

# November 2023



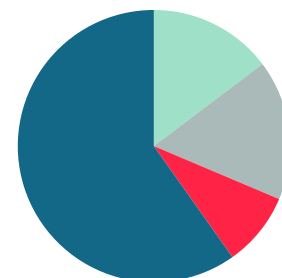
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential  
Property Type



## 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%
Median List Price	203,800	150,000	-26.40%
Median Sale Price	199,950	150,000	-24.98%
Median Percent of Selling Price to List Price	96.60%	95.63%	-1.01%
Median Days on Market to Sale	20.00	42.00	110.00%
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.

#### 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 **24.98%** in November 2023 to \$150,000 versus the previous year at \$199,950.

#### Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 22.00 days or **110.00%** in November 2023 compared to last year's same month at **20.00** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median 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.

### 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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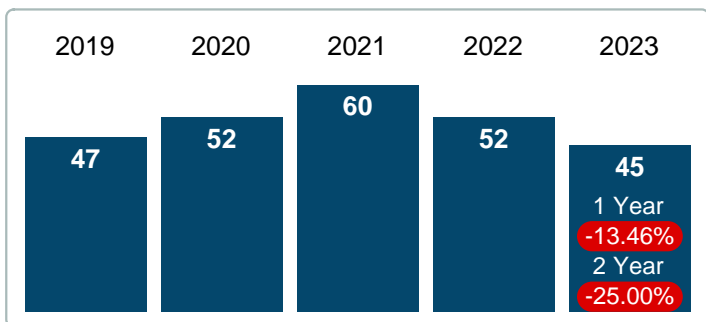
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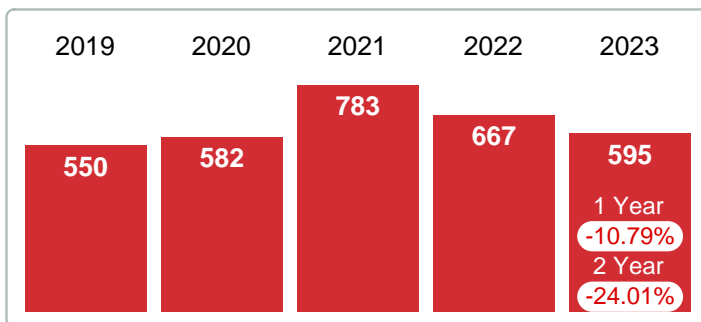
## CLOSED LISTINGS

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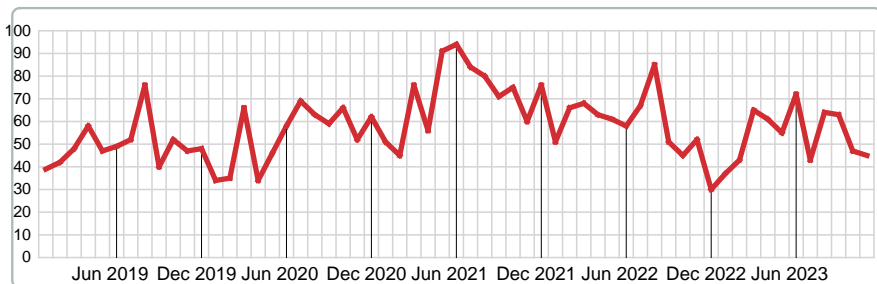
### NOVEMBER



### YEAR TO DATE (YTD)

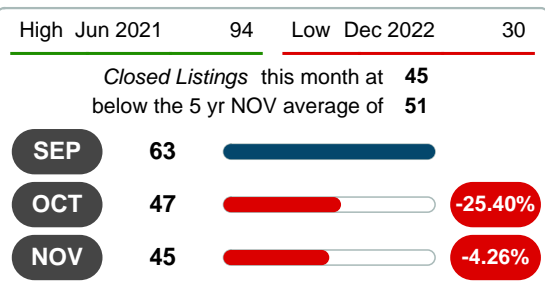


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	11.11%	69.0	2	3	0	0
\$50,001 - \$90,000	6	13.33%	39.5	5	0	1	0
\$90,001 - \$130,000	6	13.33%	28.5	2	2	2	0
\$130,001 - \$190,000	11	24.44%	59.0	1	10	0	0
\$190,001 - \$290,000	6	13.33%	18.5	0	5	0	1
\$290,001 - \$400,000	7	15.56%	81.0	1	4	2	0
\$400,001 and up	4	8.89%	30.0	0	1	2	1
<b>Total Closed Units</b>	<b>45</b>			<b>11</b>	<b>25</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,774,770</b>	<b>100%</b>	<b>42.0</b>	<b>1.16M</b>	<b>4.93M</b>	<b>2.01M</b>	<b>1.67M</b>
<b>Median Closed Price</b>	<b>\$150,000</b>			<b>\$70,000</b>	<b>\$170,000</b>	<b>\$375,000</b>	<b>\$837,450</b>

