

January 2022



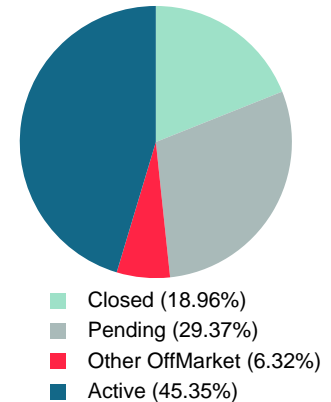
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	138,000	200,000	44.93%
Median Sale Price	140,000	200,000	42.86%
Median Percent of Selling Price to List Price	98.96%	98.73%	-0.22%
Median Days on Market to Sale	12.00	25.00	108.33%
End of Month Inventory	163	122	-25.15%
Months Supply of Inventory	2.96	1.70	-42.41%



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.

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 **42.86%** in January 2022 to \$200,000 versus the previous year at \$140,000.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 13.00 days or **108.33%** in January 2022 compared to last year's same month at **12.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

January 2022



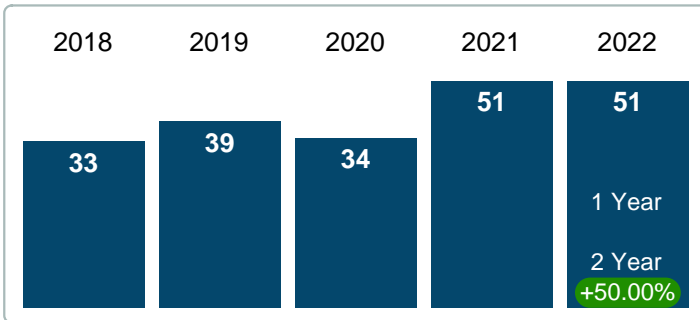
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



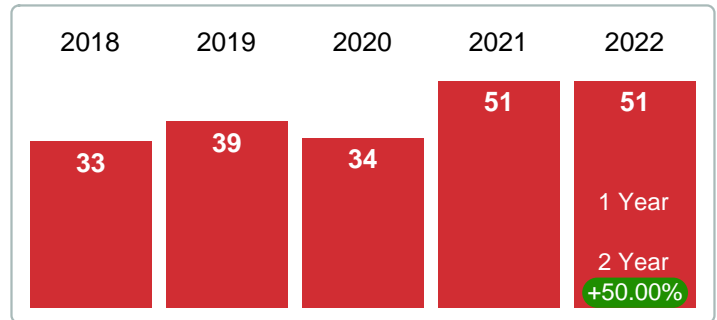
CLOSED LISTINGS

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

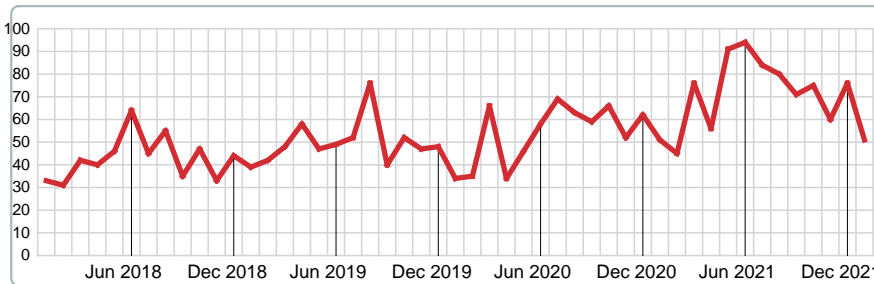
JANUARY



YEAR TO DATE (YTD)

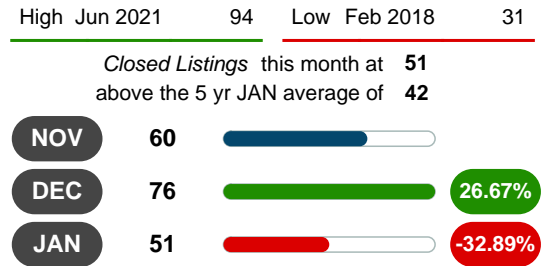


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.84%	15.5	2	2	0	0
\$75,001 - \$125,000	8	15.69%	26.0	4	4	0	0
\$125,001 - \$150,000	5	9.80%	10.0	1	3	0	1
\$150,001 - \$225,000	13	25.49%	16.0	1	10	2	0
\$225,001 - \$325,000	9	17.65%	25.0	0	5	4	0
\$325,001 - \$550,000	7	13.73%	50.0	1	3	2	1
\$550,001 and up	5	9.80%	34.0	1	3	1	0
Total Closed Units	51			10	30	9	2
Total Closed Volume	14,122,800	100%	25.0	2.65M	8.09M	2.90M	480.00K
Median Closed Price	\$200,000			\$125,000	\$197,500	\$320,000	\$240,000

