

October 2023



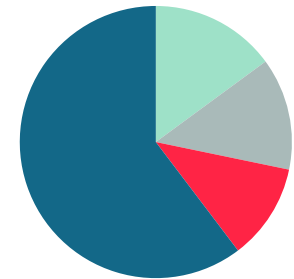
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	45	47	4.44%
Pending Listings	40	42	5.00%
New Listings	67	68	1.49%
Average List Price	181,787	222,846	22.59%
Average Sale Price	174,571	215,798	23.62%
Average Percent of Selling Price to List Price	95.87%	96.73%	0.90%
Average Days on Market to Sale	37.62	52.68	40.03%
End of Month Inventory	168	190	13.10%
Months Supply of Inventory	2.68	3.61	34.39%



■ Closed (14.92%)
■ Pending (13.33%)
■ Other OffMarket (11.43%)
■ Active (60.32%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of October 31, 2023 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **13.10%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **3.61** 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 **23.62%** in October 2023 to \$215,798 versus the previous year at \$174,571.

Average Days on Market Lengthens

The average number of **52.68** days that homes spent on the market before selling increased by 15.06 days or **40.03%** in October 2023 compared to last year's same month at **37.62** DOM.

Sales Success for October 2023 is Positive

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

There were 68 New Listings in October 2023, up **1.49%** from last year at 67. Furthermore, there were 47 Closed Listings this month versus last year at 45, a **4.44%** increase.

Closed versus Listed trends yielded a **69.1%** ratio, up from previous year's, October 2022, at **67.2%**, a **2.91%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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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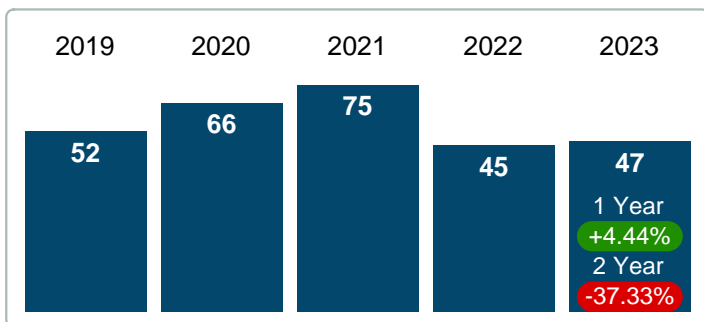
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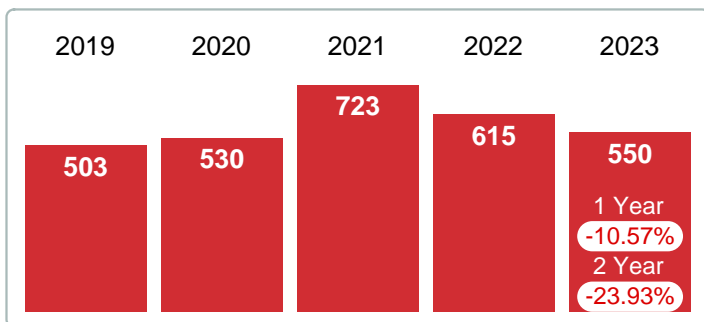
CLOSED LISTINGS

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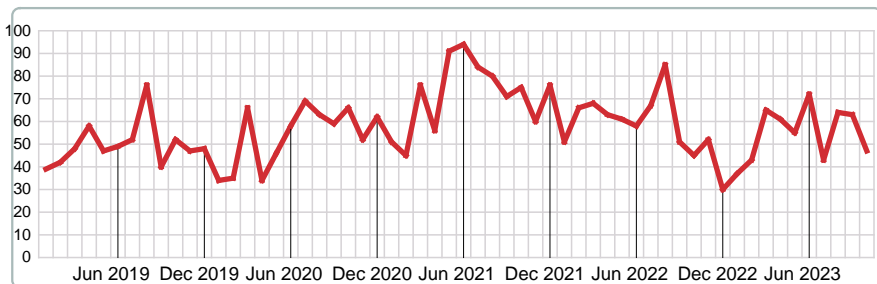
OCTOBER



YEAR TO DATE (YTD)

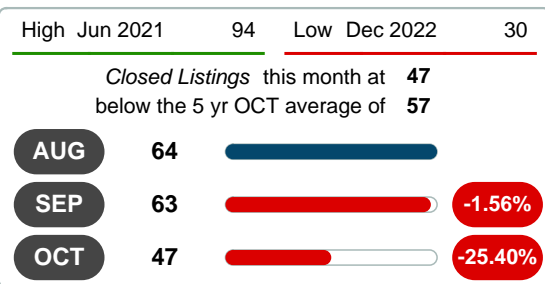


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



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	1	2.13%	29.0	1	0	0	0
\$50,001 - \$100,000	7	14.89%	54.3	3	3	1	0
\$100,001 - \$125,000	5	10.64%	71.6	2	3	0	0
\$125,001 - \$225,000	17	36.17%	54.4	2	12	3	0
\$225,001 - \$275,000	6	12.77%	47.0	0	5	1	0
\$275,001 - \$400,000	6	12.77%	39.5	1	3	2	0
\$400,001 and up	5	10.64%	53.2	0	2	3	0
Total Closed Units	47			9	28	10	0
Total Closed Volume	10,142,509	100%	52.7	1.18M	5.58M	3.38M	0.00B
Average Closed Price	\$215,798			\$131,544	\$199,296	\$337,831	\$0

