

November 2022



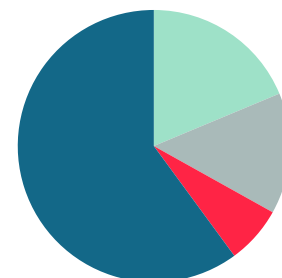
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	168,800	203,800	20.73%
Median Sale Price	163,250	199,950	22.48%
Median Percent of Selling Price to List Price	98.62%	96.60%	-2.05%
Median Days on Market to Sale	13.50	20.00	48.15%
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.

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 **22.48%** in November 2022 to \$199,950 versus the previous year at \$163,250.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 6.50 days or **48.15%** in November 2022 compared to last year's same month at **13.50** DOM.

Sales Success for November 2022 is Positive

Overall, with Median 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

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

November 2022



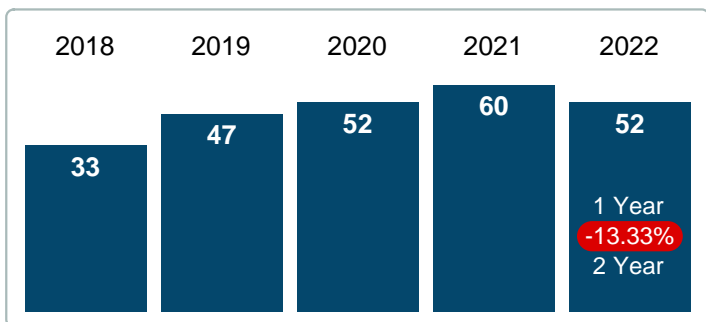
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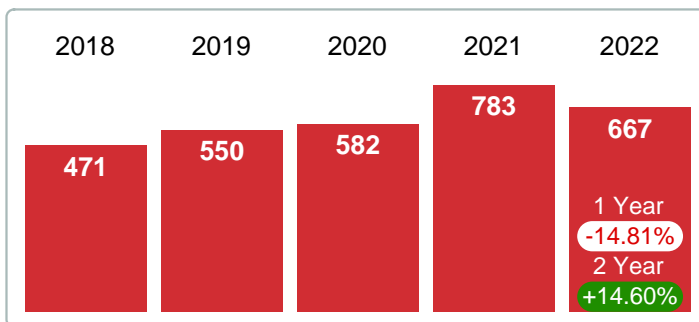
CLOSED LISTINGS

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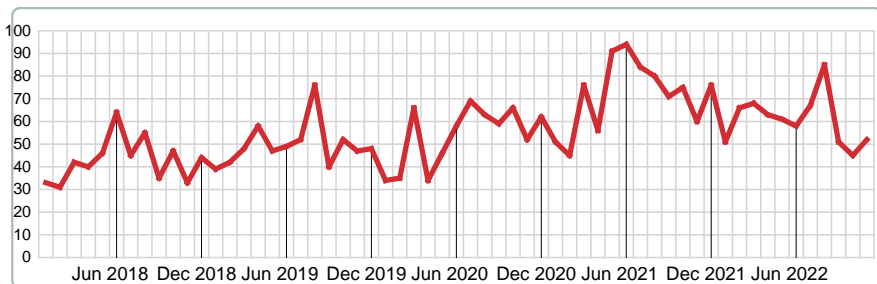
NOVEMBER



YEAR TO DATE (YTD)

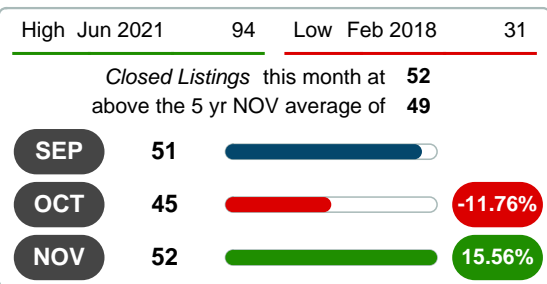


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	11.54%	14.5	3	1	2	0
\$100,001 - \$125,000	4	7.69%	27.0	0	4	0	0
\$125,001 - \$150,000	4	7.69%	16.5	0	4	0	0
\$150,001 - \$225,000	17	32.69%	8.0	1	15	1	0
\$225,001 - \$300,000	11	21.15%	35.0	1	5	5	0
\$300,001 - \$400,000	5	9.62%	1.0	0	4	1	0
\$400,001 and up	5	9.62%	66.0	0	2	2	1
Total Closed Units	52			5	35	11	1
Total Closed Volume	12,303,500	100%	20.0	614.00K	7.92M	2.98M	795.00K
Median Closed Price	\$199,950			\$75,000	\$178,000	\$230,000	\$795,000