January 2022



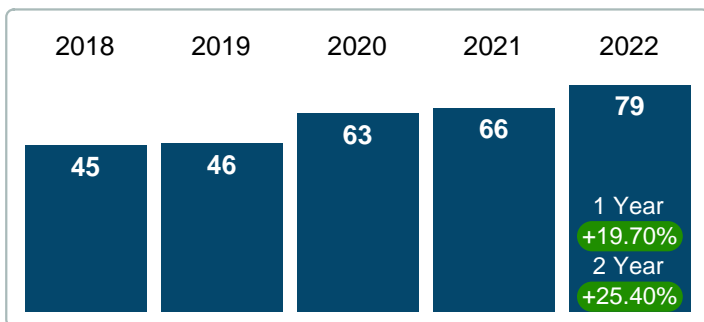
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



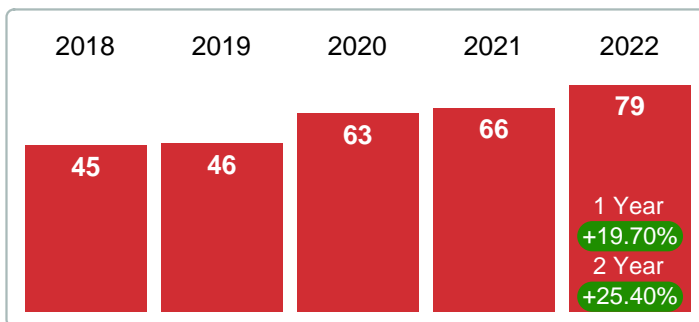
PENDING LISTINGS

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

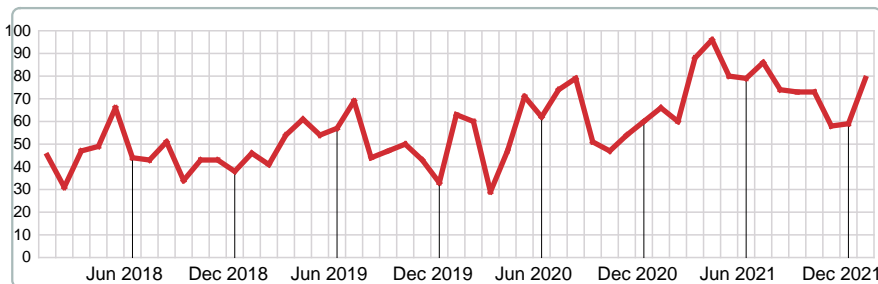
JANUARY



YEAR TO DATE (YTD)

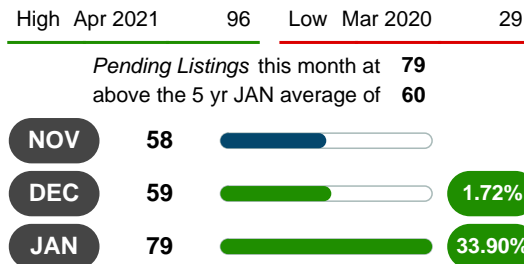


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 60



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	8	10.13%	7.5	4	4	0	0
\$60,001 - \$80,000	4	5.06%	3.0	3	1	0	0
\$80,001 - \$120,000	17	21.52%	11.0	10	7	0	0
\$120,001 - \$210,000	20	25.32%	69.5	4	11	5	0
\$210,001 - \$290,000	12	15.19%	26.0	0	9	3	0
\$290,001 - \$400,000	10	12.66%	35.5	0	6	4	0
\$400,001 and up	8	10.13%	50.0	0	2	4	2
Total Pending Units	79			21	40	16	2
Total Pending Volume	16,739,399	100%	24.0	2.02M	7.64M	5.16M	1.93M
Median Listing Price	\$149,900			\$85,000	\$143,250	\$308,950	\$962,500

January 2022



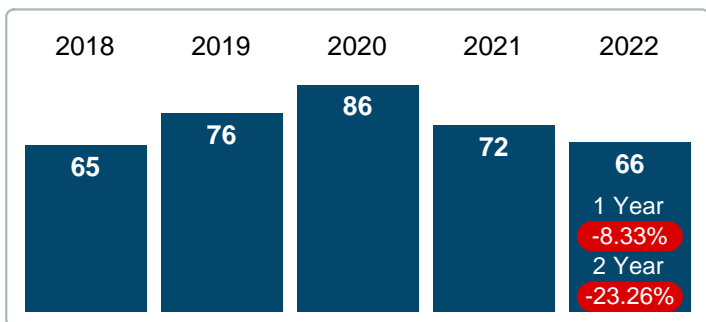
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



