

# November 2022



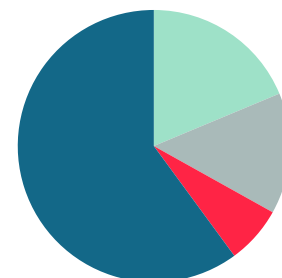
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	60	52	-13.33%
Pending Listings	58	40	-31.03%
New Listings	58	59	1.72%
Average List Price	191,194	248,967	30.22%
Average Sale Price	185,190	236,606	27.76%
Average Percent of Selling Price to List Price	96.62%	94.66%	-2.02%
Average Days on Market to Sale	26.15	33.94	29.80%
End of Month Inventory	138	167	21.01%
Months Supply of Inventory	1.96	2.70	37.63%



■ Closed (18.71%)  
■ Pending (14.39%)  
■ Other OffMarket (6.83%)  
■ Active (60.07%)

**Absorption:** Last 12 months, an Average of **62 Sales/Month Active Inventory** as of November 30, 2022 = **167**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **21.01%** to 167 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **2.70** 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 **27.76%** in November 2022 to \$236,606 versus the previous year at \$185,190.

#### Average Days on Market Lengthens

The average number of **33.94** days that homes spent on the market before selling increased by 7.79 days or **29.80%** in November 2022 compared to last year's same month at **26.15** DOM.

#### Sales Success for November 2022 is Positive

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

There were 59 New Listings in November 2022, up **1.72%** from last year at 58. Furthermore, there were 52 Closed Listings this month versus last year at 60, a **-13.33%** decrease.

Closed versus Listed trends yielded a **88.1%** ratio, down from previous year's, November 2021, at **103.4%**, a **14.80%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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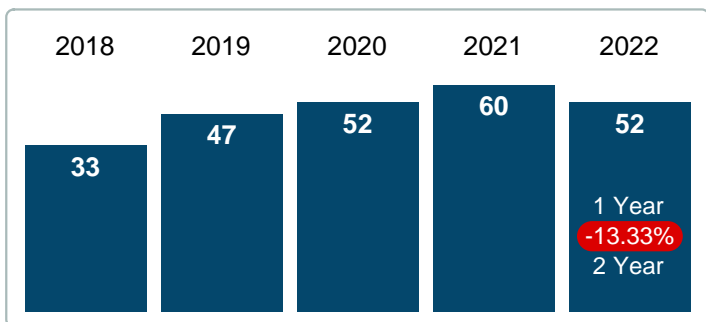
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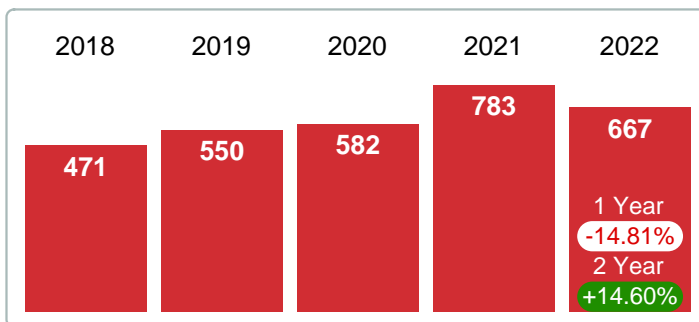
## CLOSED LISTINGS

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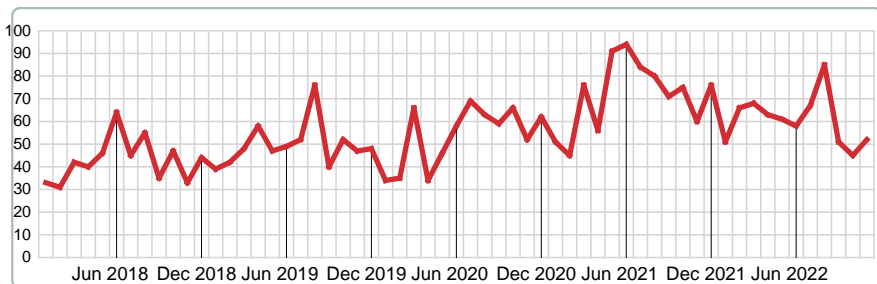
### NOVEMBER



