

January 2022



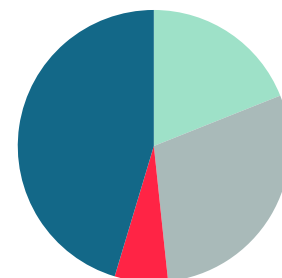
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	51	51	0.00%
Pending Listings	66	79	19.70%
New Listings	72	66	-8.33%
Average List Price	147,706	285,380	93.21%
Average Sale Price	144,404	276,918	91.77%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%
Average Days on Market to Sale	29.71	41.98	41.32%
End of Month Inventory	163	122	-25.15%
Months Supply of Inventory	2.96	1.70	-42.41%



■ Closed (18.96%)
■ Pending (29.37%)
■ Other OffMarket (6.32%)
■ Active (45.35%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of January 31, 2022 = **122**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **25.15%** to 122 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 **1.70** 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 **91.77%** in January 2022 to \$276,918 versus the previous year at \$144,404.

Average Days on Market Lengthens

The average number of **41.98** days that homes spent on the market before selling increased by 12.27 days or **41.32%** in January 2022 compared to last year's same month at **29.71** DOM.

Sales Success for January 2022 is Positive

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

There were 66 New Listings in January 2022, down **8.33%** from last year at 72. Furthermore, there were 51 Closed Listings this month versus last year at 51, a **0.00%** decrease.

Closed versus Listed trends yielded a **77.3%** ratio, up from previous year's, January 2021, at **70.8%**, a **9.09%** 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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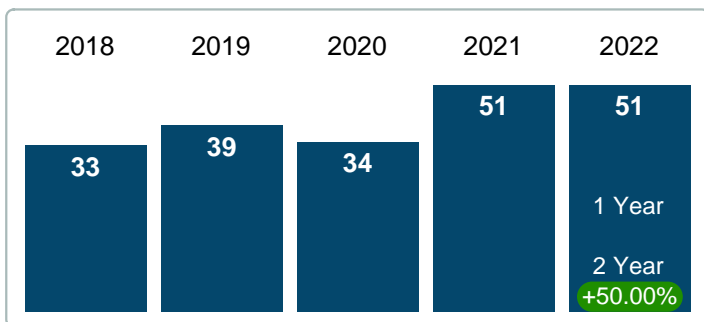
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



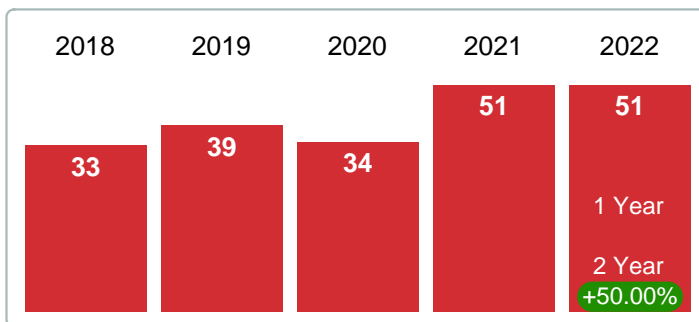
CLOSED LISTINGS

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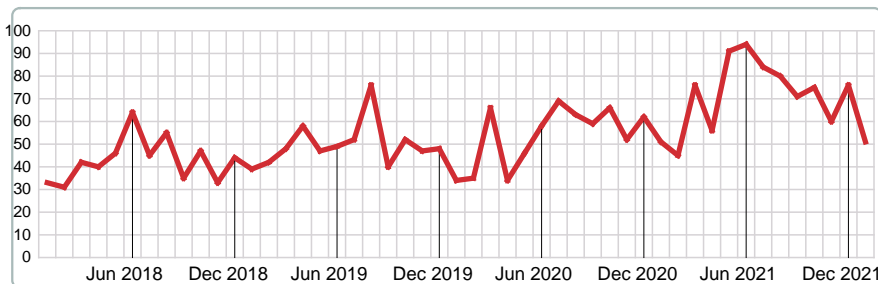
JANUARY



YEAR TO DATE (YTD)

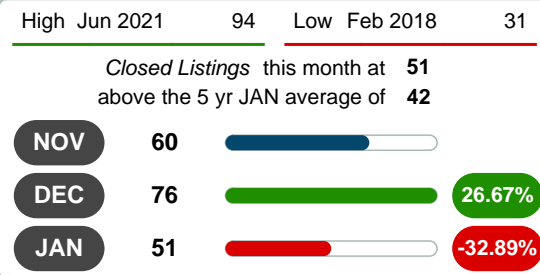


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



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	4	7.84%	29.0	2	2	0	0
\$75,001 - \$125,000	8	15.69%	46.8	4	4	0	0
\$125,001 - \$150,000	5	9.80%	15.4	1	3	0	1
\$150,001 - \$225,000	13	25.49%	36.6	1	10	2	0
\$225,001 - \$325,000	9	17.65%	50.3	0	5	4	0
\$325,001 - \$550,000	7	13.73%	51.6	1	3	2	1
\$550,001 and up	5	9.80%	56.8	1	3	1	0
Total Closed Units	51			10	30	9	2
Total Closed Volume	14,122,800	100%	42.0	2.65M	8.09M	2.90M	480.00K
Average Closed Price	\$276,918			\$265,000	\$269,627	\$322,667	\$240,000