# November 2023



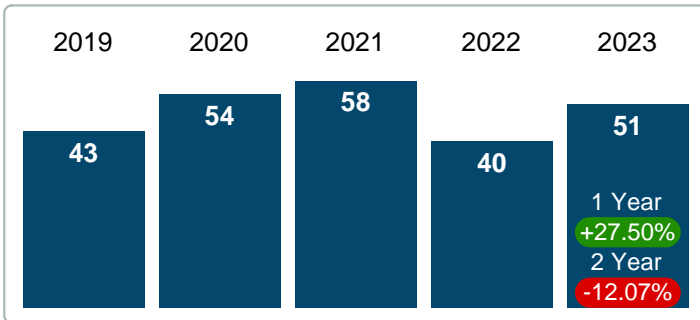
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



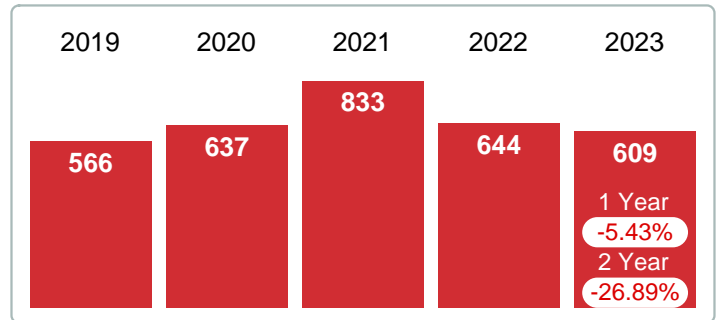
## PENDING LISTINGS

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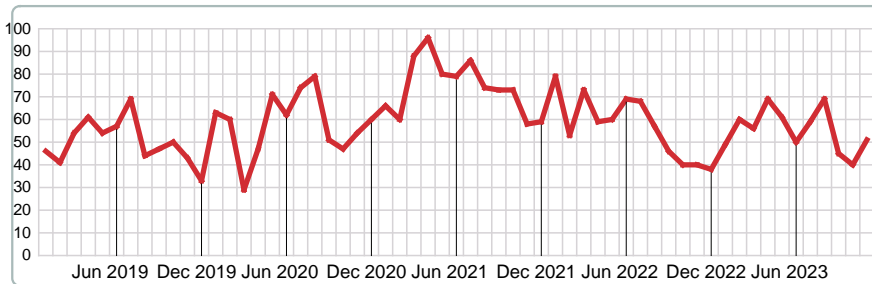
### NOVEMBER



### YEAR TO DATE (YTD)

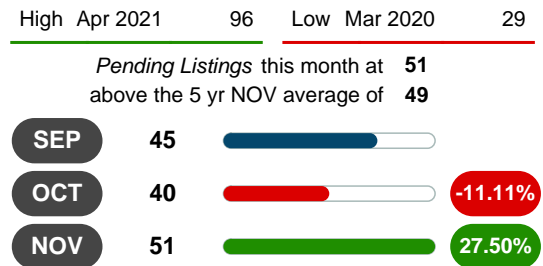


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 49



### 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	3.92%	102.5	0	2	0	0
\$50,001 - \$75,000	7	13.73%	51.0	4	3	0	0
\$75,001 - \$125,000	8	15.69%	23.5	2	4	2	0
\$125,001 - \$175,000	12	23.53%	6.5	2	10	0	0
\$175,001 - \$275,000	9	17.65%	47.0	1	7	1	0
\$275,001 - \$350,000	7	13.73%	46.0	1	4	2	0
\$350,001 and up	6	11.76%	110.0	1	5	0	0
<b>Total Pending Units</b>	<b>51</b>			<b>11</b>	<b>35</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>11,233,598</b>	<b>100%</b>	<b>27.0</b>	<b>2.13M</b>	<b>8.08M</b>	<b>1.03M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$159,000</b>			<b>\$110,000</b>	<b>\$164,900</b>	<b>\$210,000</b>	<b>\$0</b>

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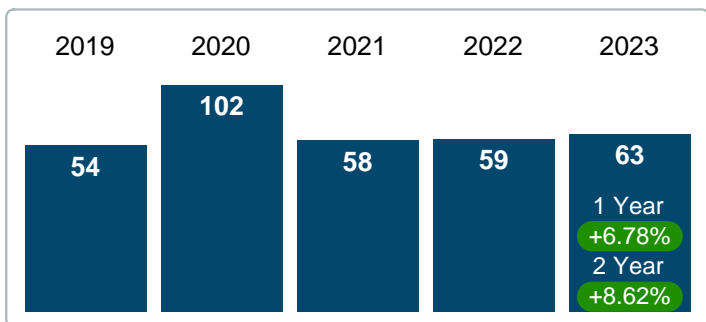
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



