

December 2023



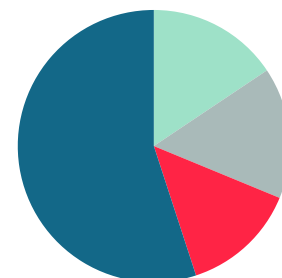
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	30	42	40.00%
Pending Listings	38	42	10.53%
New Listings	52	43	-17.31%
Average List Price	186,883	213,788	14.40%
Average Sale Price	174,513	205,052	17.50%
Average Percent of Selling Price to List Price	93.11%	95.19%	2.23%
Average Days on Market to Sale	37.80	41.19	8.97%
End of Month Inventory	164	148	-9.76%
Months Supply of Inventory	2.82	2.79	-1.26%



■ Closed (15.61%)
■ Pending (15.61%)
■ Other OffMarket (13.75%)
■ Active (55.02%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of December 31, 2023 = **148**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2023 decreased **9.76%** to 148 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 **2.79** 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 **17.50%** in December 2023 to \$205,052 versus the previous year at \$174,513.

Average Days on Market Lengthens

The average number of **41.19** days that homes spent on the market before selling increased by 3.39 days or **8.97%** in December 2023 compared to last year's same month at **37.80** DOM.

Sales Success for December 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 43 New Listings in December 2023, down **17.31%** from last year at 52. Furthermore, there were 42 Closed Listings this month versus last year at 30, a **40.00%** increase.

Closed versus Listed trends yielded a **97.7%** ratio, up from previous year's, December 2022, at **57.7%**, a **69.30%** upswing. This will certainly create pressure on a decreasing 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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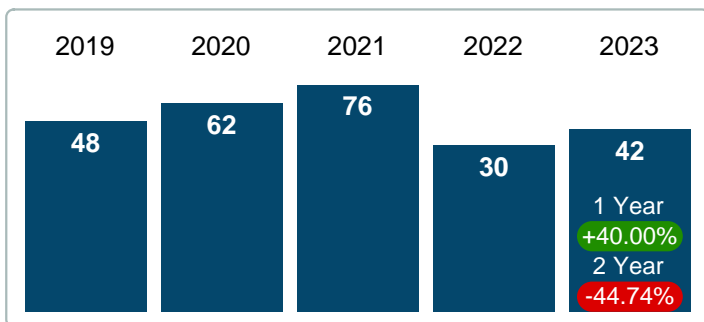
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



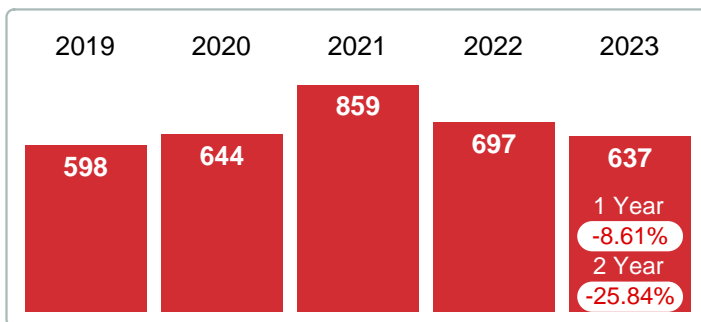
CLOSED LISTINGS

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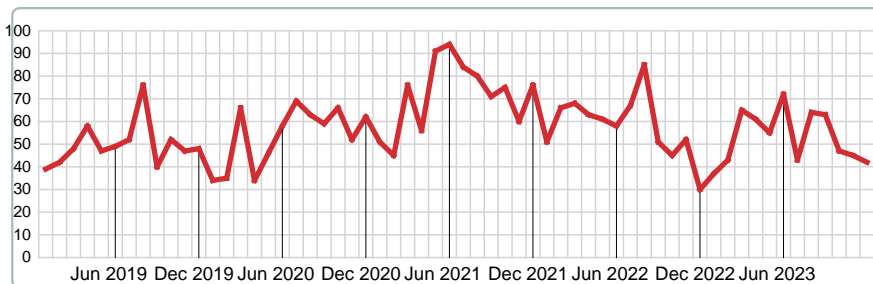
DECEMBER