January 2022



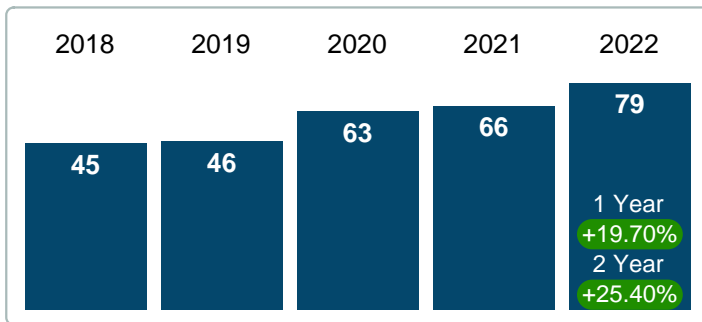
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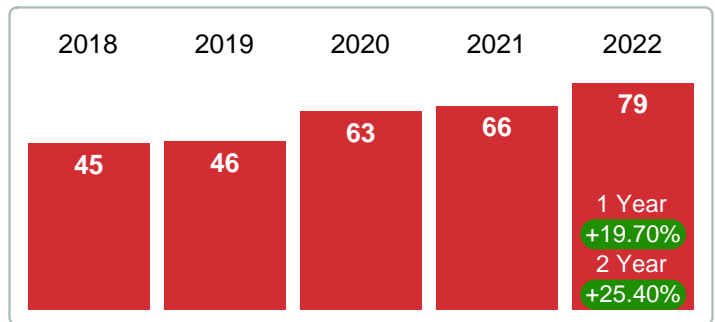
PENDING LISTINGS

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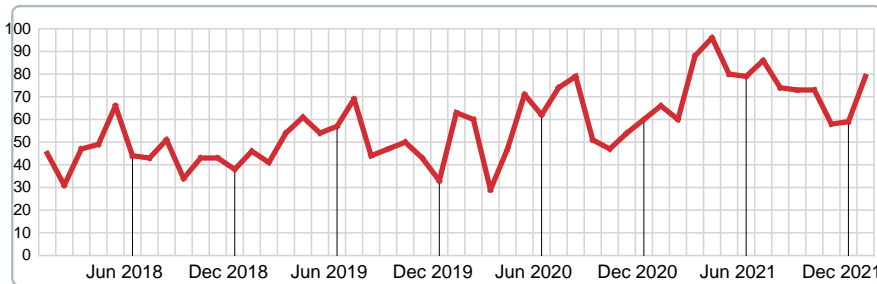
JANUARY



YEAR TO DATE (YTD)

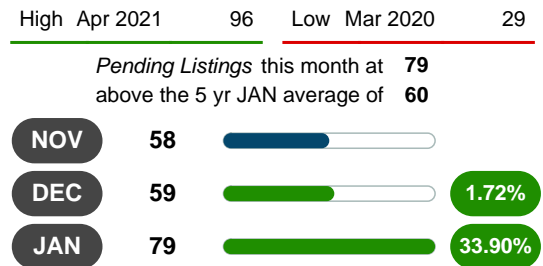


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



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	7	8.86%	33.9	3	4	0	0
\$50,001 - \$75,000	3	3.80%	67.3	2	1	0	0
\$75,001 - \$100,000	11	13.92%	17.2	9	2	0	0
\$100,001 - \$200,000	28	35.44%	69.8	7	16	5	0
\$200,001 - \$275,000	11	13.92%	29.5	0	9	2	0
\$275,001 - \$400,000	11	13.92%	48.6	0	6	5	0
\$400,001 and up	8	10.13%	86.3	0	2	4	2
Total Pending Units	79			21	40	16	2
Total Pending Volume	16,739,399	100%	53.1	2.02M	7.64M	5.16M	1.93M
Average Listing Price	\$214,073			\$96,167	\$190,888	\$322,463	\$962,500

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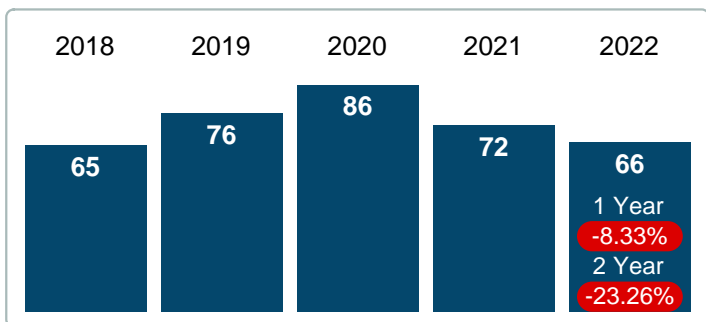
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



