

# January 2023



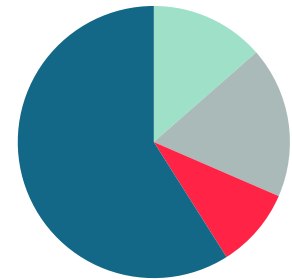
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	51	37	-27.45%
Pending Listings	79	49	-37.97%
New Listings	66	75	13.64%
Average List Price	285,380	240,768	-15.63%
Average Sale Price	276,918	230,455	-16.78%
Average Percent of Selling Price to List Price	97.61%	95.49%	-2.18%
Average Days on Market to Sale	41.98	54.14	28.95%
End of Month Inventory	122	161	31.97%
Months Supply of Inventory	1.70	2.83	65.97%



■ Closed (13.55%)  
■ Pending (17.95%)  
■ Other OffMarket (9.52%)  
■ Active (58.97%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of January 31, 2023 = **161**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **31.97%** to 161 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **2.83** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **16.78%** in January 2023 to \$230,455 versus the previous year at \$276,918.

#### Average Days on Market Lengthens

The average number of **54.14** days that homes spent on the market before selling increased by 12.15 days or **28.95%** in January 2023 compared to last year's same month at **41.98** DOM.

#### Sales Success for January 2023 is Positive

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

There were 75 New Listings in January 2023, up **13.64%** from last year at 66. Furthermore, there were 37 Closed Listings this month versus last year at 51, a **-27.45%** decrease.

Closed versus Listed trends yielded a **49.3%** ratio, down from previous year's, January 2022, at **77.3%**, a **36.16%** 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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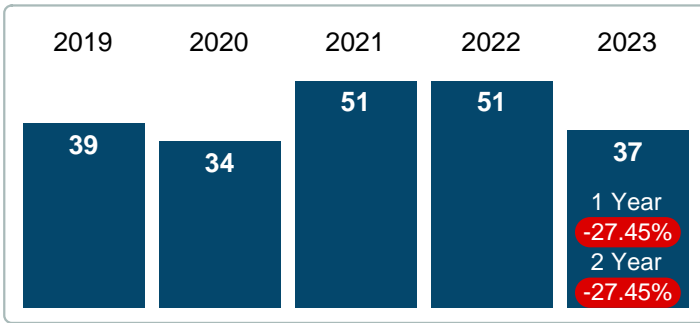
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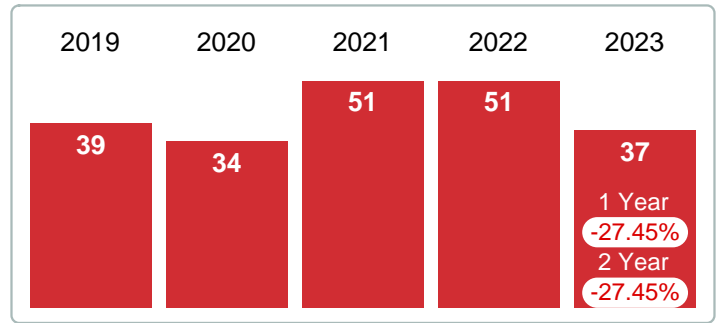
## CLOSED LISTINGS

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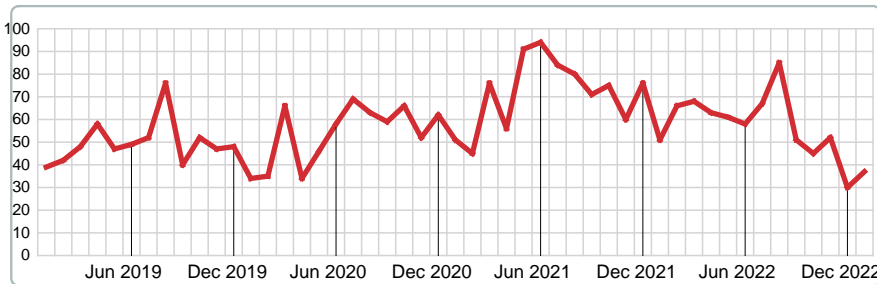
### JANUARY



### YEAR TO DATE (YTD)

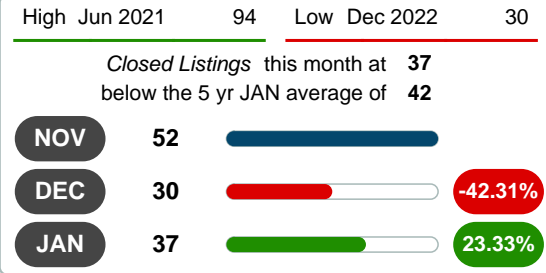


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$50,000 and less	2	5.41%	37.0	2	0	0	0
\$50,001 - \$100,000	7	18.92%	15.4	3	3	1	0
\$100,001 - \$150,000	4	10.81%	34.5	0	2	2	0
\$150,001 - \$250,000	10	27.03%	63.9	3	5	2	0
\$250,001 - \$325,000	5	13.51%	27.6	0	5	0	0
\$325,001 - \$425,000	5	13.51%	72.6	0	2	3	0
\$425,001 and up	4	10.81%	135.8	0	2	2	0
<b>Total Closed Units</b>	<b>37</b>			<b>8</b>	<b>19</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,526,850</b>	<b>100%</b>	<b>54.1</b>	<b>894.50K</b>	<b>4.85M</b>	<b>2.79M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$230,455</b>			<b>\$111,813</b>	<b>\$255,103</b>	<b>\$278,540</b>	<b>\$0</b>

