

# January 2023



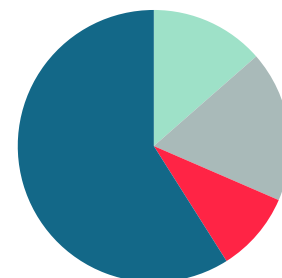
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	200,000	180,000	-10.00%
Median Sale Price	200,000	180,000	-10.00%
Median Percent of Selling Price to List Price	98.73%	96.67%	-2.09%
Median Days on Market to Sale	25.00	13.00	-48.00%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.00%** in January 2023 to \$180,000 versus the previous year at \$200,000.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 12.00 days or **48.00%** in January 2023 compared to last year's same month at **25.00** DOM.

#### Sales Success for January 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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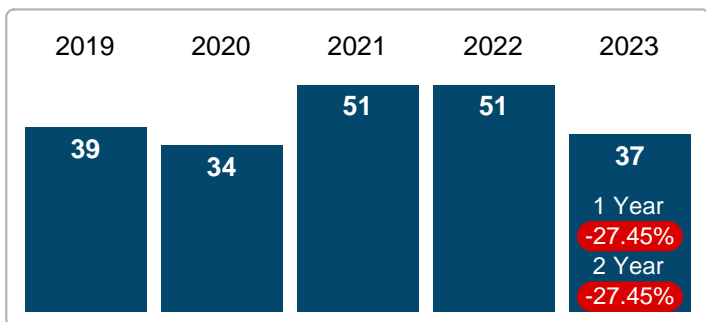
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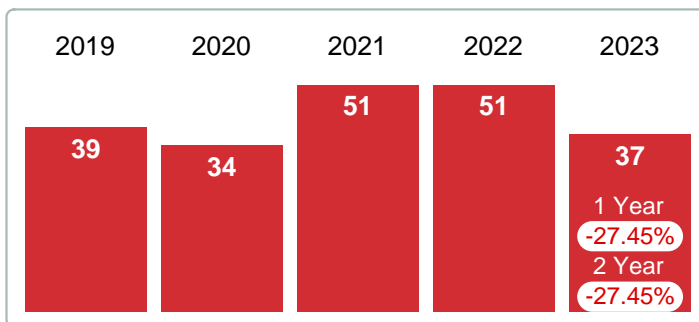
## CLOSED LISTINGS

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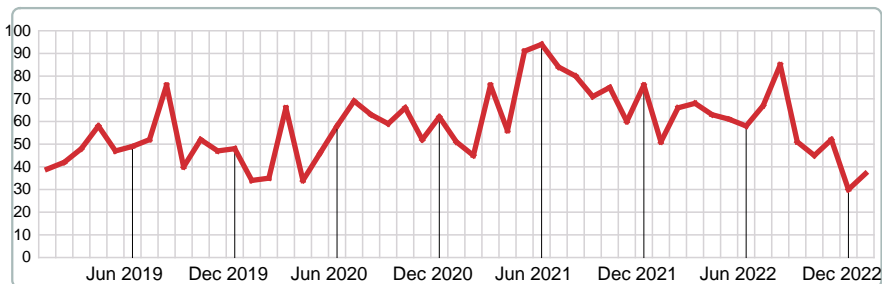
### JANUARY



### YEAR TO DATE (YTD)

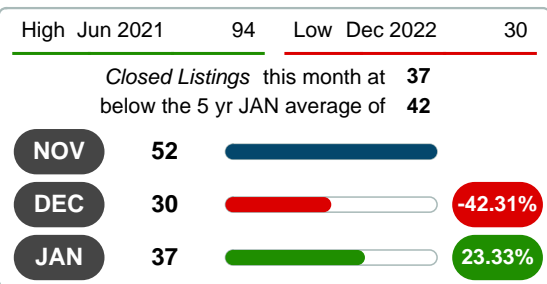


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 42



## CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	7.0	3	3	1	0
\$100,001 - \$150,000	4	10.81%	30.5	0	2	2	0
\$150,001 - \$250,000	10	27.03%	12.0	3	5	2	0
\$250,001 - \$325,000	5	13.51%	8.0	0	5	0	0
\$325,001 - \$425,000	5	13.51%	87.0	0	2	3	0
\$425,001 and up	4	10.81%	175.5	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>13.0</b>	<b>894.50K</b>	<b>4.85M</b>	<b>2.79M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$180,000</b>			<b>\$98,500</b>	<b>\$230,000</b>	<b>\$285,000</b>	<b>\$0</b>