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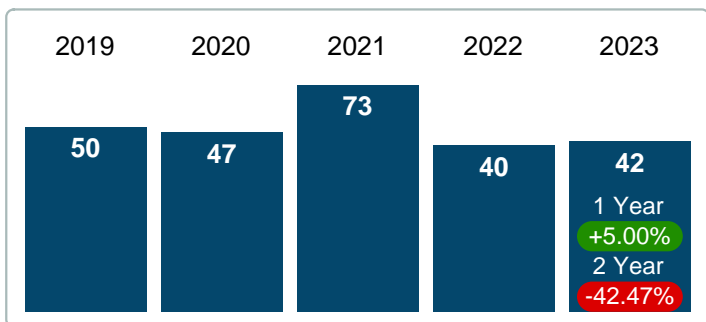
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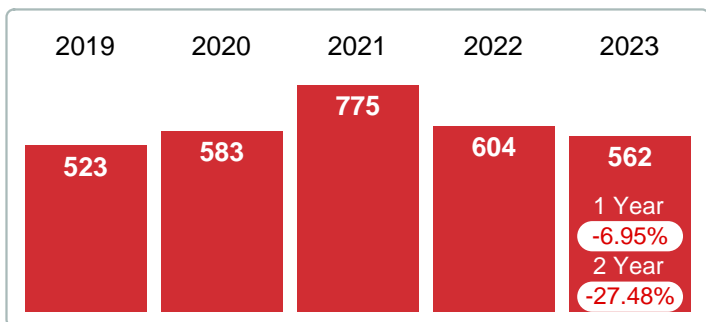
PENDING LISTINGS

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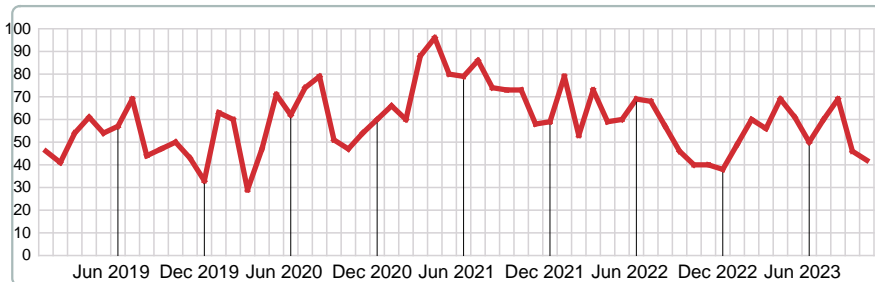
OCTOBER



YEAR TO DATE (YTD)

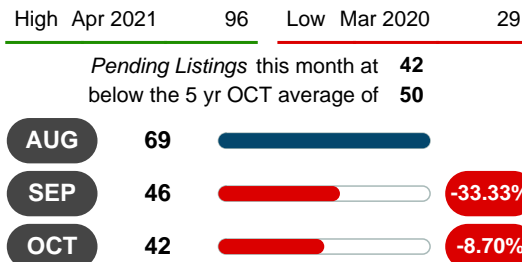


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



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	2	4.76%	36.0	1	1	0	0
\$50,001 - \$100,000	6	14.29%	35.2	3	3	0	0
\$100,001 - \$125,000	2	4.76%	42.0	1	0	1	0
\$125,001 - \$225,000	17	40.48%	39.8	0	14	2	1
\$225,001 - \$300,000	5	11.90%	51.4	0	4	1	0
\$300,001 - \$450,000	6	14.29%	56.3	0	3	3	0
\$450,001 and up	4	9.52%	90.0	0	2	2	0
Total Pending Units	42			5	27	9	1
Total Pending Volume	9,445,690	100%	55.2	398.70K	5.77M	3.06M	224.90K
Average Listing Price	\$243,760			\$79,740	\$213,529	\$339,644	\$224,900

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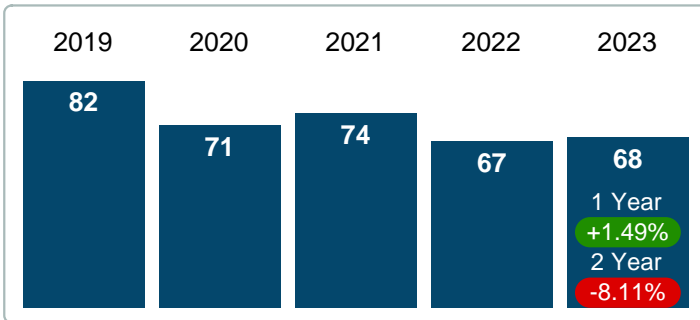
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