# January 2023



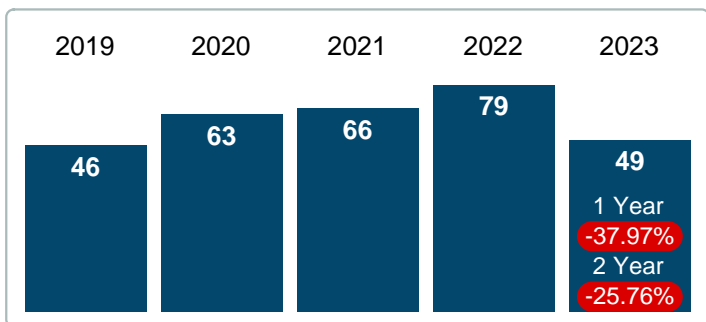
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



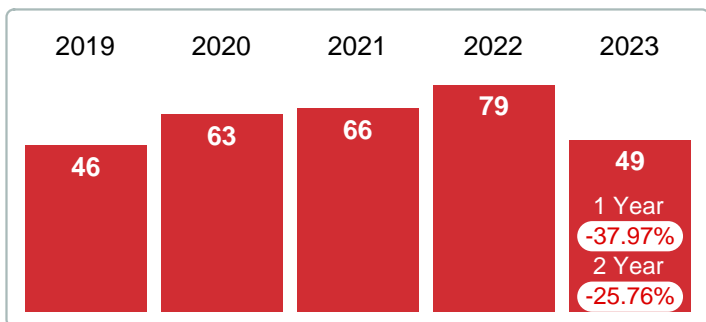
## PENDING LISTINGS

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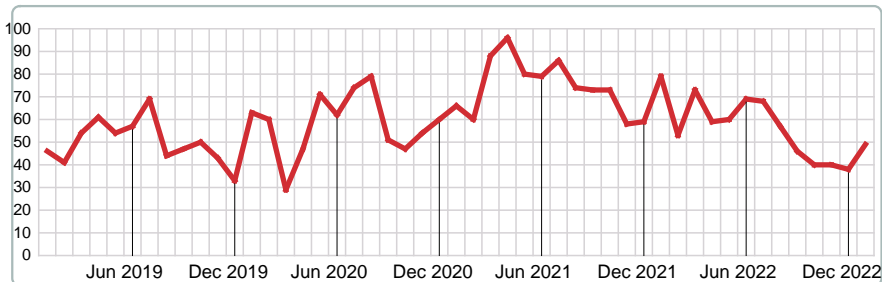
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

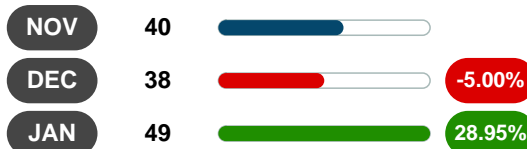


### 3 MONTHS

5 year JAN AVG = 61

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 49 below the 5 yr JAN average of 61



### 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	8.16%	58.0	3	1	0	0
\$50,001 - \$75,000	4	8.16%	14.3	2	2	0	0
\$75,001 - \$100,000	7	14.29%	47.3	4	3	0	0
\$100,001 - \$200,000	15	30.61%	56.3	0	13	2	0
\$200,001 - \$275,000	7	14.29%	45.0	0	6	1	0
\$275,001 - \$475,000	7	14.29%	83.4	1	5	1	0
\$475,001 and up	5	10.20%	127.6	0	3	0	2
<b>Total Pending Units</b>	<b>49</b>			<b>10</b>	<b>33</b>	<b>4</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>14,529,010</b>	<b>100%</b>	<b>59.2</b>	<b>894.20K</b>	<b>11.12M</b>	<b>991.80K</b>	<b>1.52M</b>
<b>Average Listing Price</b>	<b>\$299,250</b>			<b>\$89,420</b>	<b>\$336,940</b>	<b>\$247,950</b>	<b>\$762,000</b>

# January 2023



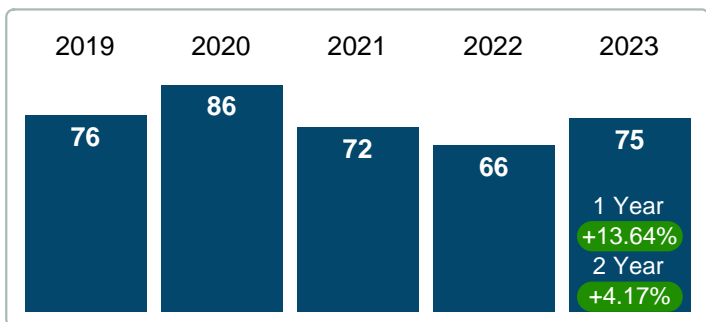
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



