

November 2023



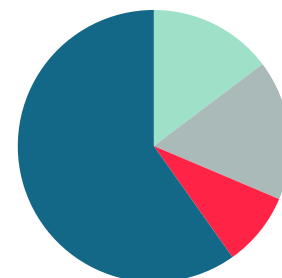
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2023 for MLS Technology Inc.

Compared Metrics	November		+/-%
	2022	2023	
Closed Listings	52	45	-13.46%
Pending Listings	40	51	27.50%
New Listings	59	63	6.78%
Average List Price	248,967	234,707	-5.73%
Average Sale Price	236,606	217,217	-8.19%
Average Percent of Selling Price to List Price	94.66%	93.62%	-1.10%
Average Days on Market to Sale	33.94	55.78	64.33%
End of Month Inventory	169	183	8.28%
Months Supply of Inventory	2.73	3.51	28.73%



■ Closed (14.71%)
■ Pending (16.67%)
■ Other OffMarket (8.82%)
■ Active (59.80%)

Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of November 30, 2023 = **183**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **8.28%** to 183 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **3.51** 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 **8.19%** in November 2023 to \$217,217 versus the previous year at \$236,606.

Average Days on Market Lengthens

The average number of **55.78** days that homes spent on the market before selling increased by 21.84 days or **64.33%** in November 2023 compared to last year's same month at **33.94** DOM.

Sales Success for November 2023 is Positive

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

There were 63 New Listings in November 2023, up **6.78%** from last year at 59. Furthermore, there were 45 Closed Listings this month versus last year at 52, a **-13.46%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, November 2022, at **88.1%**, a **18.96%** downswing. 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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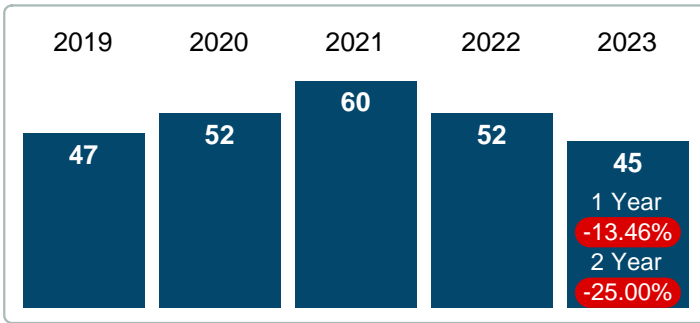
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



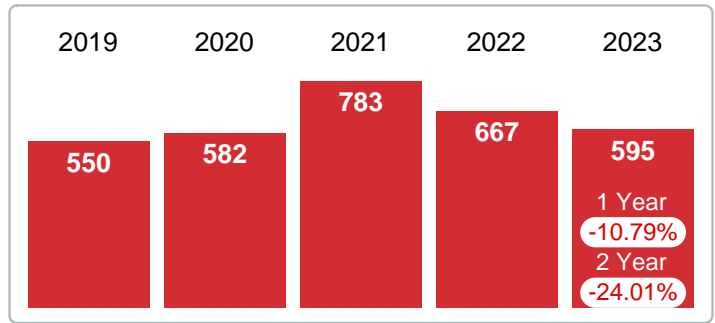
CLOSED LISTINGS

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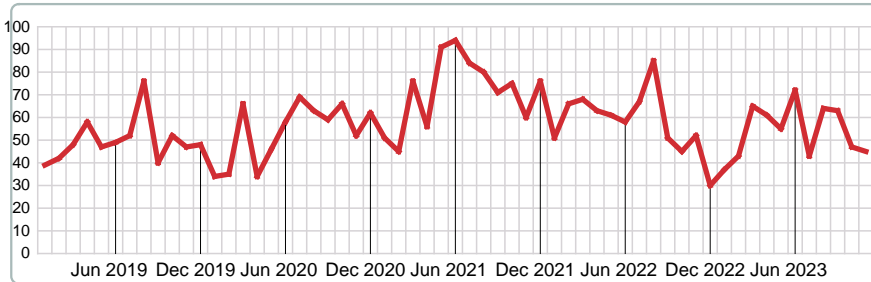
NOVEMBER



YEAR TO DATE (YTD)

