



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

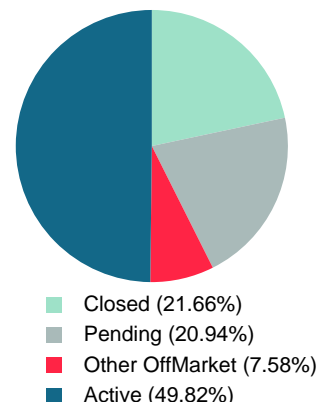


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/- %
Closed Listings	52	60	15.38%
Pending Listings	54	58	7.41%
New Listings	102	58	-43.14%
Average List Price	162,860	191,194	17.40%
Average Sale Price	156,807	185,190	18.10%
Average Percent of Selling Price to List Price	96.26%	96.62%	0.37%
Average Days on Market to Sale	30.40	26.15	-13.99%
End of Month Inventory	191	138	-27.75%
Months Supply of Inventory	3.64	1.96	-46.13%

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of November 30, 2021 = **138**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **27.75%** to 138 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **1.96** 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 **18.10%** in November 2021 to \$185,190 versus the previous year at \$156,807.

Average Days on Market Shortens

The average number of **26.15** days that homes spent on the market before selling decreased by 4.25 days or **13.99%** in November 2021 compared to last year's same month at **30.40** DOM.

Sales Success for November 2021 is Positive

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

There were 58 New Listings in November 2021, down **43.14%** from last year at 102. Furthermore, there were 60 Closed Listings this month versus last year at 52, a **15.38%** increase.

Closed versus Listed trends yielded a **103.4%** ratio, up from previous year's, November 2020, at **51.0%**, a **102.92%** upswing. 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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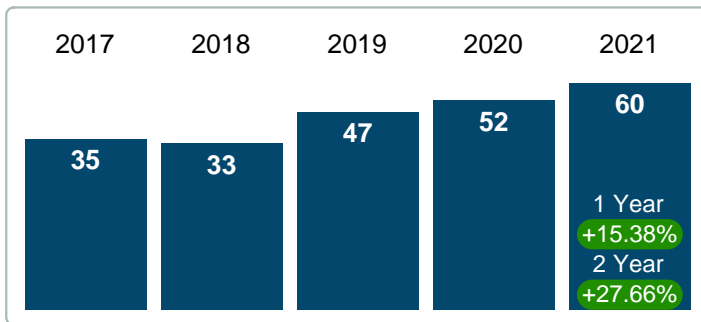


November 2021

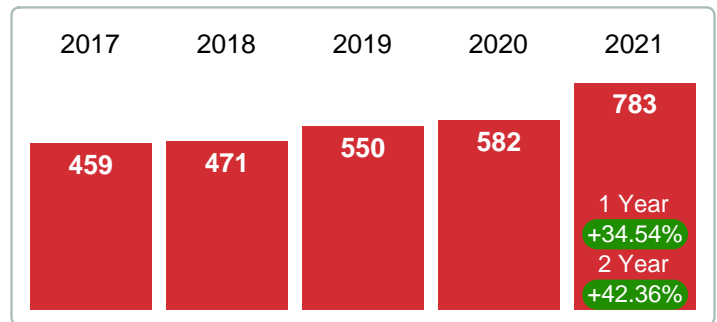
CLOSED LISTINGS

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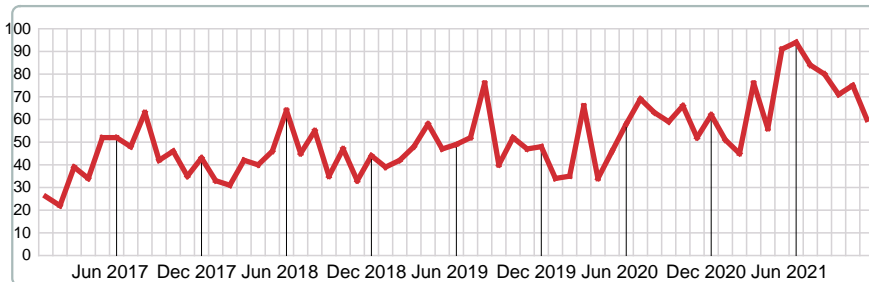
NOVEMBER



YEAR TO DATE (YTD)

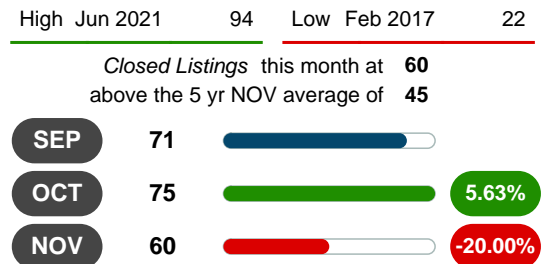


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6			10.00%	15.8	1	5	0	0
\$75,001 - \$75,000	0			0.00%	0.0	0	0	0	0
\$75,001 - \$125,000	15			25.00%	31.5	6	8	1	0
\$125,001 - \$200,000	16			26.67%	32.4	2	10	3	1
\$200,001 - \$250,000	10			16.67%	32.1	1	8	1	0
\$250,001 - \$325,000	7			11.67%	15.4	0	3	4	0
\$325,001 and up	6			10.00%	9.0	1	4	1	0
Total Closed Units					60	11	38	10	1
Total Closed Volume					11,111,425	1.52M	7.25M	2.21M	135.00K
Average Closed Price					\$185,190	\$138,239	\$190,811	\$220,500	\$135,000

Contact: MLS Technology Inc.