YEAR TO DATE (YTD)

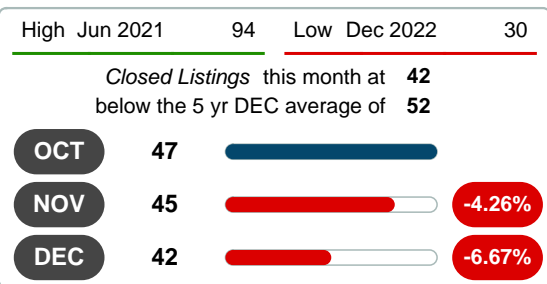


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



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	3	7.14%	68.7	1	2	0	0
\$50,001 - \$75,000	5	11.90%	24.0	0	4	1	0
\$75,001 - \$125,000	7	16.67%	36.3	4	3	0	0
\$125,001 - \$175,000	12	28.57%	23.9	1	10	1	0
\$175,001 - \$275,000	5	11.90%	31.4	0	4	1	0
\$275,001 - \$325,000	4	9.52%	64.0	1	2	1	0
\$325,001 and up	6	14.29%	75.0	0	5	1	0
Total Closed Units	42			7	30	5	0
Total Closed Volume	8,612,199	100%	41.2	891.00K	6.65M	1.07M	0.00B
Average Closed Price	\$205,052			\$127,286	\$221,623	\$214,500	\$0

December 2023



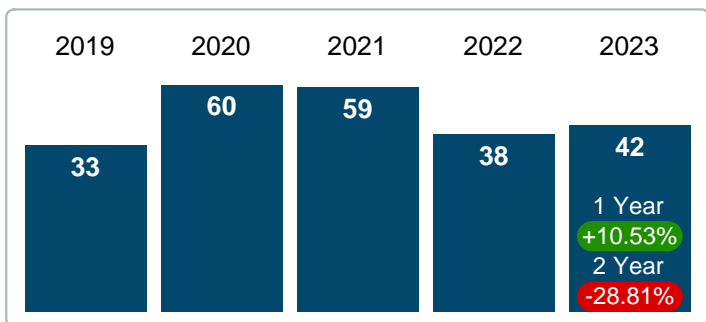
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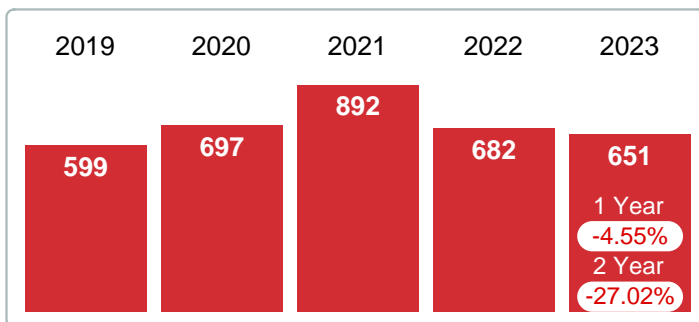
PENDING LISTINGS

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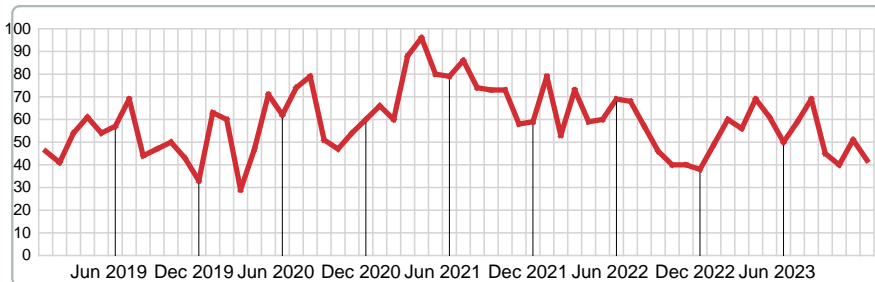
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 46