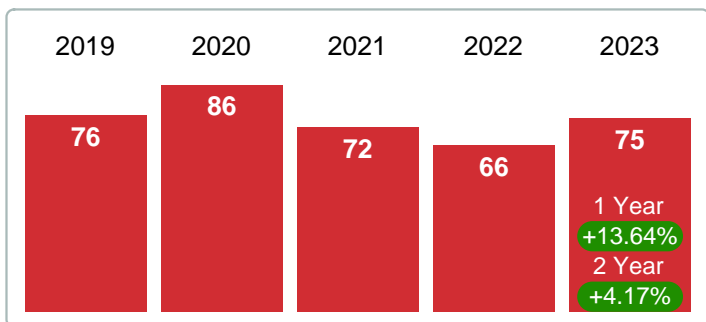
## NEW LISTINGS

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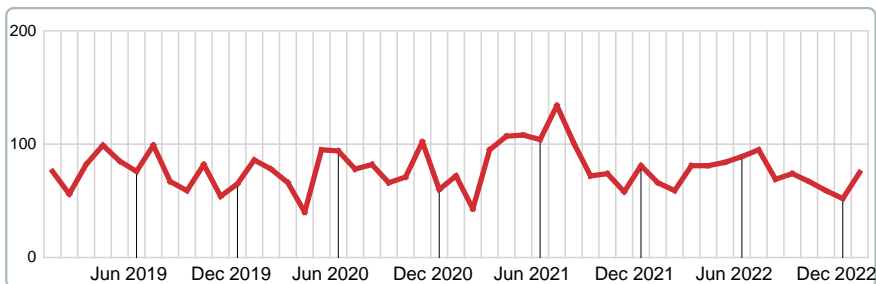
### JANUARY



### YEAR TO DATE (YTD)

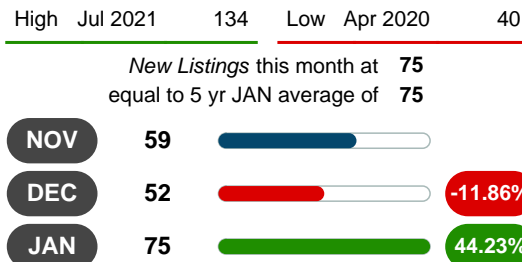


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 75



### 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	1.33%	1	0	0	0
\$25,001 - \$50,000	14	18.67%	8	5	1	0
\$50,001 - \$100,000	12	16.00%	6	6	0	0
\$100,001 - \$200,000	19	25.33%	1	10	7	1
\$200,001 - \$275,000	10	13.33%	0	10	0	0
\$275,001 - \$375,000	10	13.33%	0	7	3	0
\$375,001 and up	9	12.00%	0	6	2	1
<b>Total New Listed Units</b>	<b>75</b>		<b>16</b>	<b>44</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>16,430,250</b>	<b>100%</b>	<b>975.10K</b>	<b>11.02M</b>	<b>2.89M</b>	<b>1.55M</b>
<b>Average New Listed Listing Price</b>	<b>\$164,321</b>		<b>\$60,944</b>	<b>\$250,440</b>	<b>\$222,062</b>	<b>\$774,500</b>

# January 2023



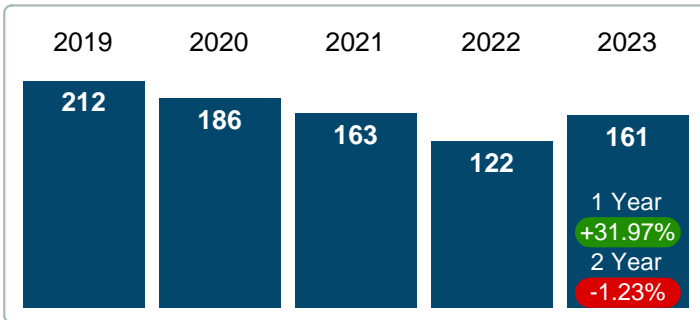
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



