

November 2021



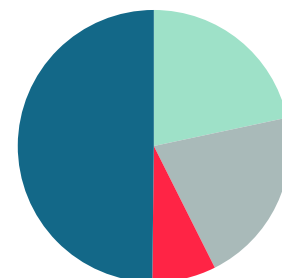
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	November 2021	+/-%
Closed Listings	52	60	15.38%
Pending Listings	54	58	7.41%
New Listings	102	58	-43.14%
Median List Price	129,000	168,800	30.85%
Median Sale Price	122,950	163,250	32.78%
Median Percent of Selling Price to List Price	98.19%	98.62%	0.45%
Median Days on Market to Sale	14.00	13.50	-3.57%
End of Month Inventory	191	138	-27.75%
Months Supply of Inventory	3.64	1.96	-46.13%



■ Closed (21.66%)
■ Pending (20.94%)
■ Other OffMarket (7.58%)
■ Active (49.82%)

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.

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 **32.78%** in November 2021 to \$163,250 versus the previous year at \$122,950.

Median Days on Market Shortens

The median number of **13.50** days that homes spent on the market before selling decreased by 0.50 days or **3.57%** in November 2021 compared to last year's same month at **14.00** DOM.

Sales Success for November 2021 is Positive

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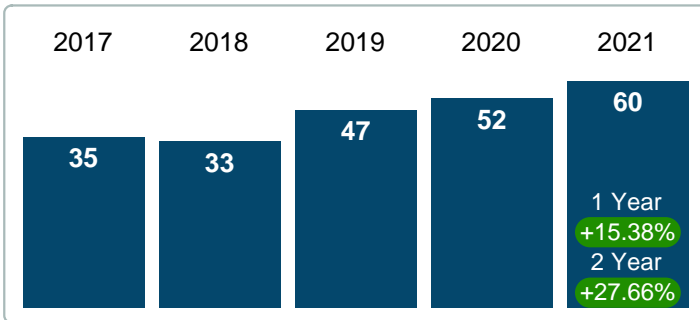
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



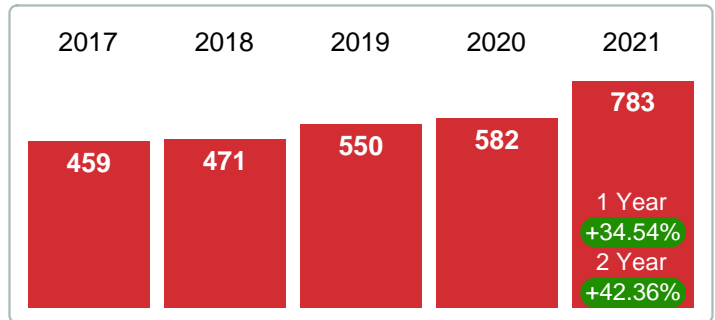
CLOSED LISTINGS

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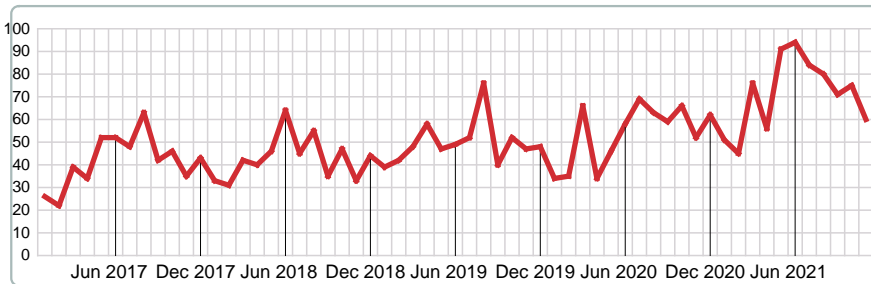
NOVEMBER



YEAR TO DATE (YTD)

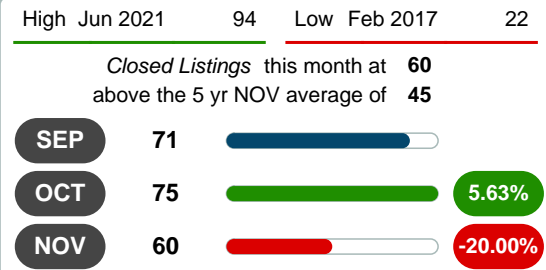


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.00%	9.0	1	5	0	0
\$75,001 - \$75,000	0	0.00%	9.0	0	0	0	0
\$75,001 - \$125,000	15	25.00%	28.0	6	8	1	0
\$125,001 - \$200,000	16	26.67%	25.5	2	10	3	1
\$200,001 - \$250,000	10	16.67%	8.5	1	8	1	0
\$250,001 - \$325,000	7	11.67%	6.0	0	3	4	0
\$325,001 and up	6	10.00%	5.5	1	4	1	0
Total Closed Units	60			11	38	10	1
Total Closed Volume	11,111,425	100%	13.5	1.52M	7.25M	2.21M	135.00K
Median Closed Price	\$163,250			\$106,625	\$167,000	\$243,500	\$135,000