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 42 below the 5 yr DEC average of 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	4	9.52%	9.5	2	2	0	0
\$80,001 - \$90,000	2	4.76%	33.0	2	0	0	0
\$90,001 - \$120,000	8	19.05%	23.8	2	6	0	0
\$120,001 - \$180,000	9	21.43%	58.3	0	9	0	0
\$180,001 - \$250,000	9	21.43%	42.7	2	5	2	0
\$250,001 - \$330,000	5	11.90%	56.2	0	1	4	0
\$330,001 and up	5	11.90%	73.4	1	1	2	1
Total Pending Units	42			9	24	8	1
Total Pending Volume	8,124,200	100%	37.4	1.19M	4.14M	2.17M	625.00K
Average Listing Price	\$136,600			\$132,544	\$172,379	\$271,150	\$625,000

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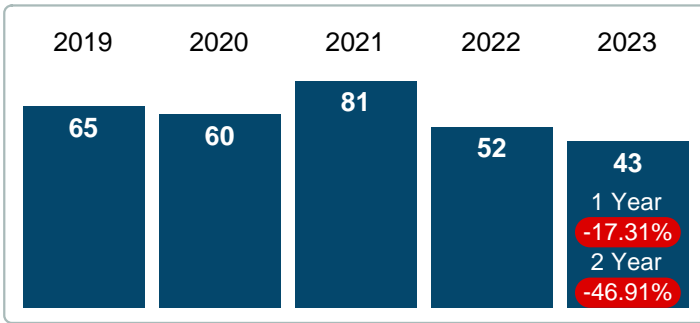
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



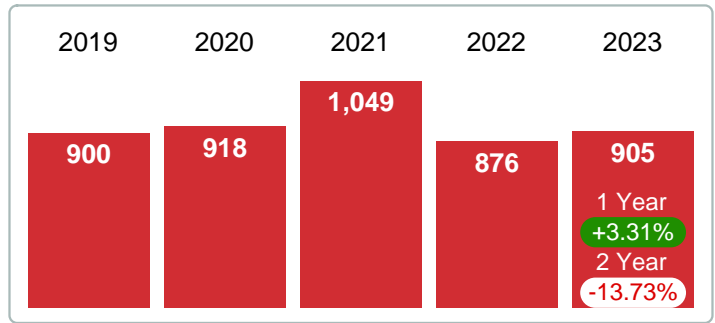
NEW LISTINGS

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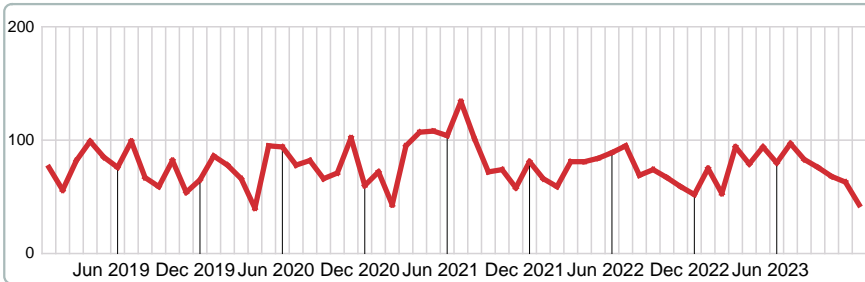
DECEMBER



YEAR TO DATE (YTD)