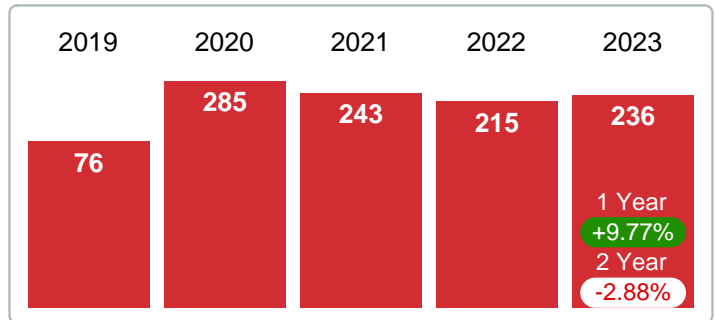
## ACTIVE INVENTORY

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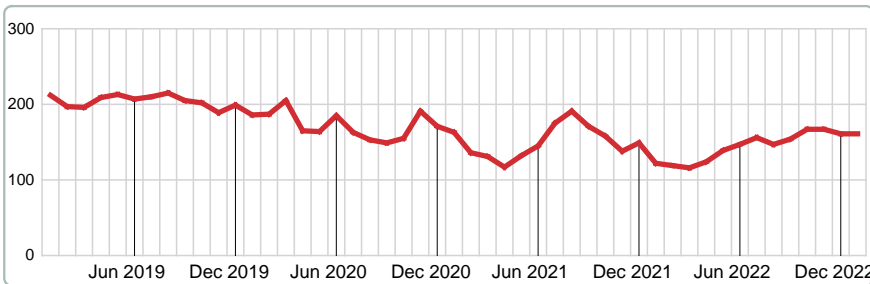
### END OF JANUARY



### ACTIVE DURING JANUARY

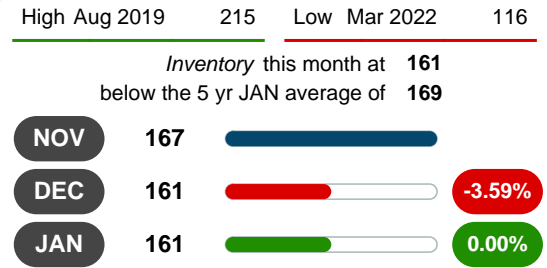


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 169



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	1.24%	70.5	2	0	0	0
\$25,001 - \$75,000	26	16.15%	65.7	15	10	1	0
\$75,001 - \$150,000	28	17.39%	61.5	8	13	6	1
\$150,001 - \$275,000	45	27.95%	82.2	5	29	11	0
\$275,001 - \$325,000	22	13.66%	93.5	1	14	7	0
\$325,001 - \$475,000	22	13.66%	81.7	1	15	5	1
\$475,001 and up	16	9.94%	95.2	0	12	3	1
<b>Total Active Inventory by Units</b>	<b>161</b>			<b>32</b>	<b>93</b>	<b>33</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>50,294,871</b>	<b>100%</b>	<b>78.6</b>	<b>3.28M</b>	<b>36.35M</b>	<b>8.74M</b>	<b>1.92M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$312,391</b>			<b>\$102,517</b>	<b>\$390,880</b>	<b>\$264,802</b>	<b>\$641,333</b>

# January 2023



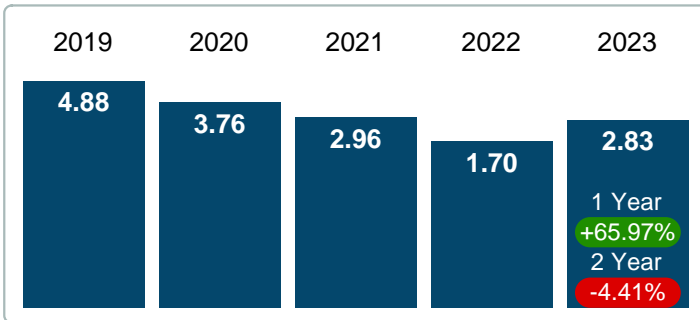
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



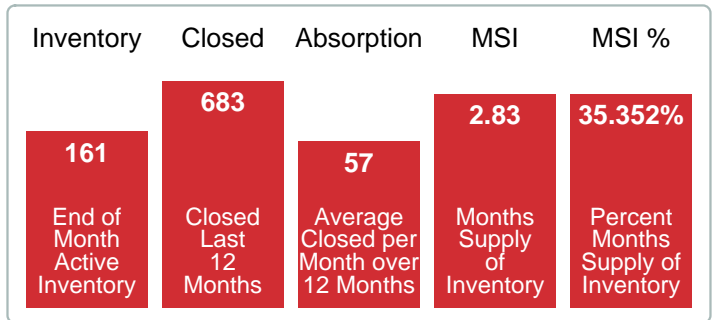
## MONTHS SUPPLY of INVENTORY (MSI)

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

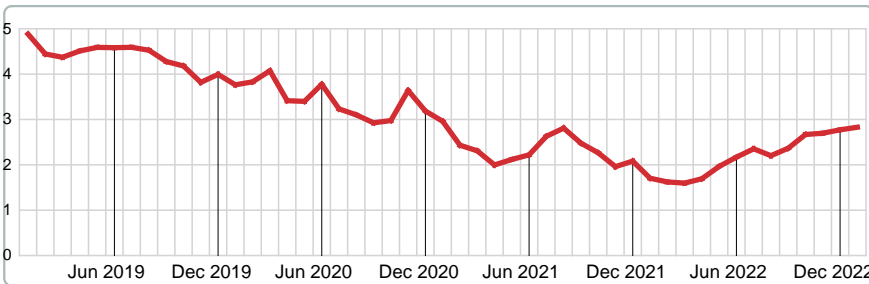
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

