

October 2023



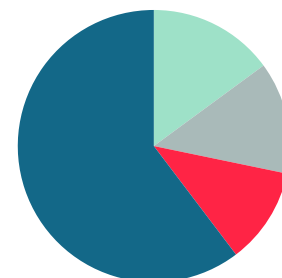
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	149,900	179,000	19.41%
Median Sale Price	150,000	180,000	20.00%
Median Percent of Selling Price to List Price	100.00%	97.78%	-2.22%
Median Days on Market to Sale	16.00	26.00	62.50%
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.

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 **20.00%** in October 2023 to \$180,000 versus the previous year at \$150,000.

Median Days on Market Lengthens

The median number of **26.00** days that homes spent on the market before selling increased by 10.00 days or **62.50%** in October 2023 compared to last year's same month at **16.00** DOM.

Sales Success for October 2023 is Positive

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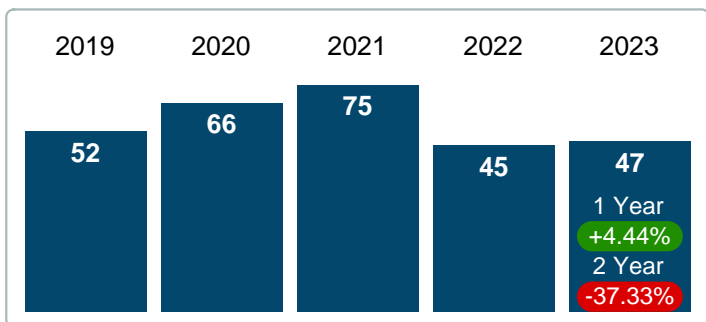
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



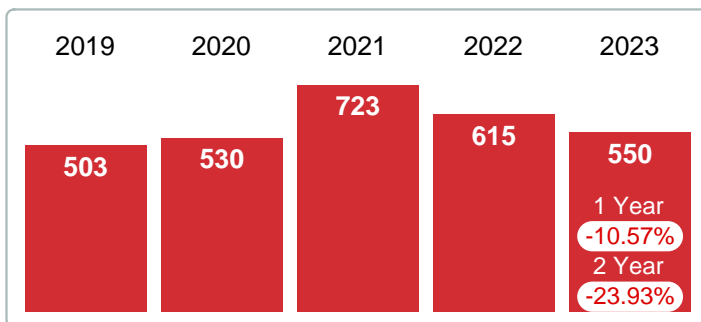
CLOSED LISTINGS

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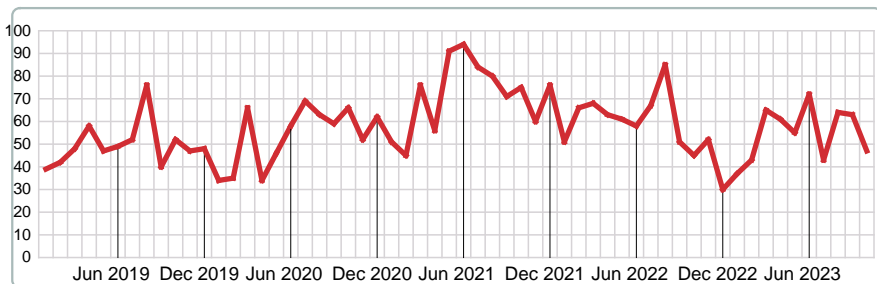
OCTOBER



YEAR TO DATE (YTD)

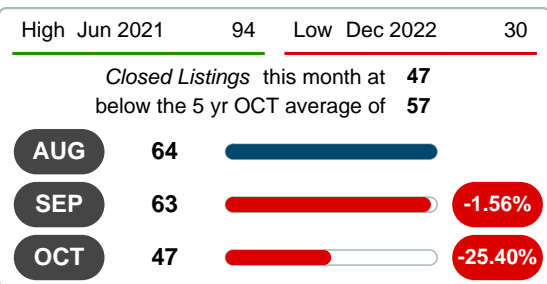


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	1.0	3	3	1	0
\$100,001 - \$125,000	5	10.64%	7.0	2	3	0	0
\$125,001 - \$225,000	17	36.17%	32.0	2	12	3	0
\$225,001 - \$275,000	6	12.77%	38.5	0	5	1	0
\$275,001 - \$400,000	6	12.77%	14.5	1	3	2	0
\$400,001 and up	5	10.64%	31.0	0	2	3	0
Total Closed Units	47			9	28	10	0
Total Closed Volume	10,142,509	100%	26.0	1.18M	5.58M	3.38M	0.00B
Median Closed Price	\$180,000			\$115,000	\$171,750	\$275,500	\$0