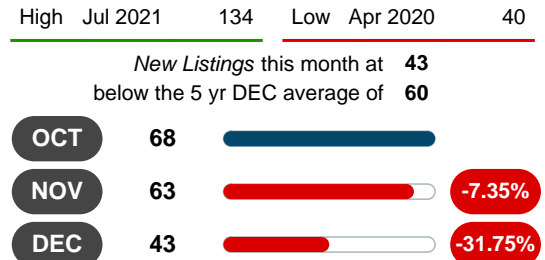


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	9.30%	4	0	0	0
\$40,001 - \$70,000	2	4.65%	1	1	0	0
\$70,001 - \$120,000	11	25.58%	3	8	0	0
\$120,001 - \$180,000	9	20.93%	0	7	2	0
\$180,001 - \$260,000	7	16.28%	1	3	3	0
\$260,001 - \$330,000	5	11.63%	0	2	1	2
\$330,001 and up	5	11.63%	1	0	3	1
Total New Listed Units	43		10	21	9	3
Total New Listed Volume	8,571,930	100%	1.23M	3.10M	2.42M	1.82M
Average New Listed Listing Price	\$78,000		\$122,650	\$147,852	\$268,856	\$606,943

December 2023



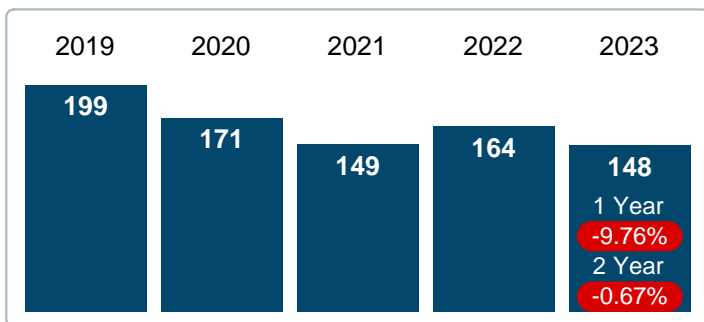
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



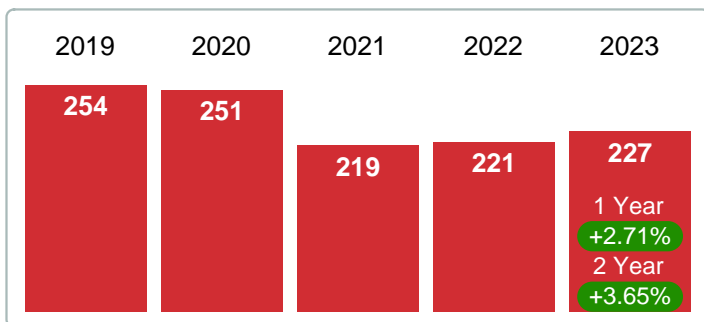
ACTIVE INVENTORY

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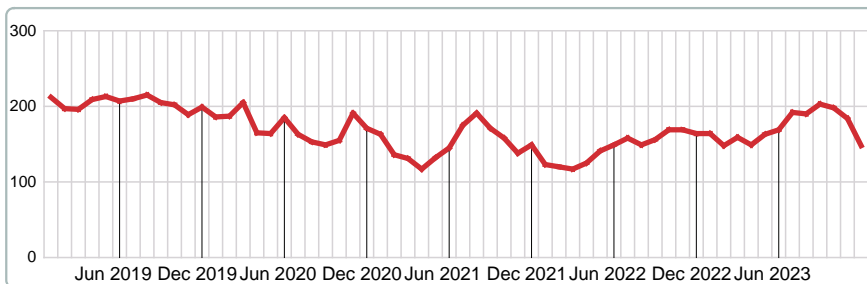
END OF DECEMBER