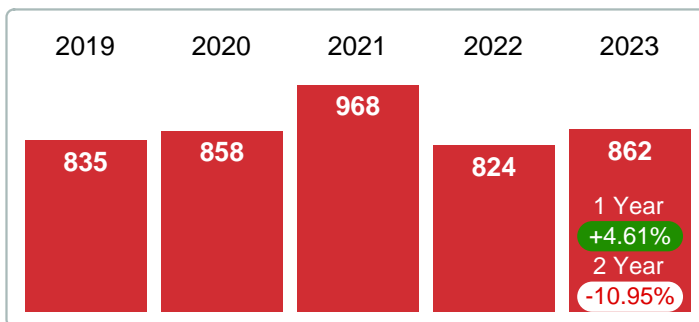
## NEW LISTINGS

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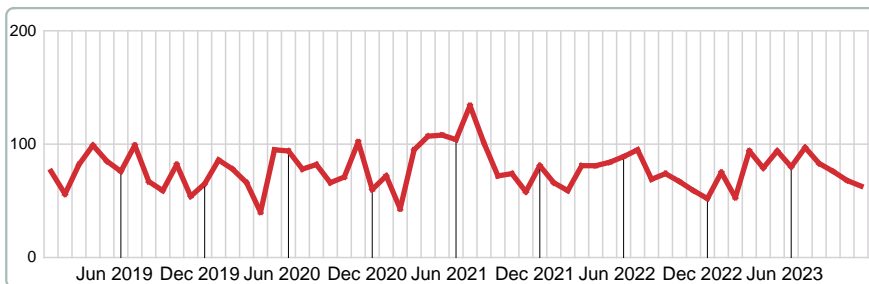
### NOVEMBER



### 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
\$75,000 and less	5	7.94%	1	4	0	0
\$75,001 - \$125,000	7	11.11%	5	2	0	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	25	39.68%	7	17	1	0
\$225,001 - \$275,000	11	17.46%	0	8	2	1
\$275,001 - \$450,000	9	14.29%	2	4	2	1
\$450,001 and up	6	9.52%	0	1	4	1
<b>Total New Listed Units</b>	<b>63</b>		<b>15</b>	<b>36</b>	<b>9</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,546,300</b>	<b>100%</b>	<b>2.30M</b>	<b>6.95M</b>	<b>3.97M</b>	<b>1.32M</b>
<b>Median New Listed Listing Price</b>	<b>\$174,900</b>		<b>\$132,500</b>	<b>\$159,250</b>	<b>\$425,000</b>	<b>\$450,000</b>

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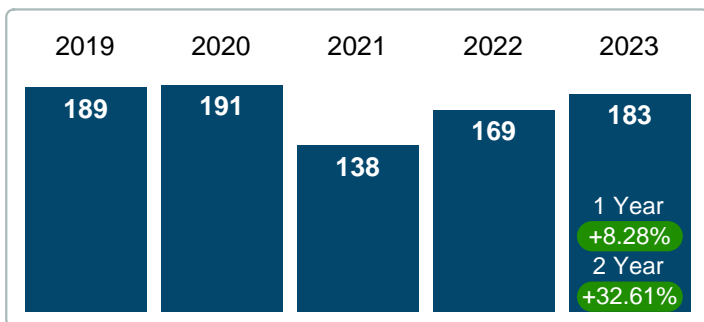
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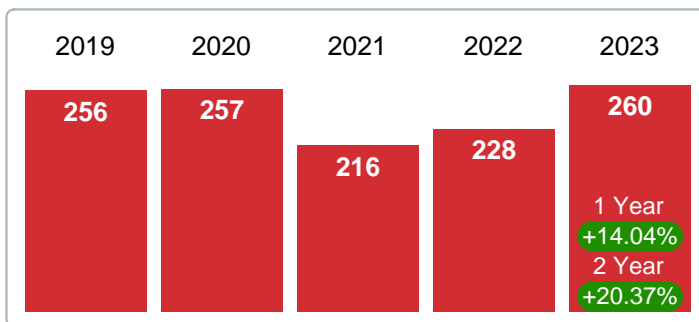
## ACTIVE INVENTORY