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November 2021



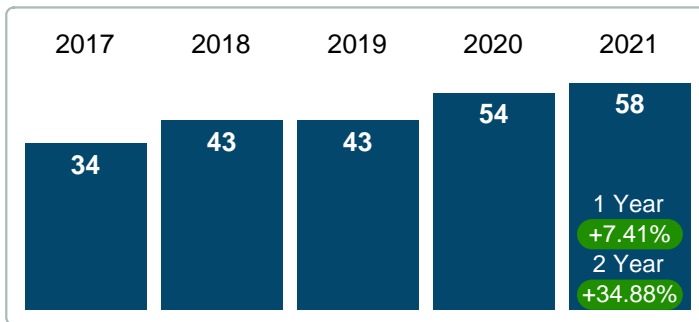
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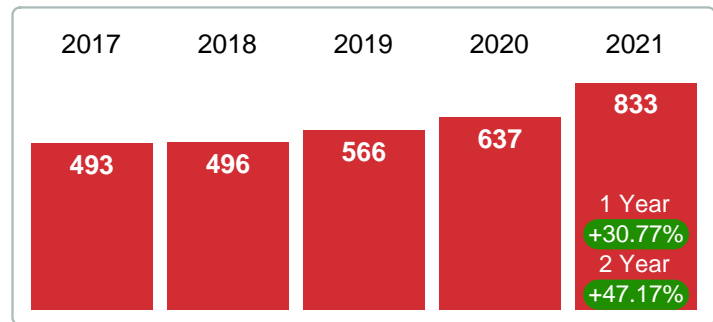
PENDING LISTINGS

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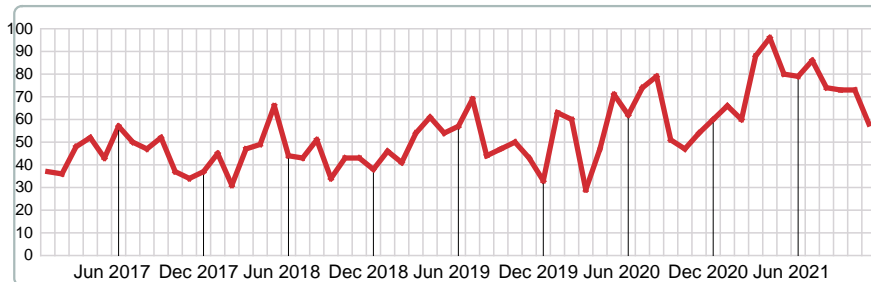
NOVEMBER



YEAR TO DATE (YTD)

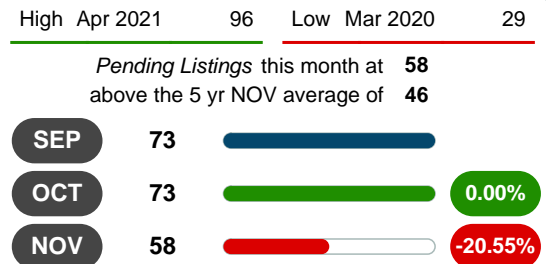


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.62%	4.4	1	4	0	0
\$75,001 - \$100,000	6	10.34%	39.8	2	4	0	0
\$100,001 - \$150,000	8	13.79%	21.5	2	6	0	0
\$150,001 - \$200,000	14	24.14%	27.2	2	8	3	1
\$200,001 - \$275,000	11	18.97%	43.9	0	10	1	0
\$275,001 - \$375,000	8	13.79%	67.5	0	2	5	1
\$375,001 and up	6	10.34%	68.8	1	3	1	1
Total Pending Units		58		8	37	10	3
Total Pending Volume		12,568,500	100%	1.29M	7.21M	2.86M	1.21M
Average Listing Price		\$218,747		\$160,738	\$194,900	\$285,730	\$404,667