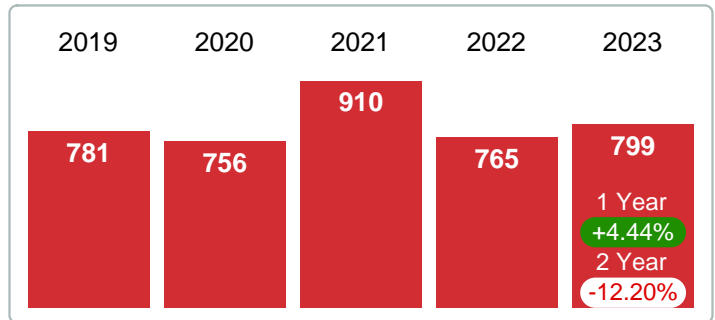
NEW LISTINGS

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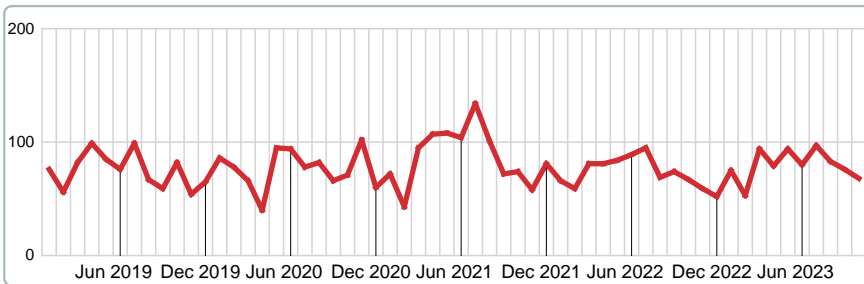
OCTOBER



YEAR TO DATE (YTD)

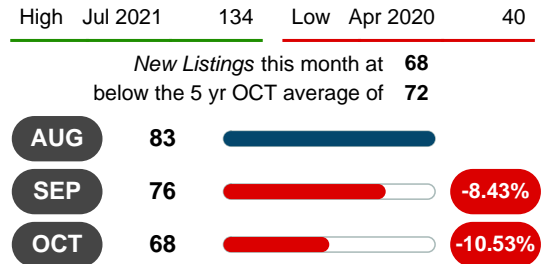


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.82%	1	5	0	0
\$75,001 - \$100,000	9	13.24%	3	3	3	0
\$100,001 - \$150,000	8	11.76%	2	6	0	0
\$150,001 - \$225,000	18	26.47%	2	13	3	0
\$225,001 - \$275,000	9	13.24%	0	5	4	0
\$275,001 - \$375,000	10	14.71%	0	7	3	0
\$375,001 and up	8	11.76%	1	5	1	1
Total New Listed Units	68		9	44	14	1
Total New Listed Volume	15,145,798	100%	1.34M	10.24M	3.17M	399.90K
Average New Listed Listing Price	\$155,000		\$148,411	\$232,693	\$226,550	\$399,900

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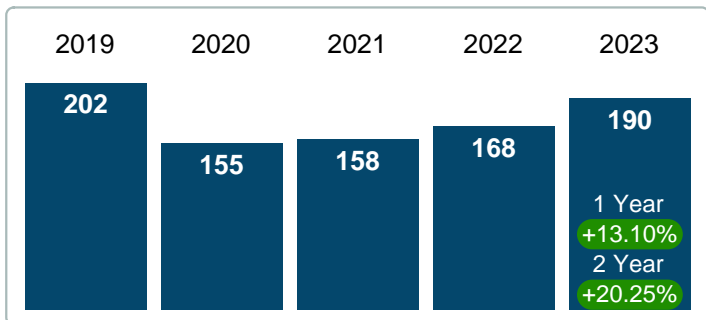
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