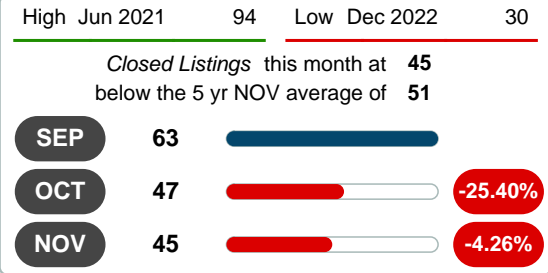


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 51



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	5	11.11%	68.4	2	3	0	0
\$50,001 - \$75,000	4	8.89%	69.3	4	0	0	0
\$75,001 - \$125,000	7	15.56%	24.3	3	1	3	0
\$125,001 - \$175,000	9	20.00%	76.8	0	9	0	0
\$175,001 - \$275,000	9	20.00%	32.0	1	7	0	1
\$275,001 - \$400,000	7	15.56%	73.3	1	4	2	0
\$400,001 and up	4	8.89%	57.3	0	1	2	1
Total Closed Units	45			11	25	7	2
Total Closed Volume	9,774,770	100%	55.8	1.16M	4.93M	2.01M	1.67M
Average Closed Price	\$217,217			\$105,136	\$197,152	\$287,796	\$837,450

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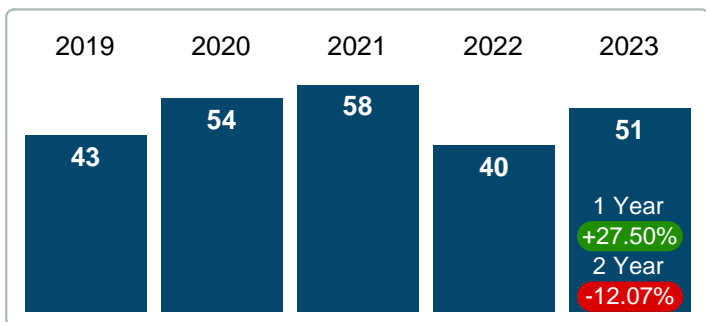
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



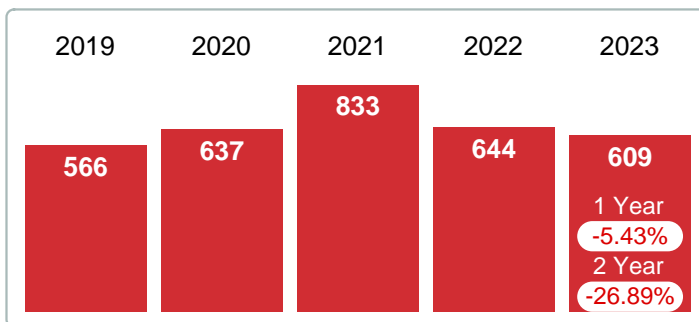
PENDING LISTINGS

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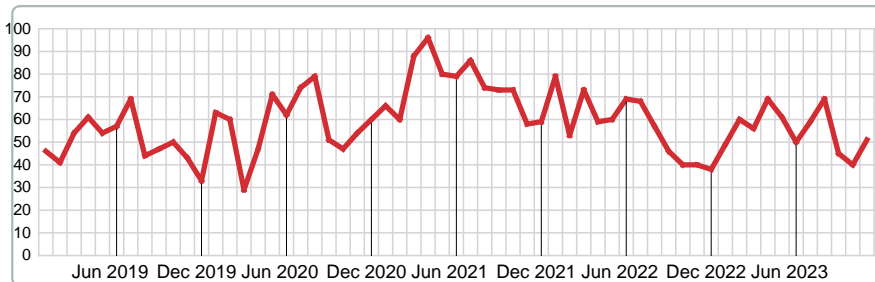
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 51 above the 5 yr NOV average of 49



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	9.80%	104.8	3	2	0	0
\$60,001 - \$90,000	6	11.76%	31.0	1	4	1	0
\$90,001 - \$140,000	9	17.65%	39.7	3	5	1	0
\$140,001 - \$190,000	11	21.57%	28.6	1	10	0	0
\$190,001 - \$290,000	8	15.69%	49.6	1	6	1	0
\$290,001 - \$360,000	7	13.73%	49.4	1	4	2	0
\$360,001 and up	5	9.80%	139.4	1	4	0	0
Total Pending Units	51			11	35	5	0
Total Pending Volume	11,233,598	100%	109.1	2.13M	8.08M	1.03M	0.00B
Average Listing Price	\$145,557			\$193,300	\$230,769	\$206,080	\$0

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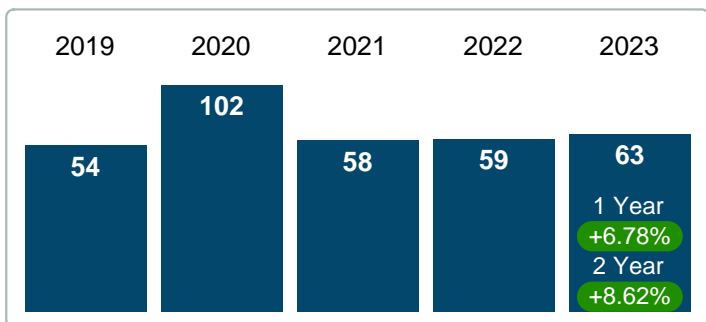
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