ACTIVE DURING DECEMBER

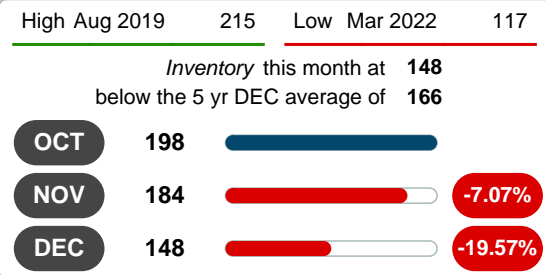


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166



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	12	8.11%	84.3	5	7	0	0
\$75,001 - \$100,000	10	6.76%	84.8	7	2	1	0
\$100,001 - \$150,000	26	17.57%	86.2	7	16	2	1
\$150,001 - \$275,000	48	32.43%	86.0	6	30	9	3
\$275,001 - \$325,000	17	11.49%	97.6	1	13	2	1
\$325,001 - \$550,000	19	12.84%	82.2	3	5	8	3
\$550,001 and up	16	10.81%	117.1	1	7	4	4
Total Active Inventory by Units	148			30	80	26	12
Total Active Inventory by Volume	43,394,430	100%	90.0	4.73M	20.22M	8.73M	9.71M
Average Active Inventory Listing Price	\$293,206			\$157,683	\$252,758	\$335,908	\$809,144

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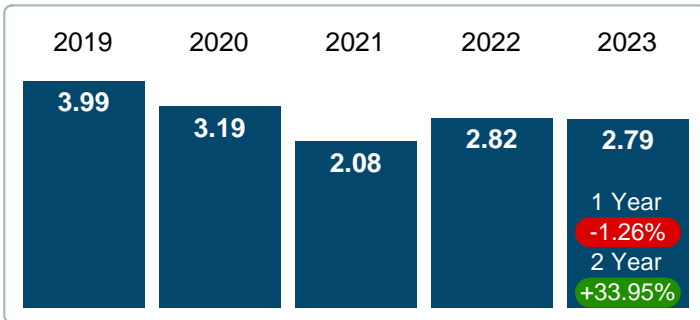
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



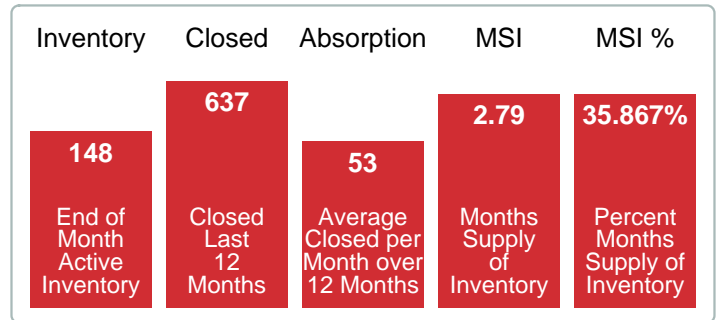
MONTHS SUPPLY of INVENTORY (MSI)

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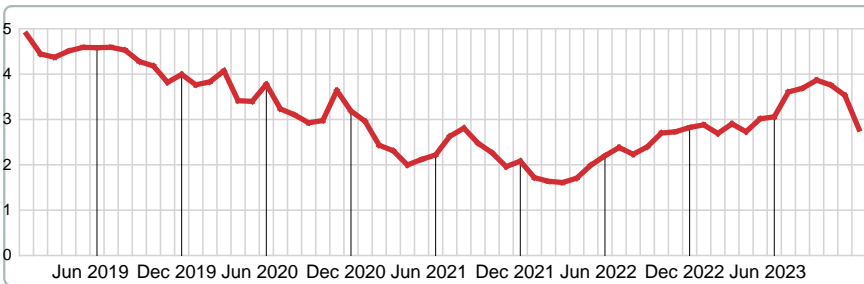
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

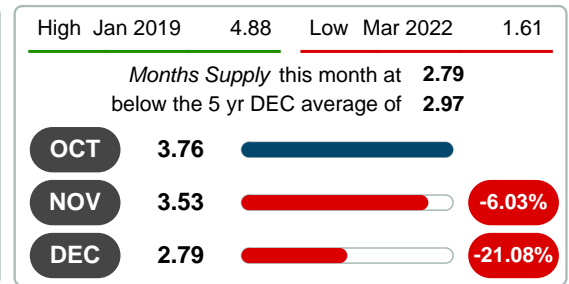


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.97



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	12	8.11%	1.30	1.11	1.71	0.00	0.00
\$75,001 - \$100,000	10	6.76%	2.35	2.90	1.26	6.00	0.00
\$100,001 - \$150,000	26	17.57%	2.92	3.65	2.67	2.00	0.00
\$150,001 - \$275,000	48	32.43%	2.61	2.67	2.37	2.70	18.00
\$275,001 - \$325,000	17	11.49%	4.34	2.40	4.88	2.40	0.00
\$325,001 - \$550,000	19	12.84%	2.71	36.00	1.33	2.74	12.00
\$550,001 and up	16	10.81%	12.00	0.00	21.00	8.00	8.00
Market Supply of Inventory (MSI)			2.79	2.59	2.57	2.76	12.00
Total Active Inventory by Units		100%	2.79	30	80	26	12