# January 2023



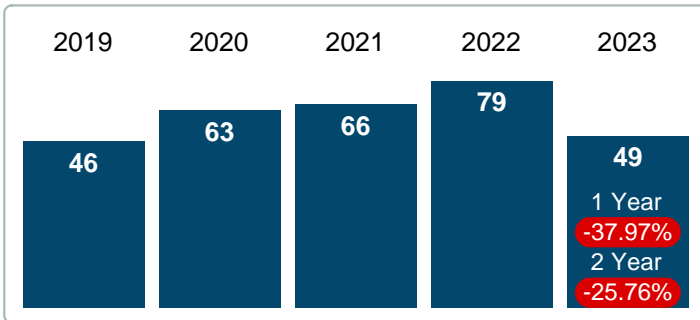
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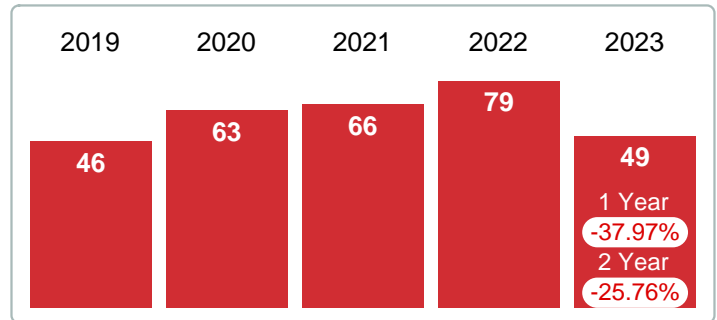
## PENDING LISTINGS

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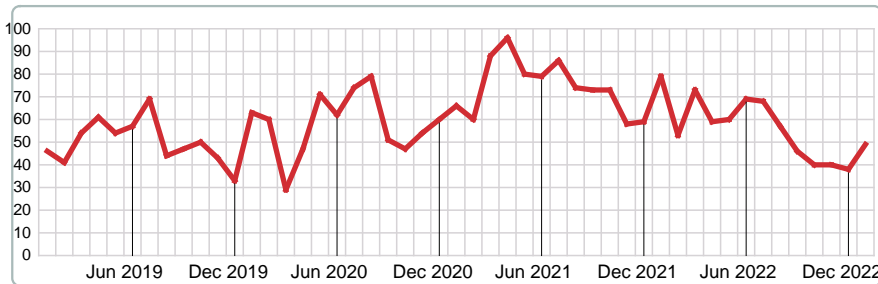
### JANUARY



### YEAR TO DATE (YTD)

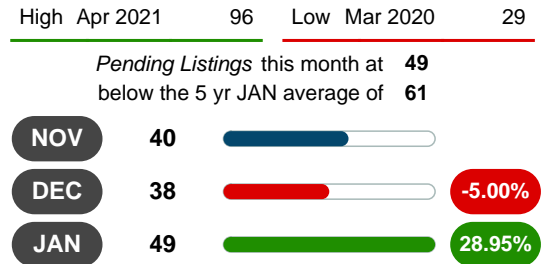


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### 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	8.16%	46.5	3	1	0	0
\$50,001 - \$75,000	4	8.16%	4.0	2	2	0	0
\$75,001 - \$100,000	7	14.29%	5.0	4	3	0	0
\$100,001 - \$200,000	15	30.61%	37.0	0	13	2	0
\$200,001 - \$275,000	7	14.29%	33.0	0	6	1	0
\$275,001 - \$475,000	7	14.29%	64.0	1	5	1	0
\$475,001 and up	5	10.20%	118.0	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>49.0</b>	<b>894.20K</b>	<b>11.12M</b>	<b>991.80K</b>	<b>1.52M</b>
<b>Median Listing Price</b>	<b>\$175,000</b>			<b>\$73,950</b>	<b>\$179,000</b>	<b>\$205,950</b>	<b>\$762,000</b>

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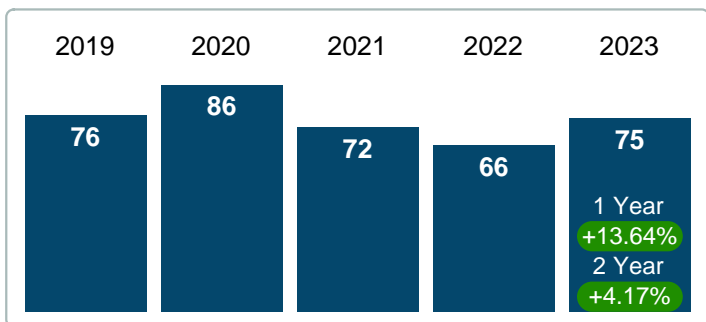
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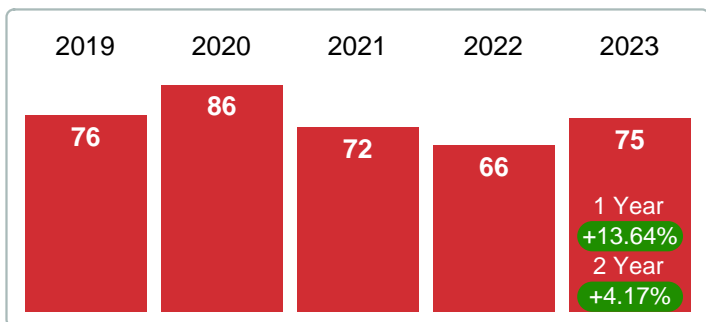
## NEW LISTINGS