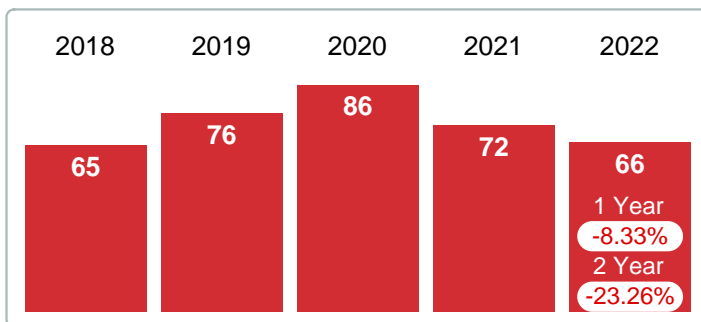
NEW LISTINGS

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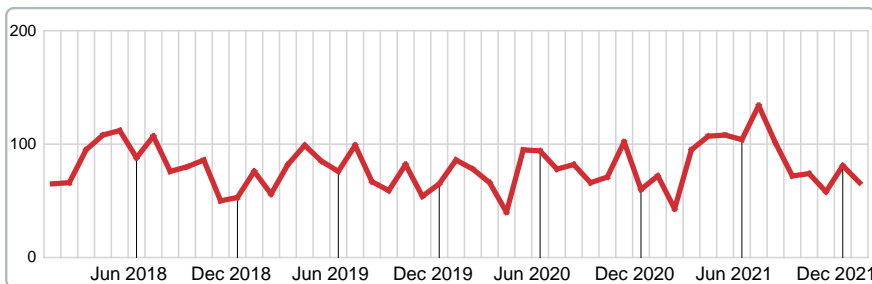
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 73

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 66
below the 5 yr JAN average of 73



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.52%	1	0	0	0
\$25,001 - \$75,000	12	18.18%	5	7	0	0
\$75,001 - \$125,000	12	18.18%	8	4	0	0
\$125,001 - \$200,000	16	24.24%	0	13	3	0
\$200,001 - \$275,000	10	15.15%	0	8	1	1
\$275,001 - \$400,000	8	12.12%	0	3	5	0
\$400,001 and up	7	10.61%	1	3	2	1
Total New Listed Units	66		15	38	11	2
Total New Listed Volume	16,173,624	100%	1.58M	9.81M	3.63M	1.15M
Average New Listed Listing Price	\$181,159		\$105,625	\$258,266	\$329,569	\$574,950

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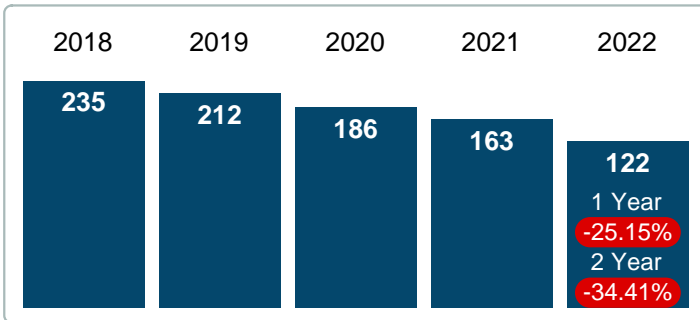
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



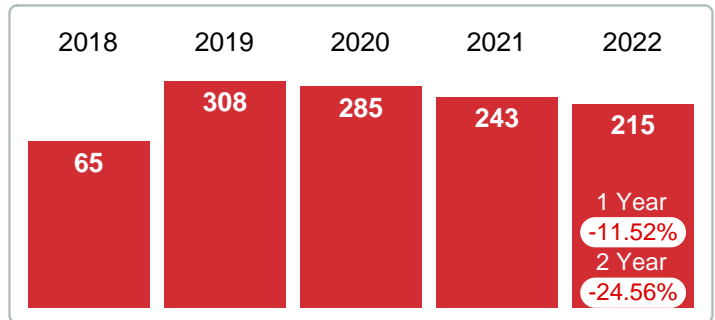
ACTIVE INVENTORY

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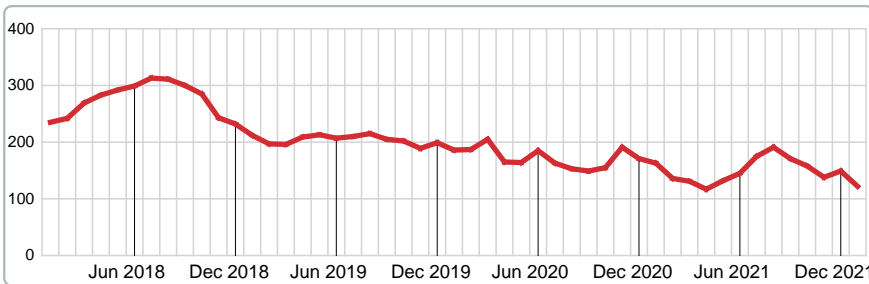
END OF JANUARY