October 2023



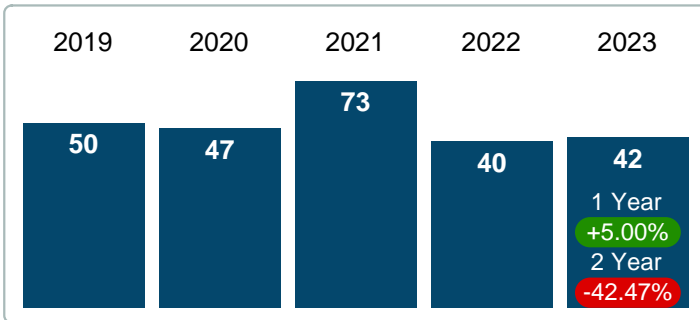
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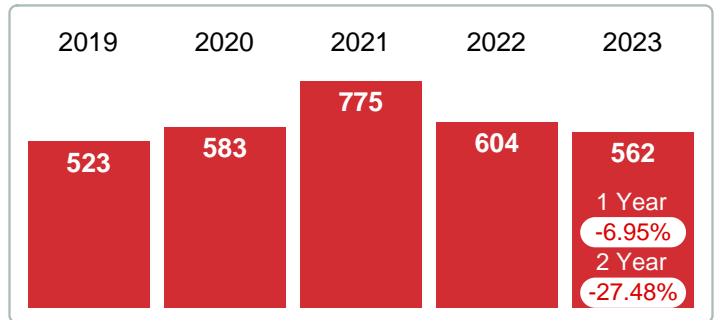
PENDING LISTINGS

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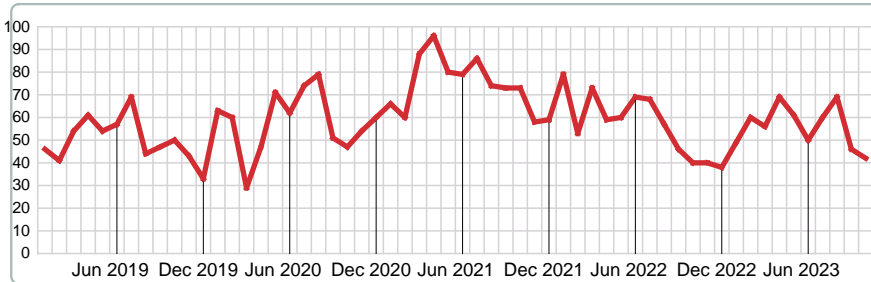
OCTOBER



YEAR TO DATE (YTD)

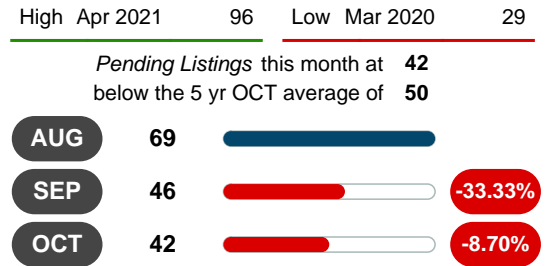


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	24.0	3	3	0	0
\$100,001 - \$125,000	2	4.76%	42.0	1	0	1	0
\$125,001 - \$225,000	17	40.48%	14.0	0	14	2	1
\$225,001 - \$300,000	5	11.90%	79.0	0	4	1	0
\$300,001 - \$450,000	6	14.29%	31.0	0	3	3	0
\$450,001 and up	4	9.52%	95.5	0	2	2	0
Total Pending Units	42			5	27	9	1
Total Pending Volume	9,445,690	100%	29.5	398.70K	5.77M	3.06M	224.90K
Median Listing Price	\$177,400			\$79,900	\$169,900	\$325,000	\$224,900

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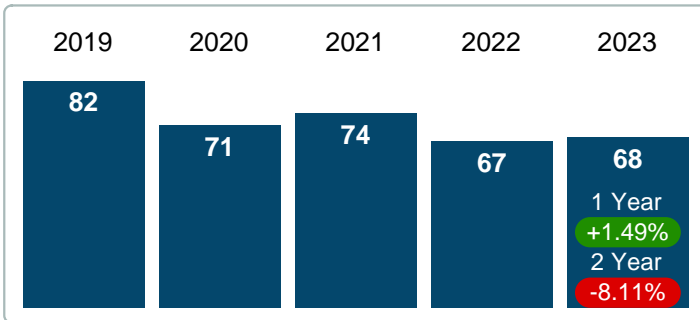
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