November 2021



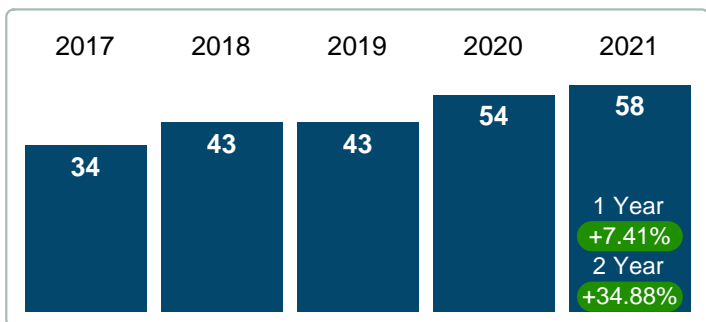
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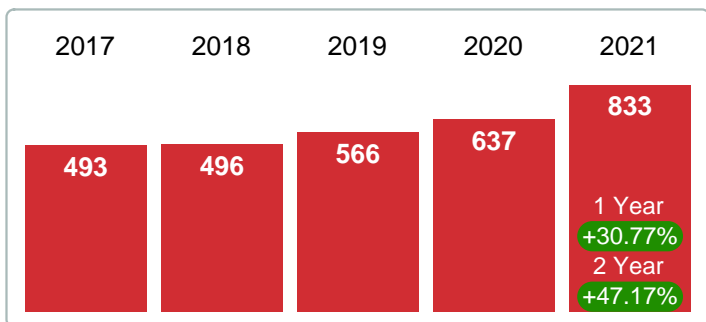
PENDING LISTINGS

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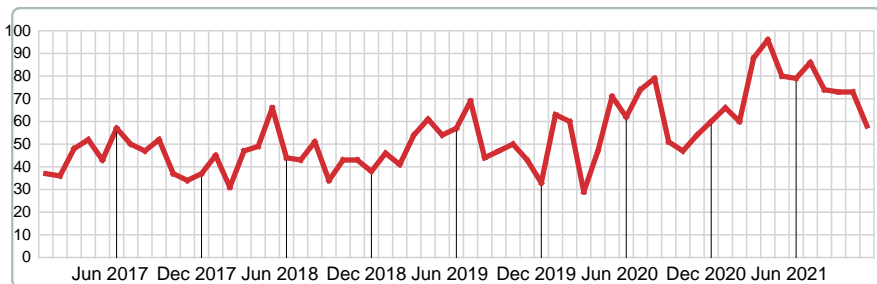
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 58 above the 5 yr NOV average of 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.62%	1.0	1	4	0	0
\$75,001 - \$100,000	6	10.34%	28.5	2	4	0	0
\$100,001 - \$150,000	8	13.79%	13.5	2	6	0	0
\$150,001 - \$200,000	14	24.14%	15.5	2	8	3	1
\$200,001 - \$275,000	11	18.97%	38.0	0	10	1	0
\$275,001 - \$375,000	8	13.79%	60.0	0	2	5	1
\$375,001 and up	6	10.34%	81.0	1	3	1	1
Total Pending Units	58			8	37	10	3
Total Pending Volume	12,568,500	100%	24.0	1.29M	7.21M	2.86M	1.21M
Median Listing Price	\$179,450			\$130,000	\$178,000	\$300,000	\$350,000

November 2021



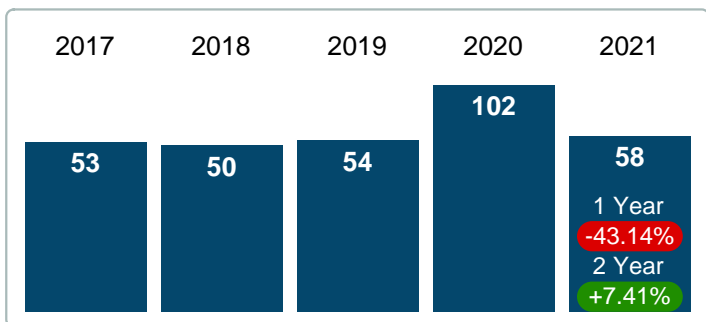
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