### YEAR TO DATE (YTD)

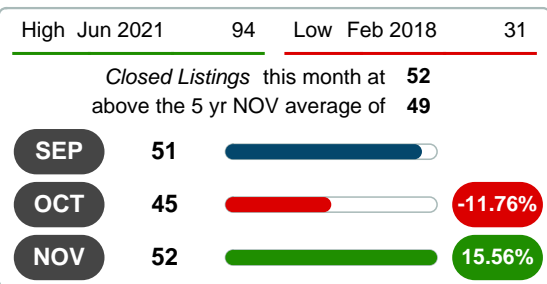


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 49



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	11.54%	38.2	3	1	2	0
\$100,001 - \$125,000	4	7.69%	30.5	0	4	0	0
\$125,001 - \$150,000	4	7.69%	32.5	0	4	0	0
\$150,001 - \$225,000	17	32.69%	24.4	1	15	1	0
\$225,001 - \$300,000	11	21.15%	39.1	1	5	5	0
\$300,001 - \$400,000	5	9.62%	23.2	0	4	1	0
\$400,001 and up	5	9.62%	64.8	0	2	2	1
<b>Total Closed Units</b>	<b>52</b>			<b>5</b>	<b>35</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,303,500</b>	<b>100%</b>	<b>33.9</b>	<b>614.00K</b>	<b>7.92M</b>	<b>2.98M</b>	<b>795.00K</b>
<b>Average Closed Price</b>	<b>\$236,606</b>			<b>\$122,800</b>	<b>\$226,214</b>	<b>\$270,636</b>	<b>\$795,000</b>

# November 2022



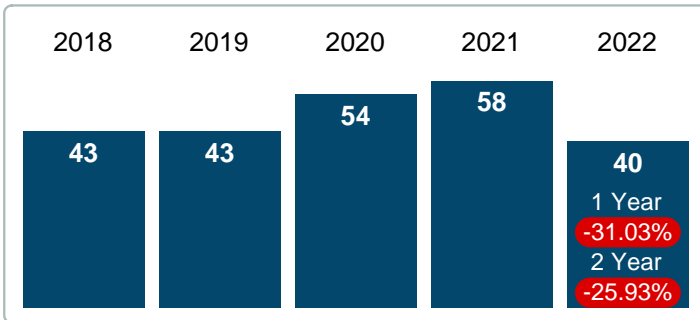
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



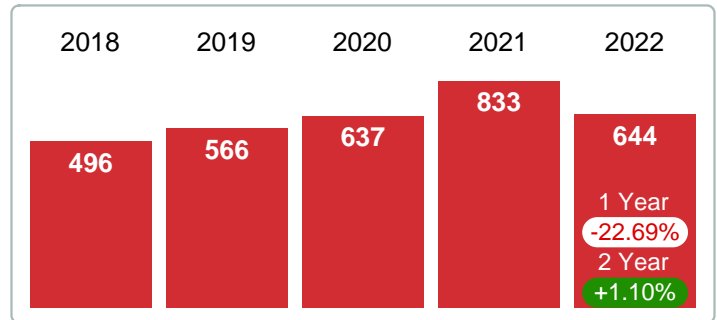
## PENDING LISTINGS

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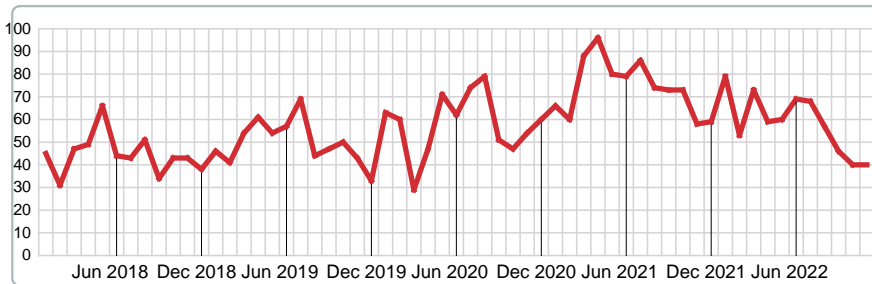
### NOVEMBER



### YEAR TO DATE (YTD)

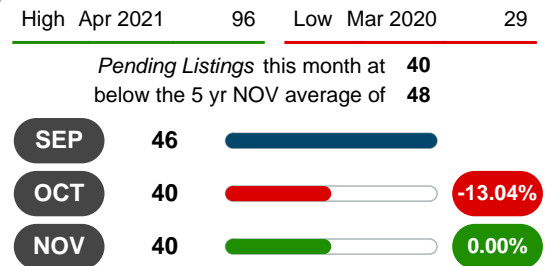


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 48



### 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	4	10.00%	30.8	3	1	0	0
\$50,001 - \$100,000	5	12.50%	96.6	3	2	0	0
\$100,001 - \$125,000	6	15.00%	32.8	2	3	1	0
\$125,001 - \$225,000	10	25.00%	48.4	2	7	1	0
\$225,001 - \$275,000	3	7.50%	31.0	1	2	0	0
\$275,001 - \$400,000	9	22.50%	43.8	0	5	4	0
\$400,001 and up	3	7.50%	115.0	0	3	0	0
<b>Total Pending Units</b>	<b>40</b>			<b>11</b>	<b>23</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,500,200</b>	<b>100%</b>	<b>53.0</b>	<b>1.17M</b>	<b>5.64M</b>	<b>1.69M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$212,505</b>			<b>\$106,127</b>	<b>\$245,413</b>	<b>\$281,383</b>	<b>\$0</b>