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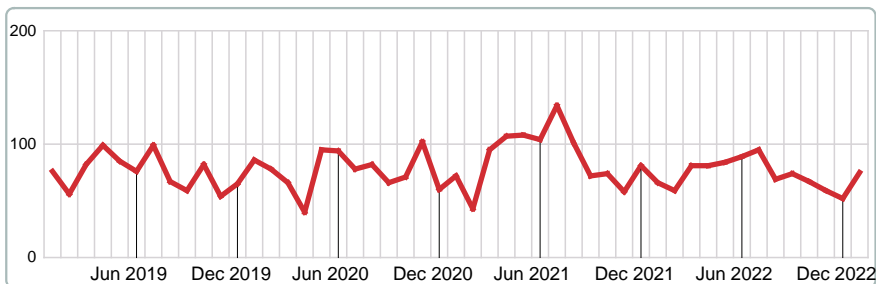
### JANUARY



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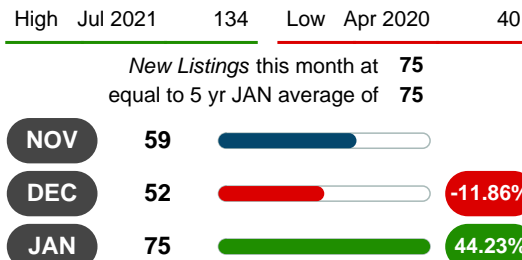


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$30,000 and less	2	2.67%	1	1	0	0
\$30,001 - \$60,000	14	18.67%	8	5	1	0
\$60,001 - \$110,000	11	14.67%	6	5	0	0
\$110,001 - \$210,000	19	25.33%	1	10	7	1
\$210,001 - \$290,000	12	16.00%	0	11	1	0
\$290,001 - \$380,000	9	12.00%	0	7	2	0
\$380,001 and up	8	10.67%	0	5	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>Median New Listed Listing Price</b>	<b>\$150,000</b>		<b>\$44,000</b>	<b>\$220,000</b>	<b>\$180,000</b>	<b>\$774,500</b>

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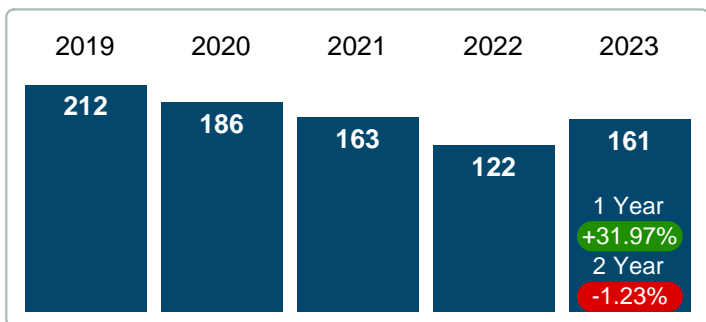
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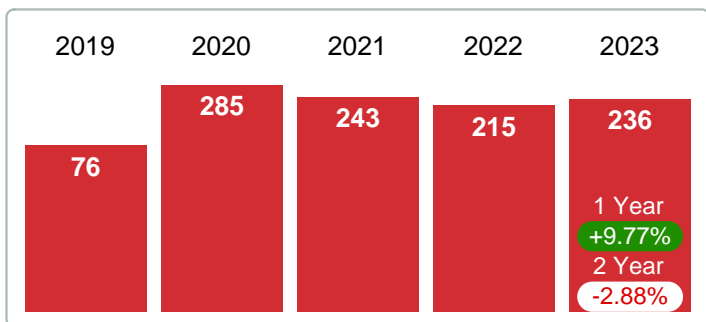
## ACTIVE INVENTORY