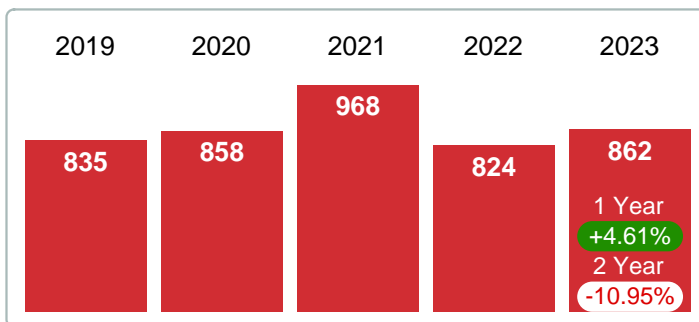
NEW LISTINGS

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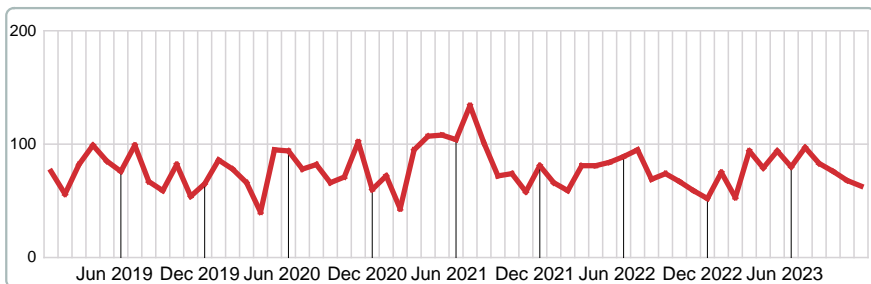
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **63**
below the 5 yr NOV average of **67**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	6	9.52%	2	4	0	0
\$80,001 - \$120,000	6	9.52%	4	2	0	0
\$120,001 - \$140,000	11	17.46%	3	8	0	0
\$140,001 - \$230,000	17	26.98%	4	12	1	0
\$230,001 - \$290,000	8	12.70%	0	5	2	1
\$290,001 - \$450,000	9	14.29%	2	4	2	1
\$450,001 and up	6	9.52%	0	1	4	1
Total New Listed Units	63		15	36	9	3
Total New Listed Volume	14,546,300	100%	2.30M	6.95M	3.97M	1.32M
Average New Listed Listing Price	\$0		\$153,280	\$193,175	\$441,422	\$440,000

November 2023



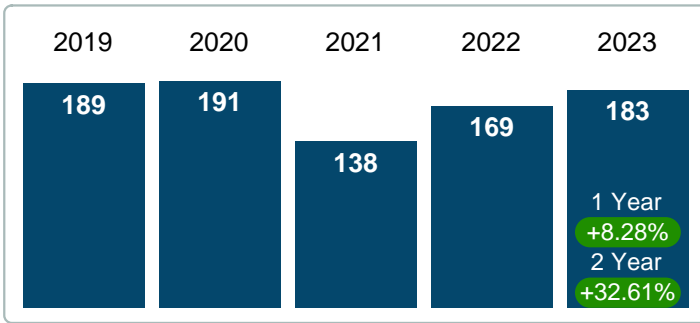
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



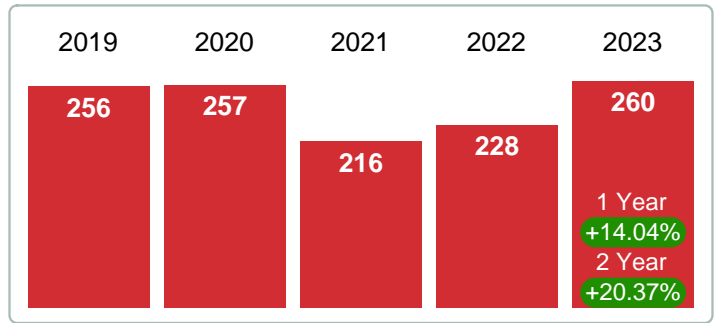
ACTIVE INVENTORY

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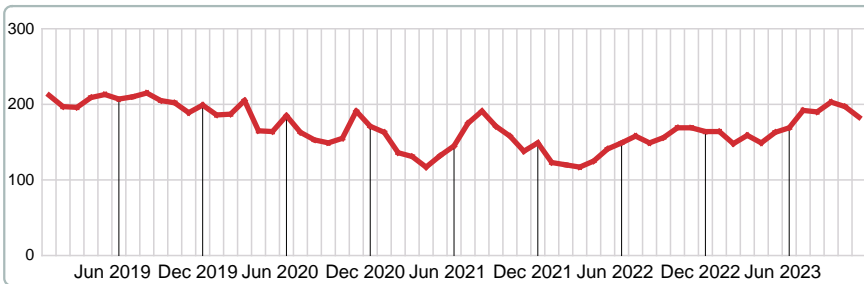
END OF NOVEMBER