November 2022



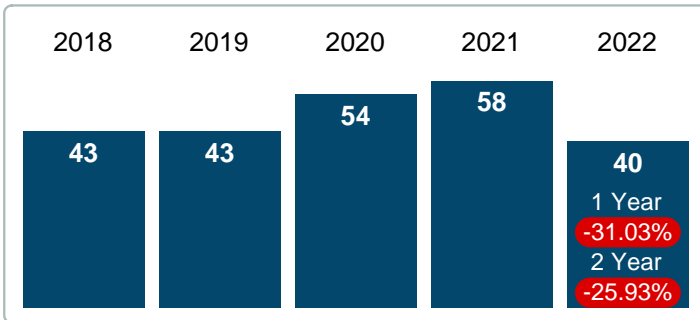
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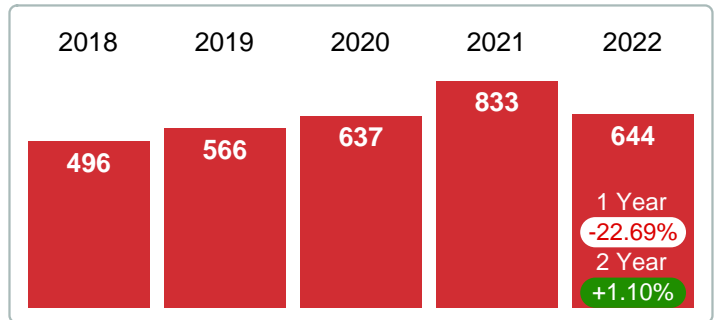
PENDING LISTINGS

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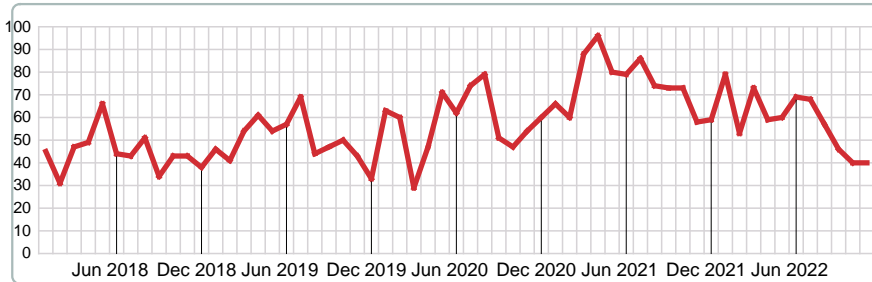
NOVEMBER



YEAR TO DATE (YTD)

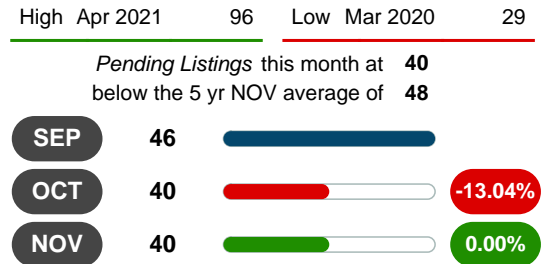


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	10.00%	24.5	3	1	0	0
\$50,001 - \$100,000	5	12.50%	29.0	3	2	0	0
\$100,001 - \$125,000	6	15.00%	35.0	2	3	1	0
\$125,001 - \$225,000	10	25.00%	32.5	2	7	1	0
\$225,001 - \$275,000	3	7.50%	15.0	1	2	0	0
\$275,001 - \$400,000	9	22.50%	13.0	0	5	4	0
\$400,001 and up	3	7.50%	160.0	0	3	0	0
Total Pending Units	40			11	23	6	0
Total Pending Volume	8,500,200	100%	27.5	1.17M	5.64M	1.69M	0.00B
Median Listing Price	\$169,450			\$99,900	\$175,000	\$294,450	\$0