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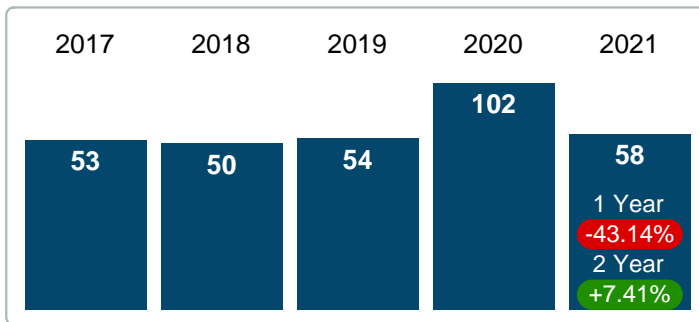


November 2021

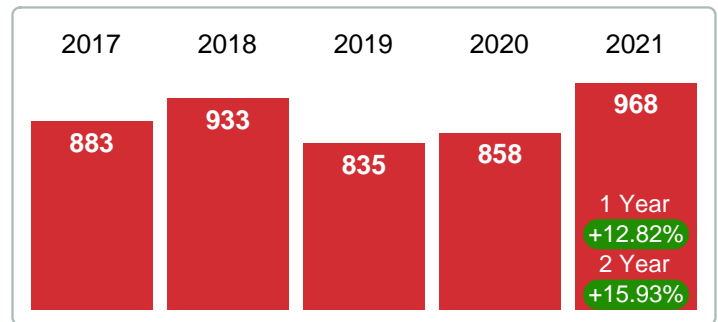
NEW LISTINGS

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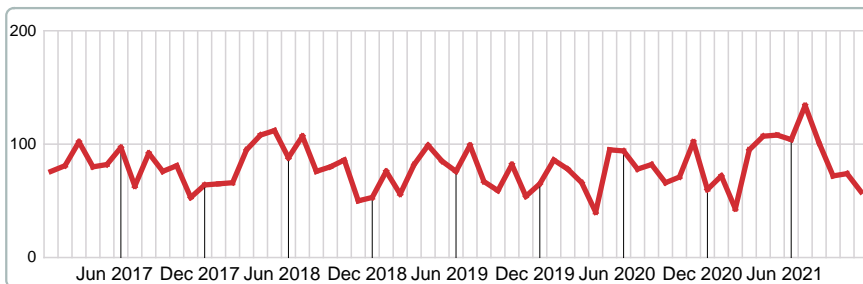
NOVEMBER



YEAR TO DATE (YTD)

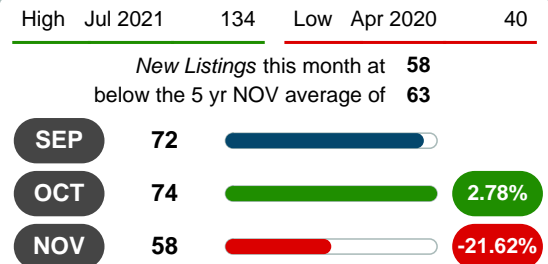


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 63



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$50,000 and less	3	5.17%
\$50,001 - \$75,000	8	13.79%
\$75,001 - \$125,000	9	15.52%
\$125,001 - \$200,000	16	27.59%
\$200,001 - \$225,000	5	8.62%
\$225,001 - \$350,000	12	20.69%
\$350,001 and up	5	8.62%
Total New Listed Units	58	
Total New Listed Volume	11,183,300	100%
Average New Listed Listing Price	\$188,918	

1-2 Beds	3 Beds	4 Beds	5+ Beds
1	2	0	0
3	5	0	0
2	7	0	0
3	8	4	1
0	4	1	0
0	10	1	1
1	3	0	1
10	39	6	3
1.36M	7.39M	1.27M	1.17M
\$135,620	\$189,456	\$212,217	\$388,333



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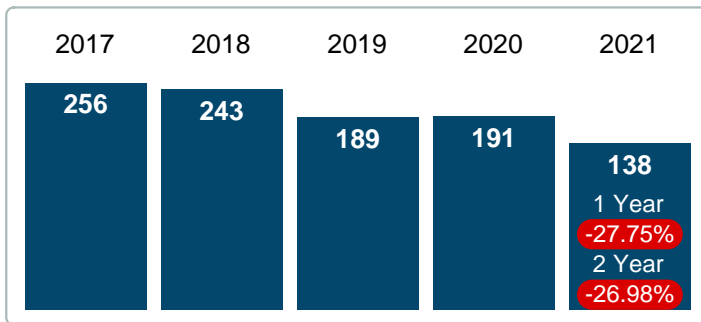