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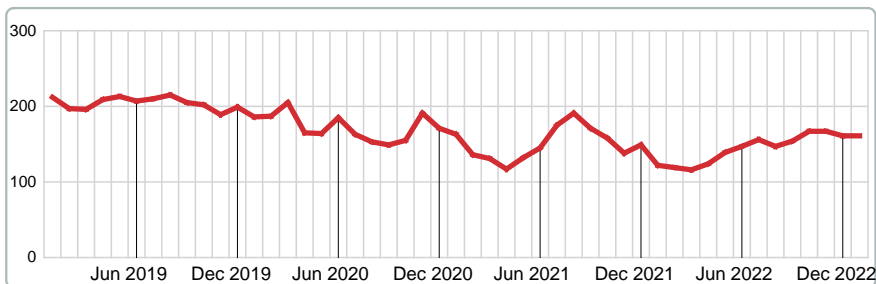
### END OF JANUARY



### ACTIVE DURING JANUARY

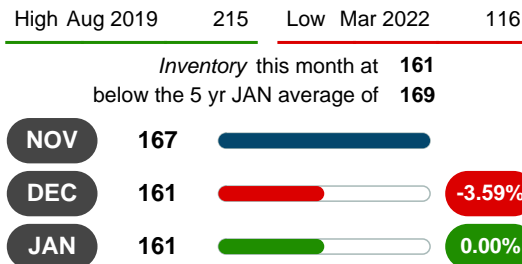


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 169



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	35.5	15	10	1	0
\$75,001 - \$150,000	28	17.39%	55.0	8	13	6	1
\$150,001 - \$275,000	45	27.95%	89.0	5	29	11	0
\$275,001 - \$325,000	22	13.66%	77.5	1	14	7	0
\$325,001 - \$475,000	22	13.66%	79.0	1	15	5	1
\$475,001 and up	16	9.94%	90.5	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>64.0</b>	<b>3.28M</b>	<b>36.35M</b>	<b>8.74M</b>	<b>1.92M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,900</b>			<b>\$69,450</b>	<b>\$254,900</b>	<b>\$212,000</b>	<b>\$375,000</b>

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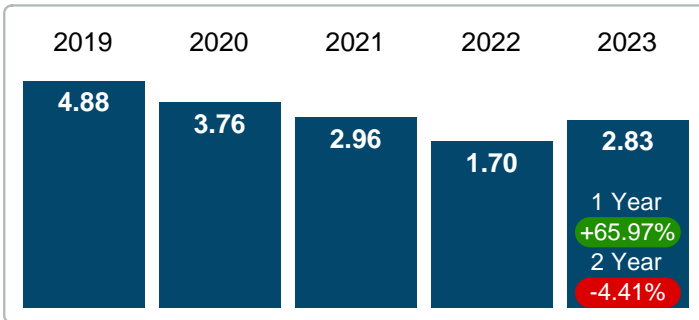
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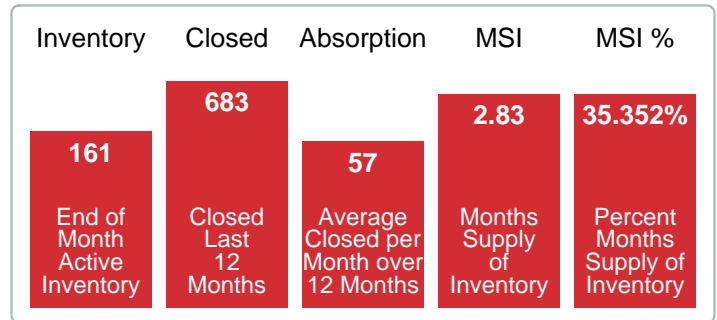
## MONTHS SUPPLY of INVENTORY (MSI)

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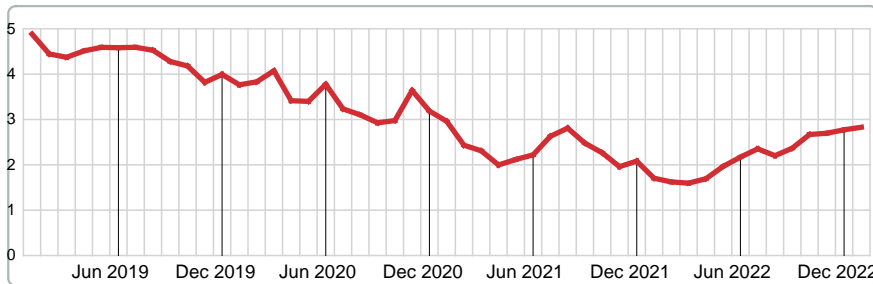
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