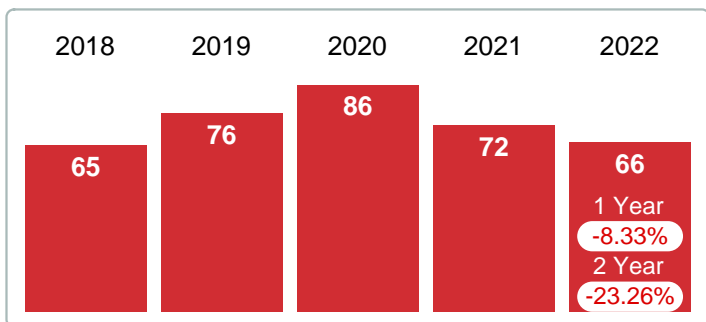
NEW LISTINGS

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

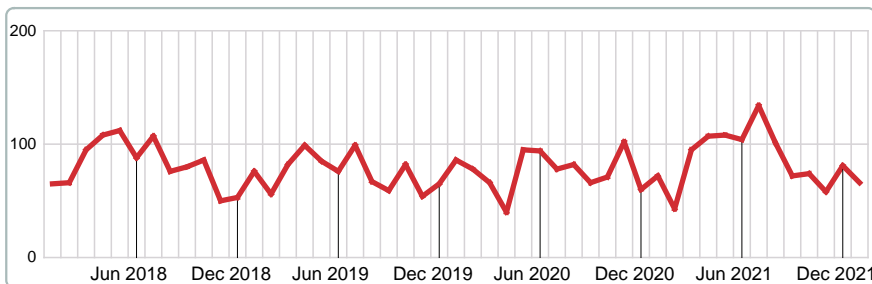
JANUARY



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
Median New Listed Listing Price	\$167,450		\$79,999	\$179,950	\$339,900	\$574,950

January 2022



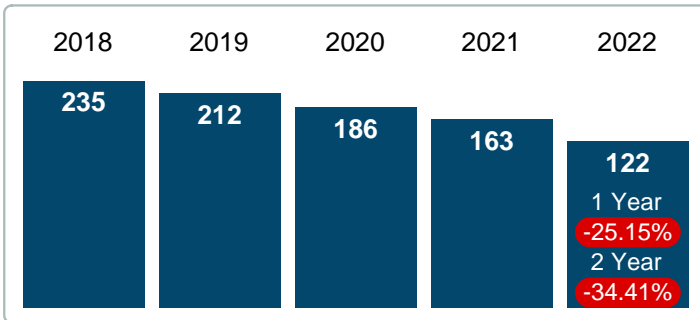
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



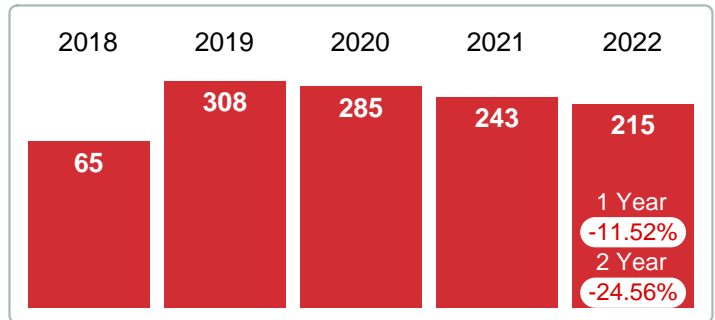
ACTIVE INVENTORY

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

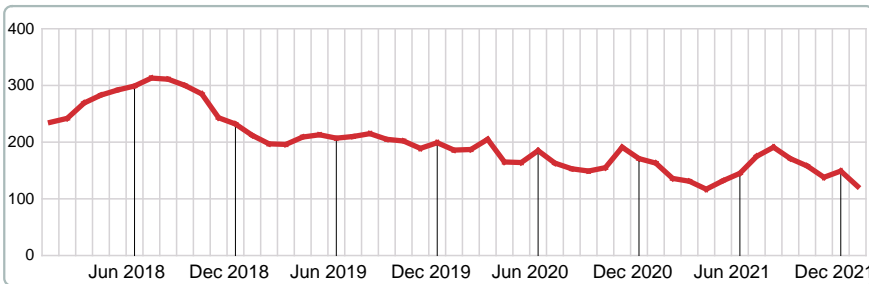
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 184