November 2021

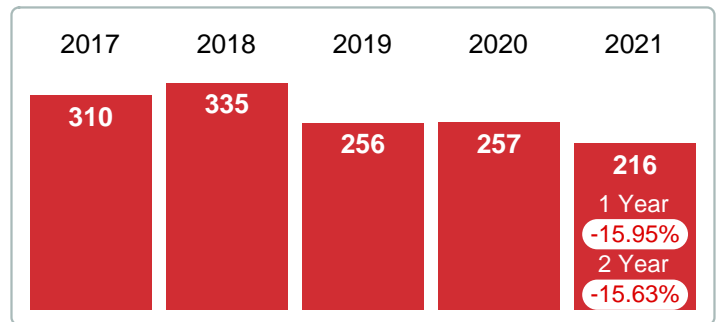
ACTIVE INVENTORY

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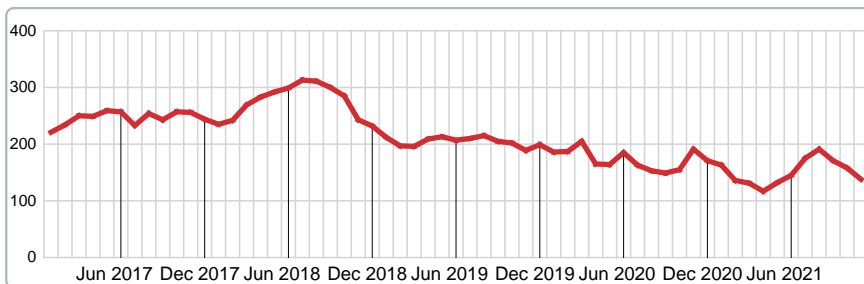
END OF NOVEMBER



ACTIVE DURING NOVEMBER

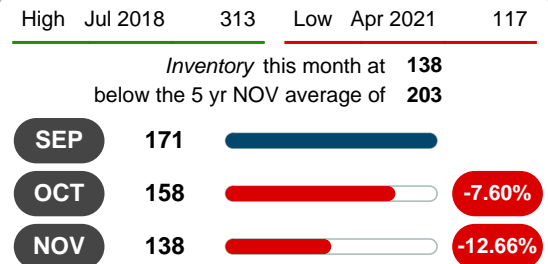


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 203



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	7		5.07%	74.9	4	2	1	0
\$50,001 - \$100,000	24		17.39%	78.4	10	12	2	0
\$100,001 - \$125,000	13		9.42%	94.3	3	10	0	0
\$125,001 - \$250,000	42		30.43%	72.4	9	21	10	2
\$250,001 - \$350,000	17		12.32%	92.6	0	12	4	1
\$350,001 - \$450,000	21		15.22%	82.6	0	13	7	1
\$450,001 and up	14		10.14%	132.5	0	5	6	3
Total Active Inventory by Units				138	26	75	30	7
Total Active Inventory by Volume				39,183,569	2.78M	22.45M	10.06M	3.90M
Average Active Inventory Listing Price				\$283,939	\$106,804	\$299,273	\$335,422	\$556,929

Contact: MLS Technology Inc.

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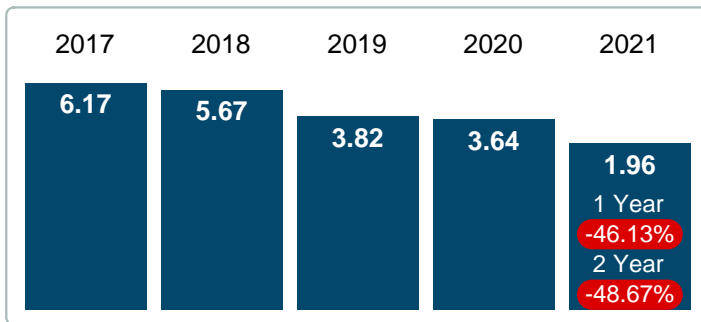


November 2021

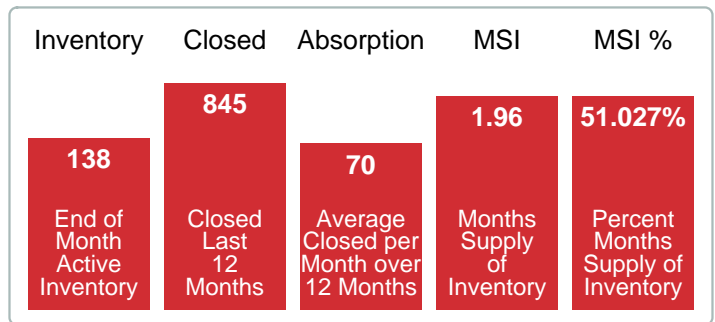
MONTHS SUPPLY of INVENTORY (MSI)

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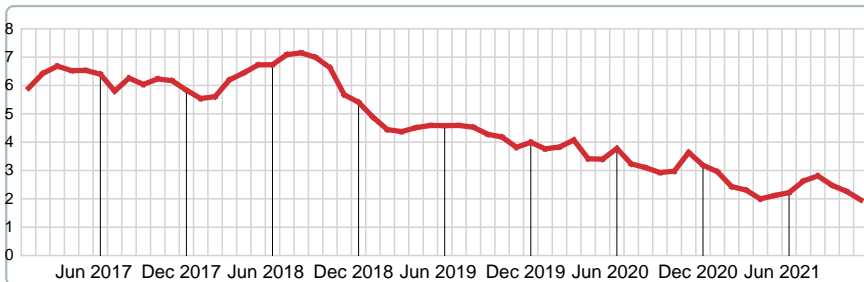
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