ACTIVE DURING NOVEMBER

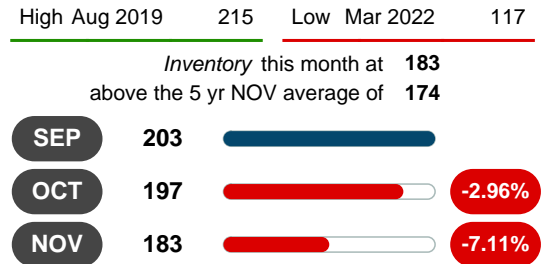


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 174



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	11	6.01%	91.9	4	7	0	0
\$75,001 - \$125,000	24	13.11%	80.3	13	10	1	0
\$125,001 - \$175,000	34	18.58%	67.9	4	26	3	1
\$175,001 - \$275,000	46	25.14%	76.7	8	23	12	3
\$275,001 - \$325,000	21	11.48%	92.4	1	17	3	0
\$325,001 - \$550,000	28	15.30%	90.9	4	10	11	3
\$550,001 and up	19	10.38%	95.1	0	9	5	5
Total Active Inventory by Units	183			34	102	35	12
Total Active Inventory by Volume	53,230,149	100%	82.3	5.39M	26.69M	11.74M	9.41M
Average Active Inventory Listing Price	\$290,875			\$158,626	\$261,619	\$335,540	\$783,983

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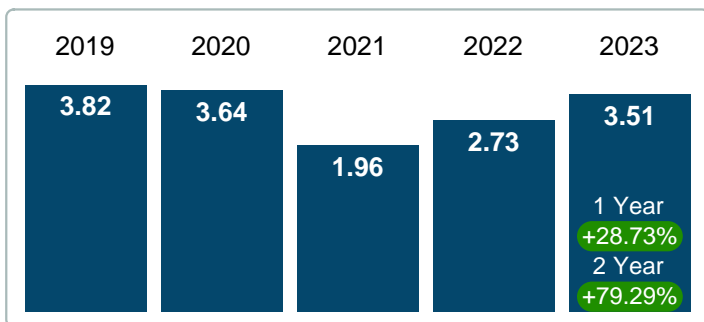
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



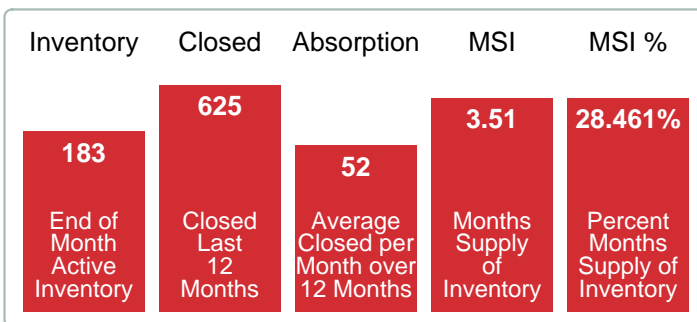
MONTHS SUPPLY of INVENTORY (MSI)

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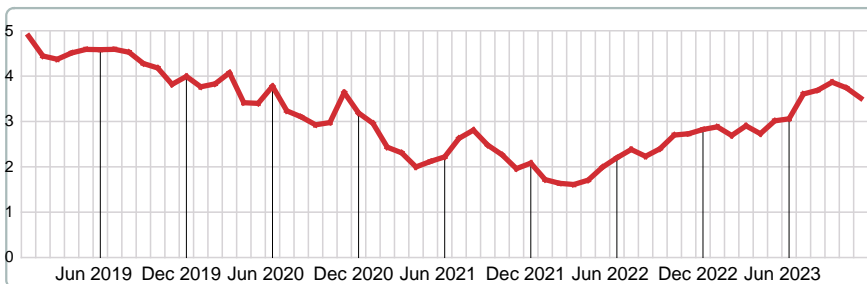
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

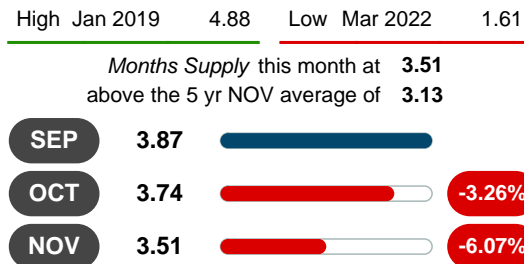


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.13



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	11	6.01%	1.22	0.87	1.83	0.00	0.00
\$75,001 - \$125,000	24	13.11%	2.80	3.55	2.45	1.33	0.00
\$125,001 - \$175,000	34	18.58%	3.40	2.09	3.67	3.00	0.00
\$175,001 - \$275,000	46	25.14%	3.63	8.00	2.63	4.36	18.00
\$275,001 - \$325,000	21	11.48%	5.73	3.00	6.80	3.60	0.00
\$325,001 - \$550,000	28	15.30%	4.05	48.00	2.79	3.77	9.00
\$550,001 and up	19	10.38%	15.20	0.00	36.00	10.00	10.00
Market Supply of Inventory (MSI)			3.51	2.94	3.39	3.75	11.08
Total Active Inventory by Units		100%	3.51	34	102	35	12