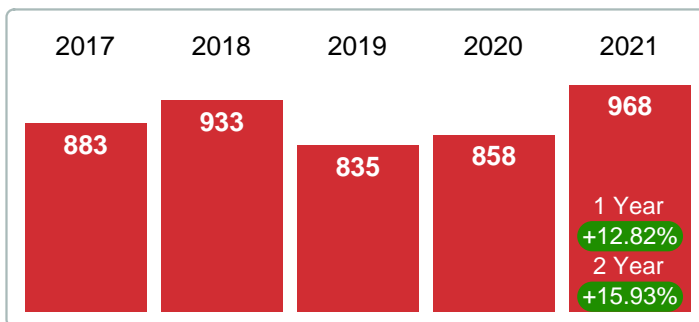
NEW LISTINGS

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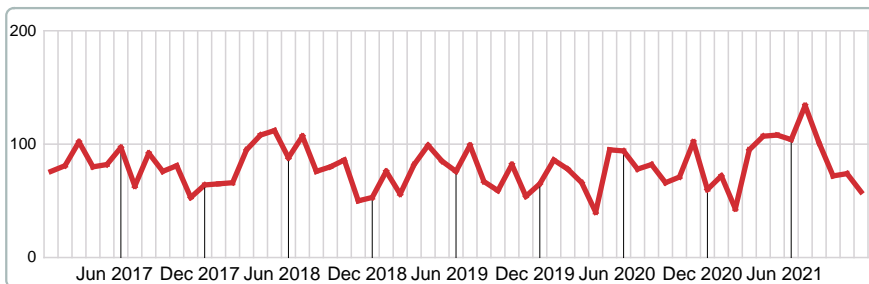
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

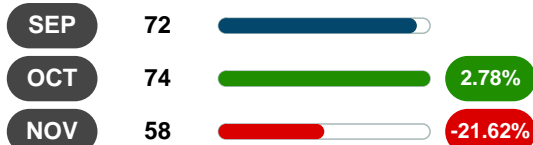


3 MONTHS

5 year NOV AVG = 63

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 58
below the 5 yr NOV average of 63



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	5.17%	1	2	0	0
\$50,001 - \$75,000	8	13.79%	3	5	0	0
\$75,001 - \$125,000	9	15.52%	2	7	0	0
\$125,001 - \$200,000	16	27.59%	3	8	4	1
\$200,001 - \$225,000	5	8.62%	0	4	1	0
\$225,001 - \$350,000	12	20.69%	0	10	1	1
\$350,001 and up	5	8.62%	1	3	0	1
Total New Listed Units	58		10	39	6	3
Total New Listed Volume	11,183,300	100%	1.36M	7.39M	1.27M	1.17M
Median New Listed Listing Price	\$176,500		\$105,000	\$179,900	\$199,700	\$350,000

November 2021



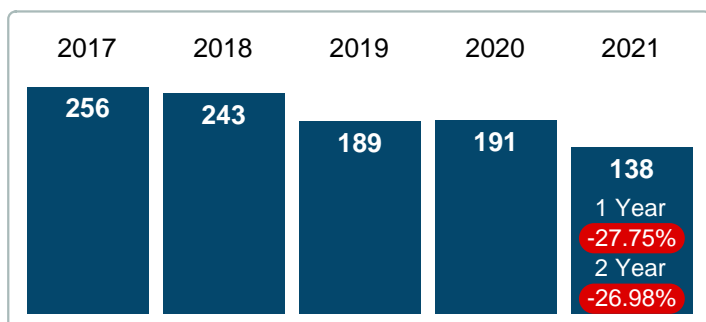
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