ACTIVE DURING JANUARY

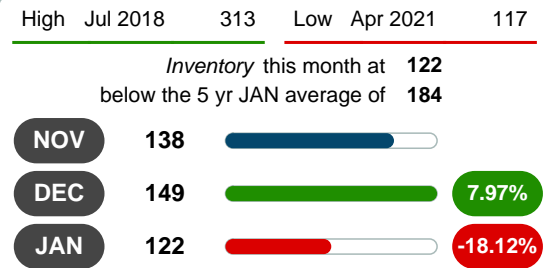


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 184



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	11	9.02%	72.8	4	6	1	0
\$50,001 - \$75,000	12	9.84%	79.3	4	7	1	0
\$75,001 - \$125,000	17	13.93%	119.4	5	12	0	0
\$125,001 - \$225,000	32	26.23%	76.1	4	23	4	1
\$225,001 - \$325,000	22	18.03%	64.0	0	17	3	2
\$325,001 - \$550,000	16	13.11%	122.0	1	6	8	1
\$550,001 and up	12	9.84%	85.4	0	6	3	3
Total Active Inventory by Units	122			18	77	20	7
Total Active Inventory by Volume	35,930,914	100%	86.9	2.18M	23.12M	7.11M	3.52M
Average Active Inventory Listing Price	\$294,516			\$121,104	\$300,236	\$355,723	\$502,629

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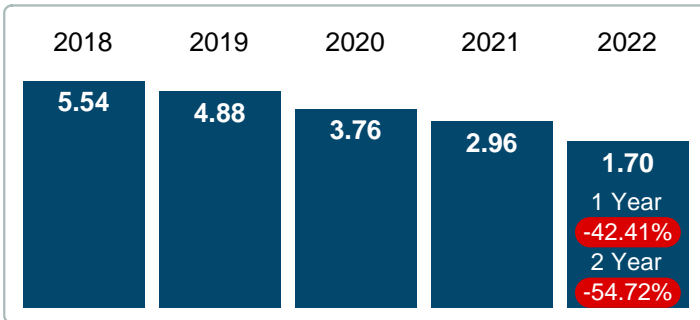
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



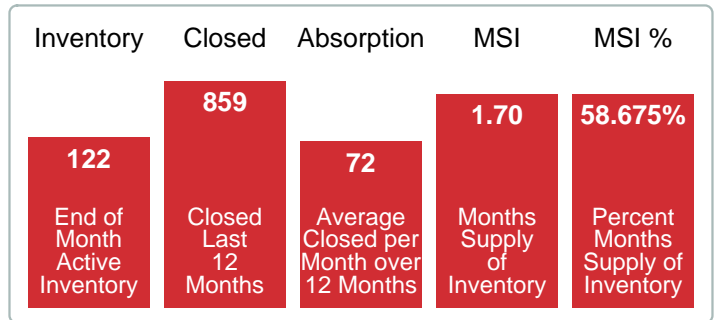
MONTHS SUPPLY of INVENTORY (MSI)

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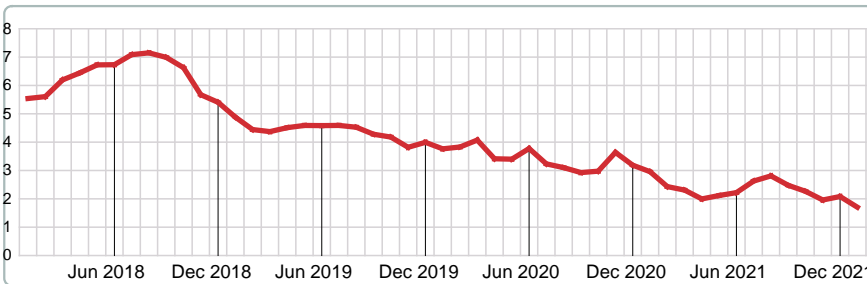
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

