	28	16	21	0
\$120,001 - \$180,000	27.63%	13	23	16	5	0
\$180,001 - \$220,000	11.84%	7	0	3	36	0
\$220,001 - \$320,000	14.47%	28	0	25	37	0
\$320,001 and up	9.21%	29	3	18	106	0
Median Closed DOM		15	23	12	28	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



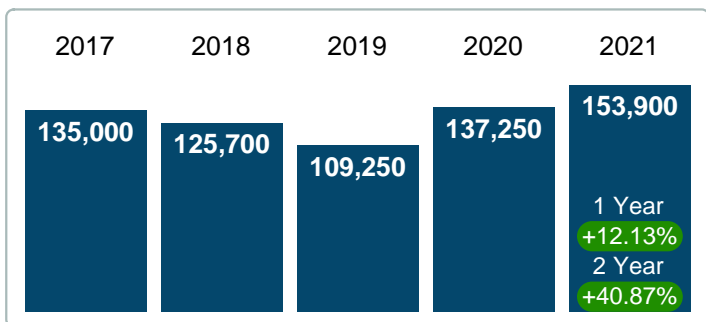
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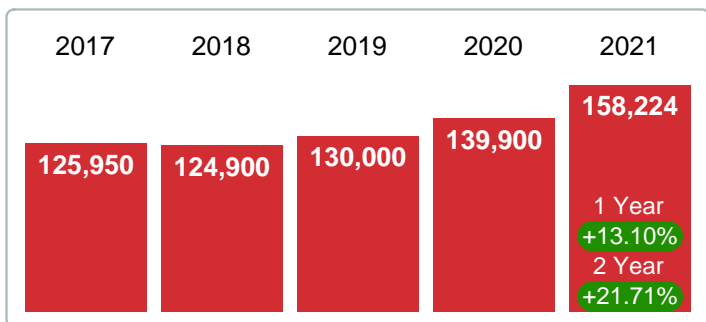
## MEDIAN LIST PRICE AT CLOSING

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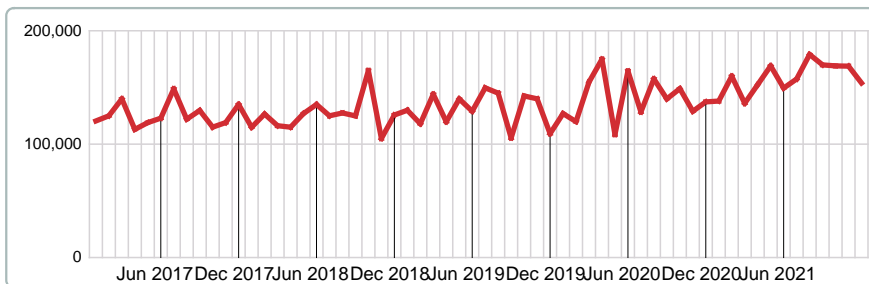
### DECEMBER



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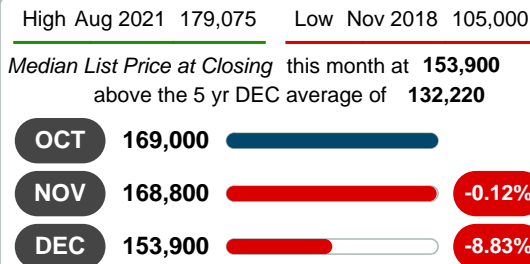


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 132,220



### 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	7.89%	26,250	33,000	18,750	0	0
\$50,001 - \$75,000	10.53%	66,250	62,000	67,500	75,000	0
\$75,001 - \$100,000	10.53%	93,000	93,000	93,000	0	0
\$100,001 - \$175,000	30.26%	149,000	129,000	149,000	146,200	0
\$175,001 - \$225,000	18.42%	193,250	0	194,000	192,500	0
\$225,001 - \$300,000	11.84%	269,900	0	269,950	259,900	0
\$300,001 and up	10.53%	397,450	430,000	395,000	384,450	0
<b>Median List Price</b>		<b>153,900</b>	<b>79,900</b>	<b>167,000</b>	<b>192,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>153,900</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