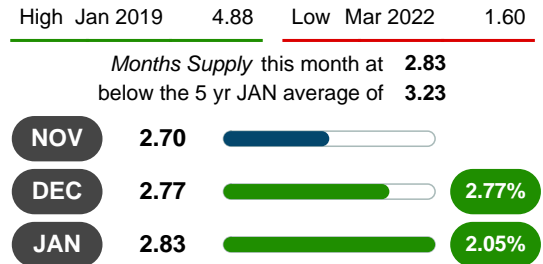


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



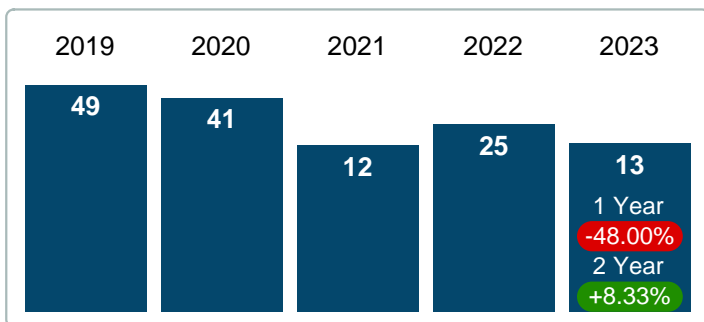
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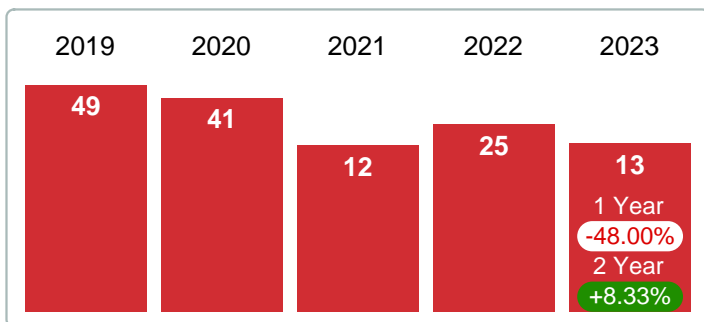
## MEDIAN DAYS ON MARKET TO SALE

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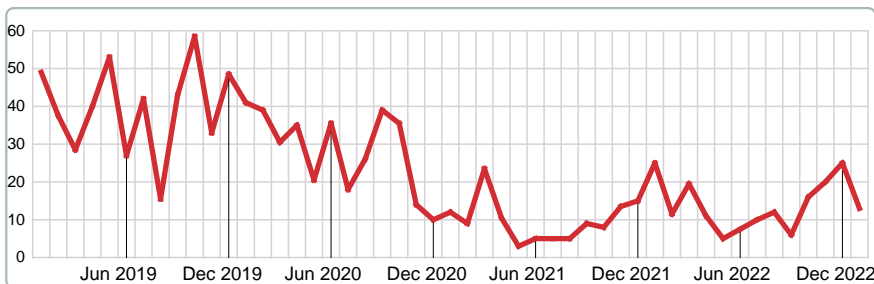
### JANUARY



### YEAR TO DATE (YTD)

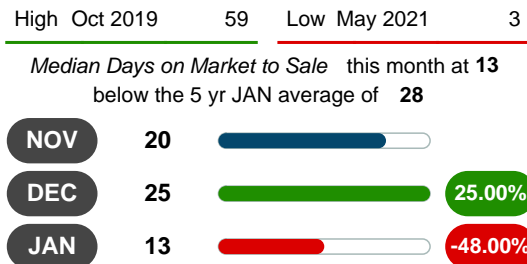


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 28



### 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
\$50,000 and less	5.41%	37	37	0	0	0
\$50,001 - \$100,000	18.92%	7	7	4	10	0
\$100,001 - \$150,000	10.81%	31	0	39	31	0
\$150,001 - \$250,000	27.03%	12	8	16	31	0
\$250,001 - \$325,000	13.51%	8	0	8	0	0
\$325,001 - \$425,000	13.51%	87	0	125	13	0
\$425,001 and up	10.81%	176	0	184	88	0
Median Closed DOM		13	19	16	13	0
Total Closed Units	100%	37	8	19	10	
Total Closed Volume		8,526,850	894.50K	4.85M	2.79M	0.00B