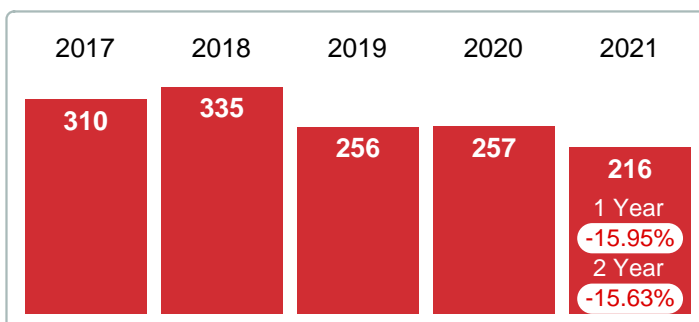
ACTIVE INVENTORY

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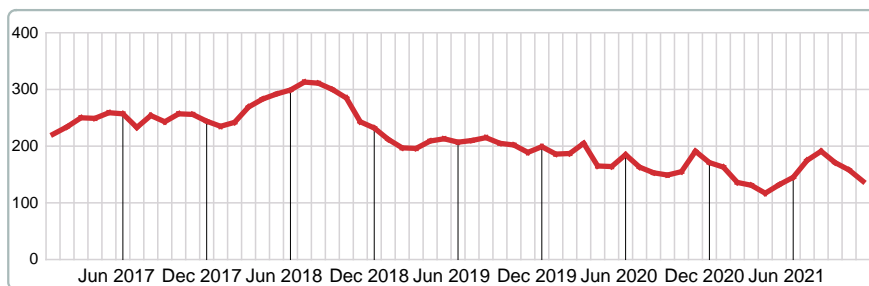
END OF NOVEMBER



ACTIVE DURING NOVEMBER

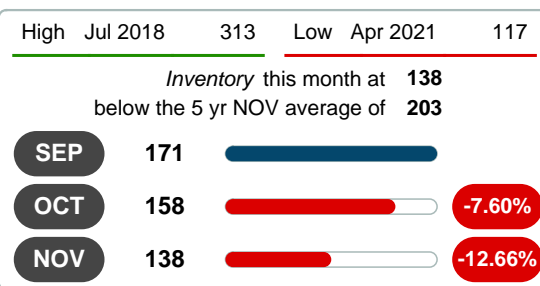


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 203



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	7	5.07%	47.0	4	2	1	0
\$50,001 - \$100,000	24	17.39%	72.5	10	12	2	0
\$100,001 - \$125,000	13	9.42%	83.0	3	10	0	0
\$125,001 - \$250,000	42	30.43%	42.5	9	21	10	2
\$250,001 - \$350,000	17	12.32%	99.0	0	12	4	1
\$350,001 - \$450,000	21	15.22%	71.0	0	13	7	1
\$450,001 and up	14	10.14%	110.0	0	5	6	3
Total Active Inventory by Units	138			26	75	30	7
Total Active Inventory by Volume	39,183,569	100%	78.0	2.78M	22.45M	10.06M	3.90M
Median Active Inventory Listing Price	\$199,200			\$92,450	\$199,400	\$302,500	\$425,000

November 2021



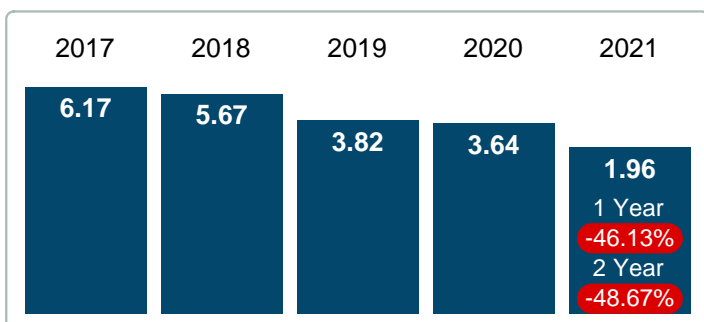
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



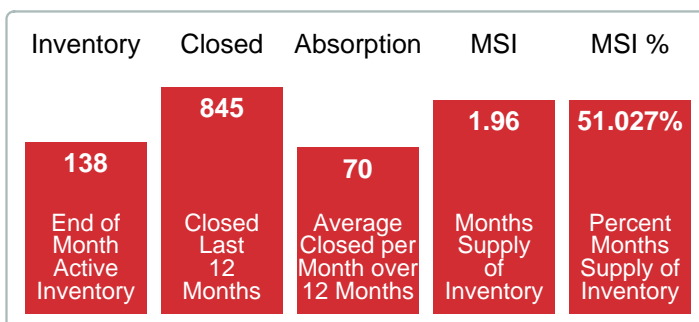
MONTHS SUPPLY of INVENTORY (MSI)

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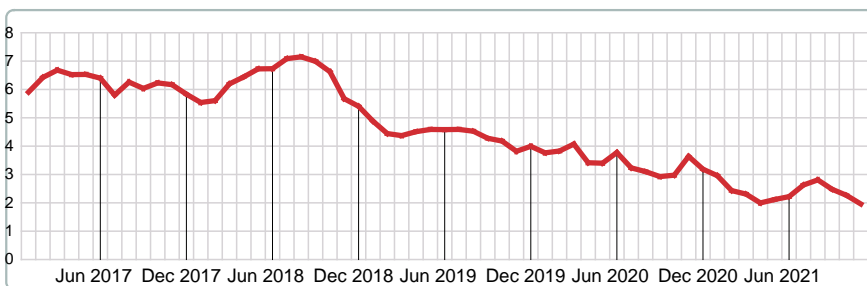
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