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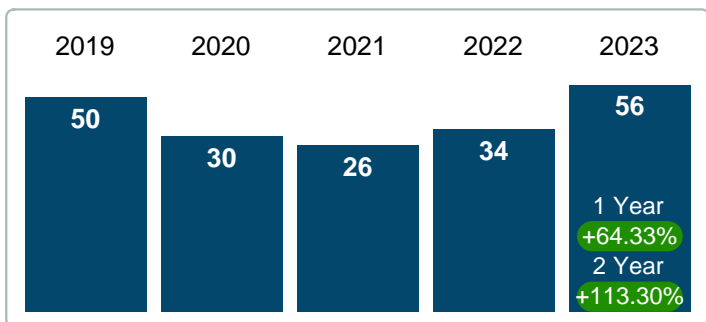
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



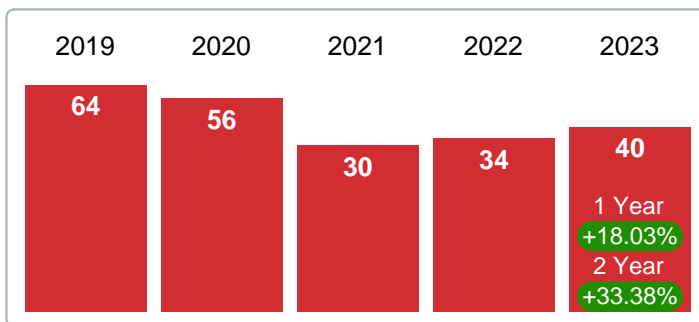
AVERAGE DAYS ON MARKET TO SALE

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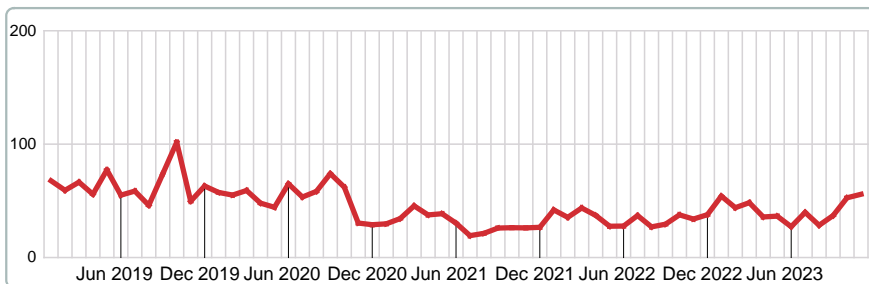
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

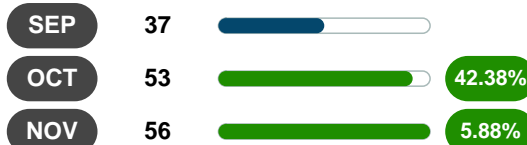


3 MONTHS

5 year NOV AVG = 39

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 56 above the 5 yr NOV average of 39



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	11.11%	68	115	38	0	0
\$50,001 - \$75,000	8.89%	69	69	0	0	0
\$75,001 - \$125,000	15.56%	24	15	7	40	0
\$125,001 - \$175,000	20.00%	77	0	77	0	0
\$175,001 - \$275,000	20.00%	32	101	25	0	14
\$275,001 - \$400,000	15.56%	73	105	81	43	0
\$400,001 and up	8.89%	57	0	8	102	18
Average Closed DOM		56	69	53	58	16
Total Closed Units	100%	56	11	25	7	2
Total Closed Volume		9,774,770	1.16M	4.93M	2.01M	1.67M

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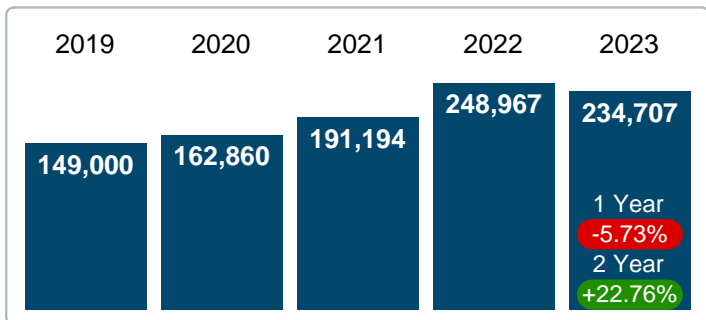
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