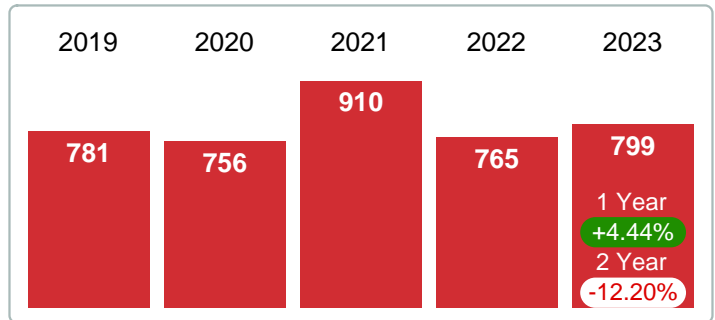
NEW LISTINGS

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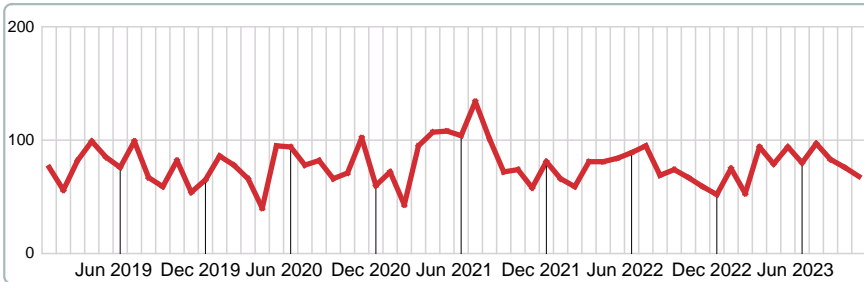
OCTOBER



YEAR TO DATE (YTD)

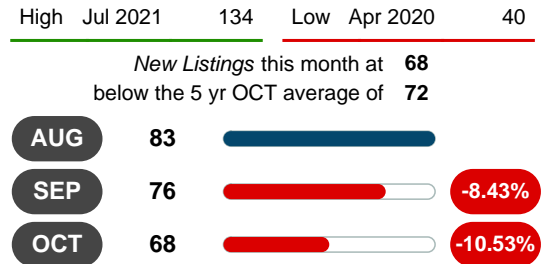


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$184,950		\$110,000	\$174,950	\$250,000	\$399,900

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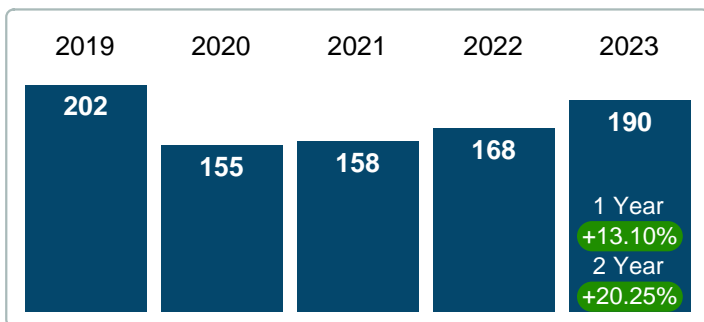
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



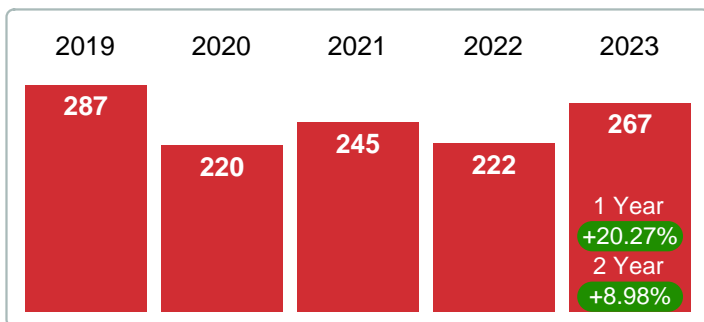
ACTIVE INVENTORY

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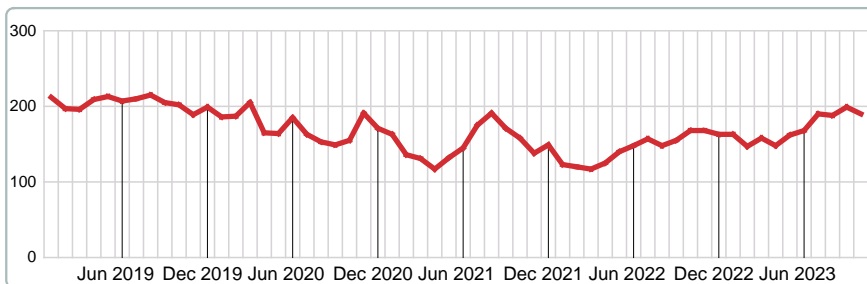
END OF OCTOBER