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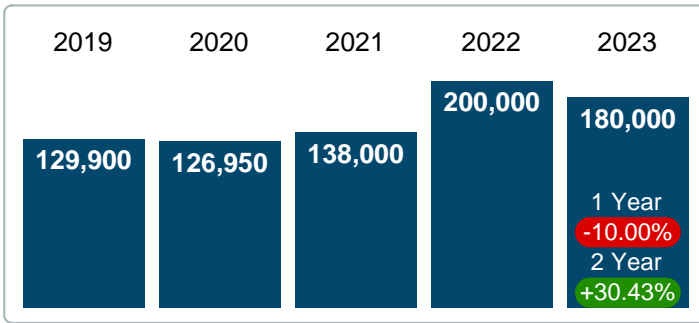
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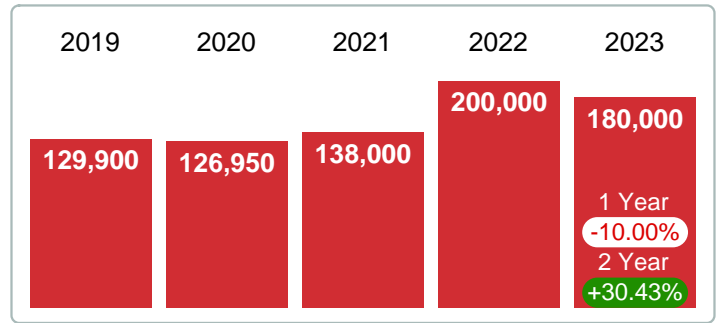
## MEDIAN LIST PRICE AT CLOSING

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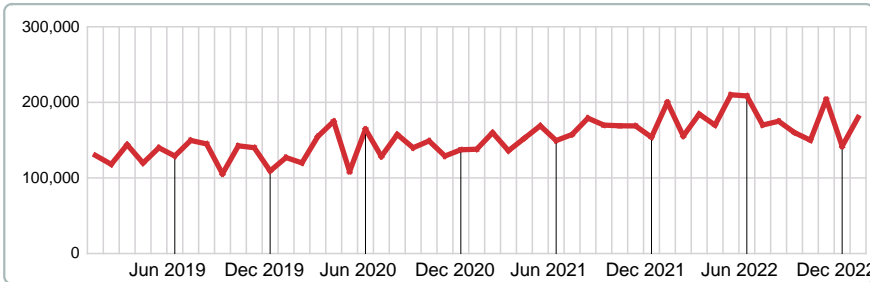
### JANUARY



### YEAR TO DATE (YTD)

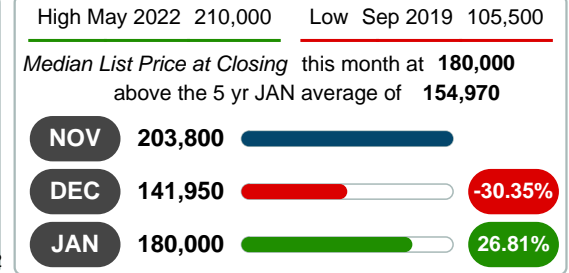


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 154,970



### 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
\$50,000 and less	2	5.41%	30,000	30,000	0	0	0
\$50,001 - \$100,000	7	18.92%	80,000	97,000	74,500	60,000	0
\$100,001 - \$150,000	4	10.81%	122,250	0	122,000	122,250	0
\$150,001 - \$250,000	8	21.62%	177,450	175,000	174,900	219,900	0
\$250,001 - \$325,000	7	18.92%	294,900	0	303,700	259,000	0
\$325,001 - \$425,000	5	13.51%	375,000	0	397,500	375,000	0
\$425,001 and up	4	10.81%	534,250	0	664,500	502,000	0
Median List Price			180,000	98,450	255,000	304,500	0
Total Closed Units		100%	180,000	8	19	10	
Total Closed Volume			8,908,400	921.80K	5.05M	2.94M	0.00B



# January 2023



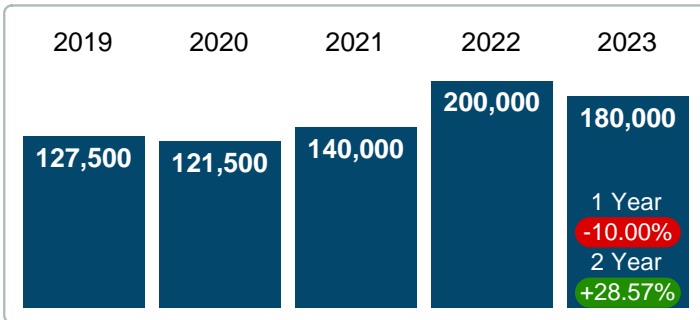
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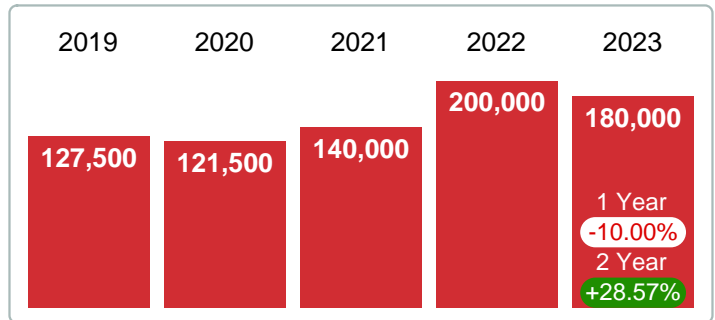
## MEDIAN SOLD PRICE AT CLOSING