High Jul 2018 313 Low Apr 2021 117

Inventory this month at 122 below the 5 yr JAN average of 184

- NOV 138
- DEC 149 7.97%
- JAN 122 -18.12%

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	11	9.02%	49.0	4	6	1	0
\$50,001 - \$75,000	12	9.84%	59.0	4	7	1	0
\$75,001 - \$125,000	17	13.93%	83.0	5	12	0	0
\$125,001 - \$225,000	32	26.23%	34.5	4	23	4	1
\$225,001 - \$325,000	22	18.03%	40.0	0	17	3	2
\$325,001 - \$550,000	16	13.11%	128.0	1	6	8	1
\$550,001 and up	12	9.84%	58.0	0	6	3	3
Total Active Inventory by Units	122			18	77	20	7
Total Active Inventory by Volume	35,930,914	100%	61.0	2.18M	23.12M	7.11M	3.52M
Median Active Inventory Listing Price	\$197,250			\$82,500	\$185,000	\$362,125	\$549,000

January 2022



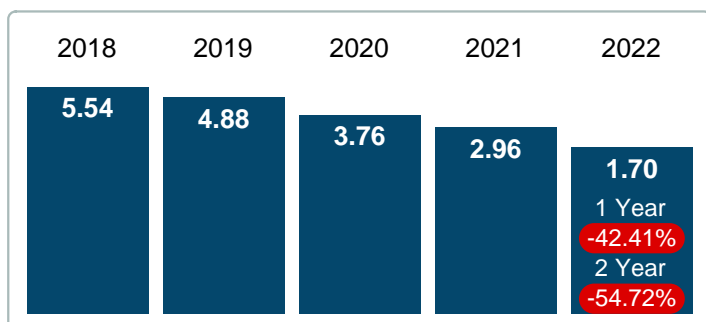
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



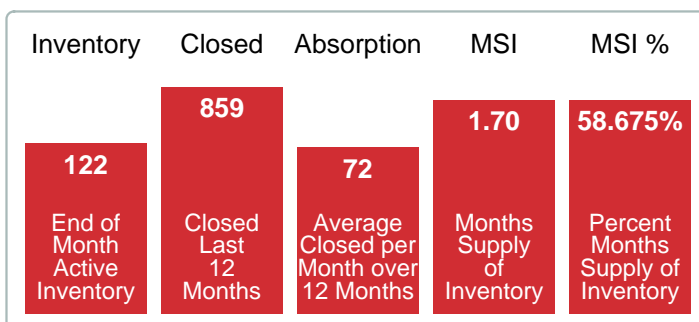
MONTHS SUPPLY of INVENTORY (MSI)

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

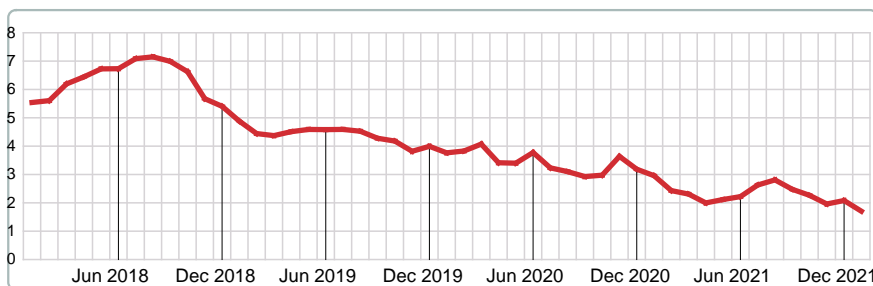
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

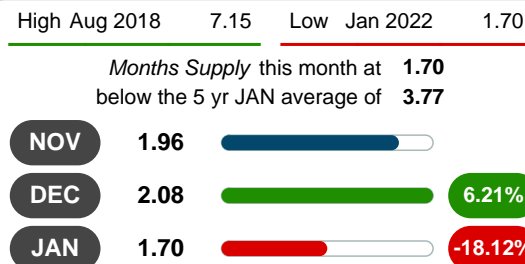


5 YEAR MARKET ACTIVITY TRENDS



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%	1.70	18	77	20	7

January 2022



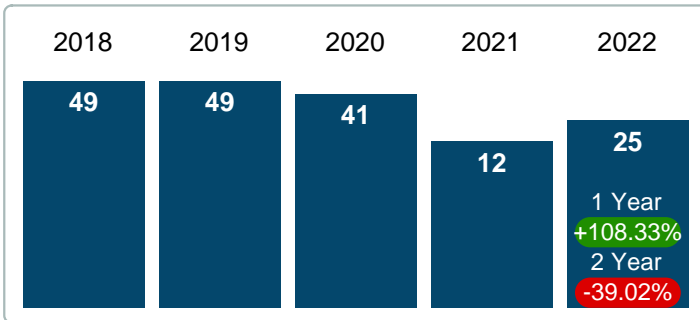
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