ACTIVE DURING OCTOBER

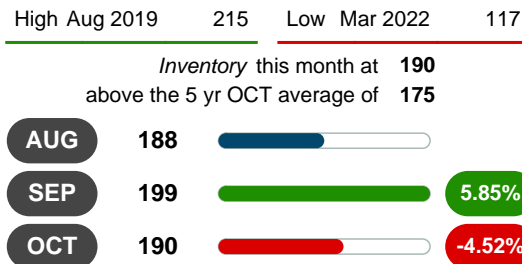


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 175



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.47%	81.0	9	9	0	0
\$75,001 - \$100,000	15	7.89%	18.0	6	6	3	0
\$100,001 - \$175,000	39	20.53%	57.0	6	27	4	2
\$175,001 - \$275,000	41	21.58%	49.0	8	20	11	2
\$275,001 - \$350,000	36	18.95%	74.0	2	25	9	0
\$350,001 - \$525,000	21	11.05%	56.0	3	12	5	1
\$525,001 and up	20	10.53%	108.5	1	11	3	5
Total Active Inventory by Units		190		35	110	35	10
Total Active Inventory by Volume		56,039,837	100%	6.06M	31.34M	10.40M	8.25M
Median Active Inventory Listing Price		\$244,700		\$110,000	\$249,950	\$269,000	\$464,900

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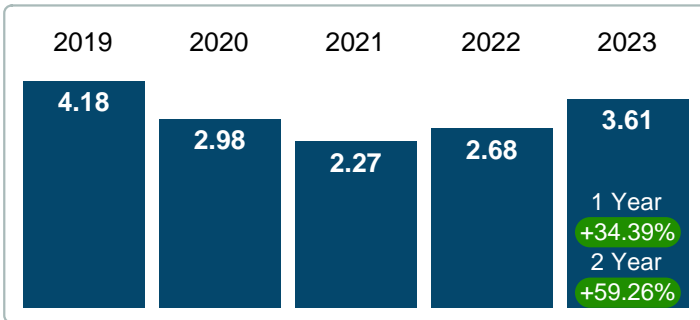
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



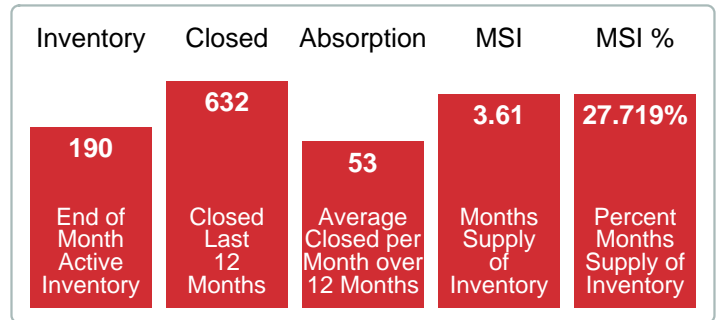
MONTHS SUPPLY of INVENTORY (MSI)

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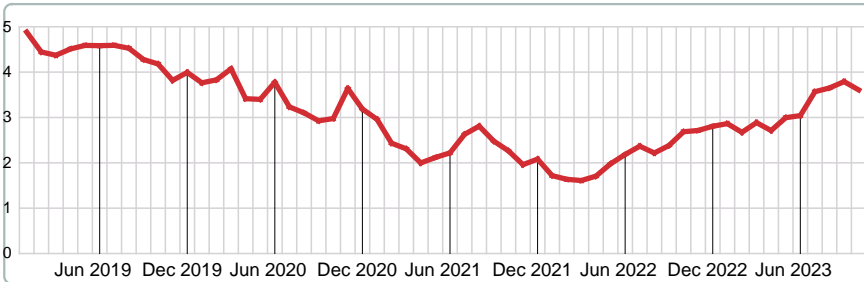
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