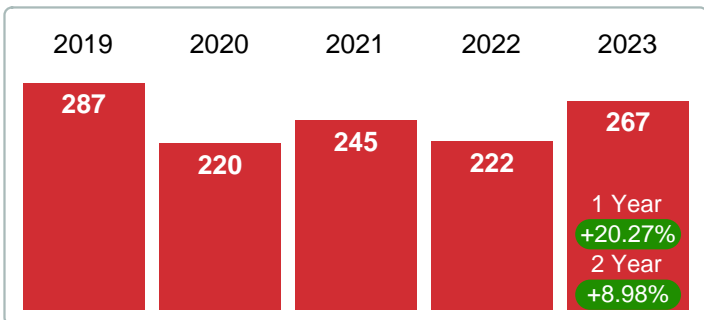
ACTIVE INVENTORY

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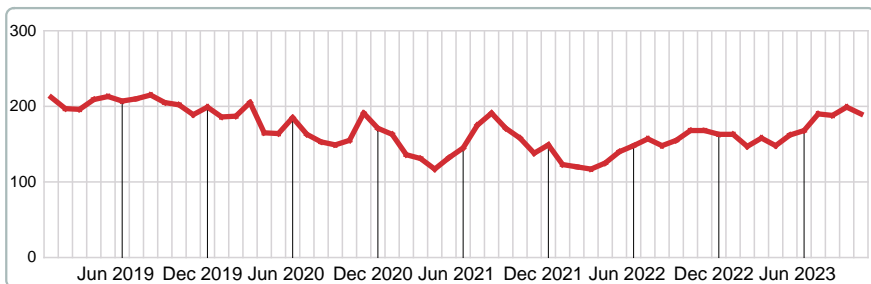
END OF OCTOBER



ACTIVE DURING OCTOBER

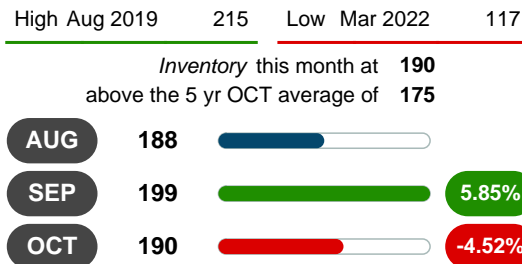


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 175



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.47%	86.3	9	9	0	0
\$75,001 - \$100,000	15	7.89%	50.7	6	6	3	0
\$100,001 - \$175,000	39	20.53%	77.6	6	27	4	2
\$175,001 - \$275,000	41	21.58%	75.2	8	20	11	2
\$275,001 - \$350,000	36	18.95%	84.1	2	25	9	0
\$350,001 - \$525,000	21	11.05%	70.6	3	12	5	1
\$525,001 and up	20	10.53%	120.6	1	11	3	5
Total Active Inventory by Units			190	35	110	35	10
Total Active Inventory by Volume			56,039,837	6.06M	31.34M	10.40M	8.25M
Average Active Inventory Listing Price			\$294,947	\$173,160	\$284,875	\$297,034	\$824,680

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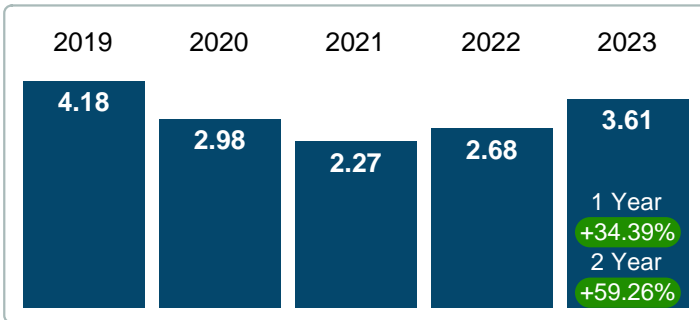
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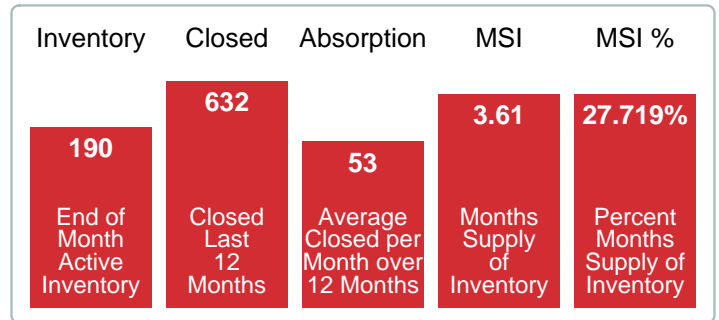
MONTHS SUPPLY of INVENTORY (MSI)

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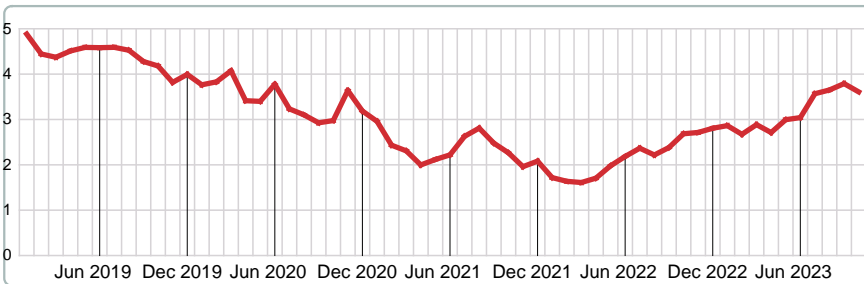
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