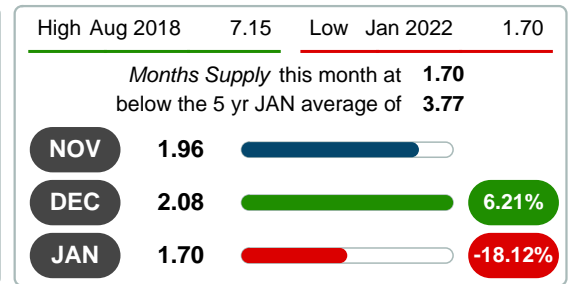


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.77



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	11	9.02%	1.97	1.20	3.00	6.00	0.00
\$50,001 - \$75,000	12	9.84%	1.82	1.50	1.87	6.00	0.00
\$75,001 - \$125,000	17	13.93%	1.23	1.46	1.30	0.00	0.00
\$125,001 - \$225,000	32	26.23%	1.28	1.45	1.33	1.00	1.20
\$225,001 - \$325,000	22	18.03%	1.89	0.00	2.65	0.71	3.00
\$325,001 - \$550,000	16	13.11%	2.34	1.09	2.06	3.56	1.33
\$550,001 and up	12	9.84%	5.54	0.00	6.55	3.60	12.00
Market Supply of Inventory (MSI)			1.70	1.33	1.81	1.56	2.71
Total Active Inventory by Units		100%	122	18	77	20	7

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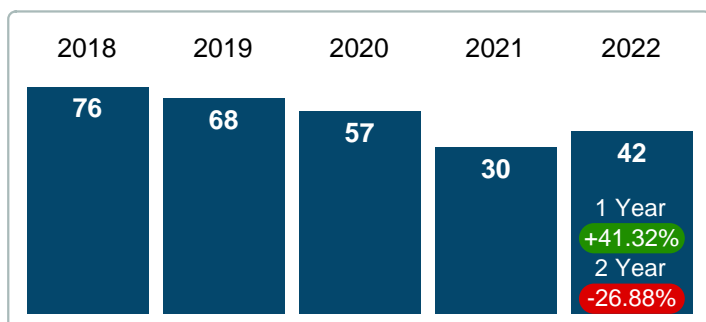
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



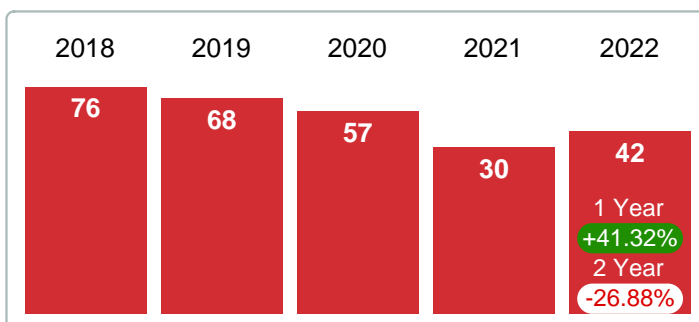
AVERAGE DAYS ON MARKET TO SALE

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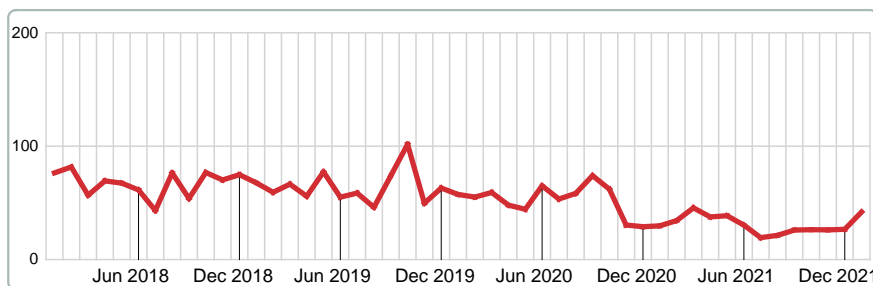
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

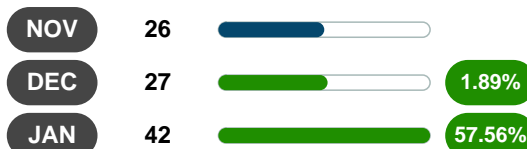


3 MONTHS

5 year JAN AVG = 55

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 42 below the 5 yr JAN average of 55



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	7.84%	29	56	2	0	0
\$75,001 - \$125,000	15.69%	47	79	15	0	0
\$125,001 - \$150,000	9.80%	15	1	21	0	12
\$150,001 - \$225,000	25.49%	37	79	26	70	0
\$225,001 - \$325,000	17.65%	50	0	58	40	0
\$325,001 - \$550,000	13.73%	52	7	61	33	105
\$550,001 and up	9.80%	57	106	59	1	0
Average Closed DOM		42	62	35	41	59
Total Closed Units	100%	42	10	30	9	2
Total Closed Volume		14,122,800	2.65M	8.09M	2.90M	480.00K