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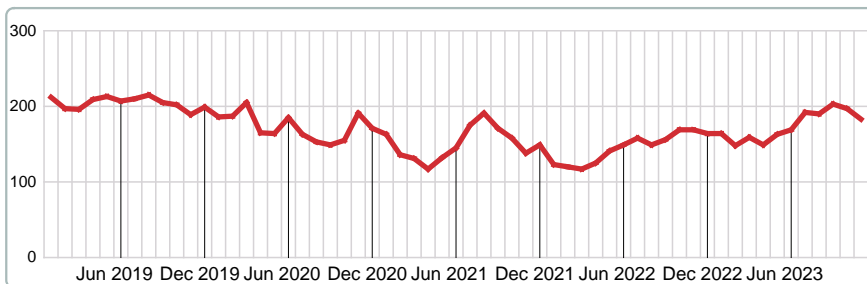
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

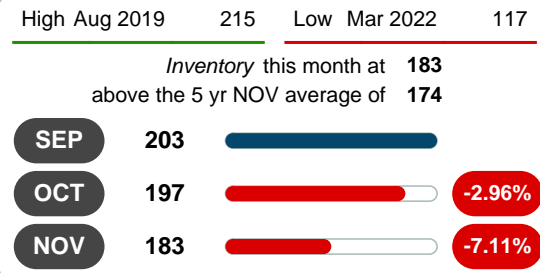


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 174



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	6.01%	78.0	4	7	0	0
\$75,001 - \$125,000	24	13.11%	64.5	13	10	1	0
\$125,001 - \$175,000	34	18.58%	45.5	4	26	3	1
\$175,001 - \$275,000	46	25.14%	60.5	8	23	12	3
\$275,001 - \$325,000	21	11.48%	83.0	1	17	3	0
\$325,001 - \$550,000	28	15.30%	71.0	4	10	11	3
\$550,001 and up	19	10.38%	84.0	0	9	5	5
<b>Total Active Inventory by Units</b>	<b>183</b>			<b>34</b>	<b>102</b>	<b>35</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>53,230,149</b>	<b>100%</b>	<b>68.0</b>	<b>5.39M</b>	<b>26.69M</b>	<b>11.74M</b>	<b>9.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$230,000</b>			<b>\$123,500</b>	<b>\$226,000</b>	<b>\$299,000</b>	<b>\$474,950</b>

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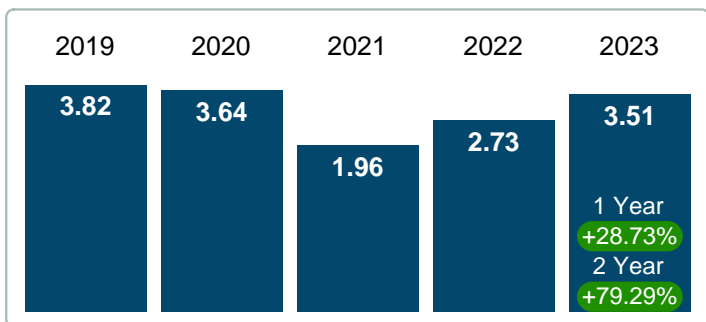
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



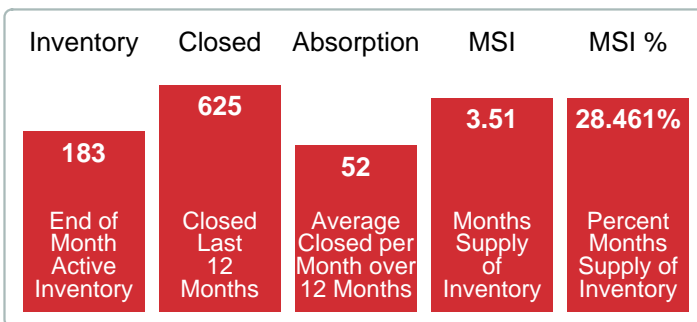
## MONTHS SUPPLY of INVENTORY (MSI)

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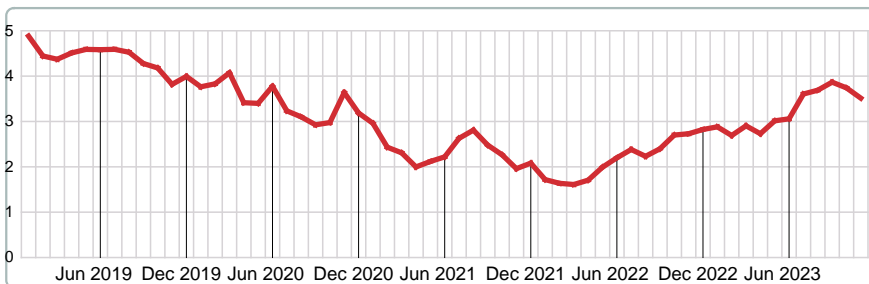
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.13