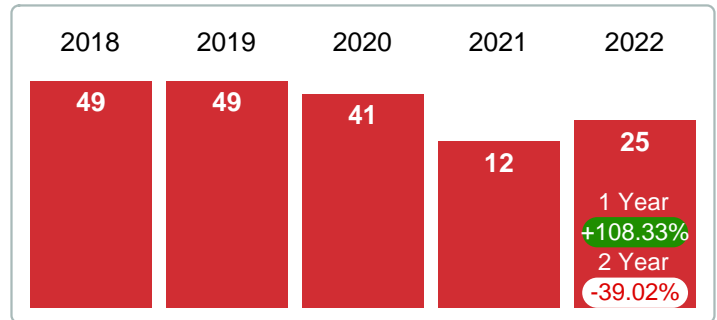
MEDIAN DAYS ON MARKET TO SALE

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

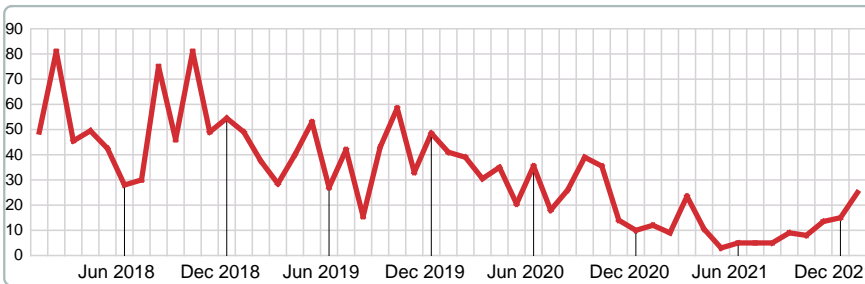
JANUARY



YEAR TO DATE (YTD)

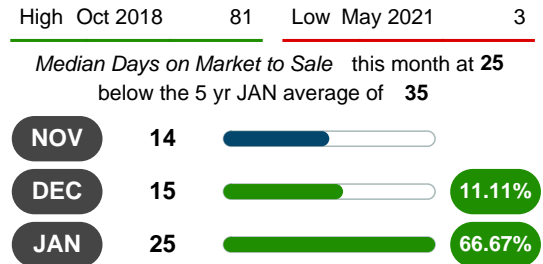


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$75,000 and less	7.84%	16	56	2	0	0
\$75,001 - \$125,000	15.69%	26	66	11	0	0
\$125,001 - \$150,000	9.80%	10	1	10	0	12
\$150,001 - \$225,000	25.49%	16	79	11	70	0
\$225,001 - \$325,000	17.65%	25	0	57	6	0
\$325,001 - \$550,000	13.73%	50	7	50	33	105
\$550,001 and up	9.80%	34	106	34	1	0
Median Closed DOM		25	66	21	7	59
Total Closed Units	100%	25.0	10	30	9	2
Total Closed Volume		14,122,800	2.65M	8.09M	2.90M	480.00K

January 2022



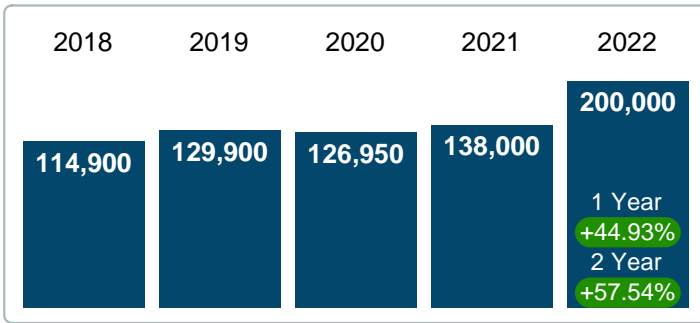
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