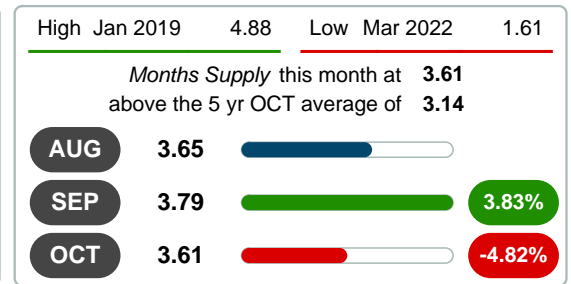


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.14



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
\$75,000 and less	18	9.47%	2.10	2.08	2.51	0.00	0.00
\$75,001 - \$100,000	15	7.89%	3.53	2.67	3.43	18.00	0.00
\$100,001 - \$175,000	39	20.53%	2.67	1.89	2.70	2.82	0.00
\$175,001 - \$275,000	41	21.58%	3.09	8.73	2.20	3.47	24.00
\$275,001 - \$350,000	36	18.95%	6.08	6.00	6.52	5.14	0.00
\$350,001 - \$525,000	21	11.05%	4.94	36.00	5.76	2.86	3.00
\$525,001 and up	20	10.53%	10.91	0.00	18.86	4.00	10.00
Market Supply of Inventory (MSI)			3.61	3.16	3.56	3.62	10.00
Total Active Inventory by Units		100%	3.61	35	110	35	10

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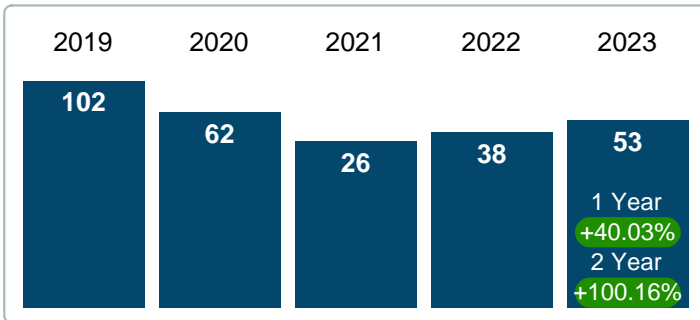
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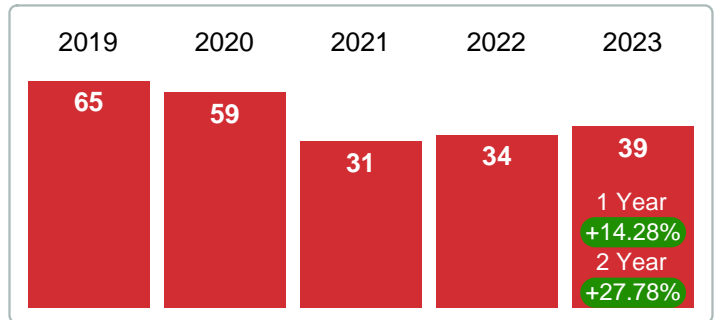
AVERAGE DAYS ON MARKET TO SALE

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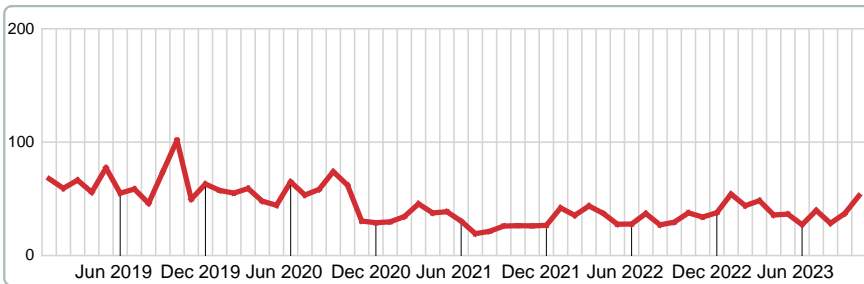
OCTOBER



YEAR TO DATE (YTD)

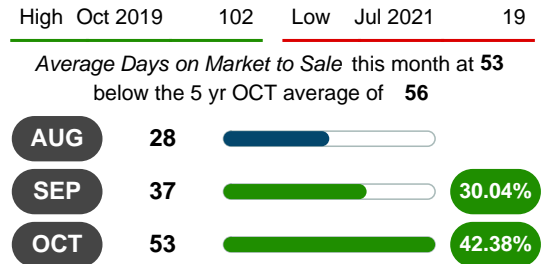


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



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	2.13%	29	29	0	0	0
\$50,001 - \$100,000	14.89%	54	80	3	130	0
\$100,001 - \$125,000	10.64%	72	2	118	0	0
\$125,001 - \$225,000	36.17%	54	158	30	83	0
\$225,001 - \$275,000	12.77%	47	0	51	27	0
\$275,001 - \$400,000	12.77%	40	3	31	70	0
\$400,001 and up	10.64%	53	0	20	76	0
Average Closed DOM		53	66	40	77	0
Total Closed Units	100%	53	9	28	10	
Total Closed Volume		10,142,509	1.18M	5.58M	3.38M	0.00B