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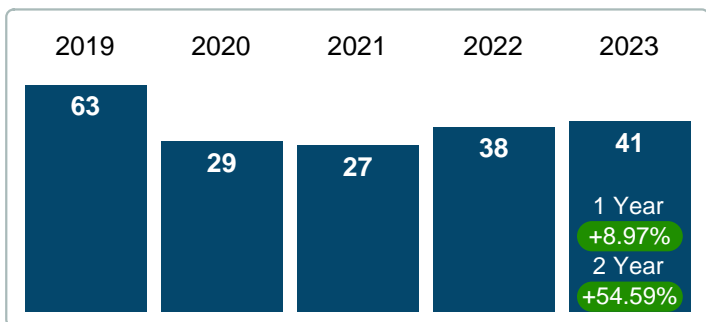
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



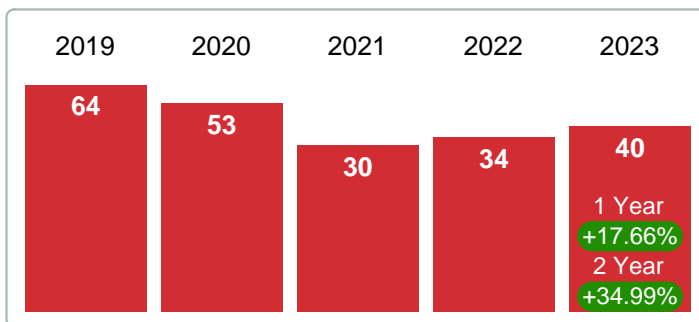
AVERAGE DAYS ON MARKET TO SALE

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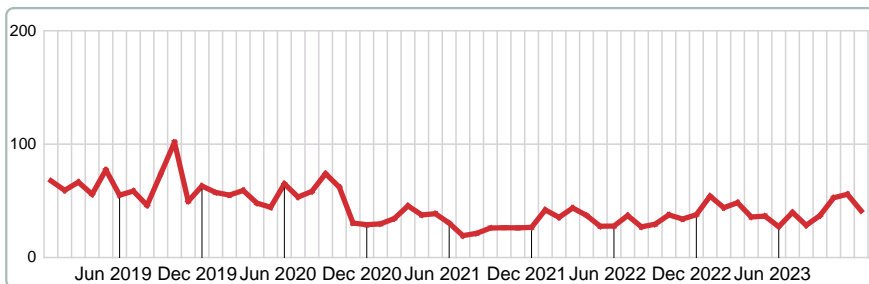
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

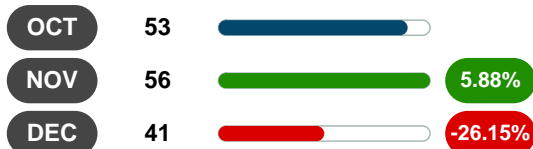


3 MONTHS

5 year DEC AVG = 40

High Oct 2019 102 Low Jul 2021 19

Average Days on Market to Sale this month at 41 above the 5 yr DEC average of 40



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	7.14%	69	1	103	0	0
\$50,001 - \$75,000	11.90%	24	0	26	16	0
\$75,001 - \$125,000	16.67%	36	30	44	0	0
\$125,001 - \$175,000	28.57%	24	4	20	83	0
\$175,001 - \$275,000	11.90%	31	0	26	54	0
\$275,001 - \$325,000	9.52%	64	74	79	24	0
\$325,001 and up	14.29%	75	0	62	141	0
Average Closed DOM		41	29	40	64	0
Total Closed Units	100%	41	7	30	5	
Total Closed Volume		8,612,199	891.00K	6.65M	1.07M	0.00B