November 2022



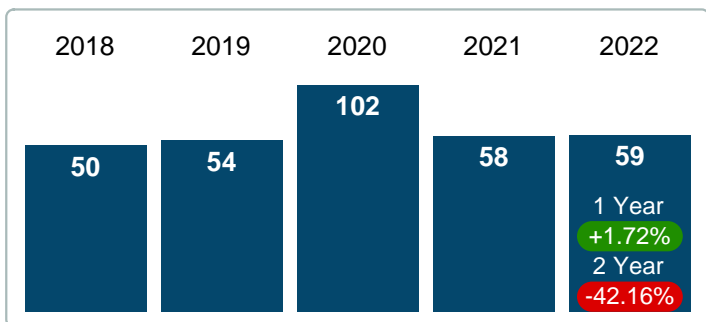
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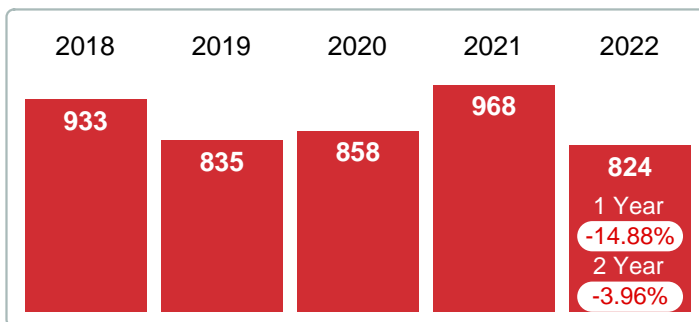
NEW LISTINGS

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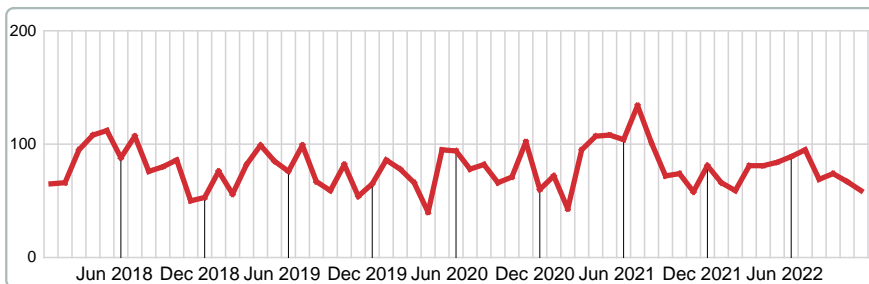
NOVEMBER



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
Total New Listed Units	59		10	38	10	1
Total New Listed Volume	22,705,008	100%	1.06M	17.57M	3.08M	1,000.00K
Median New Listed Listing Price	\$214,000		\$94,450	\$220,000	\$344,950	\$999,999

November 2022



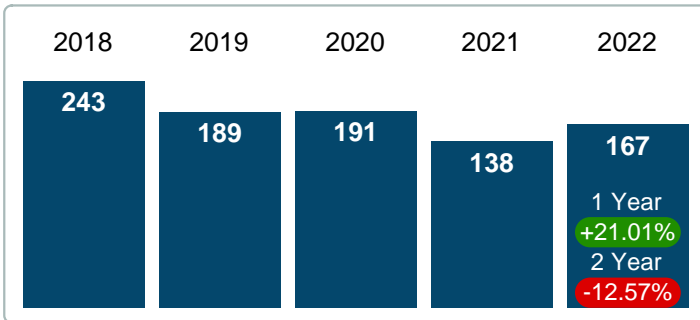
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



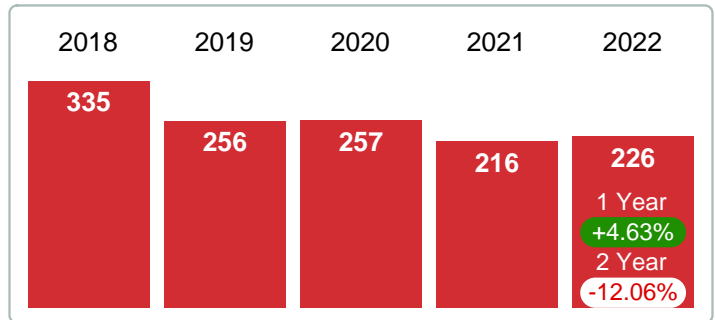
ACTIVE INVENTORY

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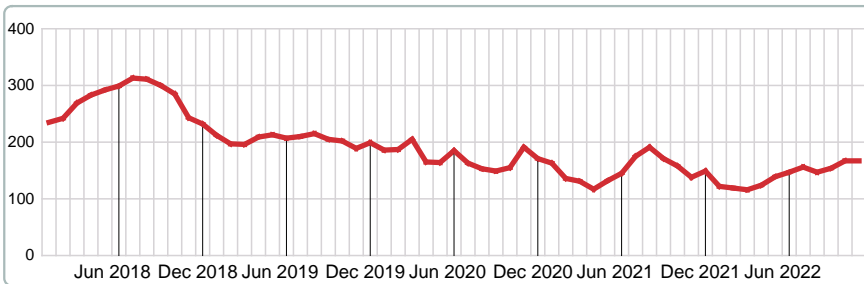
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 186