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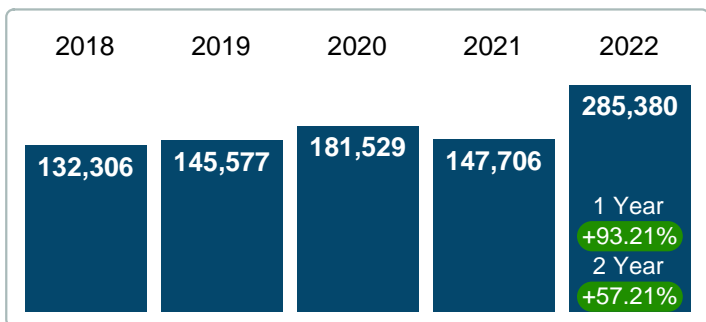
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



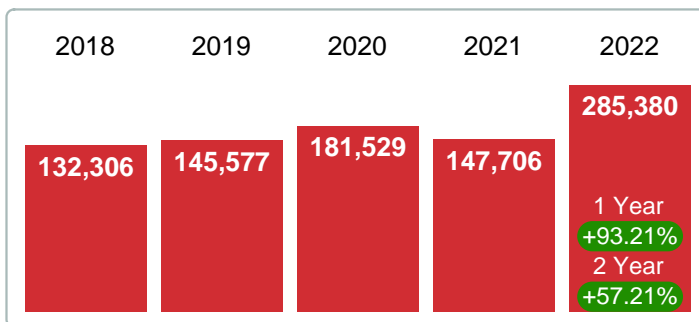
AVERAGE LIST PRICE AT CLOSING

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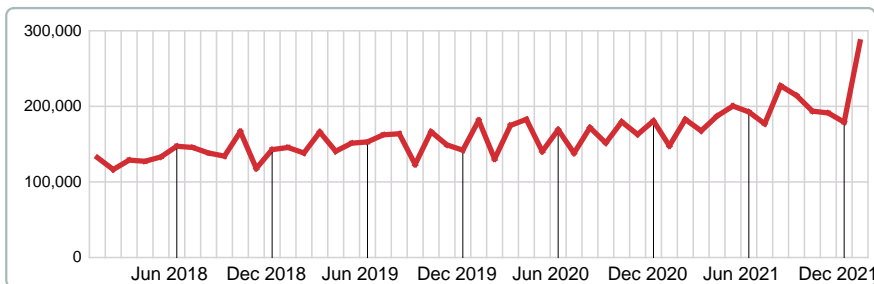
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 178,500

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

Average List Price at Closing this month at **285,380**
above the 5 yr JAN average of **178,500**

- NOV 191,194
- DEC 179,068 -6.34%
- JAN 285,380 59.37%

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	9.80%	66,580	63,950	65,000	0	0
\$75,001 - \$125,000	15.69%	114,550	105,625	113,475	0	0
\$125,001 - \$150,000	5.88%	139,667	135,000	133,000	0	165,000
\$150,001 - \$225,000	27.45%	189,093	164,000	193,430	192,000	0
\$225,001 - \$325,000	15.69%	270,675	0	268,280	288,475	0
\$325,001 - \$550,000	13.73%	387,843	430,000	448,333	427,500	330,000
\$550,001 and up	11.76%	893,083	1,499,000	896,500	595,000	0
Average List Price		285,380	277,840	276,437	331,989	247,500
Total Closed Units	100%	285,380	10	30	9	2
Total Closed Volume		14,554,400	2.78M	8.29M	2.99M	495.00K

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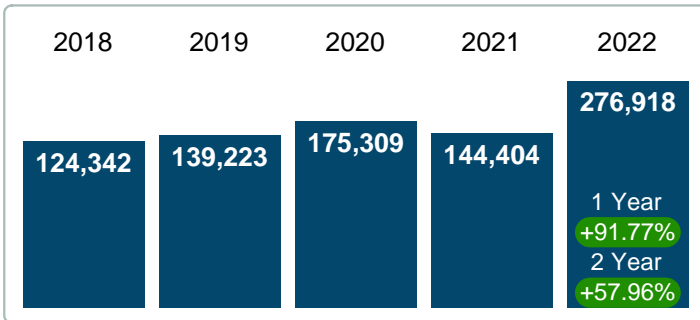
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