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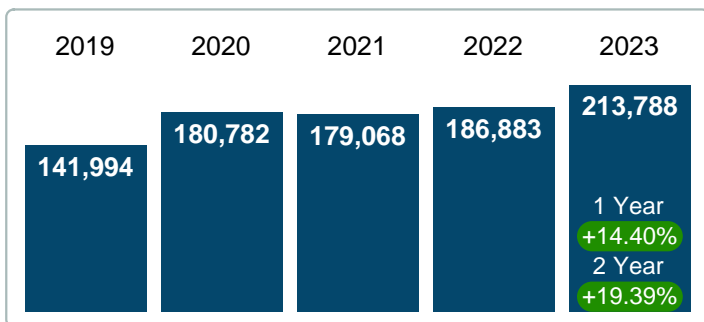
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



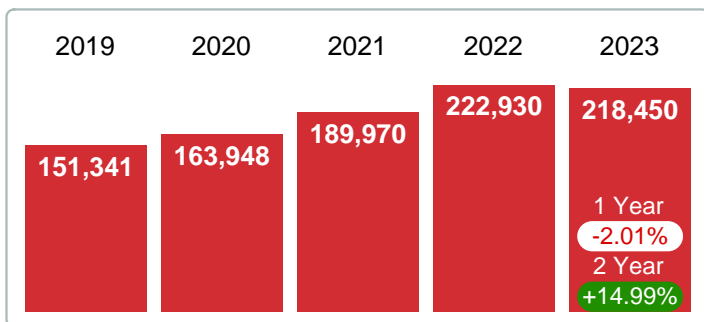
AVERAGE LIST PRICE AT CLOSING

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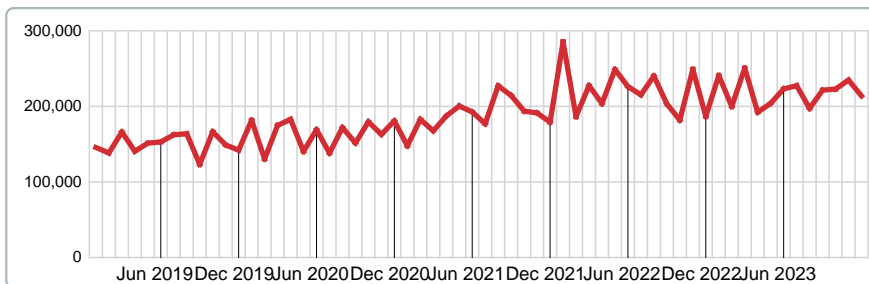
DECEMBER



YEAR TO DATE (YTD)

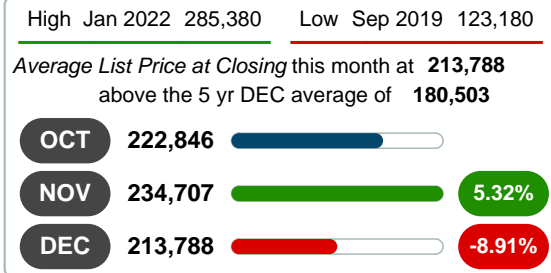


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 180,503



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	7.14%	43,000	30,000	49,500	0	0
\$50,001 - \$75,000	9.52%	69,825	0	69,825	85,000	0
\$75,001 - \$125,000	19.05%	100,862	108,475	96,000	0	0
\$125,001 - \$175,000	26.19%	155,318	169,000	153,950	249,900	0
\$175,001 - \$275,000	11.90%	242,760	0	258,225	210,000	0
\$275,001 - \$325,000	9.52%	298,425	350,000	307,400	299,900	0
\$325,001 and up	16.67%	521,129	0	591,780	339,000	0
Average List Price		213,788	140,414	227,080	236,760	0
Total Closed Units	100%	213,788	7	30	5	0
Total Closed Volume		8,979,099	982.90K	6.81M	1.18M	0.00B