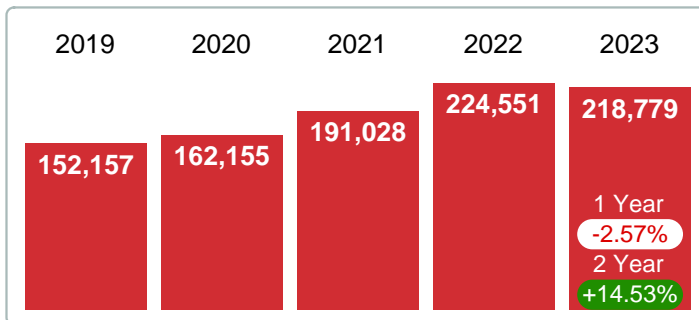
AVERAGE LIST PRICE AT CLOSING

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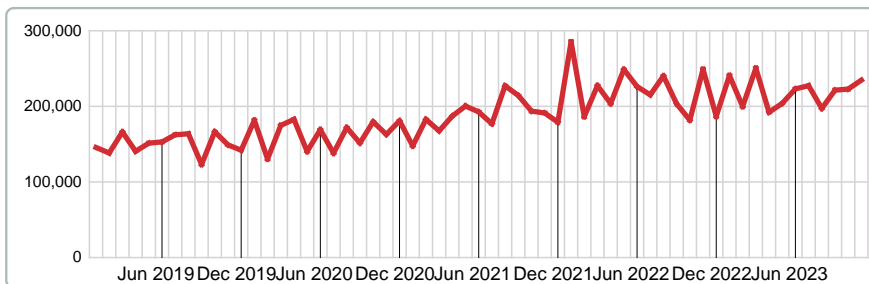
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

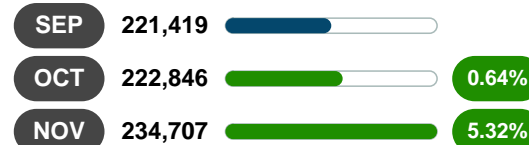


3 MONTHS

5 year NOV AVG = 197,346

High Jan 2022 285,380 Low Sep 2019 123,180

Average List Price at Closing this month at **234,707** above the 5 yr NOV average of **197,346**



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	4.44%	37,300	55,000	43,200	0	0
\$50,001 - \$75,000	13.33%	59,150	67,450	0	0	0
\$75,001 - \$125,000	15.56%	103,043	112,800	139,900	101,000	0
\$125,001 - \$175,000	20.00%	146,588	0	150,933	0	0
\$175,001 - \$275,000	20.00%	213,189	200,000	227,829	0	224,900
\$275,001 - \$400,000	15.56%	340,714	335,000	348,750	410,000	0
\$400,001 and up	11.11%	757,600	0	545,000	499,500	1,799,000
Average List Price		234,707	113,927	206,508	303,143	1,011,950
Total Closed Units	100%	234,707	11	25	7	2
Total Closed Volume		10,561,794	1.25M	5.16M	2.12M	2.02M

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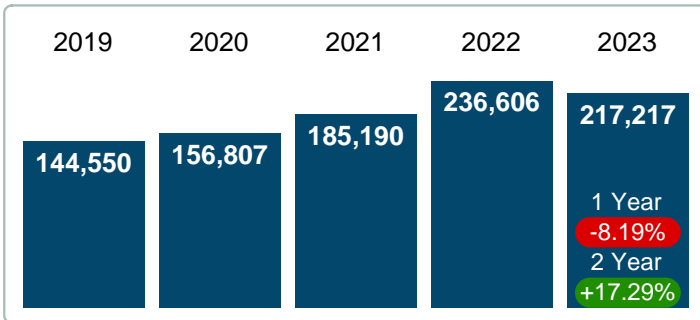
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