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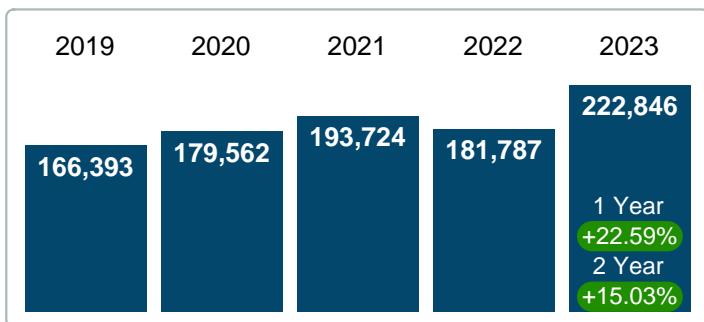
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



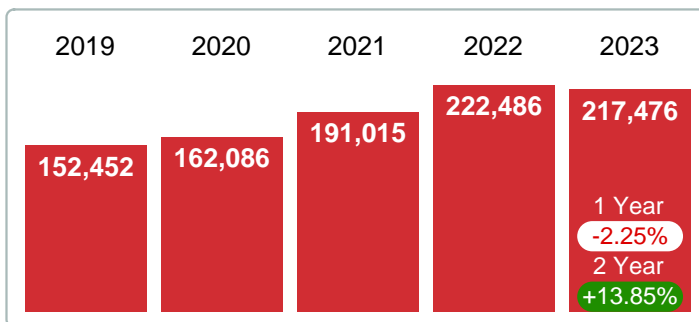
AVERAGE LIST PRICE AT CLOSING

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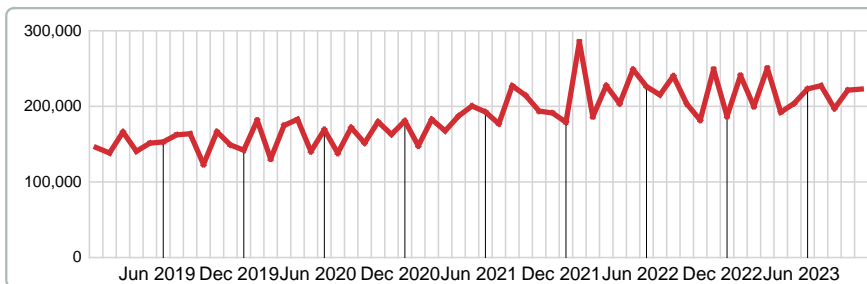
OCTOBER



YEAR TO DATE (YTD)

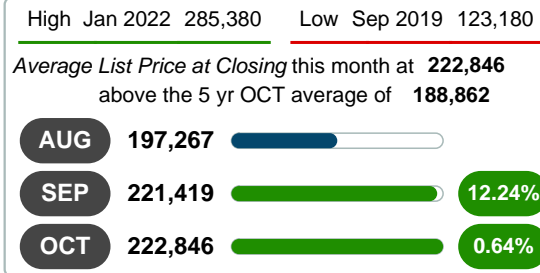


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 188,862



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	2.13%	49,900	49,900	0	0	0
\$50,001 - \$100,000	12.77%	74,400	82,833	65,967	115,000	0
\$100,001 - \$125,000	10.64%	116,970	120,500	118,283	0	0
\$125,001 - \$225,000	31.91%	164,387	189,900	170,408	202,333	0
\$225,001 - \$275,000	14.89%	240,829	0	264,800	249,900	0
\$275,001 - \$400,000	17.02%	305,250	285,000	299,000	340,000	0
\$400,001 and up	10.64%	559,800	0	475,000	616,333	0
Average List Price		222,846	133,800	206,023	350,090	0
Total Closed Units	100%	222,846	9	28	10	0
Total Closed Volume		10,473,750	1.20M	5.77M	3.50M	0.00B

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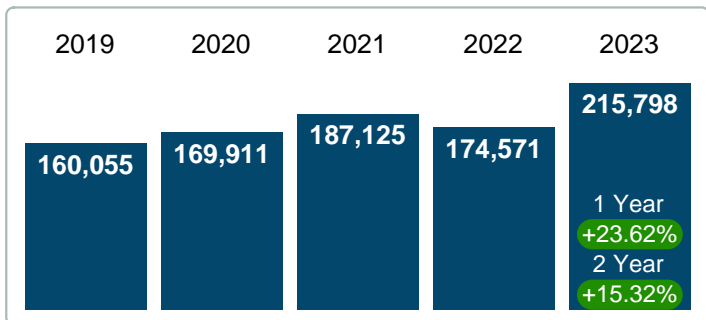
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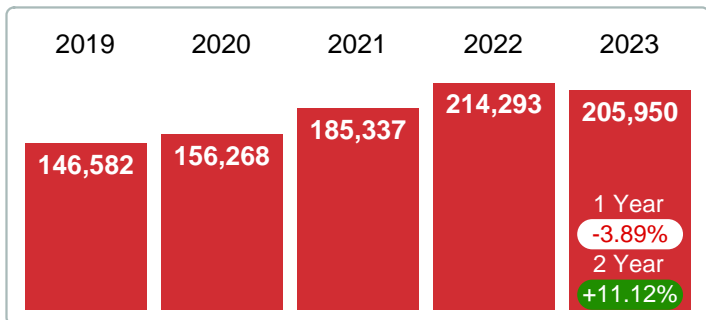
AVERAGE SOLD PRICE AT CLOSING