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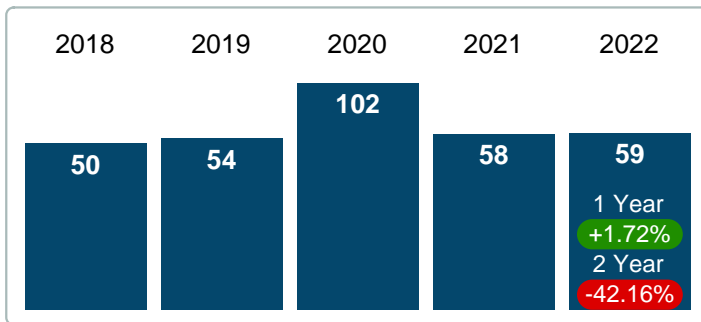
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



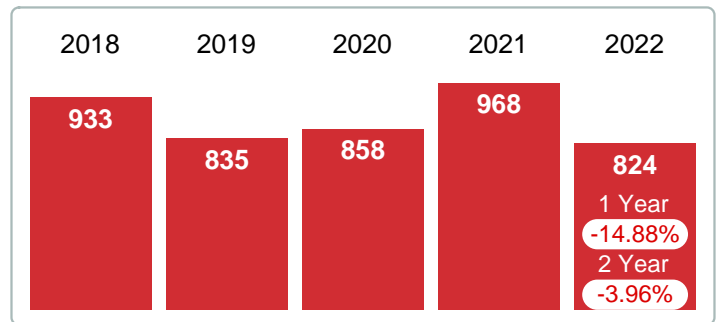
## NEW LISTINGS

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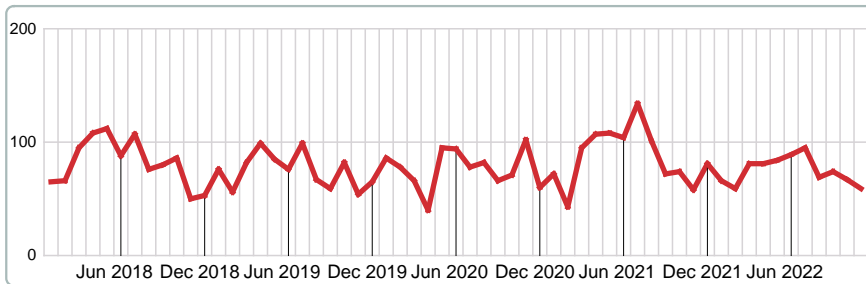
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 65

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 59 below the 5 yr NOV average of 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	3	5.08%	1	2	0	0
\$50,001 - \$100,000	10	16.95%	6	3	1	0
\$100,001 - \$150,000	7	11.86%	1	5	1	0
\$150,001 - \$250,000	14	23.73%	2	10	2	0
\$250,001 - \$375,000	11	18.64%	0	10	1	0
\$375,001 - \$525,000	8	13.56%	0	4	4	0
\$525,001 and up	6	10.17%	0	4	1	1
<b>Total New Listed Units</b>	<b>59</b>		<b>10</b>	<b>38</b>	<b>10</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>22,705,008</b>	<b>100%</b>	<b>1.06M</b>	<b>17.57M</b>	<b>3.08M</b>	<b>1,000.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$195,608</b>		<b>\$105,550</b>	<b>\$462,456</b>	<b>\$307,620</b>	<b>\$999,999</b>

# November 2022



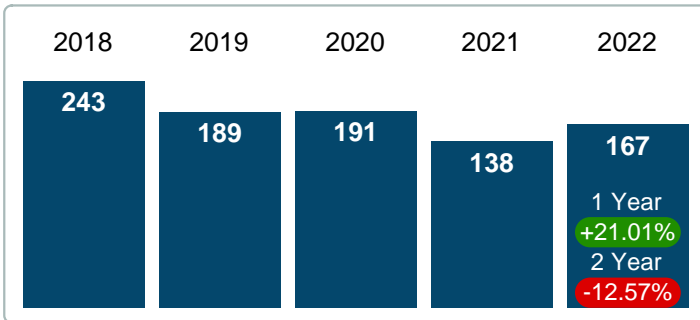
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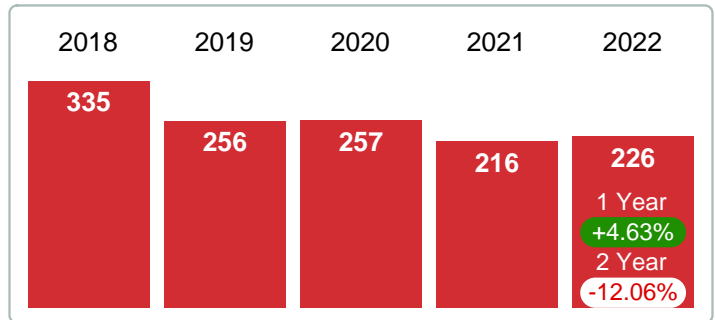
## ACTIVE INVENTORY