High Jan 2019 4.88 Low Mar 2022 1.61

Months Supply this month at 3.51 above the 5 yr NOV average of 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	6.01%	1.22	0.87	1.83	0.00	0.00
\$75,001 - \$125,000	13.11%	2.80	3.55	2.45	1.33	0.00
\$125,001 - \$175,000	18.58%	3.40	2.09	3.67	3.00	0.00
\$175,001 - \$275,000	25.14%	3.63	8.00	2.63	4.36	18.00
\$275,001 - \$325,000	11.48%	5.73	3.00	6.80	3.60	0.00
\$325,001 - \$550,000	15.30%	4.05	48.00	2.79	3.77	9.00
\$550,001 and up	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		183	34	102	35	12

# November 2023



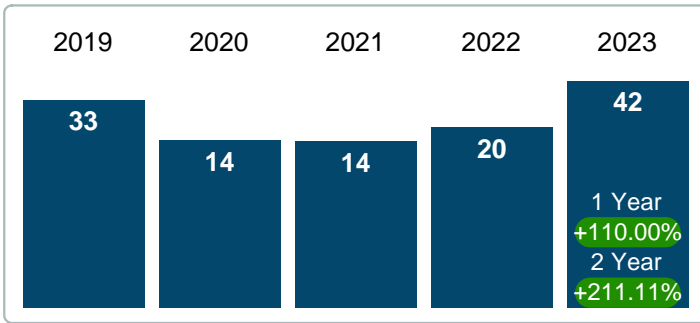
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



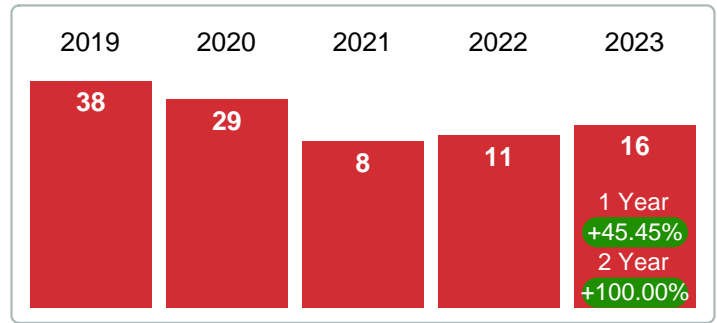
## MEDIAN DAYS ON MARKET TO SALE

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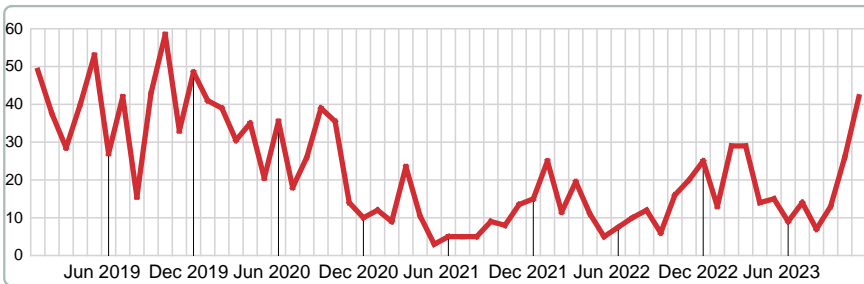
### NOVEMBER



### YEAR TO DATE (YTD)

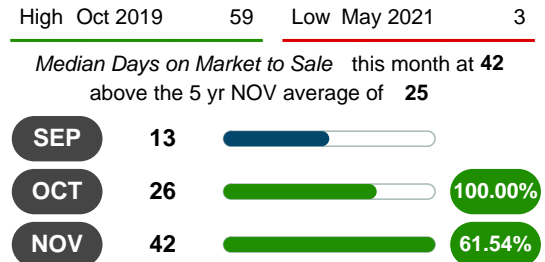


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 25



### 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	11.11%	69	115	43	0	0
\$50,001 - \$90,000	13.33%	40	58	0	20	0
\$90,001 - \$130,000	13.33%	29	12	69	50	0
\$130,001 - \$190,000	24.44%	59	101	52	0	0
\$190,001 - \$290,000	13.33%	19	0	23	0	14
\$290,001 - \$400,000	15.56%	81	105	63	43	0
\$400,001 and up	8.89%	30	0	8	102	18
Median Closed DOM		42	60	31	42	16
Total Closed Units	100%	45	11	25	7	2
Total Closed Volume		9,774,770	1.16M	4.93M	2.01M	1.67M