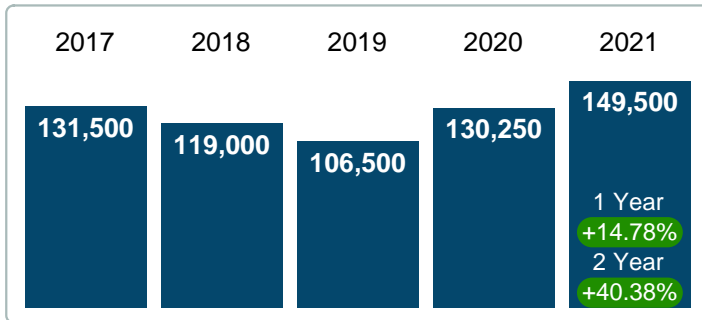
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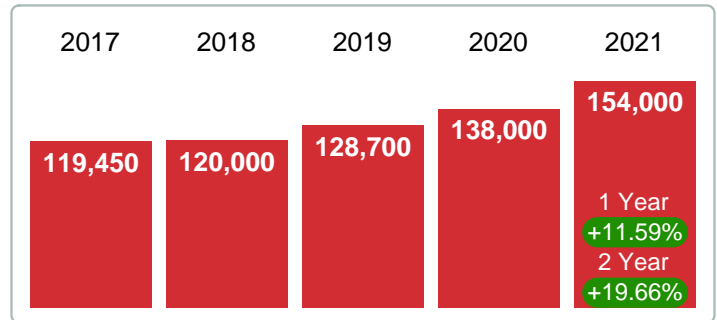
## MEDIAN SOLD PRICE AT CLOSING

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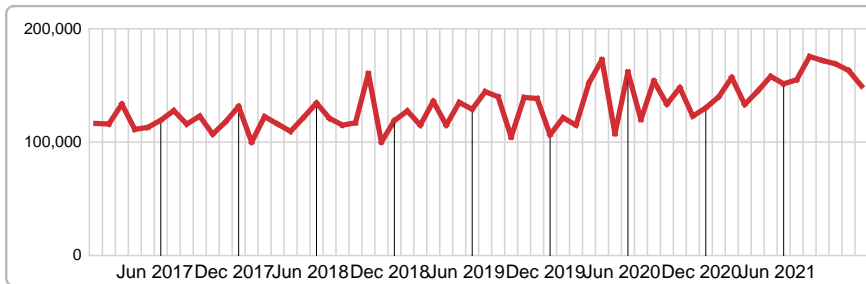
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

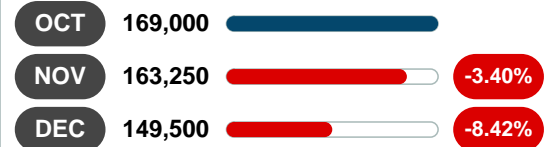


### 3 MONTHS

5 year DEC AVG = 127,350

High Aug 2021 175,500 Low Jan 2018 100,000

Median Sold Price at Closing this month at **149,500**  
above the 5 yr DEC average of **127,350**



### 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	7.89%	17,250	24,750	15,000	0	0
\$50,001 - \$80,000	11.84%	70,000	75,000	67,500	0	0
\$80,001 - \$120,000	17.11%	100,000	86,347	100,000	97,500	0
\$120,001 - \$180,000	27.63%	150,000	130,000	161,500	140,095	0
\$180,001 - \$220,000	11.84%	194,000	0	202,000	185,000	0
\$220,001 - \$320,000	14.47%	268,900	0	268,900	277,075	0
\$320,001 and up	9.21%	380,000	430,000	372,500	370,000	0
<b>Median Sold Price</b>		<b>149,500</b>	<b>77,000</b>	<b>166,750</b>	<b>185,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>149,500</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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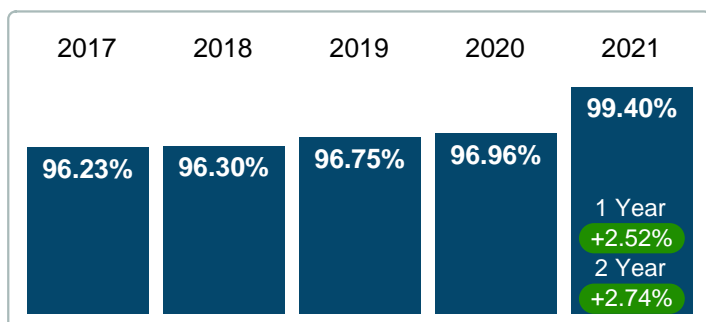
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



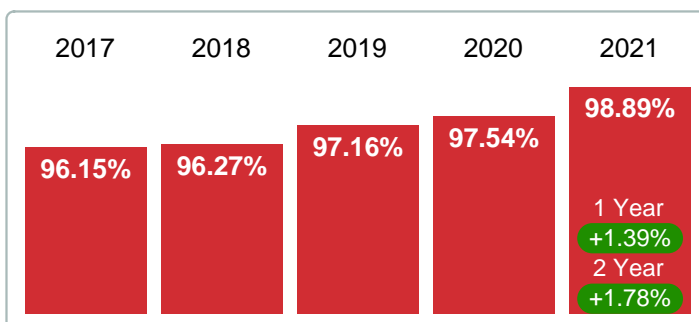
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