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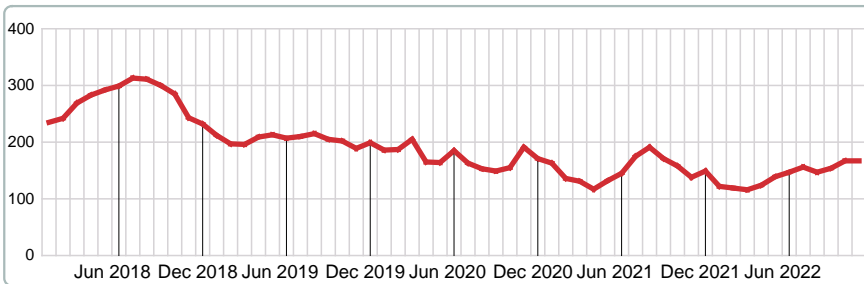
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

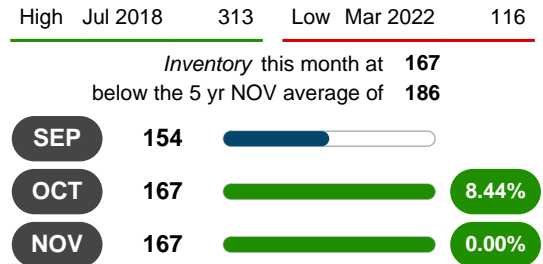


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 186



### 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	6	3.59%	57.0	4	2	0	0
\$50,001 - \$100,000	26	15.57%	76.0	13	10	3	0
\$100,001 - \$175,000	27	16.17%	67.4	2	19	6	0
\$175,001 - \$275,000	44	26.35%	76.4	3	28	12	1
\$275,001 - \$375,000	26	15.57%	85.7	2	17	7	0
\$375,001 - \$525,000	19	11.38%	79.6	1	13	5	0
\$525,001 and up	19	11.38%	97.0	0	12	4	3
<b>Total Active Inventory by Units</b>	<b>167</b>			<b>25</b>	<b>101</b>	<b>37</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>60,229,131</b>	<b>100%</b>	<b>78.3</b>	<b>3.08M</b>	<b>41.41M</b>	<b>12.40M</b>	<b>3.34M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$360,653</b>			<b>\$123,106</b>	<b>\$409,989</b>	<b>\$335,097</b>	<b>\$836,000</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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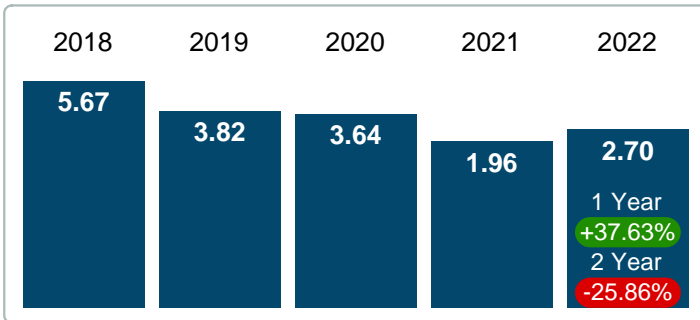
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



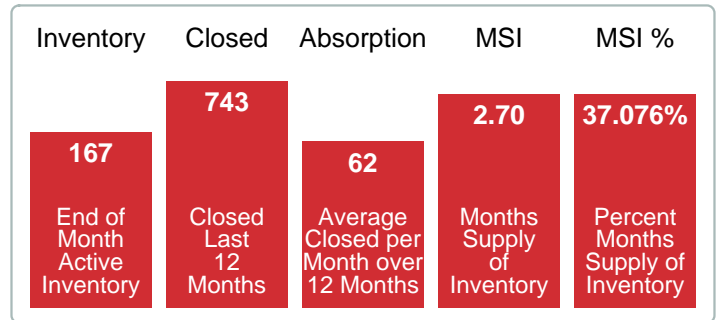
## MONTHS SUPPLY of INVENTORY (MSI)

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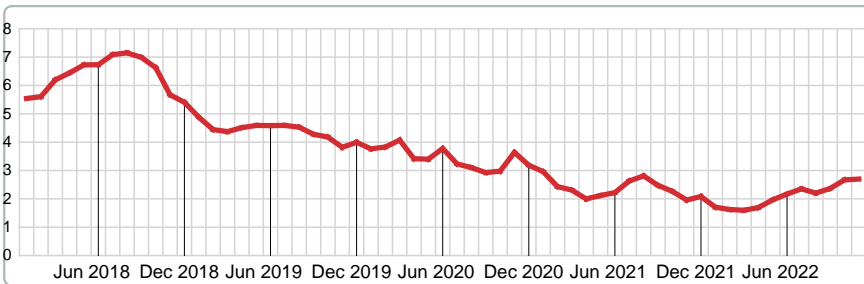
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022