# November 2023



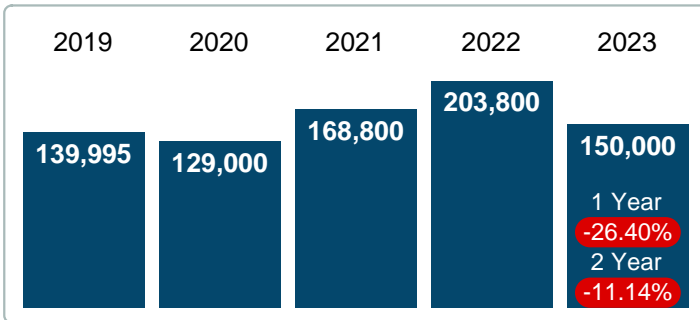
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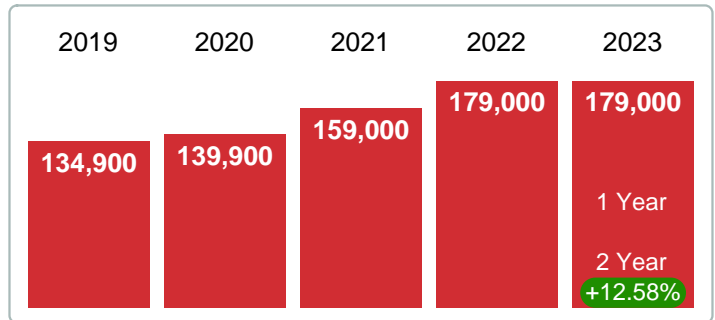
## MEDIAN LIST PRICE AT CLOSING

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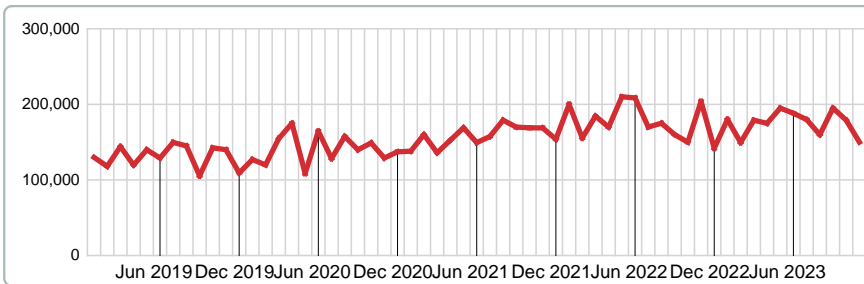
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

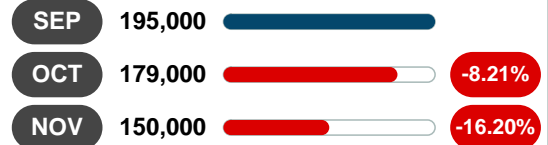


### 3 MONTHS

5 year NOV AVG = 158,319

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

Median List Price at Closing this month at 150,000 below the 5 yr NOV average of 158,319



### 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	4.44%	37,300	0	37,300	0	0
\$50,001 - \$90,000	8	17.78%	57,500	57,500	55,000	79,000	0
\$90,001 - \$130,000	5	11.11%	119,000	119,000	0	112,000	0
\$130,001 - \$190,000	12	26.67%	149,948	0	149,948	0	0
\$190,001 - \$290,000	7	15.56%	235,000	200,000	245,000	0	224,900
\$290,001 - \$400,000	6	13.33%	338,500	335,000	335,500	375,000	0
\$400,001 and up	5	11.11%	545,000	0	545,000	450,000	1,799,000
Median List Price			150,000	79,900	179,000	375,000	1,011,950
Total Closed Units		100%	150,000	11	25	7	2
Total Closed Volume			10,561,794	1.25M	5.16M	2.12M	2.02M



# November 2023



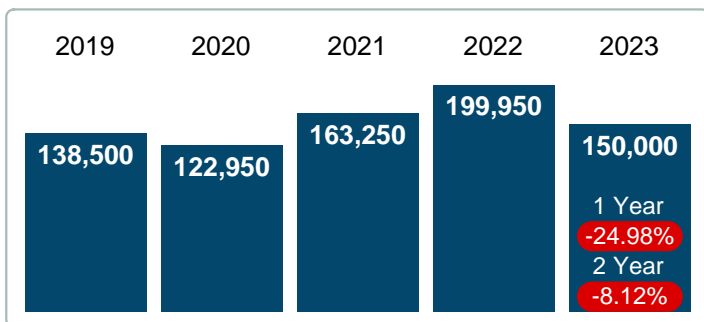
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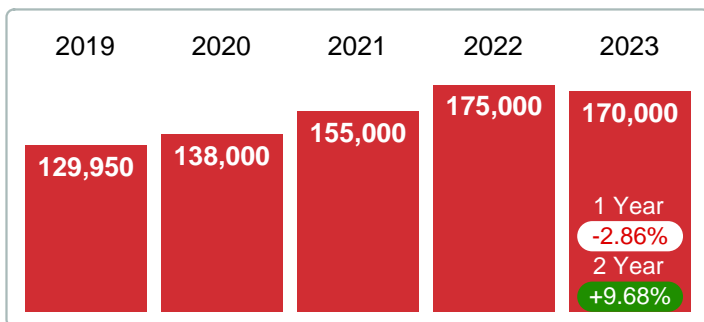
## MEDIAN SOLD PRICE AT CLOSING