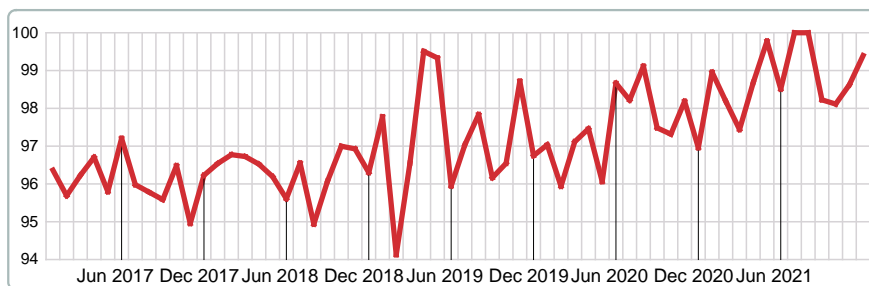
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

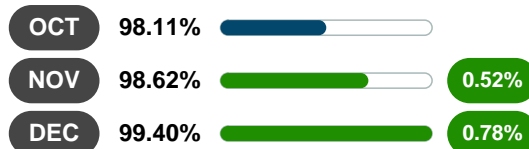


### 3 MONTHS

5 year DEC AVG = 97.13%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **99.40%**  
above the 5 yr DEC average of **97.13%**



## 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	7.89%	79.17%	79.17%	86.36%	0.00%	0.00%
\$50,001 - \$80,000	9	11.84%	96.30%	95.76%	98.15%	0.00%	0.00%
\$80,001 - \$120,000	13	17.11%	99.62%	100.31%	99.62%	102.50%	0.00%
\$120,001 - \$180,000	21	27.63%	100.00%	100.00%	100.00%	92.43%	0.00%
\$180,001 - \$220,000	9	11.84%	97.67%	0.00%	97.99%	92.96%	0.00%
\$220,001 - \$320,000	11	14.47%	100.00%	0.00%	99.63%	101.70%	0.00%
\$320,001 and up	7	9.21%	96.66%	100.00%	97.51%	96.20%	0.00%
Median Sold/List Ratio		99.40%		95.76%	99.81%	95.74%	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



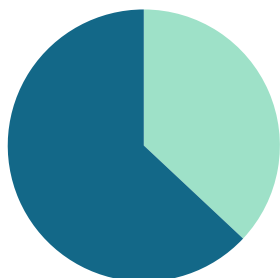
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

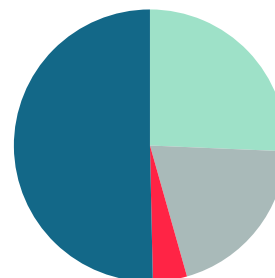


**Inventory**  
 New Listings  
**81 = 36.99%**  
 Start Inventory  
**138**  
 Total Inventory Units  
**219**  
 Volume  
**\$55,198,068**

### 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%
Median List Price	137,250	153,900	12.13%	139,900	158,224	13.10%
Median Sale Price	130,250	149,500	14.78%	138,000	154,000	11.59%
Median Percent of Selling Price to List Price	96.96%	99.40%	2.52%	97.54%	98.89%	1.39%
Median Days on Market to Sale	10.00	15.00	50.00%	27.00	8.00	-70.37%
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

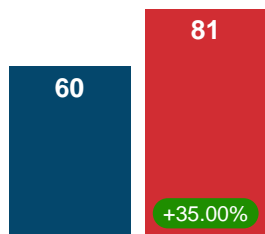
**Inventory** on December 31, 2021 = **149**

**2020** **2021**

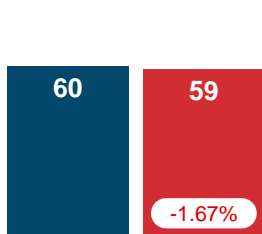
### DECEMBER MARKET

### MEDIAN PRICES

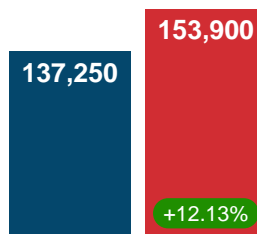
#### New Listings



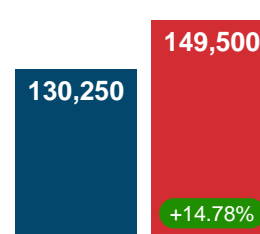
#### Pending Listings



#### List Price



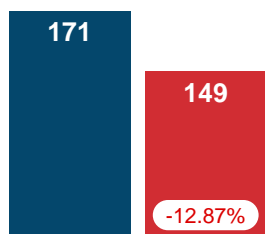
#### Sale Price



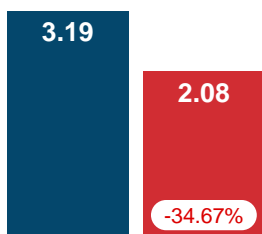
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

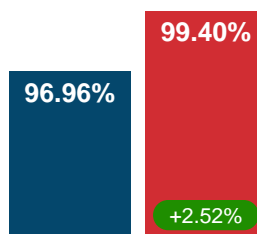
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