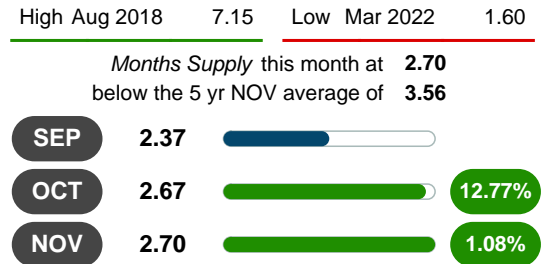


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.56



### 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	6	3.59%	1.26	1.33	1.26	0.00	0.00
\$50,001 - \$100,000	26	15.57%	2.81	3.25	2.18	5.14	0.00
\$100,001 - \$175,000	27	16.17%	1.49	0.43	1.66	3.43	0.00
\$175,001 - \$275,000	44	26.35%	2.69	6.00	2.35	3.43	2.40
\$275,001 - \$375,000	26	15.57%	4.00	8.00	4.64	3.11	0.00
\$375,001 - \$525,000	19	11.38%	4.85	2.40	7.80	3.00	0.00
\$525,001 and up	19	11.38%	6.16	0.00	9.60	4.36	4.00
Market Supply of Inventory (MSI)			2.70	1.92	2.80	3.42	2.00
Total Active Inventory by Units		100%	2.70	25	101	37	4

# November 2022



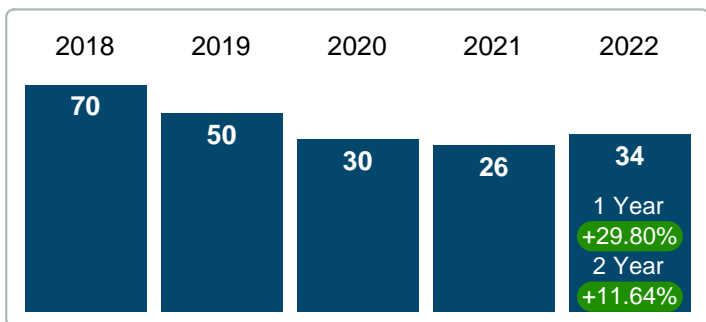
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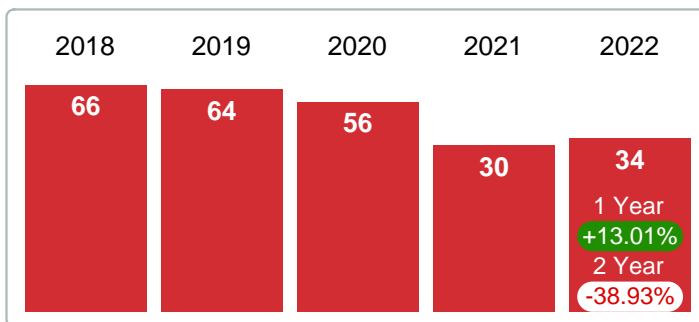
## AVERAGE DAYS ON MARKET TO SALE

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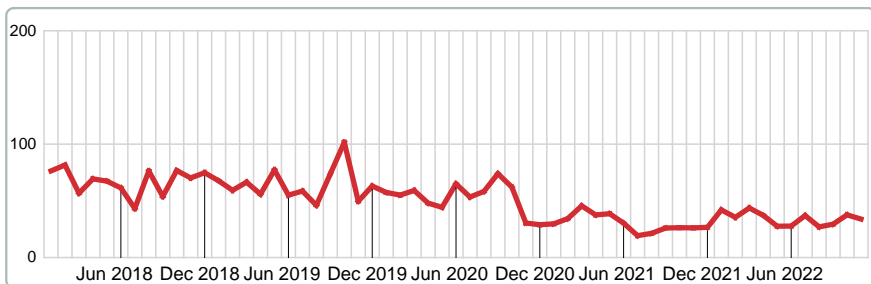
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 42

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 34 below the 5 yr NOV average of 42



### 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
\$100,000 and less	11.54%	38	25	4	75	0
\$100,001 - \$125,000	7.69%	31	0	31	0	0
\$125,001 - \$150,000	7.69%	33	0	33	0	0
\$150,001 - \$225,000	32.69%	24	3	23	70	0
\$225,001 - \$300,000	21.15%	39	28	29	51	0
\$300,001 - \$400,000	9.62%	23	0	29	1	0
\$400,001 and up	9.62%	65	0	62	97	6
<b>Average Closed DOM</b>		<b>34</b>	<b>21</b>	<b>28</b>	<b>61</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>5</b>	<b>35</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,303,500</b>	<b>614.00K</b>	<b>7.92M</b>	<b>2.98M</b>	<b>795.00K</b>