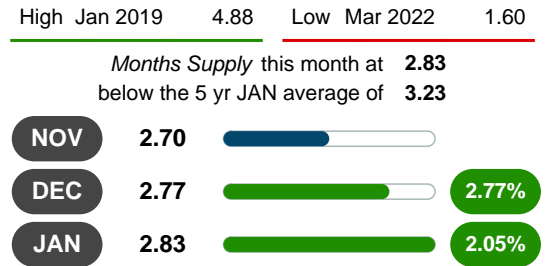


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.23



### 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
\$25,000 and less	2	1.24%	1.50	1.85	0.00	0.00	0.00
\$25,001 - \$75,000	26	16.15%	3.76	4.74	2.86	4.00	0.00
\$75,001 - \$150,000	28	17.39%	1.80	1.33	1.54	5.54	12.00
\$150,001 - \$275,000	45	27.95%	2.23	3.33	2.05	2.81	0.00
\$275,001 - \$325,000	22	13.66%	5.28	4.00	5.09	6.46	0.00
\$325,001 - \$475,000	22	13.66%	4.19	4.00	6.43	2.22	2.40
\$475,001 and up	16	9.94%	4.57	0.00	9.60	2.12	1.33
Market Supply of Inventory (MSI)	2.83	100%	2.83	2.59	2.86	3.25	1.57
Total Active Inventory by Units	161			32	93	33	3

# January 2023



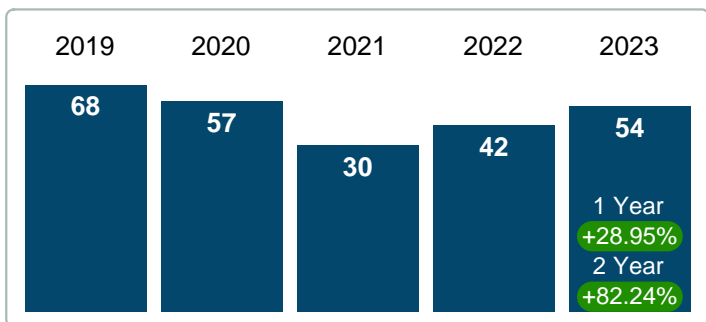
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



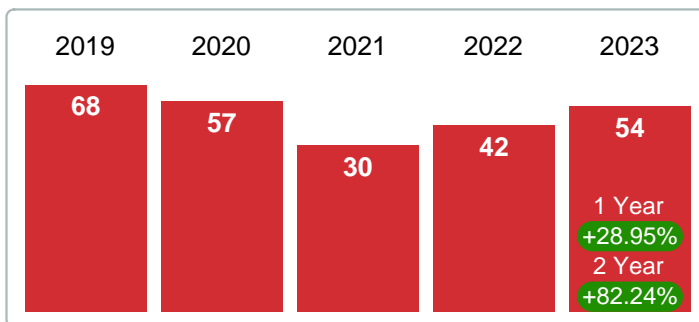
## AVERAGE DAYS ON MARKET TO SALE

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

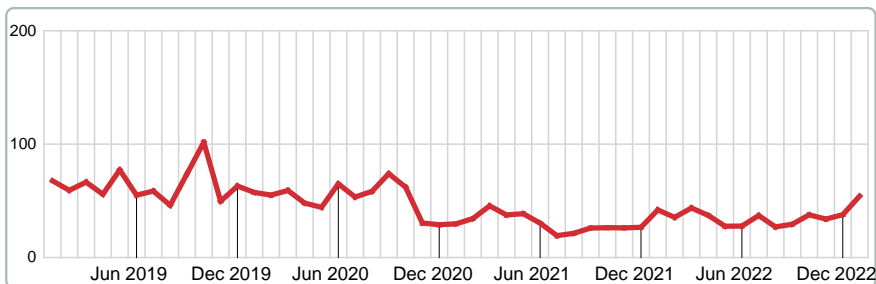
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

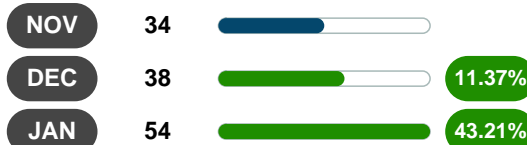


### 3 MONTHS

5 year JAN AVG = 50

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 54 above the 5 yr JAN average of 50



### 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
\$50,000 and less	5.41%	37	37	0	0	0
\$50,001 - \$100,000	18.92%	15	19	14	10	0
\$100,001 - \$150,000	10.81%	35	0	39	31	0
\$150,001 - \$250,000	27.03%	64	58	81	31	0
\$250,001 - \$325,000	13.51%	28	0	28	0	0
\$325,001 - \$425,000	13.51%	73	0	125	38	0
\$425,001 and up	10.81%	136	0	184	88	0
<b>Average Closed DOM</b>		<b>54</b>	<b>38</b>	<b>67</b>	<b>42</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>54</b>	<b>8</b>	<b>19</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,526,850</b>	<b>894.50K</b>	<b>4.85M</b>	<b>2.79M</b>	<b>0.00B</b>