High Jul 2018 313 Low Mar 2022 116

Inventory this month at 167
below the 5 yr NOV average of 186



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	6	3.59%	56.5	4	2	0	0
\$50,001 - \$100,000	26	15.57%	76.0	13	10	3	0
\$100,001 - \$175,000	27	16.17%	56.0	2	19	6	0
\$175,001 - \$275,000	44	26.35%	51.0	3	28	12	1
\$275,001 - \$375,000	26	15.57%	72.5	2	17	7	0
\$375,001 - \$525,000	19	11.38%	63.0	1	13	5	0
\$525,001 and up	19	11.38%	70.0	0	12	4	3
Total Active Inventory by Units	167			25	101	37	4
Total Active Inventory by Volume	60,229,131	100%	63.0	3.08M	41.41M	12.40M	3.34M
Median Active Inventory Listing Price	\$219,900			\$85,000	\$240,000	\$229,000	\$862,500

November 2022



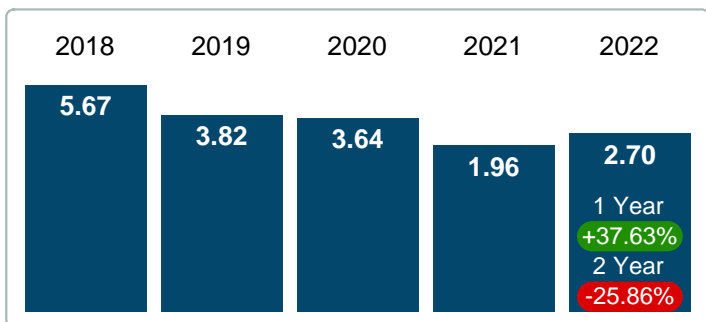
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



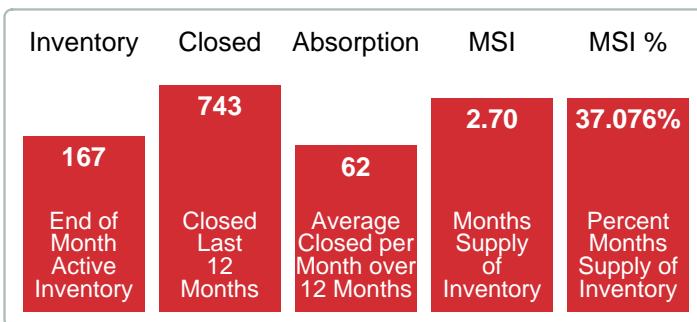
MONTHS SUPPLY of INVENTORY (MSI)

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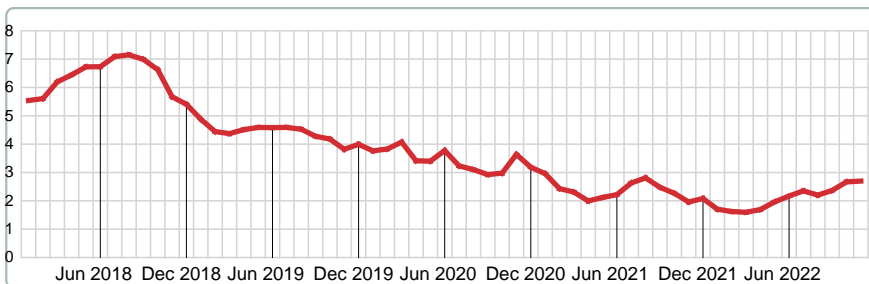
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

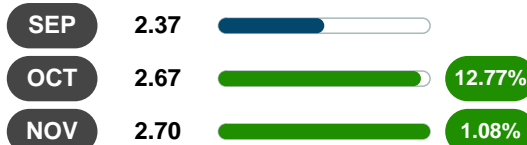


3 MONTHS

5 year NOV AVG = 3.56

High Aug 2018 7.15 Low Mar 2022 1.60

Months Supply this month at 2.70 below the 5 yr NOV average of 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