# November 2022



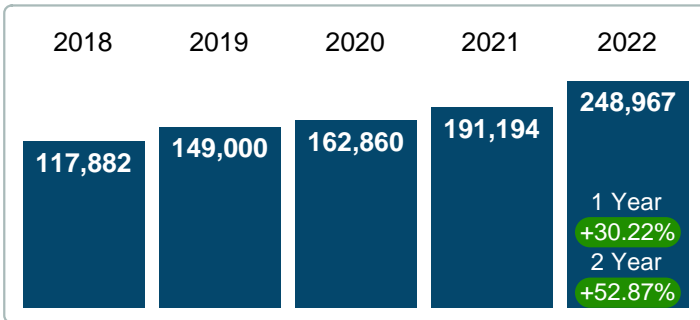
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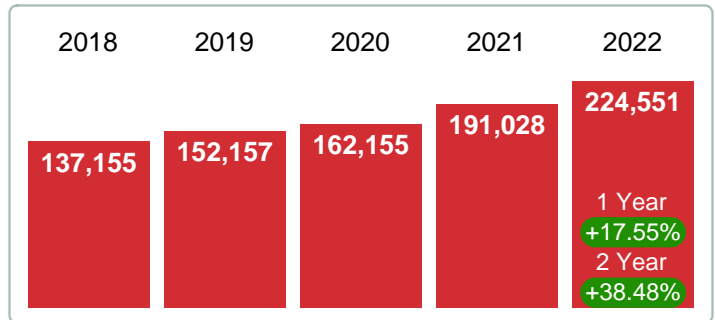
## AVERAGE LIST PRICE AT CLOSING

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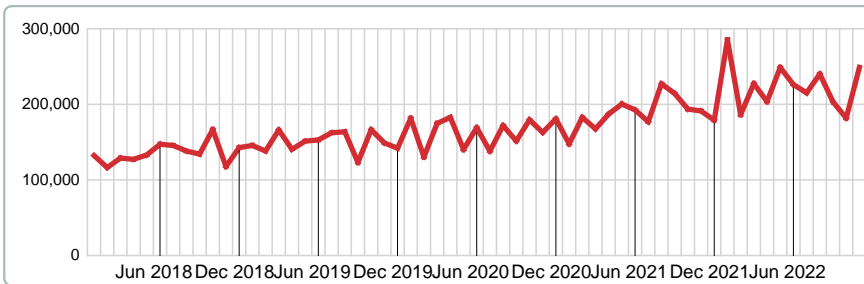
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

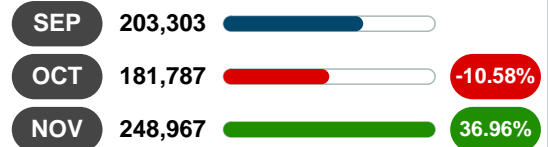


### 3 MONTHS

5 year NOV AVG = 173,981

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

Average List Price at Closing this month at **248,967**  
above the 5 yr NOV average of **173,981**



### 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
\$100,000 and less	5	9.62%	64,760	51,300	94,900	95,000	0
\$100,001 - \$125,000	4	7.69%	115,000	0	127,250	0	0
\$125,001 - \$150,000	4	7.69%	145,475	0	154,250	0	0
\$150,001 - \$225,000	17	32.69%	185,035	175,000	187,767	210,000	0
\$225,001 - \$300,000	10	19.23%	257,220	335,000	266,580	266,660	0
\$300,001 - \$400,000	7	13.46%	353,271	0	347,225	400,000	0
\$400,001 and up	5	9.62%	677,980	0	765,000	532,450	795,000
Average List Price			248,967	132,780	236,834	290,745	795,000
Total Closed Units		100%	248,967	5	35	11	1
Total Closed Volume			12,946,300	663.90K	8.29M	3.20M	795.00K



# November 2022



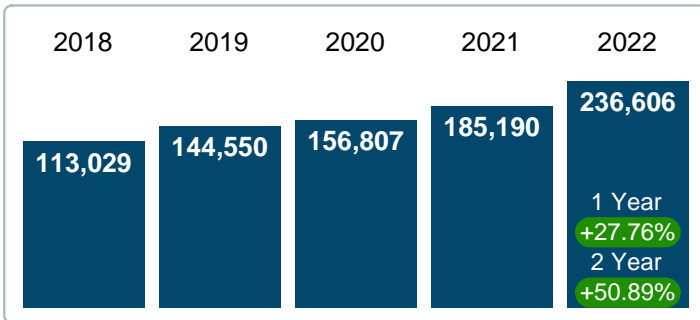
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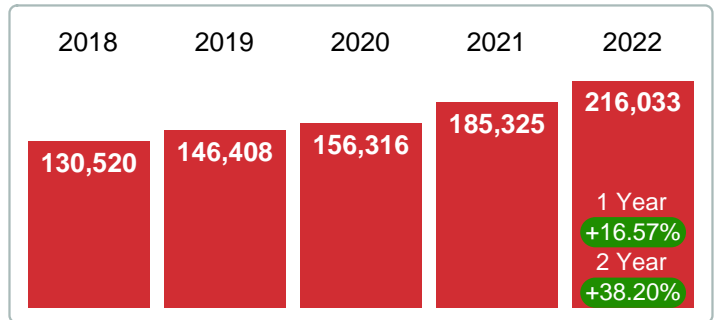
## AVERAGE SOLD PRICE AT CLOSING