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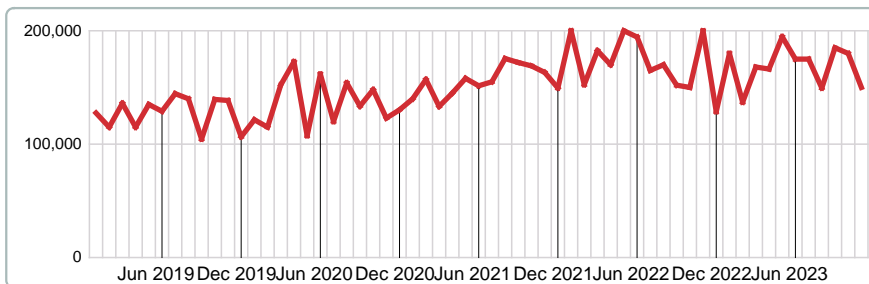
### NOVEMBER



### YEAR TO DATE (YTD)

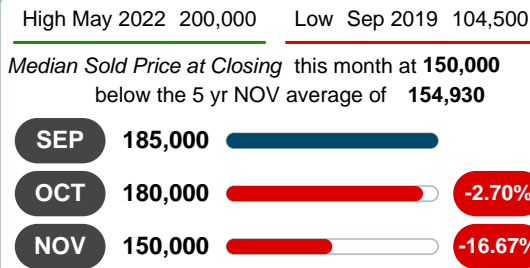


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 154,930



### 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	5	11.11%	45,000	50,000	33,000	0	0
\$50,001 - \$90,000	6	13.33%	70,000	70,000	0	77,320	0
\$90,001 - \$130,000	6	13.33%	107,500	102,250	122,750	106,125	0
\$130,001 - \$190,000	11	24.44%	150,000	190,000	149,000	0	0
\$190,001 - \$290,000	6	13.33%	235,500	0	245,000	0	224,900
\$290,001 - \$400,000	7	15.56%	335,000	325,000	327,500	387,500	0
\$400,001 and up	4	8.89%	525,000	0	525,000	475,000	1,450,000
Median Sold Price			150,000	70,000	170,000	375,000	837,450
Total Closed Units		100%	150,000	11	25	7	2
Total Closed Volume			9,774,770	1.16M	4.93M	2.01M	1.67M

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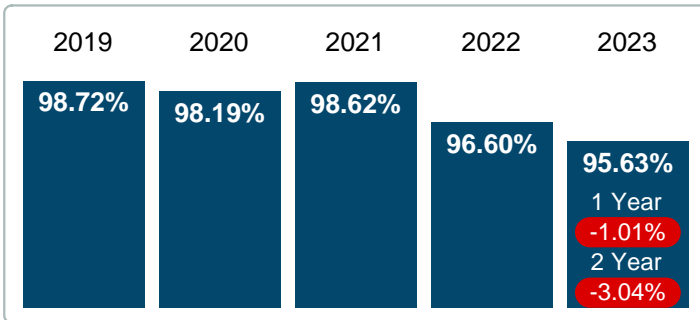
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



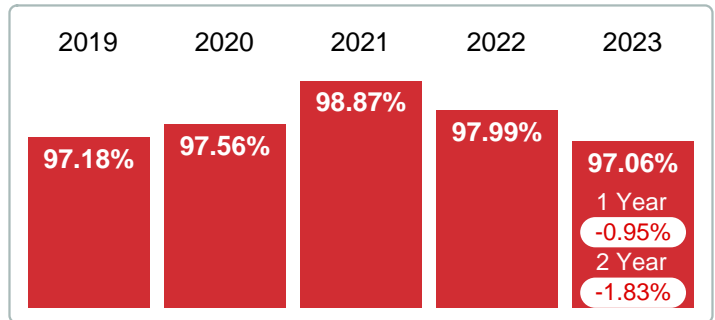
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

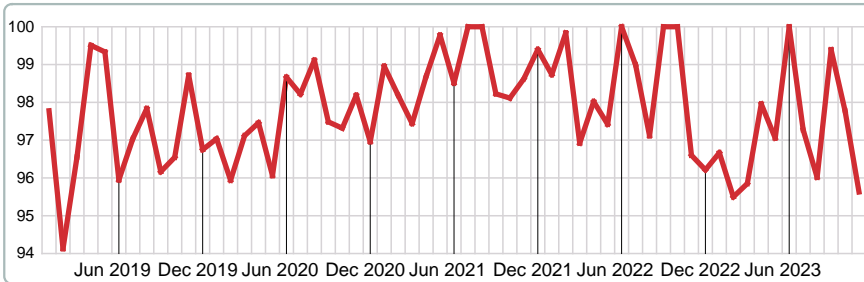
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