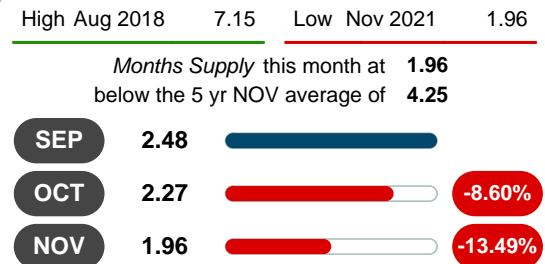


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.25



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	7	5.07%	1.14	1.07	0.92	6.00	0.00
\$50,001 - \$100,000	24	17.39%	1.69	2.00	1.48	1.85	0.00
\$100,001 - \$125,000	13	9.42%	1.95	2.40	1.97	0.00	0.00
\$125,001 - \$250,000	42	30.43%	1.47	3.09	1.08	2.03	1.60
\$250,001 - \$350,000	17	12.32%	2.00	0.00	2.72	1.20	2.00
\$350,001 - \$450,000	21	15.22%	6.00	0.00	10.40	5.60	3.00
\$450,001 and up	14	10.14%	4.94	0.00	5.00	5.54	5.14
Market Supply of Inventory (MSI)			1.96	1.86	1.81	2.47	2.55
Total Active Inventory by Units		100%	138	26	75	30	7



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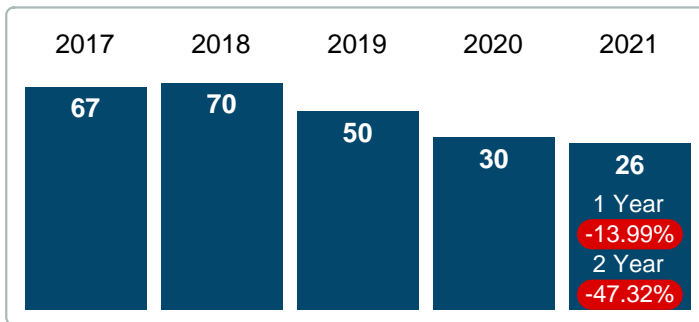


November 2021

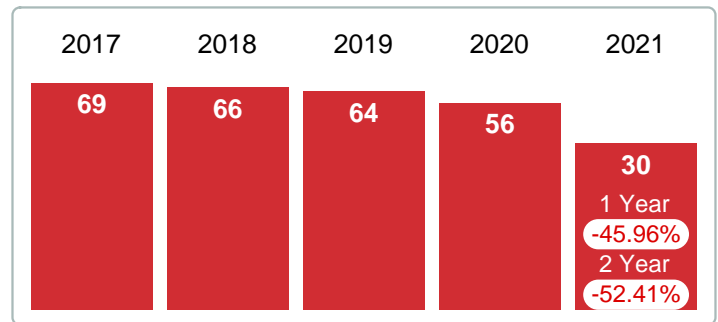
AVERAGE DAYS ON MARKET TO SALE

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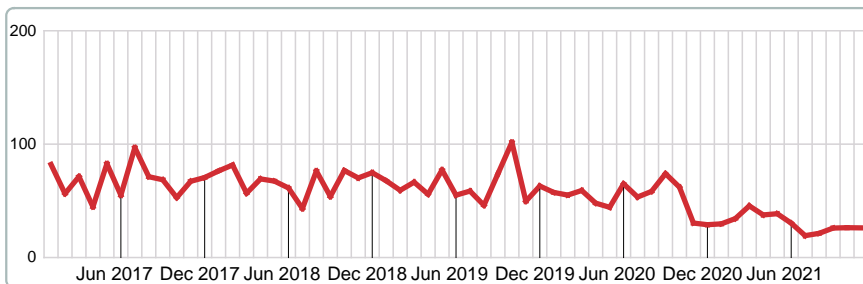
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 26
below the 5 yr NOV average of 49

SEP	26		
OCT	26		1.23%
NOV	26		-0.65%

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
\$75,000 and less	6	10.00%	16	46	10	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	15	25.00%	31	32	25	85	0
\$125,001 - \$200,000	16	26.67%	32	27	31	11	126
\$200,001 - \$250,000	10	16.67%	32	66	30	17	0
\$250,001 - \$325,000	7	11.67%	15	0	21	12	0
\$325,001 and up	6	10.00%	9	10	11	1	0
Average Closed DOM	26			33	24	18	126
Total Closed Units	60	100%	26	11	38	10	1
Total Closed Volume	11,111,425			1.52M	7.25M	2.21M	135.00K