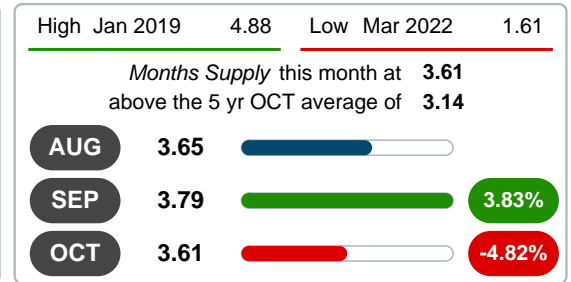


5 YEAR MARKET ACTIVITY TRENDS



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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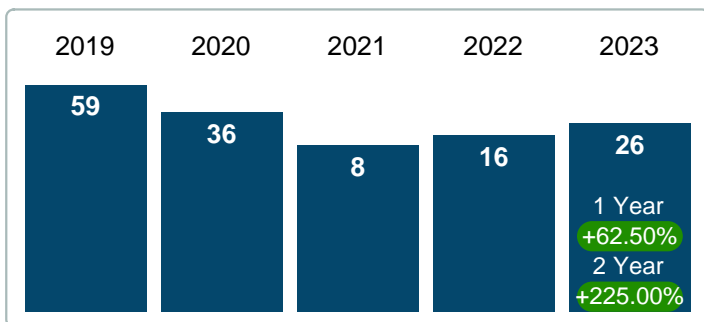
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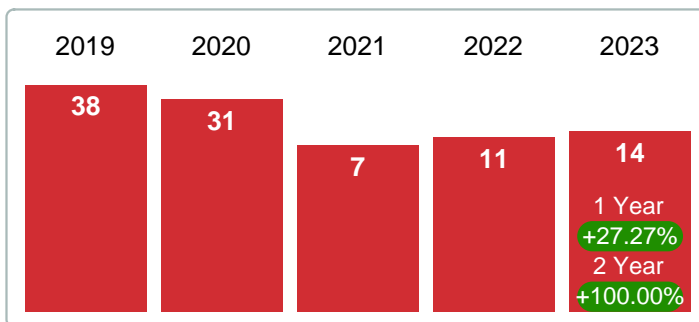
MEDIAN DAYS ON MARKET TO SALE

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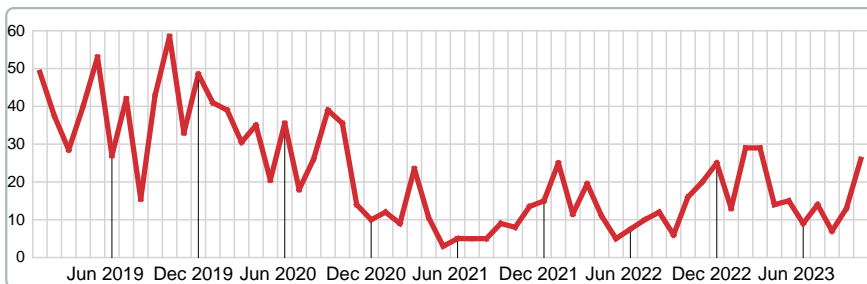
OCTOBER



YEAR TO DATE (YTD)

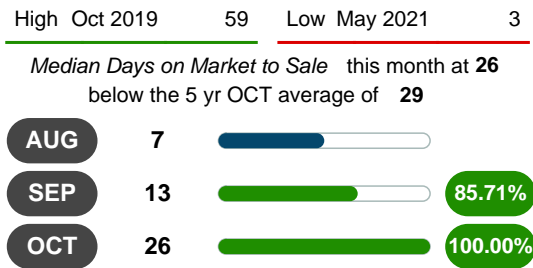


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 29



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	2.13%	29	29	0	0	0
\$50,001 - \$100,000	14.89%	1	1	1	130	0
\$100,001 - \$125,000	10.64%	7	2	35	0	0
\$125,001 - \$225,000	36.17%	32	158	16	52	0
\$225,001 - \$275,000	12.77%	39	0	50	27	0
\$275,001 - \$400,000	12.77%	15	3	20	70	0
\$400,001 and up	10.64%	31	0	20	74	0
Median Closed DOM		26	3	20	63	0
Total Closed Units	100%	26.0	9	28	10	
Total Closed Volume		10,142,509	1.18M	5.58M	3.38M	0.00B

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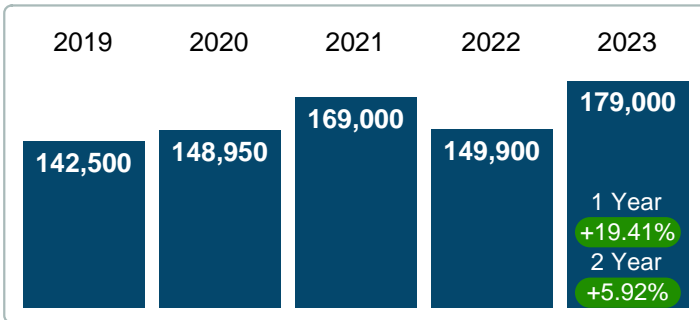
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