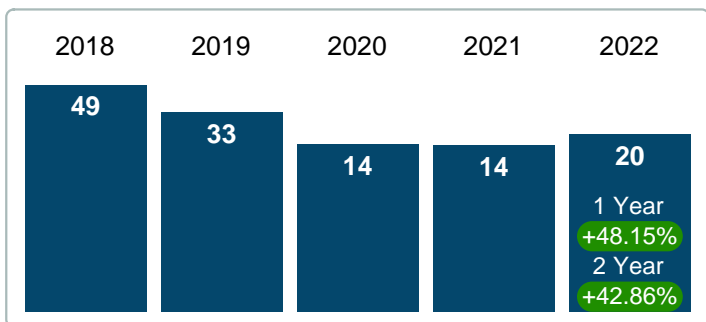
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



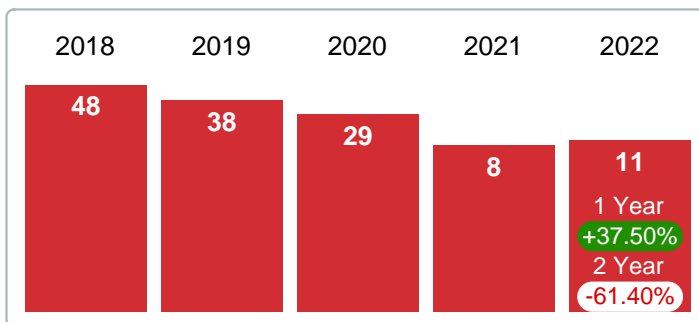
MEDIAN DAYS ON MARKET TO SALE

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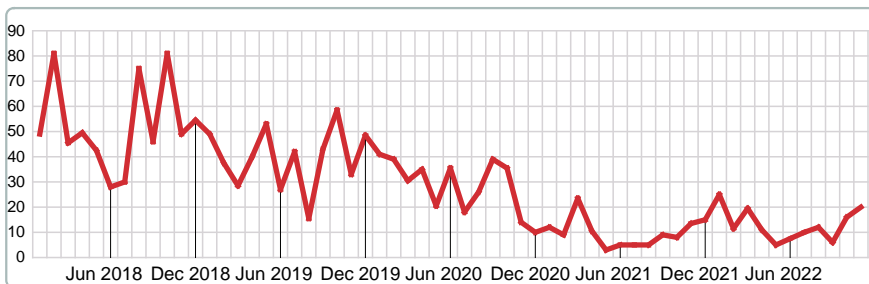
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

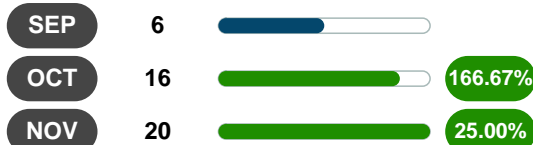


3 MONTHS

5 year NOV AVG = 26

High Oct 2018 81 Low May 2021 3

Median Days on Market to Sale this month at 20 below the 5 yr NOV average of 26



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
\$100,000 and less	11.54%	15	1	4	75	0
\$100,001 - \$125,000	7.69%	27	0	27	0	0
\$125,001 - \$150,000	7.69%	17	0	17	0	0
\$150,001 - \$225,000	32.69%	8	3	8	70	0
\$225,001 - \$300,000	21.15%	35	28	32	50	0
\$300,001 - \$400,000	9.62%	1	0	6	1	0
\$400,001 and up	9.62%	66	0	62	97	6
Median Closed DOM		20	3	14	51	6
Total Closed Units	100%	20.0	5	35	11	1
Total Closed Volume		12,303,500	614.00K	7.92M	2.98M	795.00K

November 2022



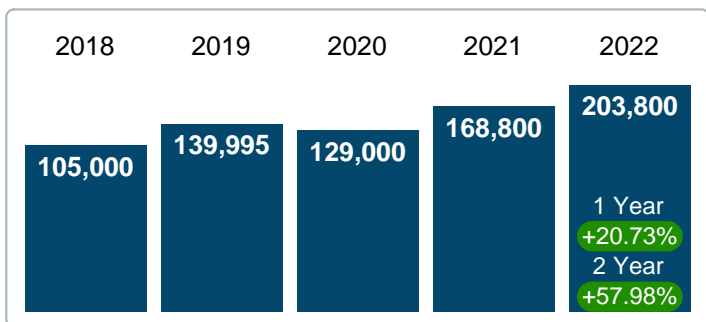
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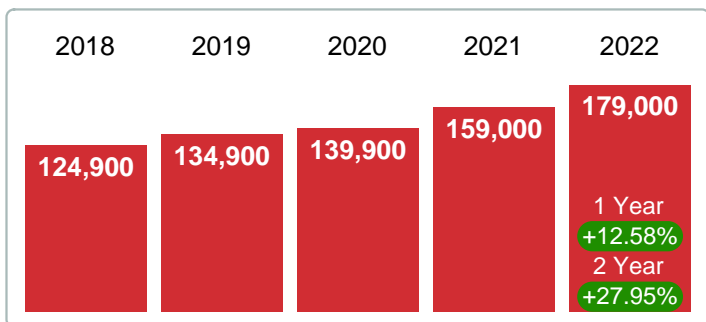
MEDIAN LIST PRICE AT CLOSING