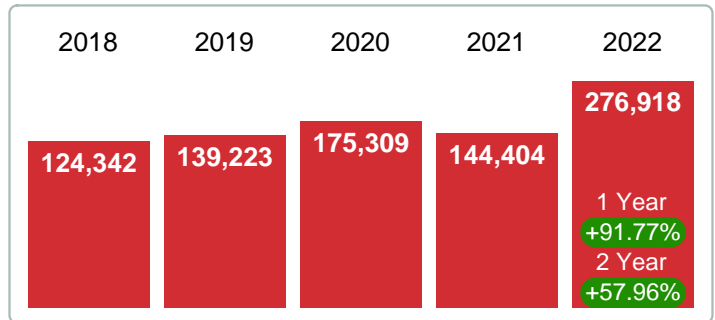
AVERAGE SOLD PRICE AT CLOSING

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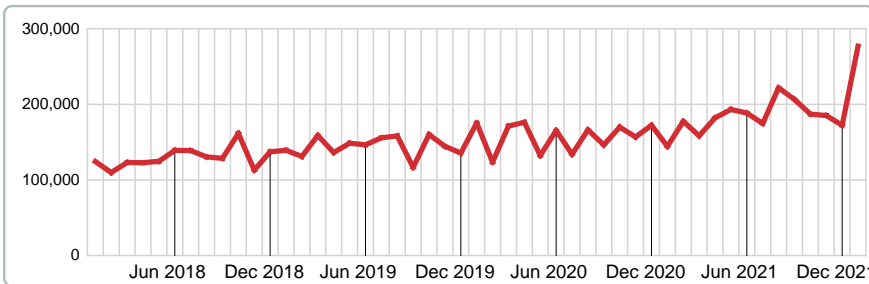
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

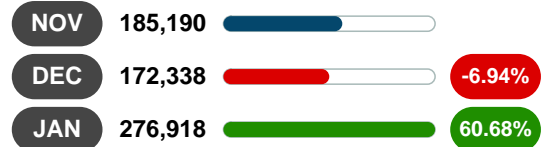


3 MONTHS

5 year JAN AVG = 172,039

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

Average Sold Price at Closing this month at **276,918**
above the 5 yr JAN average of **172,039**



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	7.84%	57,750	55,500	60,000	0	0
\$75,001 - \$125,000	15.69%	108,375	104,750	112,000	0	0
\$125,001 - \$150,000	9.80%	138,500	135,000	135,833	0	150,000
\$150,001 - \$225,000	25.49%	188,792	155,000	192,430	187,500	0
\$225,001 - \$325,000	17.65%	271,333	0	260,600	284,750	0
\$325,001 - \$550,000	13.73%	408,357	430,000	434,500	397,500	330,000
\$550,001 and up	9.80%	915,500	1,400,000	860,833	595,000	0
Average Sold Price		276,918	265,000	269,627	322,667	240,000
Total Closed Units	100%	276,918	10	30	9	2
Total Closed Volume		14,122,800	2.65M	8.09M	2.90M	480.00K

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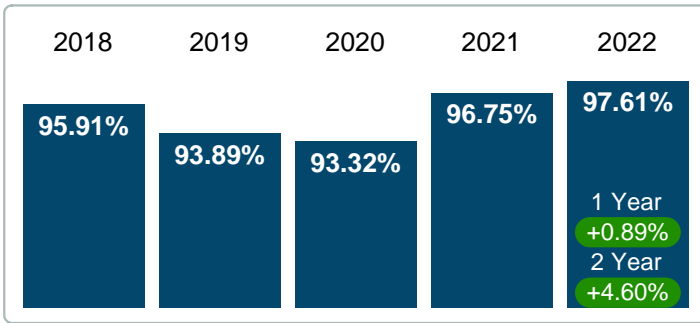
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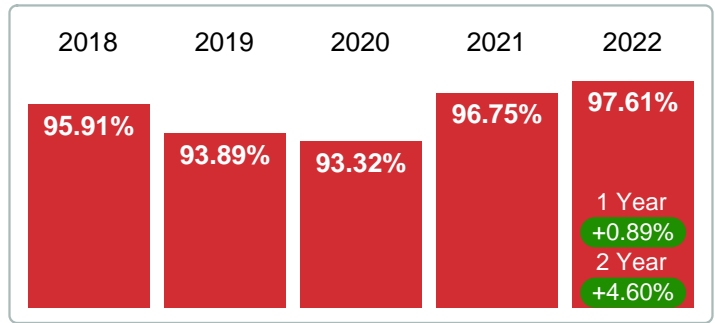
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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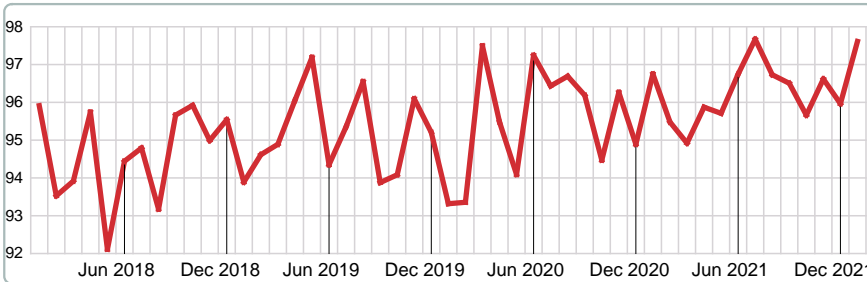
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

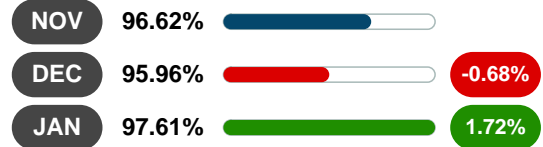


3 MONTHS

5 year JAN AVG = 95.50%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **97.61%** above the 5 yr JAN average of **95.50%**