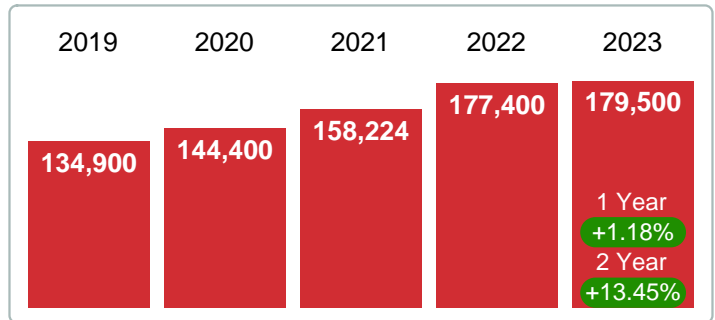
MEDIAN LIST PRICE AT CLOSING

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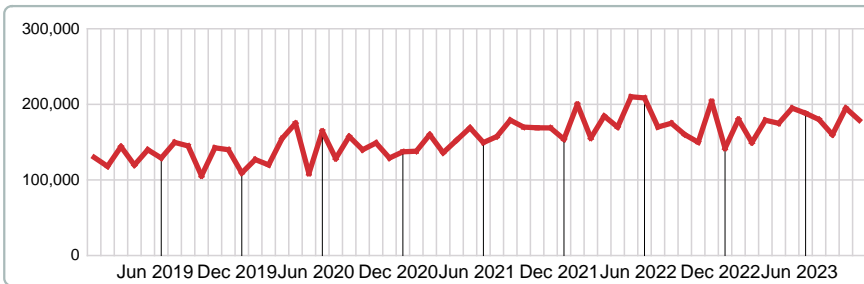
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

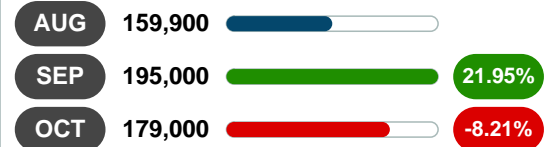


3 MONTHS

5 year OCT AVG = 157,870

High May 2022 210,000 Low Sep 2019 105,500

Median List Price at Closing this month at **179,000** above the 5 yr OCT average of **157,870**



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	2.13%	49,900	49,900	0	0	0
\$50,001 - \$100,000	12.77%	69,450	85,000	69,000	0	0
\$100,001 - \$125,000	10.64%	115,000	115,000	120,000	115,000	0
\$125,001 - \$225,000	31.91%	155,000	137,950	170,000	145,000	0
\$225,001 - \$275,000	14.89%	239,000	229,900	245,000	232,000	0
\$275,001 - \$400,000	17.02%	299,000	285,000	299,000	340,000	0
\$400,001 and up	10.64%	575,000	0	475,000	625,000	0
Median List Price		179,000	115,000	177,000	277,450	0
Total Closed Units	100%	179,000	9	28	10	0
Total Closed Volume		10,473,750	1.20M	5.77M	3.50M	0.00B

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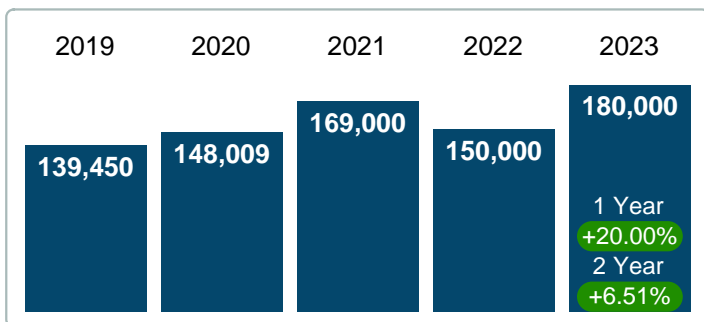
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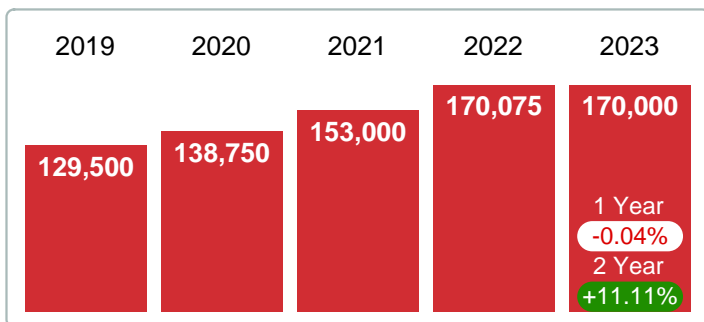
MEDIAN SOLD PRICE AT CLOSING