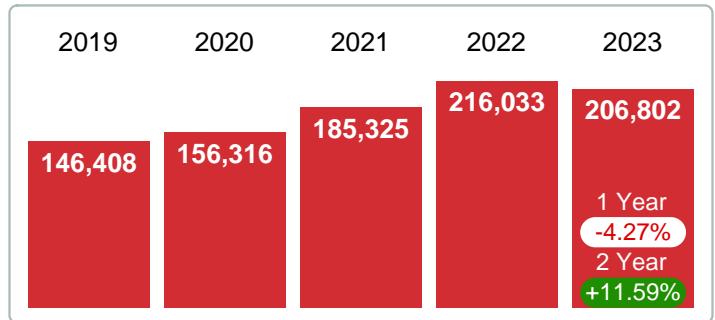
AVERAGE SOLD PRICE AT CLOSING

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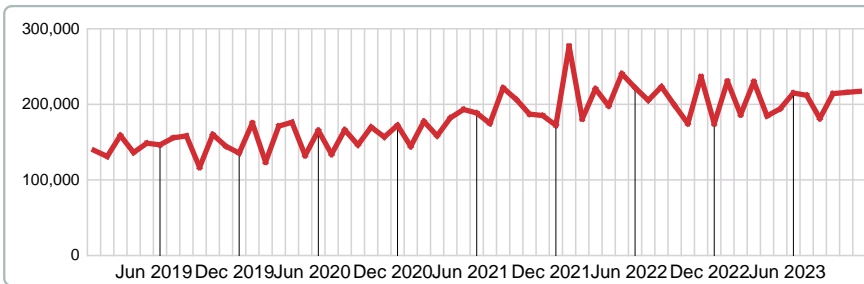
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

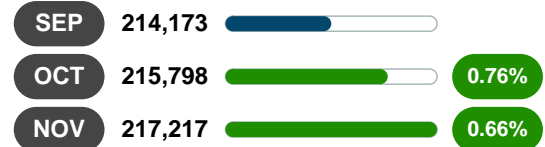


3 MONTHS

5 year NOV AVG = 188,074

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

Average Sold Price at Closing this month at 217,217 above the 5 yr NOV average of 188,074



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	11.11%	41,600	50,000	36,000	0	0
\$50,001 - \$75,000	8.89%	61,750	61,750	0	0	0
\$75,001 - \$125,000	15.56%	99,939	98,167	115,500	96,523	0
\$125,001 - \$175,000	20.00%	146,333	0	146,333	0	0
\$175,001 - \$275,000	20.00%	216,467	190,000	219,043	0	224,900
\$275,001 - \$400,000	15.56%	347,143	325,000	332,500	387,500	0
\$400,001 and up	8.89%	731,250	0	525,000	475,000	1,450,000
Average Sold Price		217,217	105,136	197,152	287,796	837,450
Total Closed Units	100%	217,217	11	25	7	2
Total Closed Volume		9,774,770	1.16M	4.93M	2.01M	1.67M

November 2023



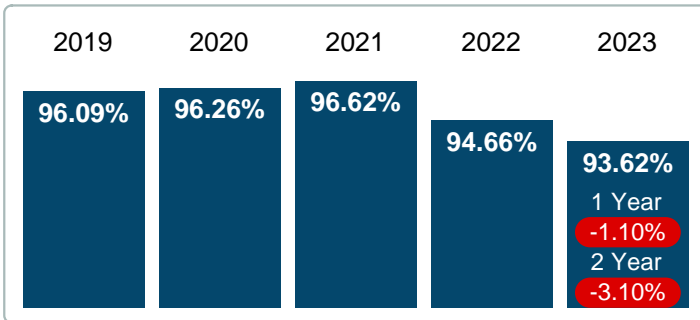
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



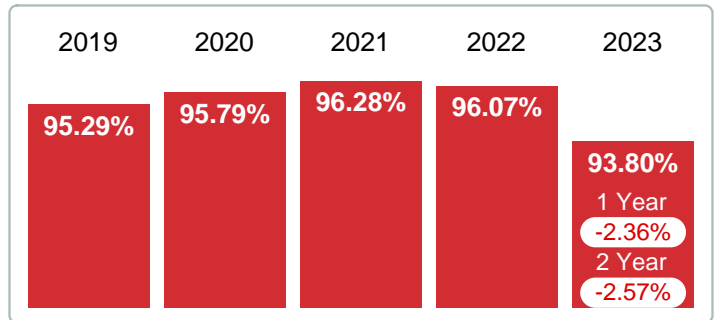
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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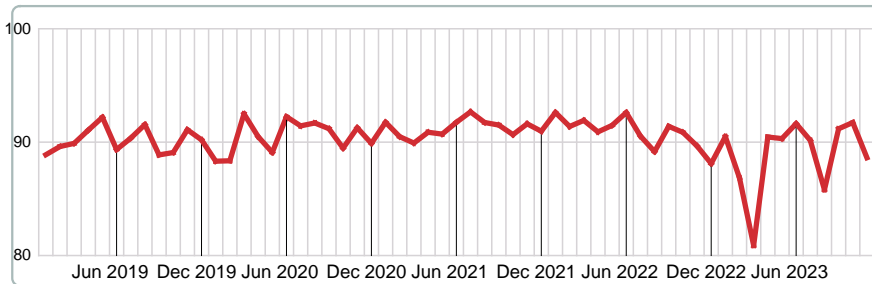
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