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	<div style="width: 7.84%;"></div> 4	7.84%	90.16%	88.20%	92.12%	0.00%	0.00%	
\$75,001 - \$125,000	<div style="width: 15.69%;"></div> 8	15.69%	99.68%	100.31%	99.05%	0.00%	0.00%	
\$125,001 - \$150,000	<div style="width: 9.80%;"></div> 5	9.80%	99.54%	100.00%	102.27%	0.00%	90.91%	
\$150,001 - \$225,000	<div style="width: 25.49%;"></div> 13	25.49%	98.94%	94.51%	99.68%	97.49%	0.00%	
\$225,001 - \$325,000	<div style="width: 17.65%;"></div> 9	17.65%	97.80%	0.00%	97.14%	98.61%	0.00%	
\$325,001 - \$550,000	<div style="width: 13.73%;"></div> 7	13.73%	96.64%	100.00%	97.11%	92.59%	100.00%	
\$550,001 and up	<div style="width: 9.80%;"></div> 5	9.80%	95.89%	93.40%	95.36%	100.00%	0.00%	
Average Sold/List Ratio		97.60%		96.56%	98.24%	97.18%	95.45%	
Total Closed Units		51	100%	97.60%	10	30	9	2
Total Closed Volume		14,122,800			2.65M	8.09M	2.90M	480.00K

January 2022



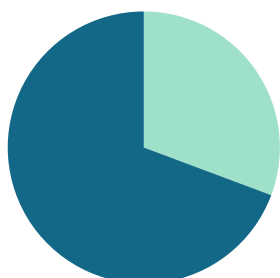
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

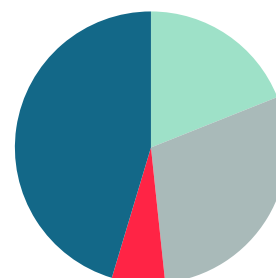


Inventory
 New Listings **66 = 30.70%**
 Start Inventory **149**
 Total Inventory Units **215**
 Volume **\$57,868,993**

Market Activity

Closed Sales **51 = 18.96%**
 Pending Sales **79 = 29.37%**
 Other Off Market **17 = 6.32%**
 Active Inventory **122 = 45.35%**

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	51	51	0.00%	51	51	0.00%
Pending Sales	66	79	19.70%	66	79	19.70%
New Listings	72	66	-8.33%	72	66	-8.33%
Average List Price	147,706	285,380	93.21%	147,706	285,380	93.21%
Average Sale Price	144,404	276,918	91.77%	144,404	276,918	91.77%
Average Percent of Selling Price to List Price	96.75%	97.61%	0.89%	96.75%	97.61%	0.89%
Average Days on Market to Sale	29.71	41.98	41.32%	29.71	41.98	41.32%
Monthly Inventory	163	122	-25.15%	163	122	-25.15%
Months Supply of Inventory	2.96	1.70	-42.41%	2.96	1.70	-42.41%

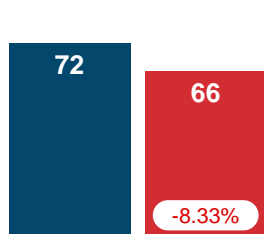
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on January 31, 2022 = **122** **2021** **2022**

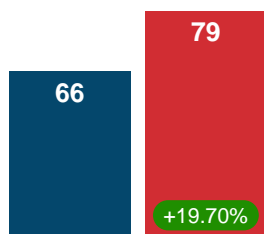
JANUARY MARKET

AVERAGE PRICES

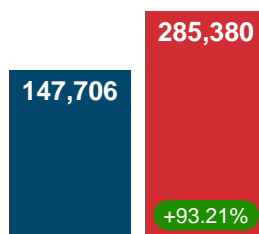
New Listings



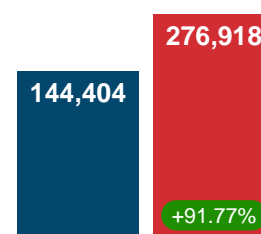
Pending Listings



List Price



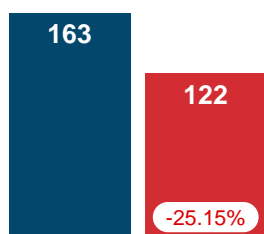
Sale Price



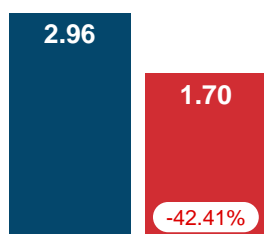
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

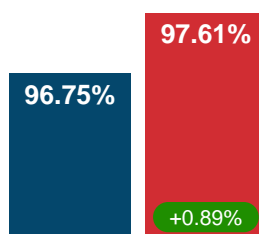
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