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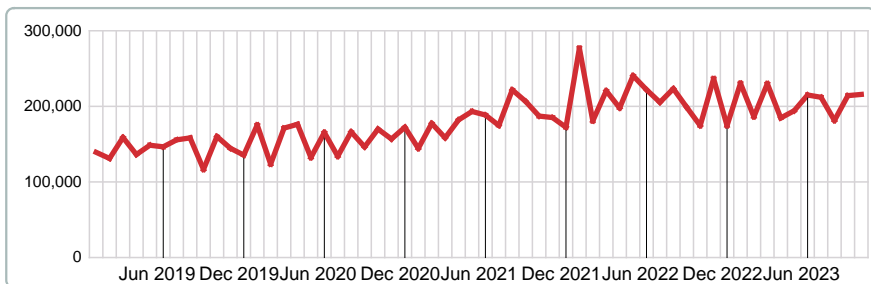
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

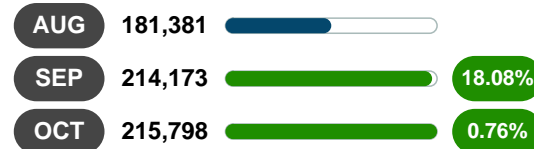


3 MONTHS

5 year OCT AVG = 181,492

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

Average Sold Price at Closing this month at **215,798** above the 5 yr OCT average of **181,492**



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	2.13%	49,900	49,900	0	0	0
\$50,001 - \$100,000	14.89%	75,286	81,833	60,500	100,000	0
\$100,001 - \$125,000	10.64%	115,980	117,500	114,967	0	0
\$125,001 - \$225,000	36.17%	173,141	181,750	167,825	188,667	0
\$225,001 - \$275,000	12.77%	247,333	0	247,000	249,000	0
\$275,001 - \$400,000	12.77%	308,218	290,000	291,667	342,155	0
\$400,001 and up	10.64%	541,800	0	465,000	593,000	0
Average Sold Price		215,798	131,544	199,296	337,831	0
Total Closed Units		47	9	28	10	0
Total Closed Volume		10,142,509	1.18M	5.58M	3.38M	0.00B

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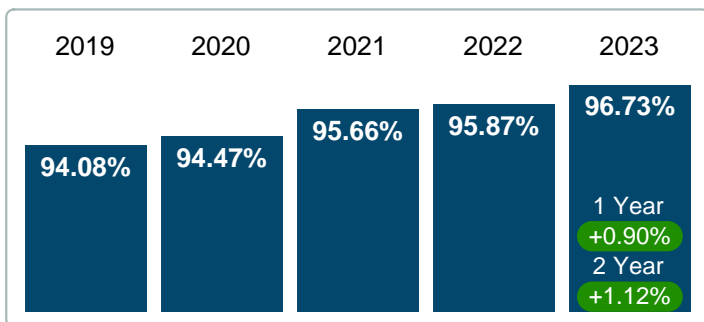
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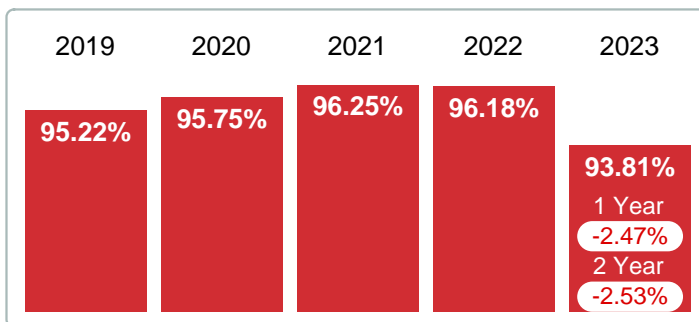
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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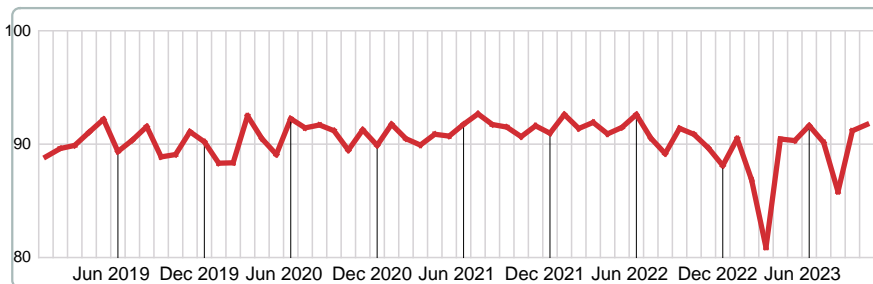
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