# January 2023



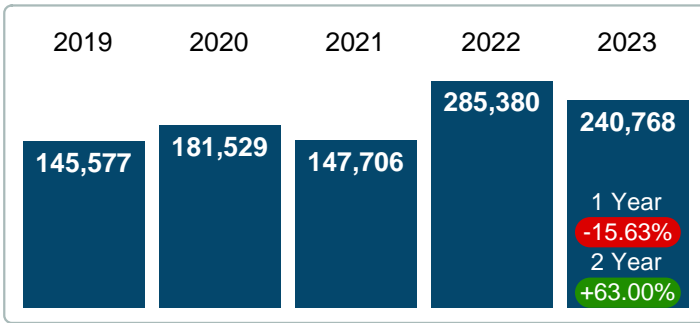
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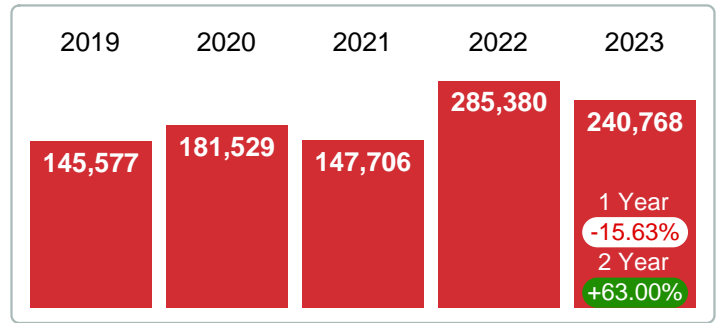
## AVERAGE LIST PRICE AT CLOSING

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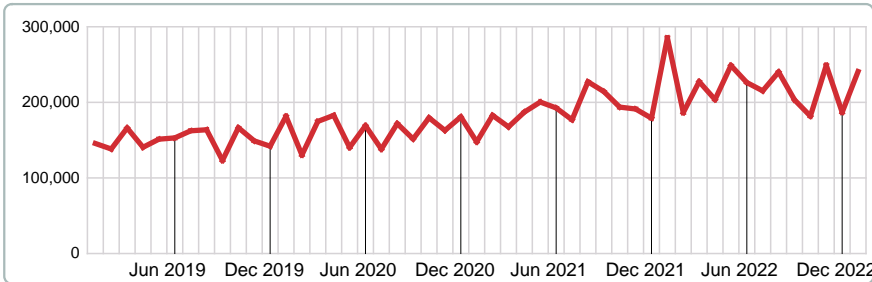
### JANUARY



### YEAR TO DATE (YTD)

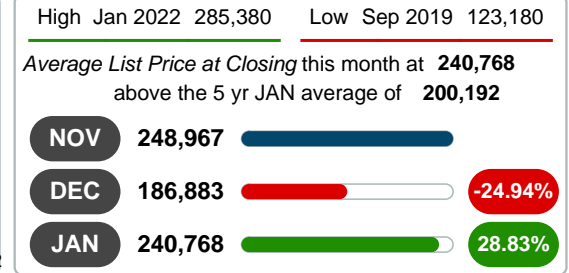


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 200,192



### 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
\$50,000 and less	5.41%	30,000	30,000	0	0	0
\$50,001 - \$100,000	18.92%	80,914	93,967	74,833	60,000	0
\$100,001 - \$150,000	10.81%	122,125	0	122,000	122,250	0
\$150,001 - \$250,000	21.62%	186,388	193,300	190,060	239,450	0
\$250,001 - \$325,000	18.92%	289,200	0	301,280	0	0
\$325,001 - \$425,000	13.51%	389,000	0	397,500	383,333	0
\$425,001 and up	10.81%	583,250	0	664,500	502,000	0
<b>Average List Price</b>		<b>240,768</b>	<b>115,225</b>	<b>265,747</b>	<b>293,740</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>240,768</b>	<b>8</b>	<b>19</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,908,400</b>	<b>921.80K</b>	<b>5.05M</b>	<b>2.94M</b>	<b>0.00B</b>



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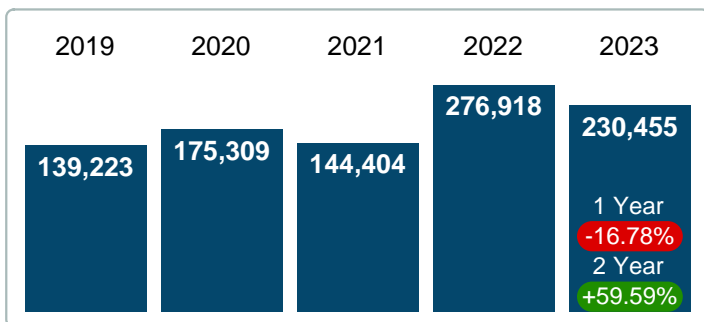
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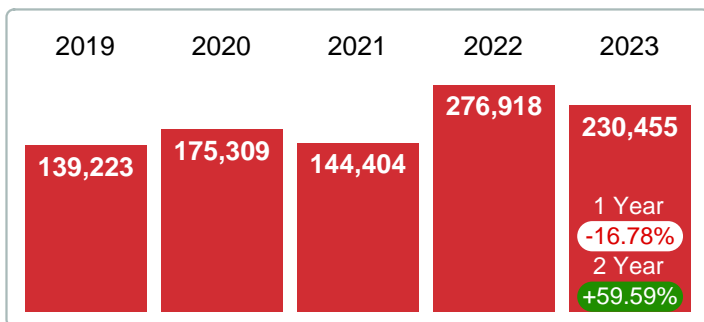
## AVERAGE SOLD PRICE AT CLOSING