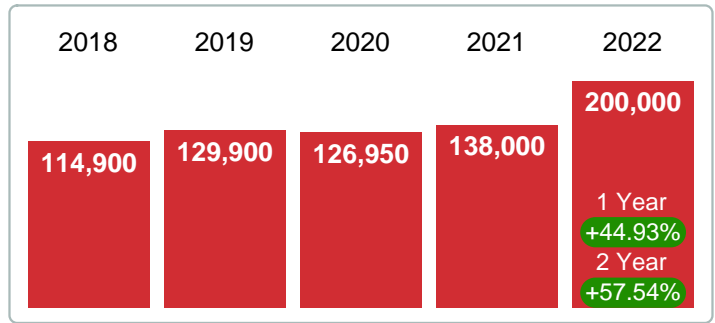
MEDIAN LIST PRICE AT CLOSING

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

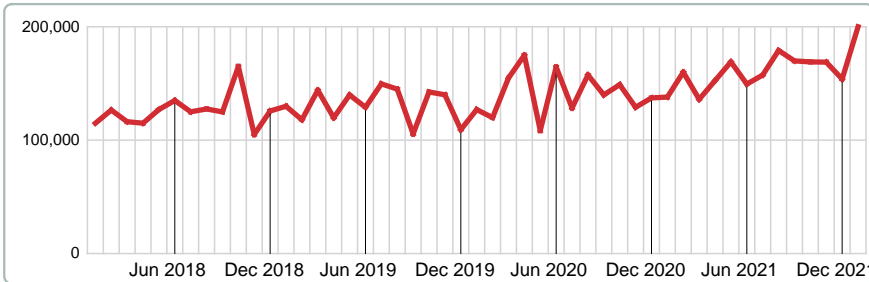
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

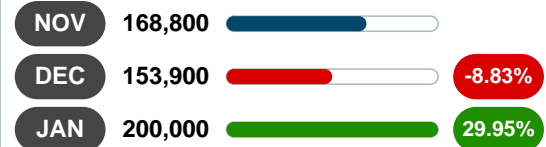


3 MONTHS

5 year JAN AVG = 141,950

High Jan 2022 200,000 Low Nov 2018 105,000

Median List Price at Closing this month at 200,000 above the 5 yr JAN average of 141,950



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	9.80%	75,000	75,000	65,000	0	0
\$75,001 - \$125,000	15.69%	120,000	106,250	120,000	0	0
\$125,001 - \$150,000	5.88%	135,000	135,000	149,000	0	0
\$150,001 - \$225,000	27.45%	188,500	164,000	197,000	192,000	165,000
\$225,001 - \$325,000	15.69%	267,500	0	275,000	260,000	0
\$325,001 - \$550,000	13.73%	395,000	430,000	385,000	405,000	330,000
\$550,001 and up	11.76%	645,000	1,499,000	635,000	595,000	0
Median List Price		200,000	130,000	199,500	315,000	247,500
Total Closed Units	100%	200,000	10	30	9	2
Total Closed Volume		14,554,400	2.78M	8.29M	2.99M	495.00K

January 2022



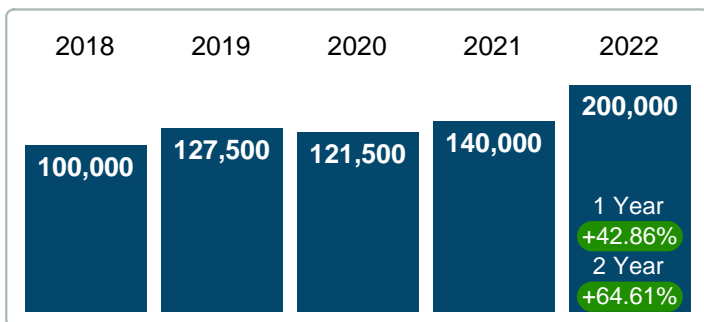
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