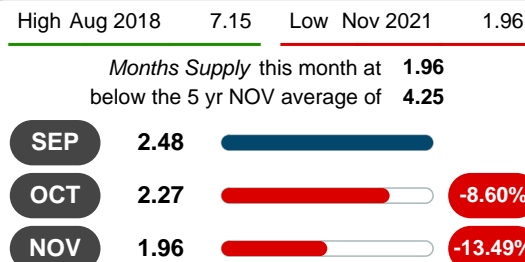


5 YEAR MARKET ACTIVITY TRENDS



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

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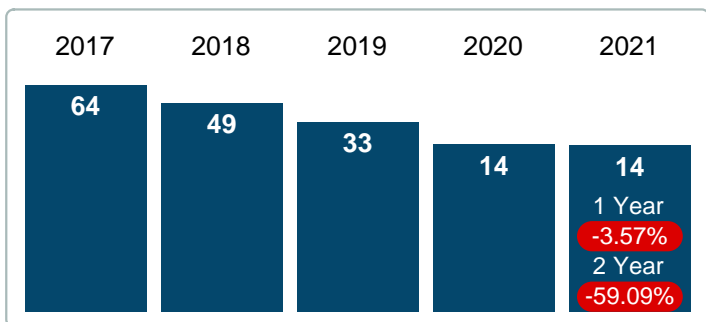
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



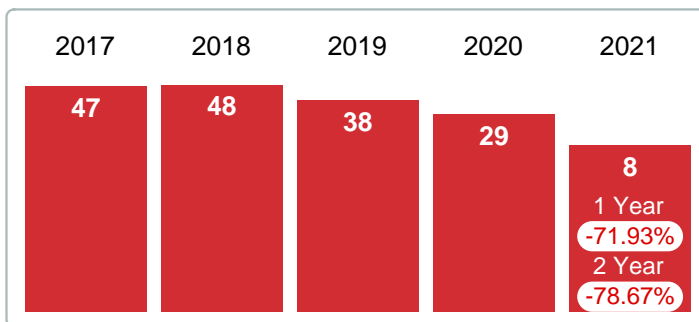
MEDIAN DAYS ON MARKET TO SALE

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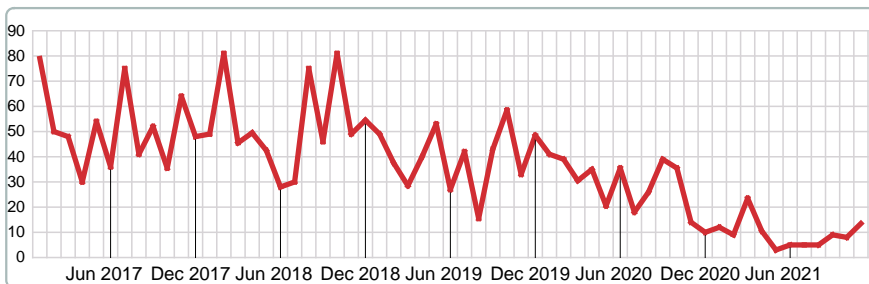
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 35

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 14 below the 5 yr NOV average of 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
\$75,000 and less	10.00%	9	46	4	0	0
\$75,001 - \$75,000	0.00%	9	0	0	0	0
\$75,001 - \$125,000	25.00%	28	30	15	85	0
\$125,001 - \$200,000	26.67%	26	27	34	8	126
\$200,001 - \$250,000	16.67%	9	66	8	17	0
\$250,001 - \$325,000	11.67%	6	0	6	9	0
\$325,001 and up	10.00%	6	10	6	1	0
Median Closed DOM		14	31	8	11	126
Total Closed Units	100%	13.5	11	38	10	1
Total Closed Volume		11,111,425	1.52M	7.25M	2.21M	135.00K

November 2021



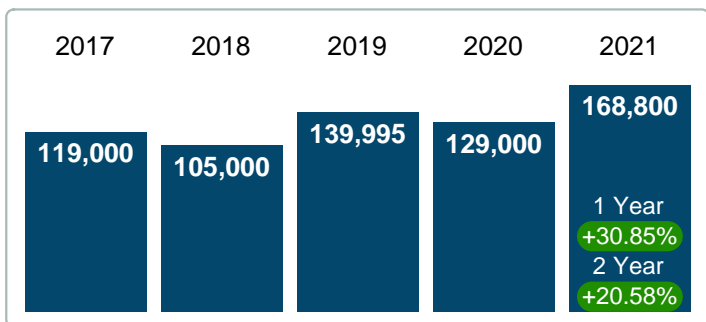
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