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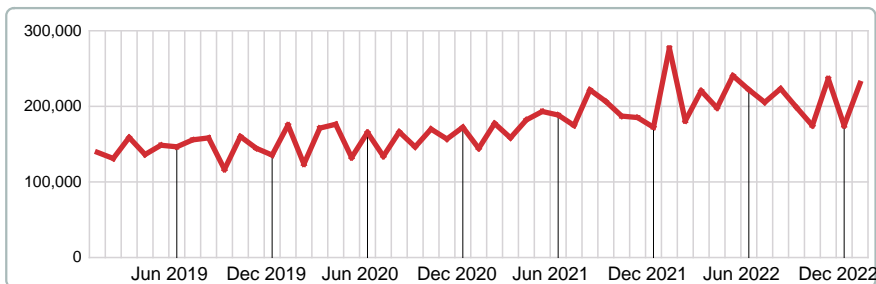
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

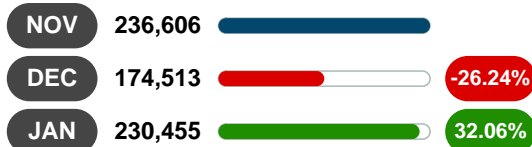


### 3 MONTHS

5 year JAN AVG = 193,262

High Jan 2022 276,918 Low Sep 2019 116,623

Average Sold Price at Closing this month at **230,455** above the 5 yr JAN average of **193,262**



### 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
\$50,000 and less	5.41%	25,000	25,000	0	0	0
\$50,001 - \$100,000	18.92%	78,357	92,333	71,167	58,000	0
\$100,001 - \$150,000	10.81%	119,725	0	118,000	121,450	0
\$150,001 - \$250,000	27.03%	192,875	189,167	183,250	222,500	0
\$250,001 - \$325,000	13.51%	286,440	0	286,440	0	0
\$325,001 - \$425,000	13.51%	366,000	0	372,500	361,667	0
\$425,001 and up	10.81%	564,625	0	652,000	477,250	0
<b>Average Sold Price</b>		<b>230,455</b>	<b>111,813</b>	<b>255,103</b>	<b>278,540</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,455</b>	<b>8</b>	<b>19</b>	<b>10</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,526,850</b>	<b>894.50K</b>	<b>4.85M</b>	<b>2.79M</b>	<b>0.00B</b>

# January 2023



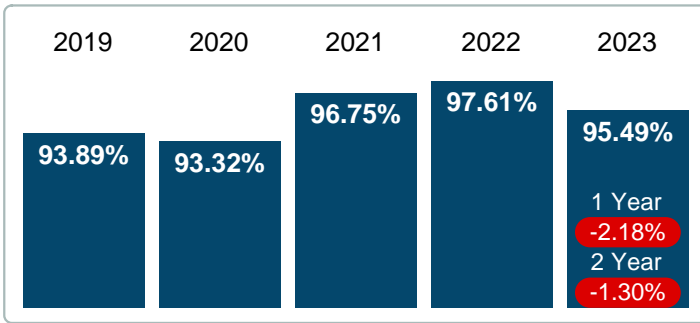
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



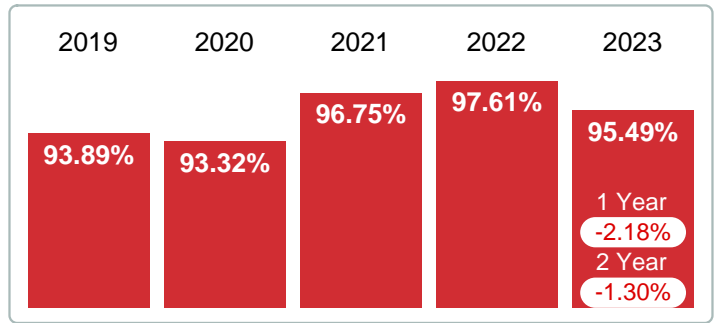
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

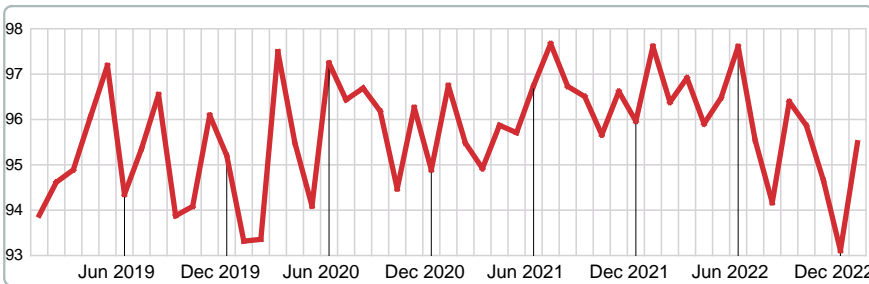
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