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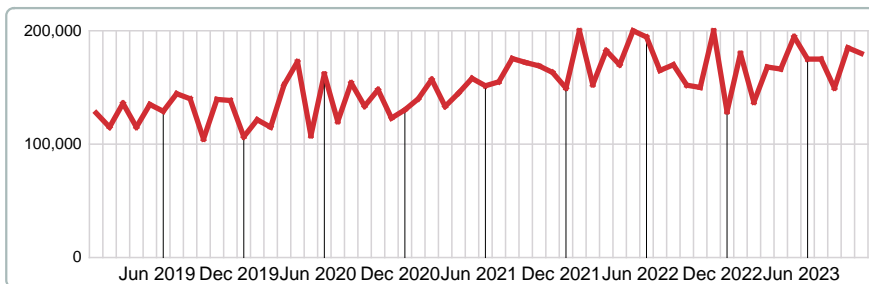
OCTOBER



YEAR TO DATE (YTD)

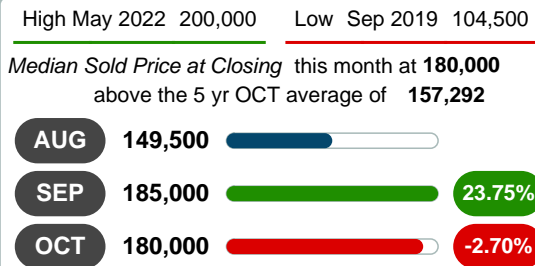


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 157,292



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	2.13%	49,900	49,900	0	0	0
\$50,001 - \$100,000	14.89%	67,500	82,000	59,000	100,000	0
\$100,001 - \$125,000	10.64%	115,000	117,500	115,000	0	0
\$125,001 - \$225,000	36.17%	160,000	181,750	158,750	206,000	0
\$225,001 - \$275,000	12.77%	247,000	0	245,000	249,000	0
\$275,001 - \$400,000	12.77%	297,500	290,000	295,000	342,155	0
\$400,001 and up	10.64%	540,000	0	465,000	590,000	0
Median Sold Price		180,000	115,000	171,750	275,500	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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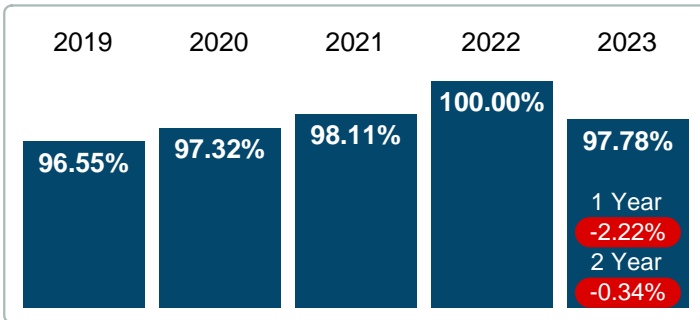
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



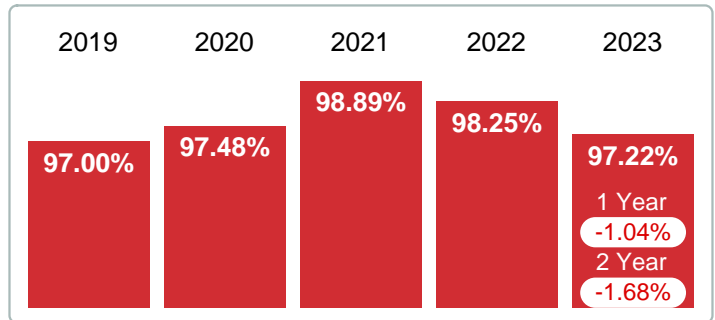
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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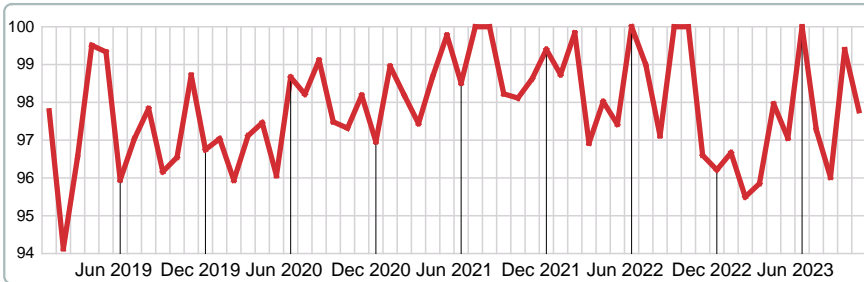
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