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November 2021



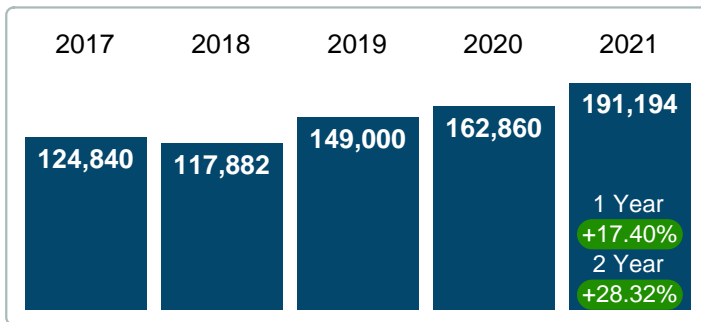
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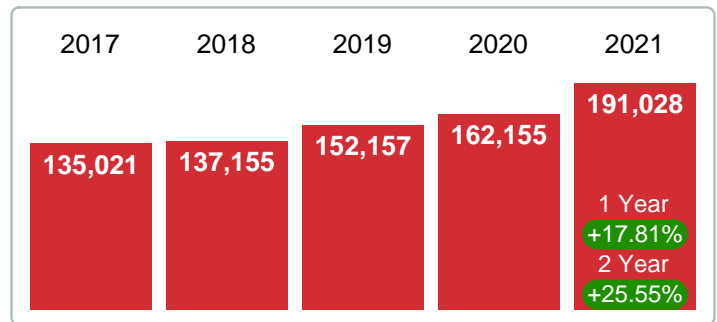
AVERAGE LIST PRICE AT CLOSING

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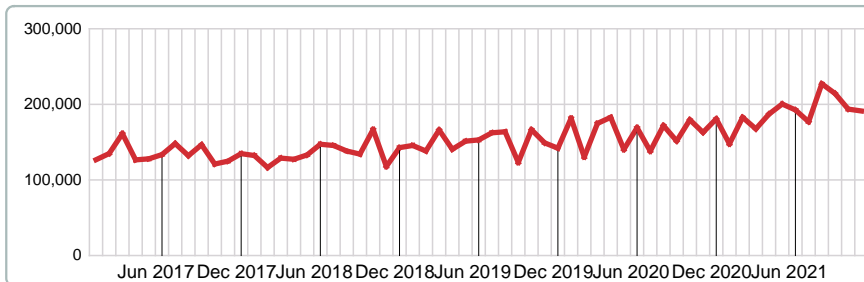
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 149,155

High Aug 2021 227,189 Low Feb 2018 116,420

Average List Price at Closing this month at **191,194**
above the 5 yr NOV average of **149,155**

SEP	214,342		
OCT	193,724		-9.62%
NOV	191,194		-1.31%

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
\$75,000 and less	6		10.00%	62,817	72,900	60,800	0	0
\$75,001 - \$75,000	0		0.00%	0	0	0	0	0
\$75,001 - \$125,000	13		21.67%	102,592	103,900	109,550	89,900	0
\$125,001 - \$200,000	17		28.33%	158,929	142,500	175,049	160,600	147,500
\$200,001 - \$250,000	12		20.00%	232,913	250,000	228,381	249,000	0
\$250,001 - \$325,000	5		8.33%	291,160	0	315,000	277,425	0
\$325,001 and up	7		11.67%	401,214	355,500	441,250	339,000	0
Average List Price		191,194			144,255	196,525	226,940	147,500
Total Closed Units		60	100%	191,194	11	38	10	1
Total Closed Volume		11,471,639			1.59M	7.47M	2.27M	147.50K

November 2021



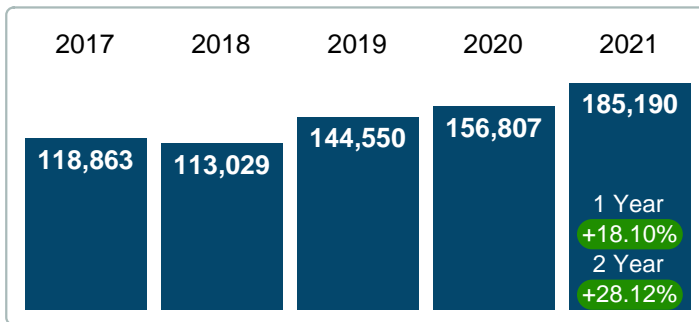
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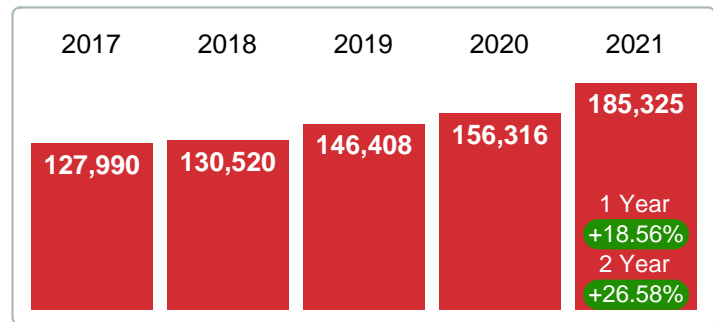
AVERAGE SOLD PRICE AT CLOSING