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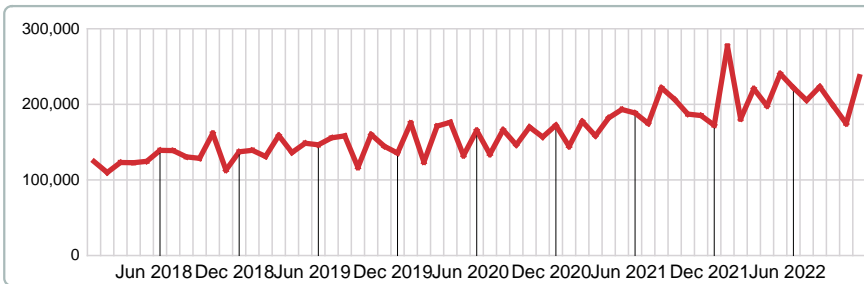
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 167,236

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

Average Sold Price at Closing this month at **236,606** above the 5 yr NOV average of **167,236**



### 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
\$100,000 and less	11.54%	65,583	48,333	86,000	81,250	0
\$100,001 - \$125,000	7.69%	111,625	0	111,625	0	0
\$125,001 - \$150,000	7.69%	140,000	0	140,000	0	0
\$150,001 - \$225,000	32.69%	181,718	169,000	180,680	210,000	0
\$225,001 - \$300,000	21.15%	256,764	300,000	257,980	246,900	0
\$300,001 - \$400,000	9.62%	350,980	0	338,725	400,000	0
\$400,001 and up	9.62%	647,000	0	735,000	485,000	795,000
<b>Average Sold Price</b>		<b>236,606</b>	<b>122,800</b>	<b>226,214</b>	<b>270,636</b>	<b>795,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>236,606</b>	<b>5</b>	<b>35</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,303,500</b>	<b>614.00K</b>	<b>7.92M</b>	<b>2.98M</b>	<b>795.00K</b>

# November 2022



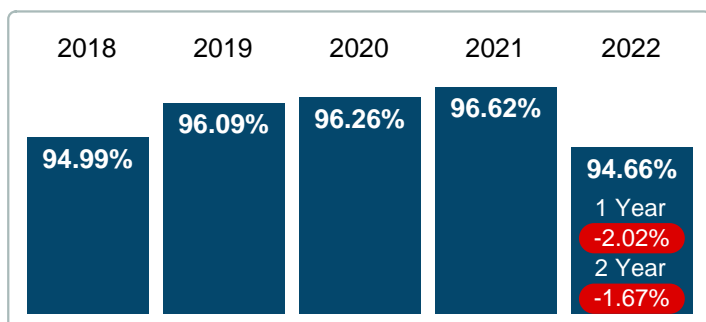
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



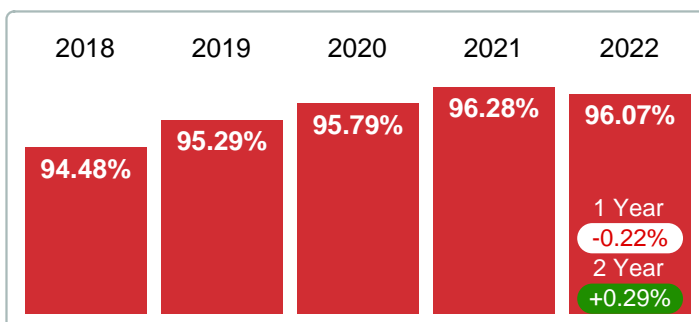
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

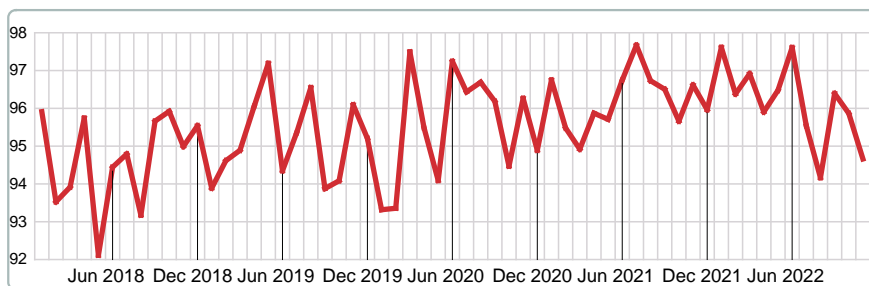
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