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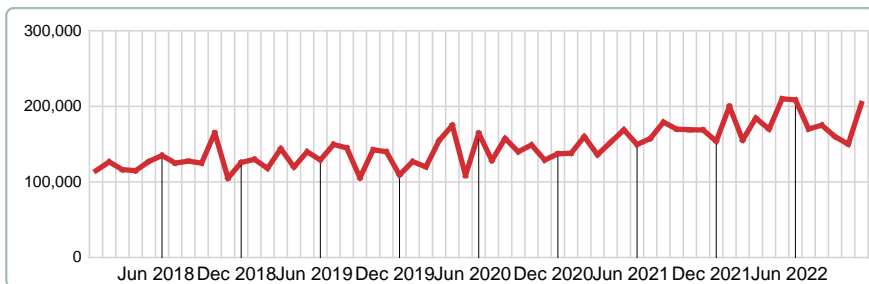
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

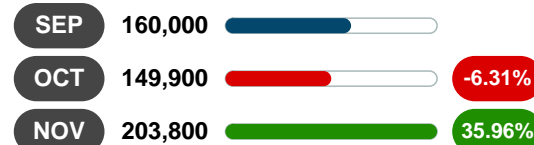


3 MONTHS

5 year NOV AVG = 149,319

High May 2022 210,000 Low Nov 2018 105,000

Median List Price at Closing this month at **203,800**
above the 5 yr NOV average of **149,319**



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
\$100,000 and less	9.62%	75,000	49,900	94,900	75,000	0
\$100,001 - \$125,000	7.69%	117,000	0	119,000	115,000	0
\$125,001 - \$150,000	7.69%	146,450	0	146,450	0	0
\$150,001 - \$225,000	32.69%	179,900	175,000	179,900	210,000	0
\$225,001 - \$300,000	19.23%	250,000	0	267,000	242,450	0
\$300,001 - \$400,000	13.46%	349,000	335,000	339,950	374,500	0
\$400,001 and up	9.62%	750,000	0	765,000	532,450	795,000
Median List Price		203,800	79,000	189,000	245,000	795,000
Total Closed Units	100%	203,800	5	35	11	1
Total Closed Volume		12,946,300	663.90K	8.29M	3.20M	795.00K

November 2022



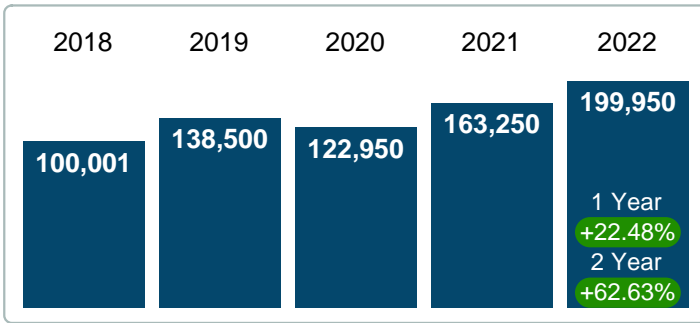
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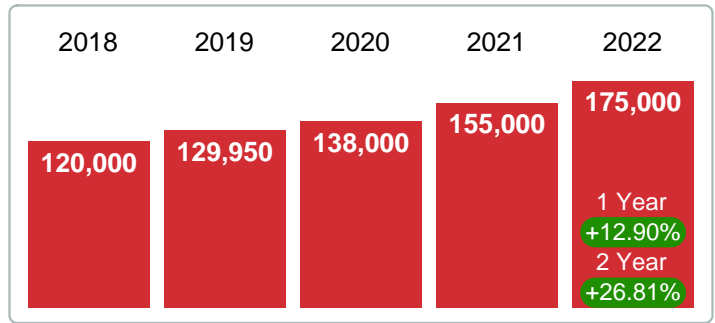
MEDIAN SOLD PRICE AT CLOSING