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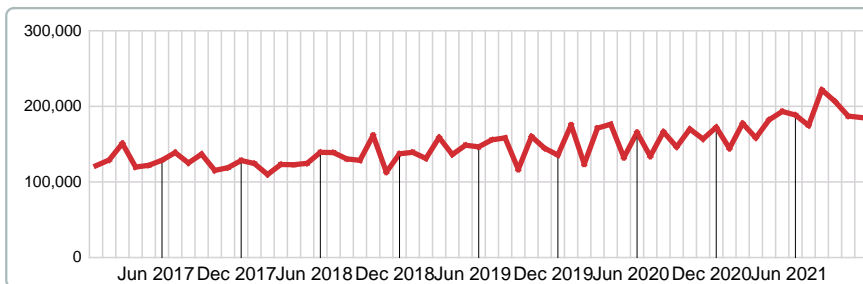
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 143,688

High Aug 2021 221,781 Low Feb 2018 109,807

Average Sold Price at Closing this month at **185,190**
above the 5 yr NOV average of **143,688**

SEP	206,486	
OCT	187,125	-9.38%
NOV	185,190	-1.03%

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
\$75,000 and less	6	10.00%	61,000	69,000	59,400	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0	0
\$75,001 - \$125,000	15	25.00%	100,208	95,854	106,250	78,000	0
\$125,001 - \$200,000	16	26.67%	160,431	148,000	165,890	159,000	135,000
\$200,001 - \$250,000	10	16.67%	228,490	225,000	228,113	235,000	0
\$250,001 - \$325,000	7	11.67%	285,429	0	307,333	269,000	0
\$325,001 and up	6	10.00%	398,750	355,500	424,500	339,000	0
Average Sold Price			185,190	138,239	190,811	220,500	135,000
Total Closed Units		100%	185,190	11	38	10	1
Total Closed Volume			11,111,425	1.52M	7.25M	2.21M	135.00K

November 2021



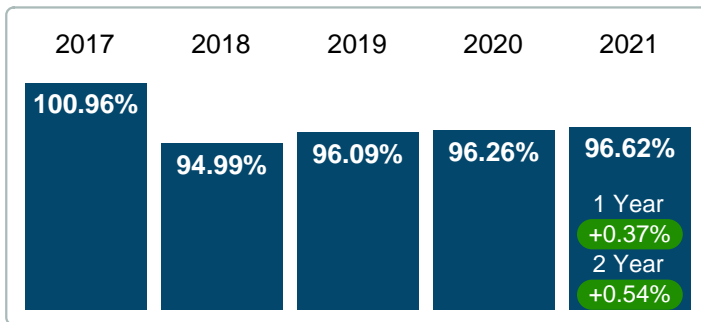
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
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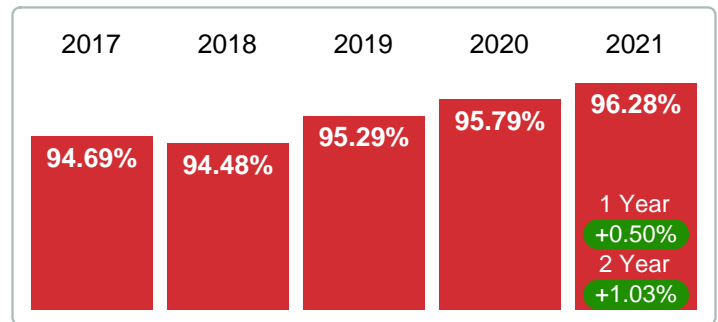
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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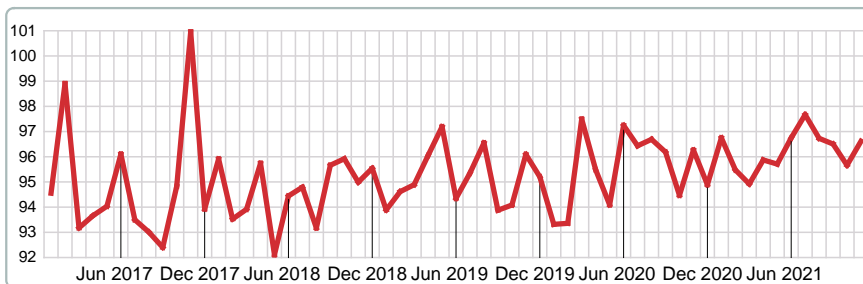
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