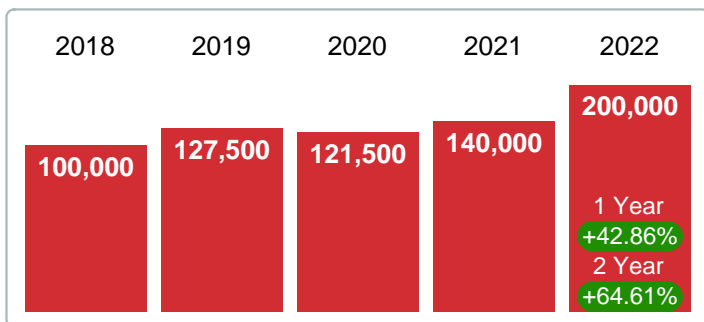
MEDIAN SOLD PRICE AT CLOSING

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

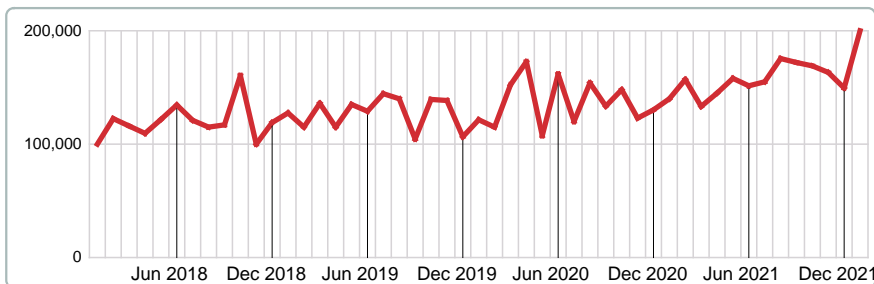
JANUARY



YEAR TO DATE (YTD)

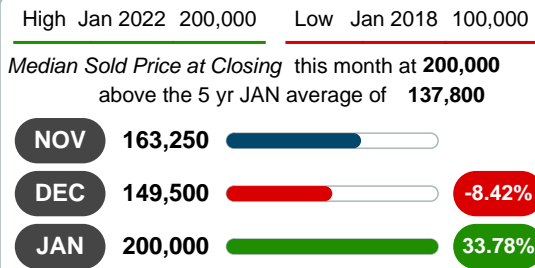


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 137,800



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	7.84%	55,500	55,500	60,000	0	0
\$75,001 - \$125,000	15.69%	111,000	106,250	111,000	0	0
\$125,001 - \$150,000	9.80%	135,000	135,000	129,500	0	150,000
\$150,001 - \$225,000	25.49%	195,000	155,000	195,000	187,500	0
\$225,001 - \$325,000	17.65%	265,000	0	265,000	285,000	0
\$325,001 - \$550,000	13.73%	390,000	430,000	390,000	397,500	330,000
\$550,001 and up	9.80%	625,000	1,400,000	625,000	595,000	0
Median Sold Price		200,000	125,000	197,500	320,000	240,000
Total Closed Units	100%	200,000	10	30	9	2
Total Closed Volume		14,122,800	2.65M	8.09M	2.90M	480.00K

January 2022



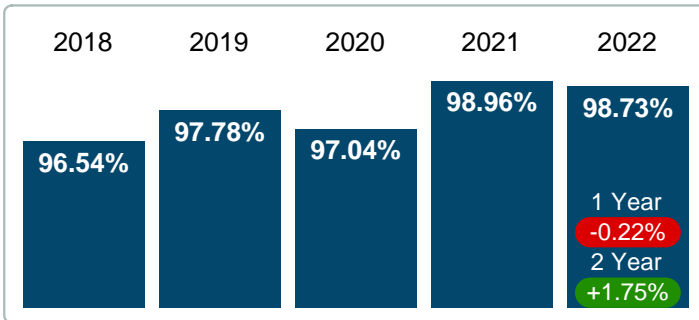
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



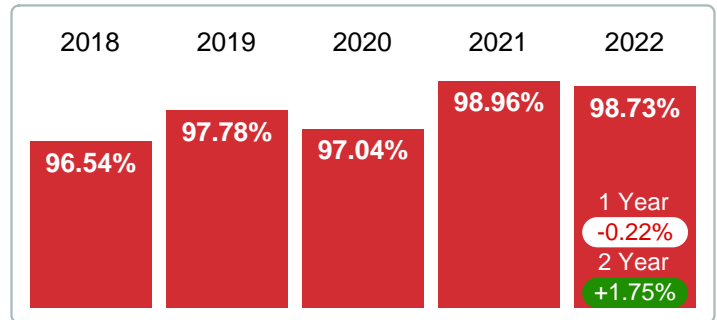
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

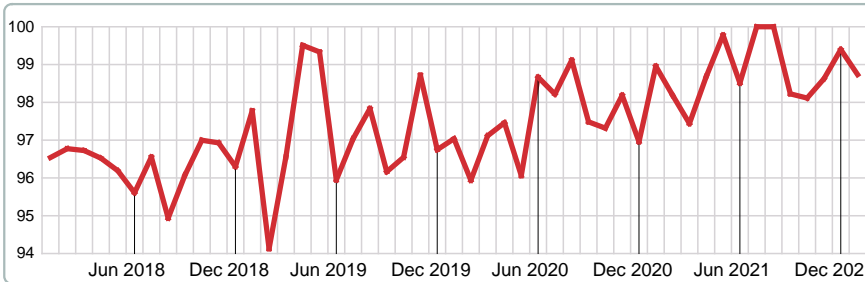
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