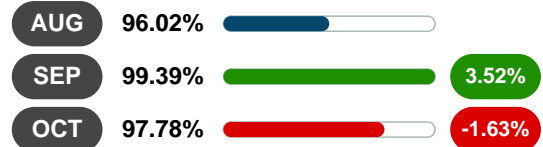


3 MONTHS

5 year OCT AVG = 97.95%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **97.78%**
equal to 5 yr OCT average of **97.95%**



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	1	2.13%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	14.89%	97.83%	100.00%	97.83%	86.96%	0.00%
\$100,001 - \$125,000	5	10.64%	96.04%	97.62%	96.04%	0.00%	0.00%
\$125,001 - \$225,000	17	36.17%	97.78%	95.89%	100.00%	93.10%	0.00%
\$225,001 - \$275,000	6	12.77%	94.05%	0.00%	93.88%	99.64%	0.00%
\$275,001 - \$400,000	6	12.77%	99.68%	101.75%	98.66%	100.48%	0.00%
\$400,001 and up	5	10.64%	97.20%	0.00%	98.00%	94.40%	0.00%
Median Sold/List Ratio		97.78%		100.00%	97.80%	95.69%	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



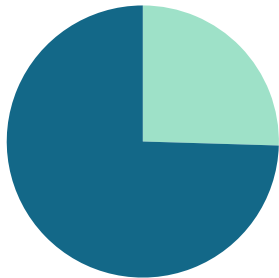
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

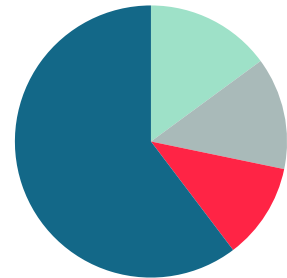
- New Listings **68 = 25.47%**
- Start Inventory **199**
- Total Inventory Units **267**
- Volume **\$76,311,926**

Market Activity

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%
Median List Price	149,900	179,000	19.41%	177,400	179,500	1.18%
Median Sale Price	150,000	180,000	20.00%	170,075	170,000	-0.04%
Median Percent of Selling Price to List Price	100.00%	97.78%	-2.22%	98.25%	97.22%	-1.04%
Median Days on Market to Sale	16.00	26.00	62.50%	11.00	14.00	27.27%
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

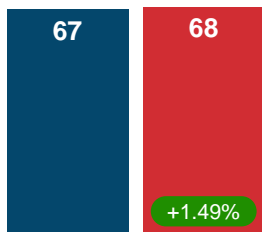
Inventory on October 31, 2023 = **190**

2022 **2023**

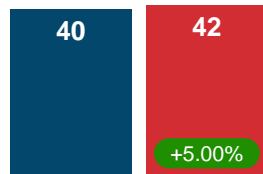
OCTOBER MARKET

MEDIAN PRICES

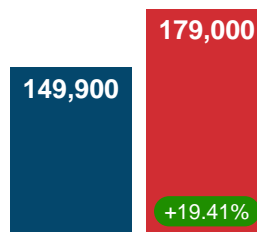
New Listings



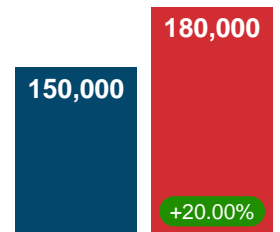
Pending Listings



List Price



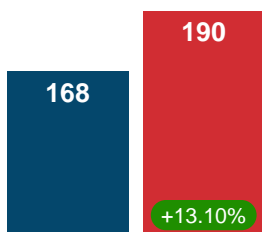
Sale Price



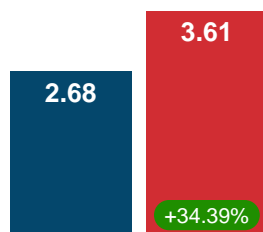
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

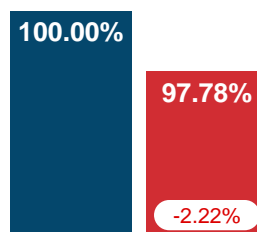
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