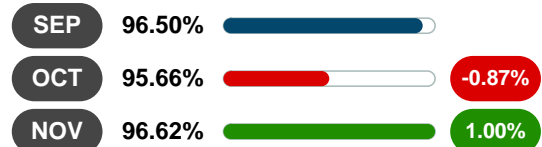


3 MONTHS

5 year NOV AVG = 96.98%

High Nov 2017 100.96% Low May 2018 92.11%

Average Sold/List Ratio this month at **96.62%**
equal to 5 yr NOV average of **96.98%**



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
\$75,000 and less	6	10.00%	96.07%	94.65%	96.36%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	15	25.00%	94.59%	92.71%	96.98%	86.76%	0.00%
\$125,001 - \$200,000	16	26.67%	96.93%	104.23%	95.40%	98.97%	91.53%
\$200,001 - \$250,000	10	16.67%	98.37%	90.00%	99.92%	94.38%	0.00%
\$250,001 - \$325,000	7	11.67%	97.55%	0.00%	97.90%	97.29%	0.00%
\$325,001 and up	6	10.00%	97.35%	100.00%	96.02%	100.00%	0.00%
Average Sold/List Ratio		96.60%		95.40%	97.07%	96.72%	91.53%
Total Closed Units		60	100%	11	38	10	1
Total Closed Volume		11,111,425		1.52M	7.25M	2.21M	135.00K

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

November 2021



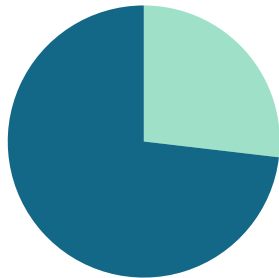
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MARKET SUMMARY

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

INVENTORY



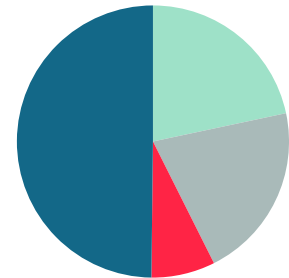
Inventory

New Listings
58 = 26.85%
Start Inventory
158
Total Inventory
Units
216
Volume
\$61,999,544

Market Activity

Closed Sales
60 = 21.66%
Pending Sales
58 = 20.94%
Other Off Market
21 = 7.58%
Active Inventory
138 = 49.82%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/- %	2020	2021	+/- %
Closed Sales	52	60	15.38%	582	783	34.54%
Pending Sales	54	58	7.41%	637	833	30.77%
New Listings	102	58	-43.14%	858	968	12.82%
Average List Price	162,860	191,194	17.40%	162,155	191,028	17.81%
Average Sale Price	156,807	185,190	18.10%	156,316	185,325	18.56%
Average Percent of Selling Price to List Price	96.26%	96.62%	0.37%	95.79%	96.28%	0.50%
Average Days on Market to Sale	30.40	26.15	-13.99%	56.05	30.29	-45.96%
Monthly Inventory	191	138	-27.75%	191	138	-27.75%
Months Supply of Inventory	3.64	1.96	-46.13%	3.64	1.96	-46.13%

Absorption: Last 12 months, an Average of **70** Sales/Month

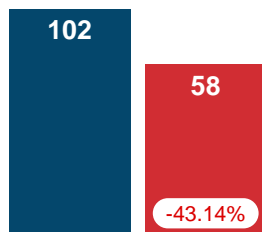
Inventory on November 30, 2021 = **138**

2020 **2021**

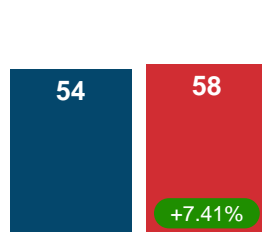
NOVEMBER MARKET

AVERAGE PRICES

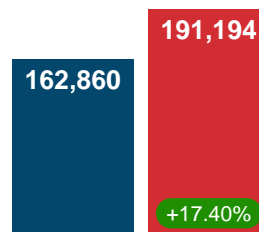
New Listings



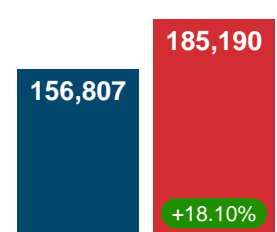
Pending Listings



List Price



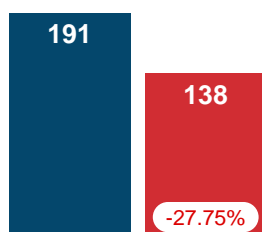
Sale Price



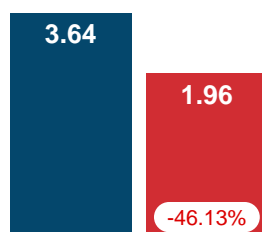
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

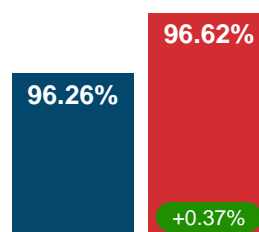
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