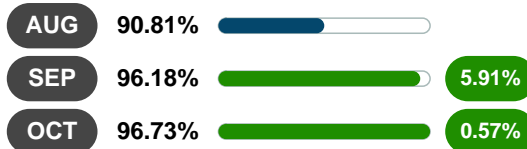


3 MONTHS

5 year OCT AVG = 95.36%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.73%** above the 5 yr OCT average of **95.36%**



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	1	2.13%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	14.89%	94.28%	98.82%	92.17%	86.96%	0.00%
\$100,001 - \$125,000	5	10.64%	97.42%	97.62%	97.29%	0.00%	0.00%
\$125,001 - \$225,000	17	36.17%	97.22%	95.89%	98.45%	93.22%	0.00%
\$225,001 - \$275,000	6	12.77%	94.47%	0.00%	93.43%	99.64%	0.00%
\$275,001 - \$400,000	6	12.77%	99.23%	101.75%	97.55%	100.48%	0.00%
\$400,001 and up	5	10.64%	96.86%	0.00%	98.00%	96.10%	0.00%
Average Sold/List Ratio		96.70%		98.36%	96.63%	95.55%	0.00%
Total Closed Units		47	100%	9	28	10	
Total Closed Volume		10,142,509		1.18M	5.58M	3.38M	0.00B

October 2023



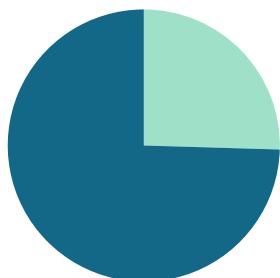
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

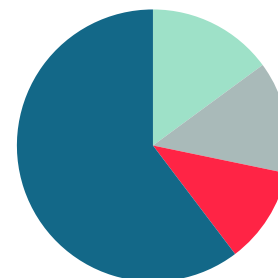


Inventory
 New Listings
68 = 25.47%
 Start Inventory
199
 Total Inventory Units
267
 Volume
\$76,311,926

Market Activity

Closed Sales
47 = 14.92%
 Pending Sales
42 = 13.33%
 Other Off Market
36 = 11.43%
 Active Inventory
190 = 60.32%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	45	47	4.44%	615	550	-10.57%
Pending Sales	40	42	5.00%	604	562	-6.95%
New Listings	67	68	1.49%	765	799	4.44%
Average List Price	181,787	222,846	22.59%	222,486	217,476	-2.25%
Average Sale Price	174,571	215,798	23.62%	214,293	205,950	-3.89%
Average Percent of Selling Price to List Price	95.87%	96.73%	0.90%	96.18%	93.81%	-2.47%
Average Days on Market to Sale	37.62	52.68	40.03%	34.25	39.14	14.28%
Monthly Inventory	168	190	13.10%	168	190	13.10%
Months Supply of Inventory	2.68	3.61	34.39%	2.68	3.61	34.39%

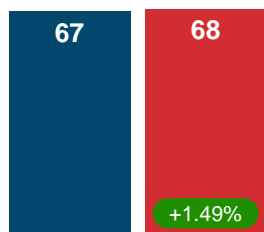
Absorption: Last 12 months, an Average of **53** Sales/Month

Inventory on October 31, 2023 = **190**

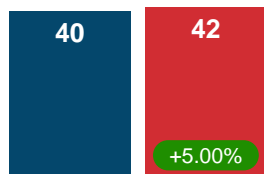
2022 **2023**

OCTOBER MARKET

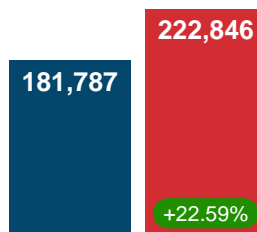
New Listings



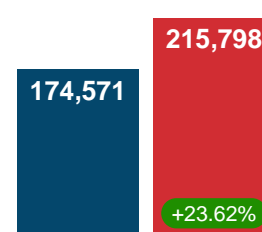
Pending Listings



List Price

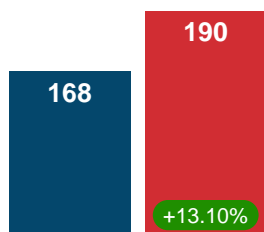


Sale Price

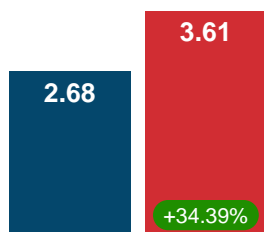


INVENTORY

Active Inventory

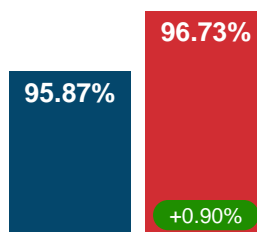


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