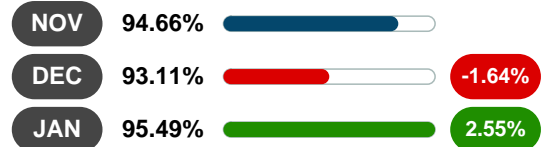


### 3 MONTHS

5 year JAN AVG = 95.41%

High Jul 2021 97.67% Low Dec 2022 93.11%

Average Sold/List Ratio this month at **95.49%** equal to 5 yr JAN average of **95.41%**



## 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
\$50,000 and less	2	5.41%	83.33%	83.33%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	18.92%	96.60%	98.07%	95.11%	96.67%	0.00%
\$100,001 - \$150,000	4	10.81%	97.98%	0.00%	96.62%	99.33%	0.00%
\$150,001 - \$250,000	10	27.03%	96.65%	97.95%	97.28%	93.12%	0.00%
\$250,001 - \$325,000	5	13.51%	95.08%	0.00%	95.08%	0.00%	0.00%
\$325,001 - \$425,000	5	13.51%	94.02%	0.00%	93.48%	94.39%	0.00%
\$425,001 and up	4	10.81%	96.56%	0.00%	97.60%	95.51%	0.00%
Average Sold/List Ratio		95.50%		94.34%	95.92%	95.58%	0.00%
Total Closed Units		37	100%	8	19	10	
Total Closed Volume		8,526,850		894.50K	4.85M	2.79M	0.00B

# January 2023



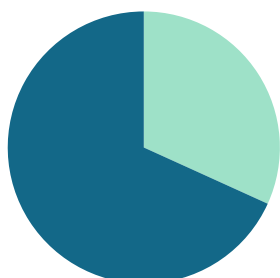
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

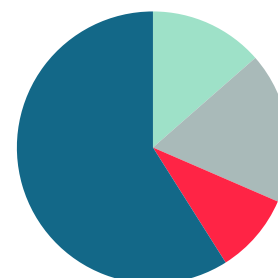


**Inventory**  
 New Listings  
**75 = 31.78%**  
 Start Inventory  
**161**  
 Total Inventory Units  
**236**  
 Volume  
**\$75,626,181**

### Market Activity

Closed Sales  
**37 = 13.55%**  
 Pending Sales  
**49 = 17.95%**  
 Other Off Market  
**26 = 9.52%**  
 Active Inventory  
**161 = 58.97%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	37	-27.45%	51	37	-27.45%
Pending Sales	79	49	-37.97%	79	49	-37.97%
New Listings	66	75	13.64%	66	75	13.64%
Average List Price	285,380	240,768	-15.63%	285,380	240,768	-15.63%
Average Sale Price	276,918	230,455	-16.78%	276,918	230,455	-16.78%
Average Percent of Selling Price to List Price	97.61%	95.49%	-2.18%	97.61%	95.49%	-2.18%
Average Days on Market to Sale	41.98	54.14	28.95%	41.98	54.14	28.95%
Monthly Inventory	122	161	31.97%	122	161	31.97%
Months Supply of Inventory	1.70	2.83	65.97%	1.70	2.83	65.97%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

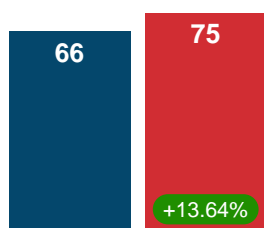
**Inventory** on January 31, 2023 = **161**

**2022** **2023**

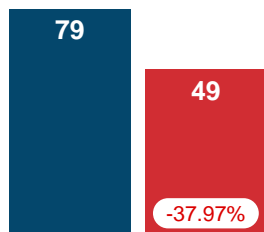
### JANUARY MARKET

### AVERAGE PRICES

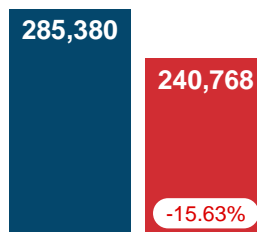
#### New Listings



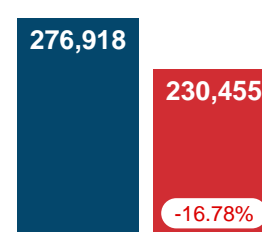
#### Pending Listings



#### List Price



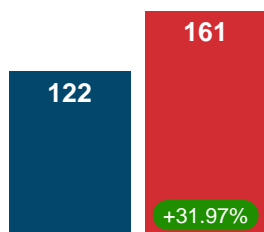
#### Sale Price



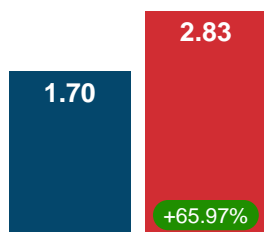
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

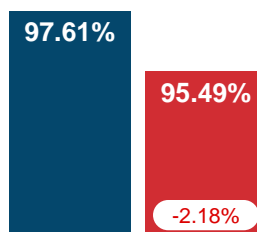
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