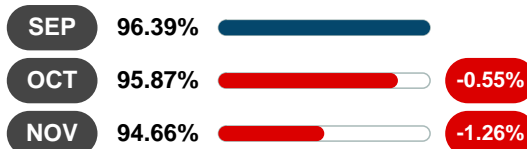


### 3 MONTHS

5 year NOV AVG = 95.72%

High Jul 2021 97.67% Low May 2018 92.11%

Average Sold/List Ratio this month at **94.66%** below the 5 yr NOV average of **95.72%**



### 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
\$100,000 and less	6	11.54%	91.00%	95.04%	90.62%	85.14%	0.00%
\$100,001 - \$125,000	4	7.69%	89.26%	0.00%	89.26%	0.00%	0.00%
\$125,001 - \$150,000	4	7.69%	91.73%	0.00%	91.73%	0.00%	0.00%
\$150,001 - \$225,000	17	32.69%	96.86%	96.57%	96.67%	100.00%	0.00%
\$225,001 - \$300,000	11	21.15%	94.59%	89.55%	96.78%	93.41%	0.00%
\$300,001 - \$400,000	5	9.62%	98.23%	0.00%	97.79%	100.00%	0.00%
\$400,001 and up	5	9.62%	94.80%	0.00%	95.96%	91.03%	100.00%
Average Sold/List Ratio		94.70%		94.25%	95.19%	92.67%	100.00%
Total Closed Units		52	100%	5	35	11	1
Total Closed Volume		12,303,500		614.00K	7.92M	2.98M	795.00K

# November 2022



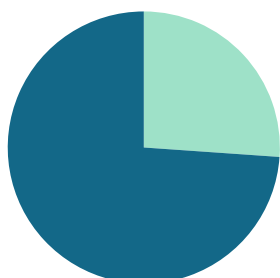
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

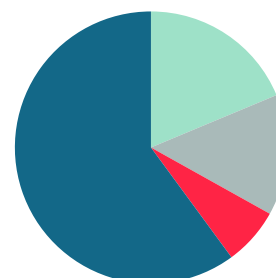


**Inventory**  
 New Listings  
**59 = 26.11%**  
 Start Inventory  
**167**  
 Total Inventory Units  
**226**  
 Volume  
**\$74,307,231**

### Market Activity

Closed Sales  
**52 = 18.71%**  
 Pending Sales  
**40 = 14.39%**  
 Other Off Market  
**19 = 6.83%**  
 Active Inventory  
**167 = 60.07%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	60	52	-13.33%	783	667	-14.81%
Pending Sales	58	40	-31.03%	833	644	-22.69%
New Listings	58	59	1.72%	968	824	-14.88%
Average List Price	191,194	248,967	30.22%	191,028	224,551	17.55%
Average Sale Price	185,190	236,606	27.76%	185,325	216,033	16.57%
Average Percent of Selling Price to List Price	96.62%	94.66%	-2.02%	96.28%	96.07%	-0.22%
Average Days on Market to Sale	26.15	33.94	29.80%	30.29	34.23	13.01%
Monthly Inventory	138	167	21.01%	138	167	21.01%
Months Supply of Inventory	1.96	2.70	37.63%	1.96	2.70	37.63%

**Absorption:** Last 12 months, an Average of **62** Sales/Month

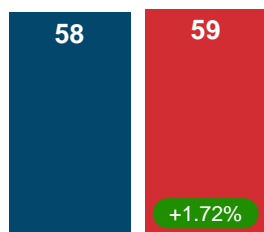
**Inventory** on November 30, 2022 = **167**

**2021** **2022**

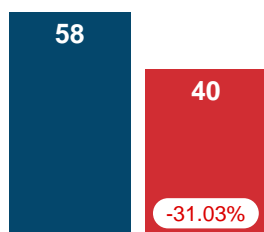
### NOVEMBER MARKET

### AVERAGE PRICES

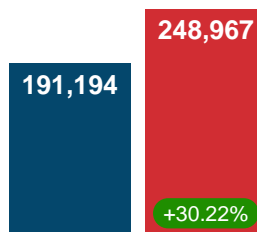
#### New Listings



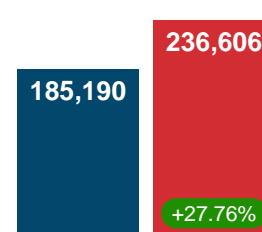
#### Pending Listings



#### List Price



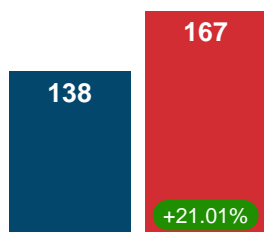
#### Sale Price



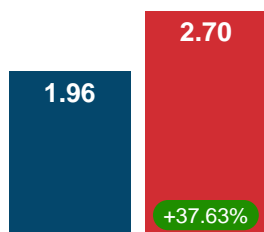
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

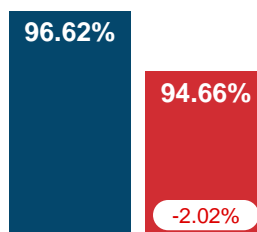
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