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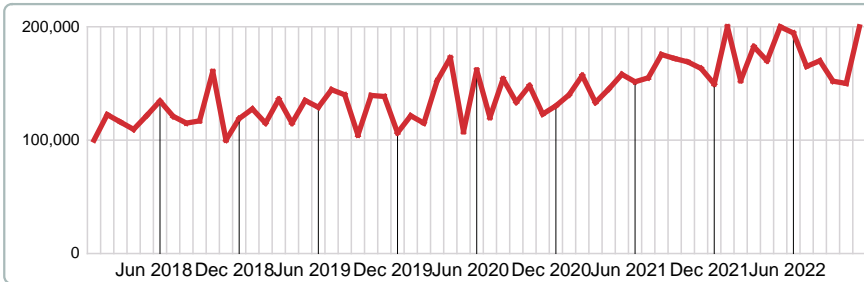
NOVEMBER



YEAR TO DATE (YTD)

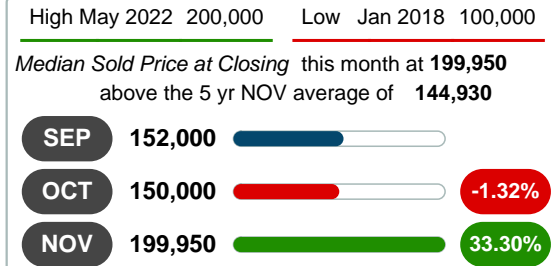


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 144,930



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
\$100,000 and less	6	11.54%	68,750	45,000	86,000	81,250	0
\$100,001 - \$125,000	4	7.69%	109,000	0	109,000	0	0
\$125,001 - \$150,000	4	7.69%	142,500	0	142,500	0	0
\$150,001 - \$225,000	17	32.69%	169,000	169,000	167,500	210,000	0
\$225,001 - \$300,000	11	21.15%	245,000	300,000	260,000	230,000	0
\$300,001 - \$400,000	5	9.62%	345,000	0	334,950	400,000	0
\$400,001 and up	5	9.62%	675,000	0	735,000	485,000	795,000
Median Sold Price			199,950	75,000	178,000	230,000	795,000
Total Closed Units		100%	199,950	5	35	11	1
Total Closed Volume			12,303,500	614.00K	7.92M	2.98M	795.00K

November 2022



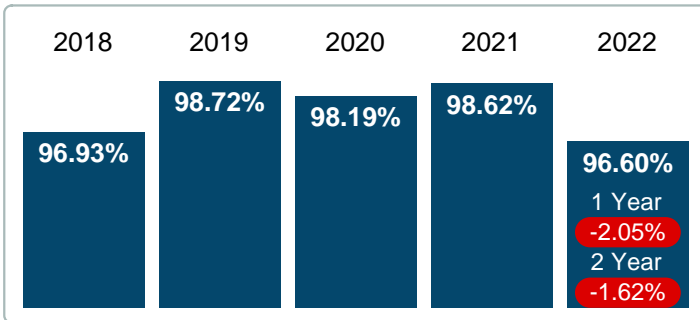
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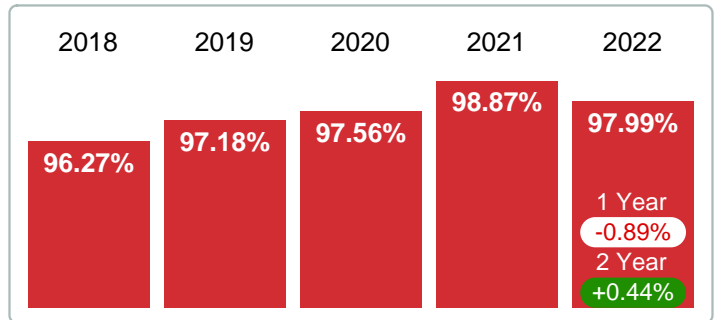
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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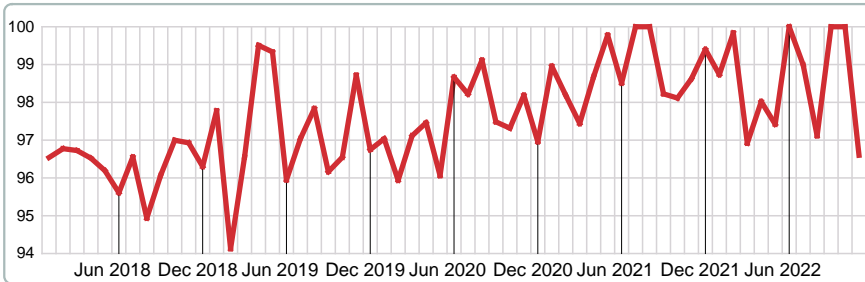
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