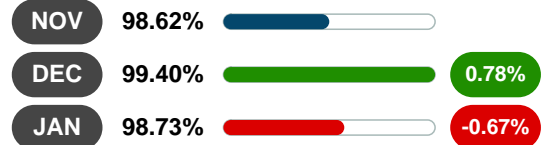


3 MONTHS

5 year JAN AVG = 97.81%

High Aug 2021 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.73%**
above the 5 yr JAN average of **97.81%**



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	<div style="width: 7.84%;"></div> 4	7.84%	92.12%	88.20%	92.12%	0.00%	0.00%	
\$75,001 - \$125,000	<div style="width: 15.69%;"></div> 8	15.69%	100.00%	100.00%	98.74%	0.00%	0.00%	
\$125,001 - \$150,000	<div style="width: 9.80%;"></div> 5	9.80%	100.00%	100.00%	103.20%	0.00%	90.91%	
\$150,001 - \$225,000	<div style="width: 25.49%;"></div> 13	25.49%	100.00%	94.51%	100.00%	97.49%	0.00%	
\$225,001 - \$325,000	<div style="width: 17.65%;"></div> 9	17.65%	97.91%	0.00%	96.36%	98.35%	0.00%	
\$325,001 - \$550,000	<div style="width: 13.73%;"></div> 7	13.73%	98.73%	100.00%	96.93%	92.59%	100.00%	
\$550,001 and up	<div style="width: 9.80%;"></div> 5	9.80%	97.89%	93.40%	97.89%	100.00%	0.00%	
Median Sold/List Ratio		98.73%		98.20%	98.53%	98.80%	95.45%	
Total Closed Units		51	100%	98.73%	10	30	9	2
Total Closed Volume		14,122,800			2.65M	8.09M	2.90M	480.00K

January 2022



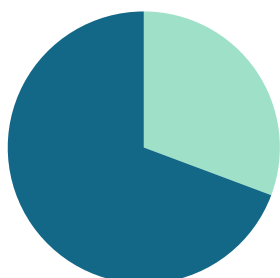
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

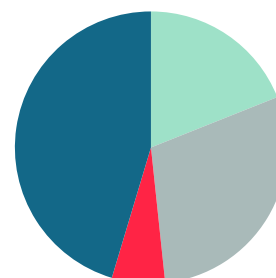


Inventory
 New Listings **66 = 30.70%**
 Start Inventory **149**
 Total Inventory Units **215**
 Volume **\$57,868,993**

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%
Median List Price	138,000	200,000	44.93%	138,000	200,000	44.93%
Median Sale Price	140,000	200,000	42.86%	140,000	200,000	42.86%
Median Percent of Selling Price to List Price	98.96%	98.73%	-0.22%	98.96%	98.73%	-0.22%
Median Days on Market to Sale	12.00	25.00	108.33%	12.00	25.00	108.33%
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

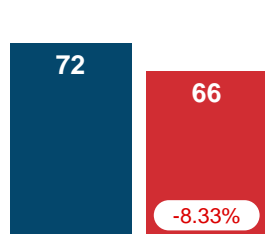
Inventory on January 31, 2022 = **122**

2021 **2022**

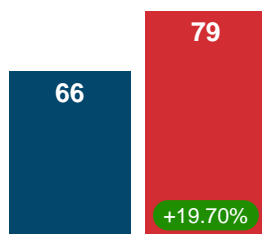
JANUARY MARKET

MEDIAN PRICES

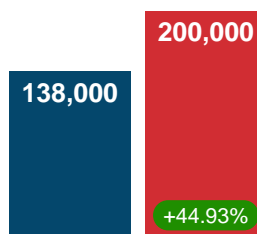
New Listings



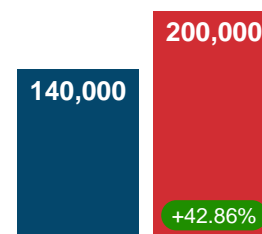
Pending Listings



List Price



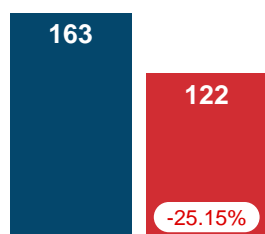
Sale Price



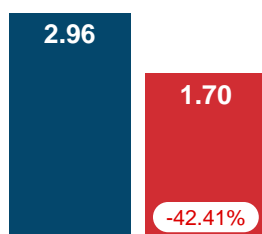
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

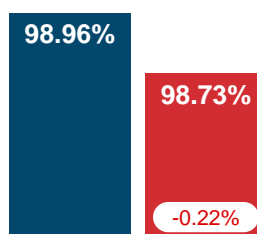
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