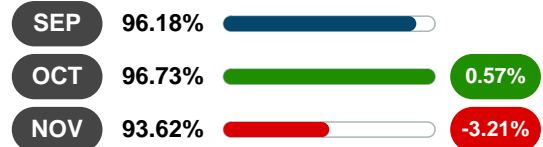


3 MONTHS

5 year NOV AVG = 95.45%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **93.62%** below the 5 yr NOV average of **95.45%**



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	5	11.11%	86.54%	90.91%	83.63%	0.00%	0.00%
\$50,001 - \$75,000	4	8.89%	91.95%	91.95%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	7	15.56%	90.49%	87.73%	82.56%	95.90%	0.00%
\$125,001 - \$175,000	9	20.00%	97.08%	0.00%	97.08%	0.00%	0.00%
\$175,001 - \$275,000	9	20.00%	96.72%	95.00%	96.50%	0.00%	100.00%
\$275,001 - \$400,000	7	15.56%	95.41%	97.01%	95.25%	94.94%	0.00%
\$400,001 and up	4	8.89%	91.75%	0.00%	96.33%	95.04%	80.60%
Average Sold/List Ratio		93.60%		91.35%	94.40%	95.38%	90.30%
Total Closed Units		45	100%	11	25	7	2
Total Closed Volume		9,774,770		1.16M	4.93M	2.01M	1.67M

November 2023



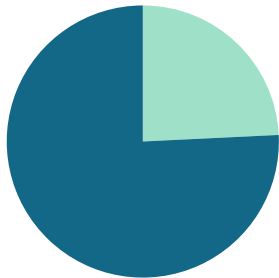
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Dec 11, 2023 for MLS Technology Inc.

INVENTORY

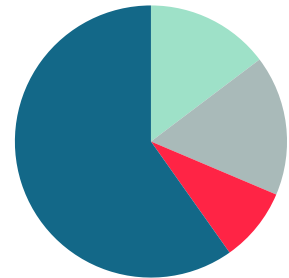


Inventory
 New Listings
63 = 24.23%
 Start Inventory
197
 Total Inventory Units
260
 Volume
\$71,982,637

Market Activity

Closed Sales
45 = 14.71%
 Pending Sales
51 = 16.67%
 Other Off Market
27 = 8.82%
 Active Inventory
183 = 59.80%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	52	45	-13.46%	667	595	-10.79%
Pending Sales	40	51	27.50%	644	609	-5.43%
New Listings	59	63	6.78%	824	862	4.61%
Average List Price	248,967	234,707	-5.73%	224,551	218,779	-2.57%
Average Sale Price	236,606	217,217	-8.19%	216,033	206,802	-4.27%
Average Percent of Selling Price to List Price	94.66%	93.62%	-1.10%	96.07%	93.80%	-2.36%
Average Days on Market to Sale	33.94	55.78	64.33%	34.23	40.40	18.03%
Monthly Inventory	169	183	8.28%	169	183	8.28%
Months Supply of Inventory	2.73	3.51	28.73%	2.73	3.51	28.73%

Absorption: Last 12 months, an Average of **52** Sales/Month

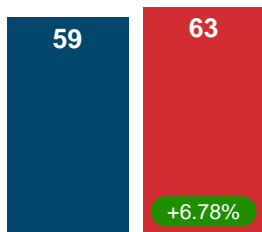
Inventory on November 30, 2023 = **183**

2022 **2023**

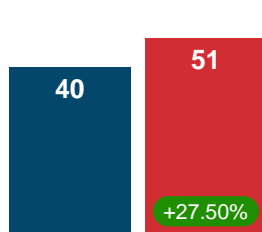
NOVEMBER MARKET

AVERAGE PRICES

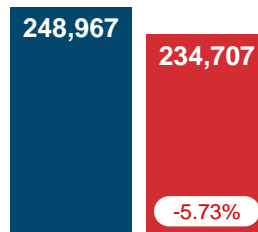
New Listings



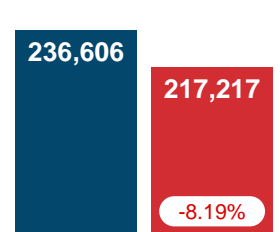
Pending Listings



List Price



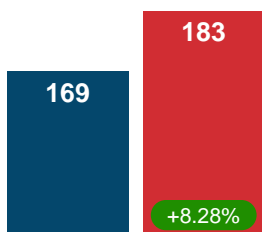
Sale Price



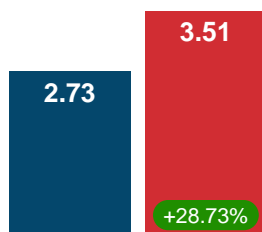
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

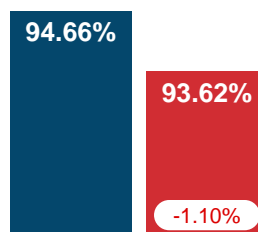
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