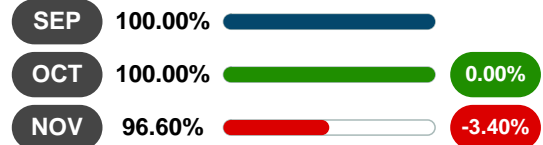


3 MONTHS

5 year NOV AVG = 97.81%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.60%**
 below the 5 yr NOV 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
\$100,000 and less	6	11.54%	90.40%	94.94%	90.62%	85.14%	0.00%
\$100,001 - \$125,000	4	7.69%	91.02%	0.00%	91.02%	0.00%	0.00%
\$125,001 - \$150,000	4	7.69%	92.12%	0.00%	92.12%	0.00%	0.00%
\$150,001 - \$225,000	17	32.69%	98.45%	96.57%	98.45%	100.00%	0.00%
\$225,001 - \$300,000	11	21.15%	96.77%	89.55%	97.08%	95.87%	0.00%
\$300,001 - \$400,000	5	9.62%	100.00%	0.00%	98.59%	100.00%	0.00%
\$400,001 and up	5	9.62%	91.54%	0.00%	95.96%	91.03%	100.00%
Median Sold/List Ratio		96.60%		94.94%	97.08%	91.54%	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



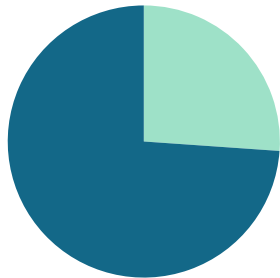
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

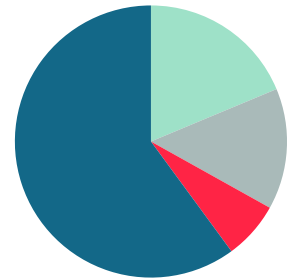


Inventory
 New Listings
59 = 26.11%
 Start Inventory
167
 Total Inventory Units
226
 Volume
\$74,307,231

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%
Median List Price	168,800	203,800	20.73%	159,000	179,000	12.58%
Median Sale Price	163,250	199,950	22.48%	155,000	175,000	12.90%
Median Percent of Selling Price to List Price	98.62%	96.60%	-2.05%	98.87%	97.99%	-0.89%
Median Days on Market to Sale	13.50	20.00	48.15%	8.00	11.00	37.50%
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

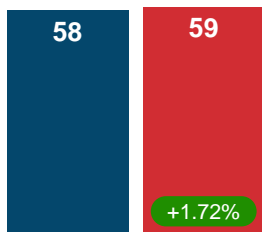
Inventory on November 30, 2022 = **167**

2021 **2022**

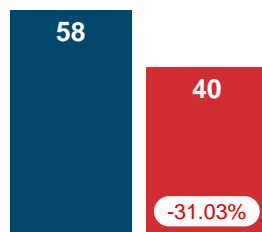
NOVEMBER MARKET

MEDIAN PRICES

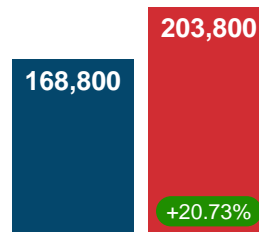
New Listings



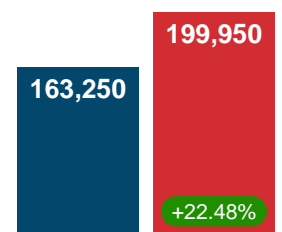
Pending Listings



List Price



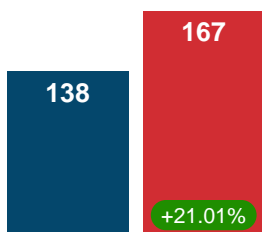
Sale Price



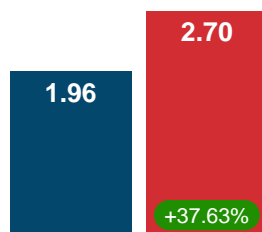
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

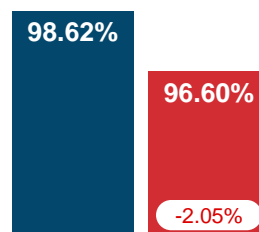
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