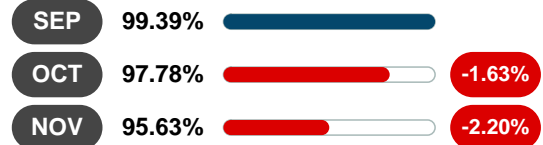


### 3 MONTHS

5 year NOV AVG = 97.55%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **95.63%**  
 below the 5 yr NOV average of **97.55%**



### 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	5	11.11%	85.96%	90.91%	83.12%	0.00%	0.00%
\$50,001 - \$90,000	6	13.33%	90.47%	87.61%	0.00%	97.87%	0.00%
\$90,001 - \$130,000	6	13.33%	90.14%	93.79%	85.20%	94.91%	0.00%
\$130,001 - \$190,000	11	24.44%	99.35%	95.00%	99.68%	0.00%	0.00%
\$190,001 - \$290,000	6	13.33%	97.10%	0.00%	96.17%	0.00%	100.00%
\$290,001 - \$400,000	7	15.56%	97.01%	97.01%	96.99%	94.94%	0.00%
\$400,001 and up	4	8.89%	95.04%	0.00%	96.33%	95.04%	80.60%
Median Sold/List Ratio		95.63%		90.91%	96.33%	95.63%	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



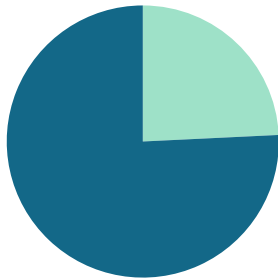
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## MARKET SUMMARY

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

### INVENTORY

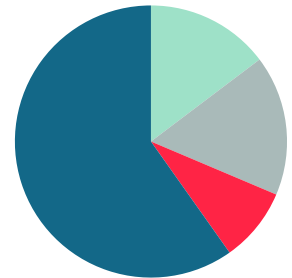


**Inventory**  
 New Listings  
**63 = 24.23%**  
 Start Inventory  
**197**  
 Total Inventory Units  
**260**  
 Volume  
**\$71,982,637**

### 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%
Median List Price	203,800	150,000	-26.40%	179,000	179,000	0.00%
Median Sale Price	199,950	150,000	-24.98%	175,000	170,000	-2.86%
Median Percent of Selling Price to List Price	96.60%	95.63%	-1.01%	97.99%	97.06%	-0.95%
Median Days on Market to Sale	20.00	42.00	110.00%	11.00	16.00	45.45%
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

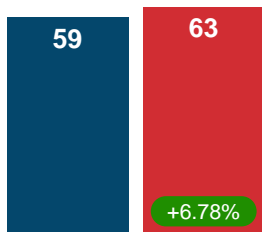
**Inventory** on November 30, 2023 = **183**

**2022** **2023**

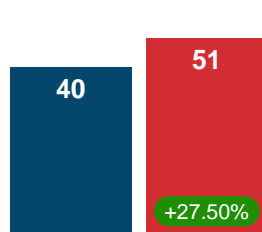
### NOVEMBER MARKET

### MEDIAN PRICES

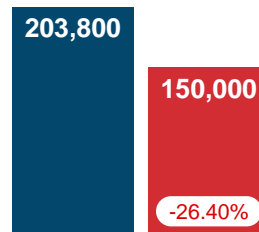
#### New Listings



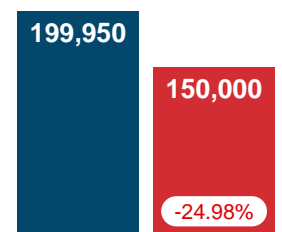
#### Pending Listings



#### List Price



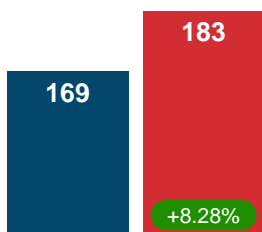
#### Sale Price



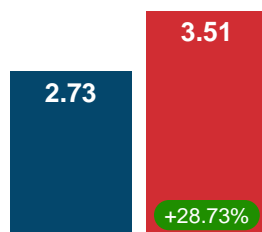
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

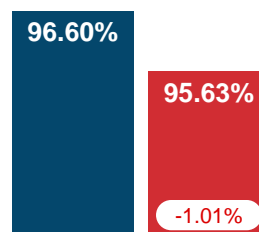
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