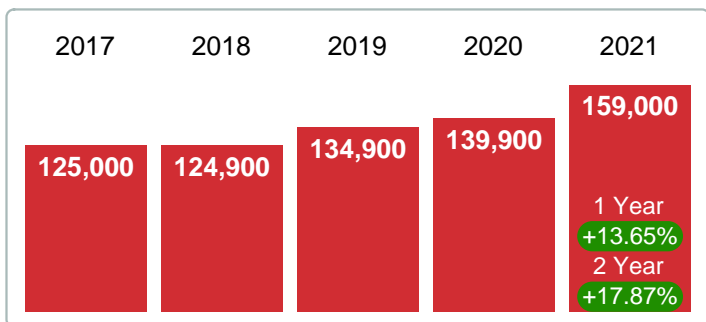
MEDIAN LIST PRICE AT CLOSING

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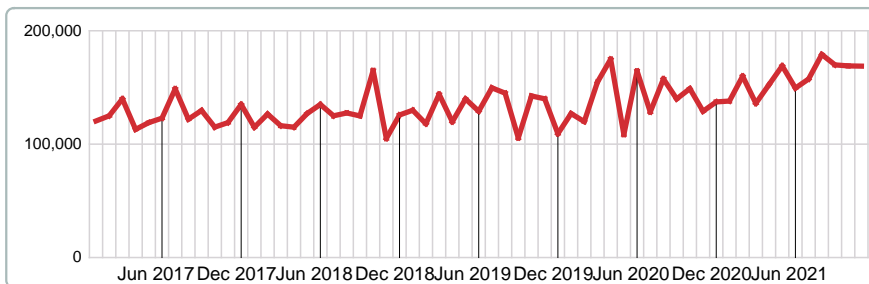
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 132,359

High Aug 2021 179,075 Low Nov 2018 105,000

Median List Price at Closing this month at **168,800**
above the 5 yr NOV average of **132,359**

- SEP 169,900
- OCT 169,000 -0.53%
- NOV 168,800 -0.12%

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
\$75,000 and less 6	10.00%	67,500	72,900	65,000	0	0
\$75,001 - \$75,000 0	0.00%	67,500	0	0	0	0
\$75,001 - \$125,000 13	21.67%	99,900	107,450	104,700	89,900	0
\$125,001 - \$200,000 17	28.33%	155,000	142,500	168,599	154,900	147,500
\$200,001 - \$250,000 12	20.00%	231,375	250,000	225,000	249,450	0
\$250,001 - \$325,000 5	8.33%	297,000	0	298,000	274,900	0
\$325,001 and up 7	11.67%	355,500	355,500	390,000	339,000	0
Median List Price		168,800	115,000	172,200	249,450	147,500
Total Closed Units	100%	168,800	11	38	10	1
Total Closed Volume		11,471,639	1.59M	7.47M	2.27M	147.50K

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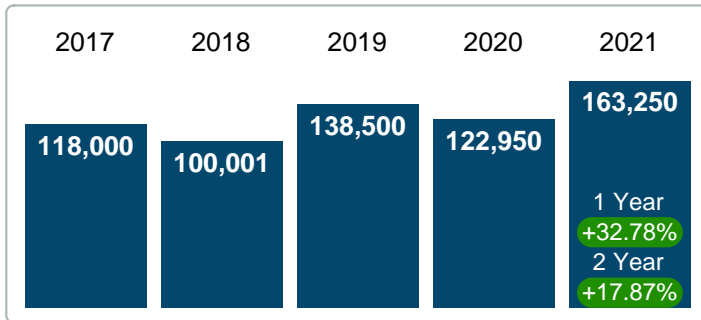
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