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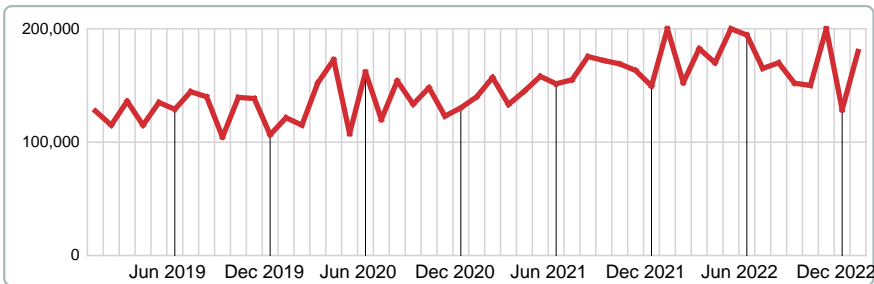
### JANUARY



### YEAR TO DATE (YTD)

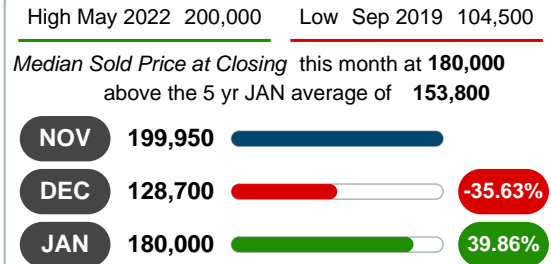


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 153,800



### 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
\$50,000 and less	2	5.41%	25,000	25,000	0	0	0
\$50,001 - \$100,000	7	18.92%	79,000	97,000	70,000	58,000	0
\$100,001 - \$150,000	4	10.81%	121,450	0	118,000	121,450	0
\$150,001 - \$250,000	10	27.03%	179,950	180,000	170,000	222,500	0
\$250,001 - \$325,000	5	13.51%	305,000	0	305,000	0	0
\$325,001 - \$425,000	5	13.51%	350,000	0	372,500	350,000	0
\$425,001 and up	4	10.81%	500,750	0	652,000	477,250	0
Median Sold Price			180,000	98,500	230,000	285,000	0
Total Closed Units		100%	180,000	8	19	10	
Total Closed Volume			8,526,850	894.50K	4.85M	2.79M	0.00B

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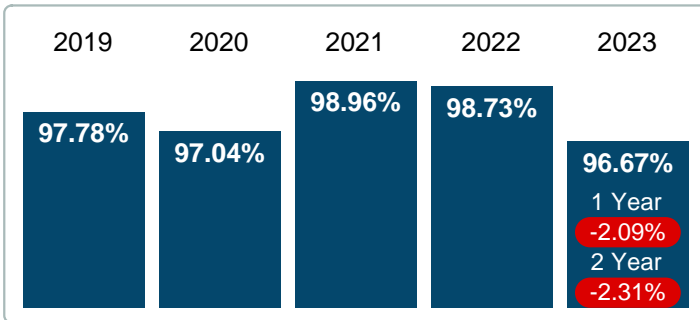
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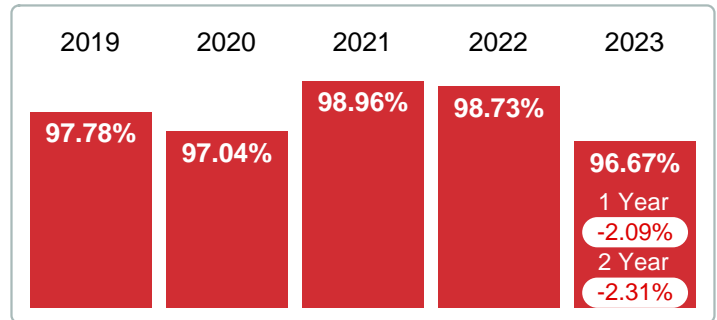
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

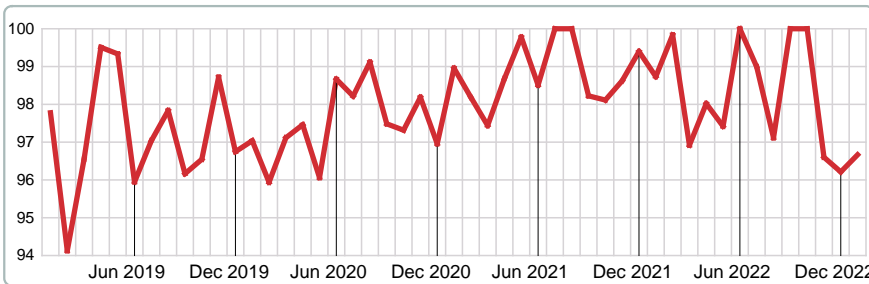
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