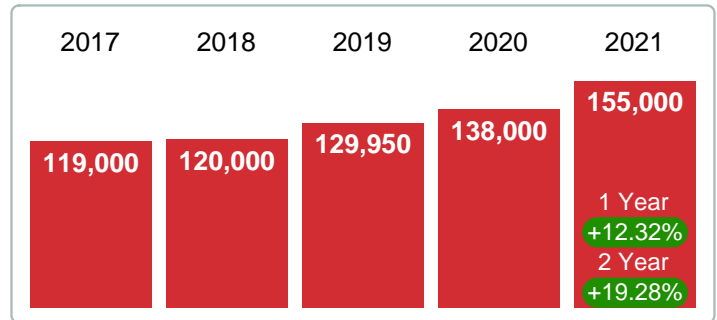
MEDIAN SOLD PRICE AT CLOSING

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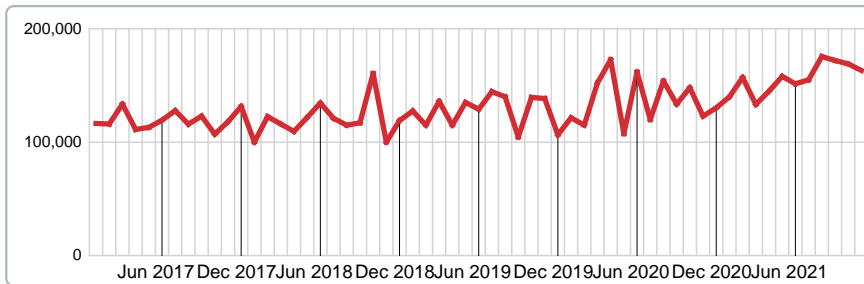
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

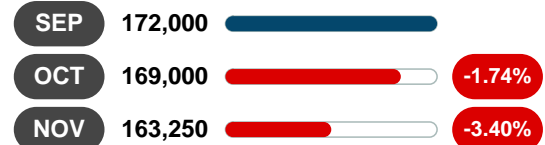


3 MONTHS

5 year NOV AVG = 128,540

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

Median Sold Price at Closing this month at **163,250** above the 5 yr NOV average of **128,540**



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
\$75,000 and less	6	10.00%	66,000	69,000	63,000	0	0
\$75,001 - \$75,000	0	0.00%	66,000	0	0	0	0
\$75,001 - \$125,000	15	25.00%	97,500	93,250	114,250	78,000	0
\$125,001 - \$200,000	16	26.67%	161,000	148,000	164,750	150,000	135,000
\$200,001 - \$250,000	10	16.67%	225,000	225,000	225,000	235,000	0
\$250,001 - \$325,000	7	11.67%	285,000	0	305,000	269,500	0
\$325,001 and up	6	10.00%	352,250	355,500	412,000	339,000	0
Median Sold Price			163,250	106,625	167,000	243,500	135,000
Total Closed Units		100%	163,250	11	38	10	1
Total Closed Volume			11,111,425	1.52M	7.25M	2.21M	135.00K

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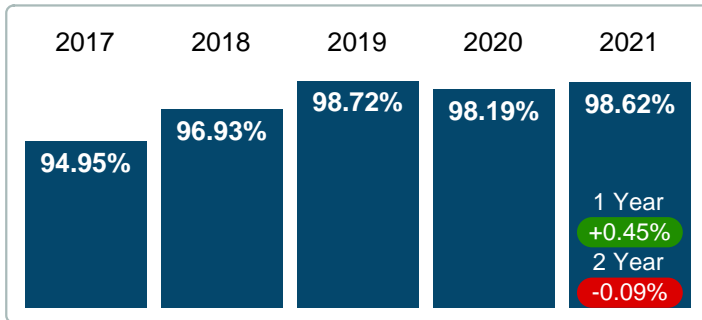
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



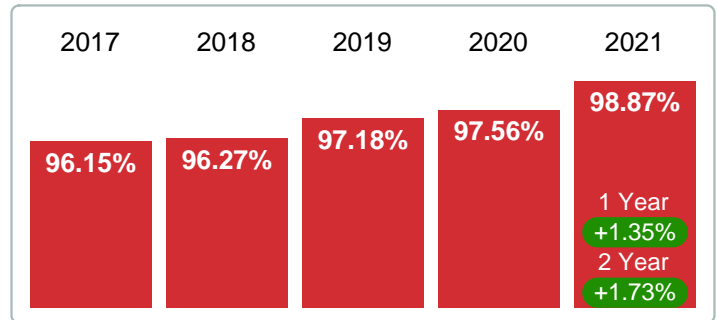
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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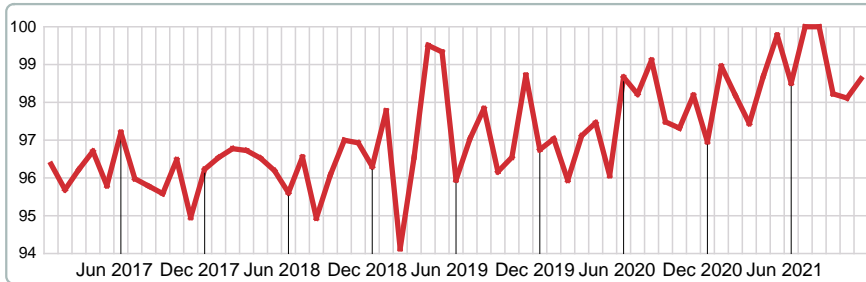
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

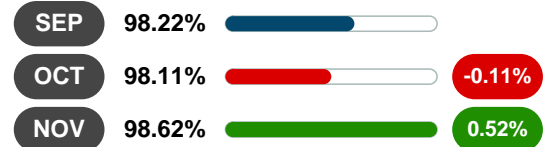


3 MONTHS

5 year NOV AVG = 97.48%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.62%**
above the 5 yr NOV average of **97.48%**



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
\$75,000 and less	6	10.00%	97.33%	94.65%	100.00%	0.00%	0.00%
\$75,001 - \$75,000	0	0.00%	97.33%	0.00%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	15	25.00%	96.97%	92.63%	99.21%	86.76%	0.00%
\$125,001 - \$200,000	16	26.67%	97.56%	104.23%	96.81%	100.00%	91.53%
\$200,001 - \$250,000	10	16.67%	100.00%	90.00%	100.00%	94.38%	0.00%
\$250,001 - \$325,000	7	11.67%	99.67%	0.00%	100.00%	98.93%	0.00%
\$325,001 and up	6	10.00%	100.00%	100.00%	98.46%	100.00%	0.00%
Median Sold/List Ratio		98.62%		95.65%	100.00%	98.93%	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

November 2021



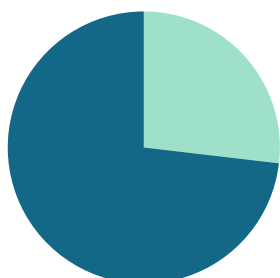
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

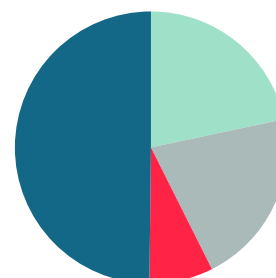
- New Listings **58 = 26.85%**
- Start Inventory **158**
- Total Inventory Units **216**
- Volume **\$61,999,544**

Market Activity

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%
Median List Price	129,000	168,800	30.85%	139,900	159,000	13.65%
Median Sale Price	122,950	163,250	32.78%	138,000	155,000	12.32%
Median Percent of Selling Price to List Price	98.19%	98.62%	0.45%	97.56%	98.87%	1.35%
Median Days on Market to Sale	14.00	13.50	-3.57%	28.50	8.00	-71.93%
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

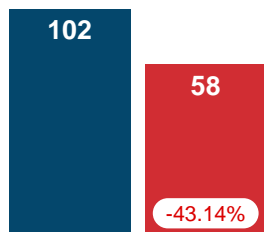
Inventory on November 30, 2021 = **138**

2020 **2021**

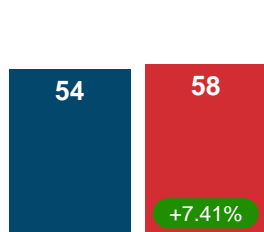
NOVEMBER MARKET

MEDIAN PRICES

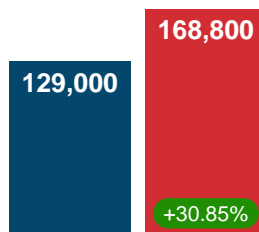
New Listings



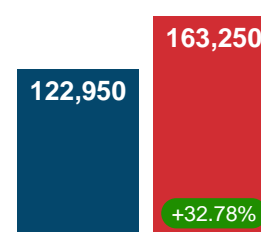
Pending Listings



List Price



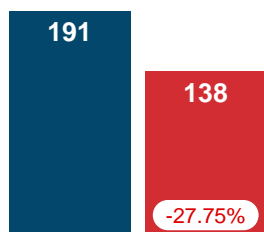
Sale Price



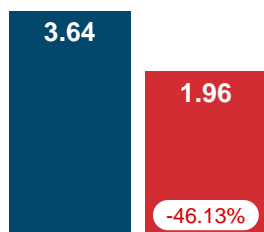
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

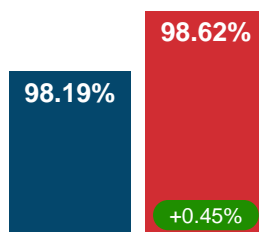
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