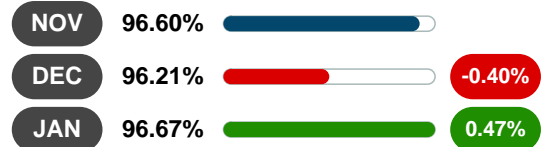


### 3 MONTHS

5 year JAN AVG = 97.83%

High Oct 2022 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **96.67%**  
below the 5 yr JAN average of **97.83%**



## 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
\$50,000 and less	2	5.41%	83.33%	83.33%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	18.92%	98.75%	100.00%	98.75%	96.67%	0.00%
\$100,001 - \$150,000	4	10.81%	99.33%	0.00%	96.62%	99.33%	0.00%
\$150,001 - \$250,000	10	27.03%	96.15%	96.81%	98.29%	93.12%	0.00%
\$250,001 - \$325,000	5	13.51%	97.69%	0.00%	97.69%	0.00%	0.00%
\$325,001 - \$425,000	5	13.51%	94.12%	0.00%	93.48%	94.12%	0.00%
\$425,001 and up	4	10.81%	97.17%	0.00%	97.60%	95.51%	0.00%
Median Sold/List Ratio		96.67%		95.49%	97.69%	95.61%	0.00%
Total Closed Units		37	100%	96.67%	8	19	10
Total Closed Volume		8,526,850			894.50K	4.85M	2.79M

# January 2023



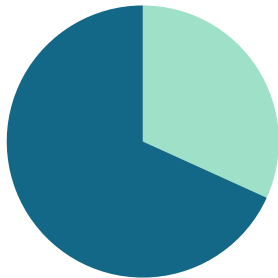
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

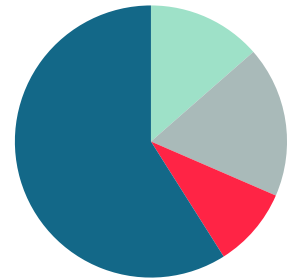


**Inventory**  
 New Listings  
**75 = 31.78%**  
 Start Inventory  
**161**  
 Total Inventory Units  
**236**  
 Volume  
**\$75,626,181**

### 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%
Median List Price	200,000	180,000	-10.00%	200,000	180,000	-10.00%
Median Sale Price	200,000	180,000	-10.00%	200,000	180,000	-10.00%
Median Percent of Selling Price to List Price	98.73%	96.67%	-2.09%	98.73%	96.67%	-2.09%
Median Days on Market to Sale	25.00	13.00	-48.00%	25.00	13.00	-48.00%
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

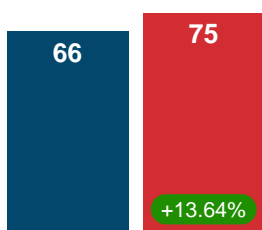
**Inventory** on January 31, 2023 = **161**

**2022** **2023**

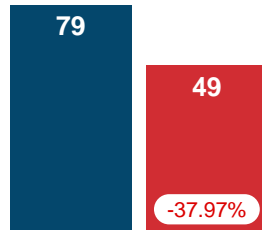
### JANUARY MARKET

### MEDIAN PRICES

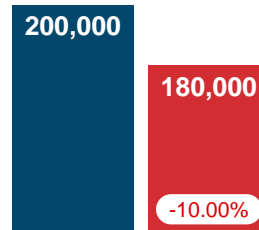
#### New Listings



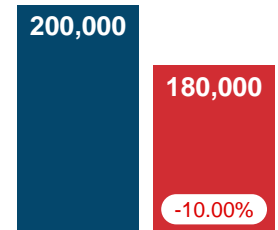
#### Pending Listings



#### List Price



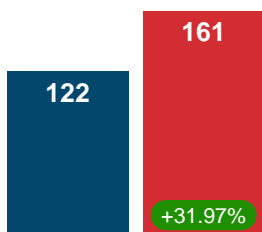
#### Sale Price



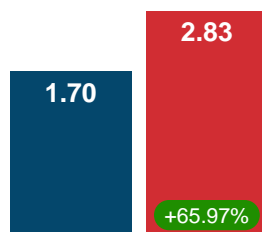
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

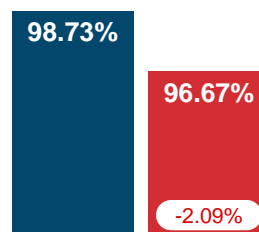
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