December 2023



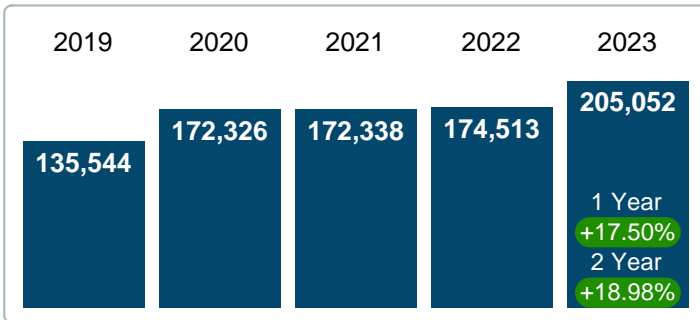
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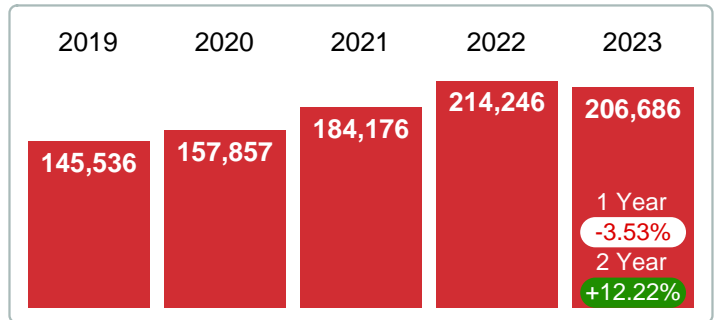
AVERAGE SOLD PRICE AT CLOSING

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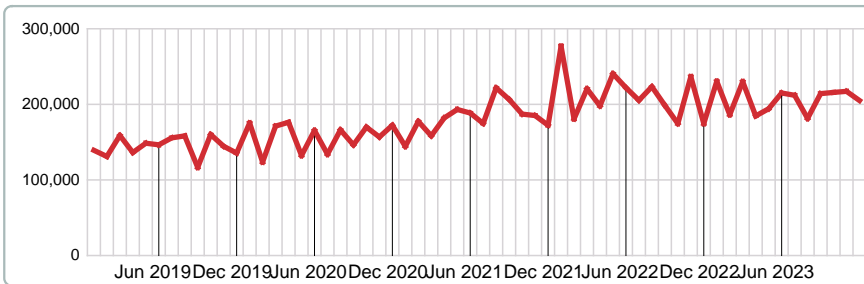
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

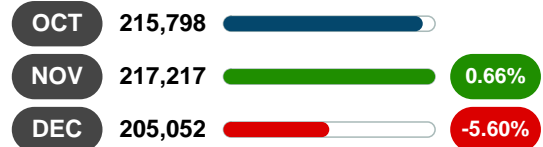


3 MONTHS

5 year DEC AVG = 171,955

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

Average Sold Price at Closing this month at **205,052** above the 5 yr DEC average of **171,955**



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	7.14%	37,000	30,000	40,500	0	0
\$50,001 - \$75,000	11.90%	68,280	0	67,350	72,000	0
\$75,001 - \$125,000	16.67%	99,786	103,000	95,500	0	0
\$125,001 - \$175,000	28.57%	152,858	169,000	149,630	169,000	0
\$175,001 - \$275,000	11.90%	239,600	0	249,500	200,000	0
\$275,001 - \$325,000	9.52%	293,750	280,000	303,750	287,500	0
\$325,001 and up	14.29%	542,333	0	582,000	344,000	0
Average Sold Price		205,052	127,286	221,623	214,500	0
Total Closed Units	100%	205,052	7	30	5	0
Total Closed Volume		8,612,199	891.00K	6.65M	1.07M	0.00B

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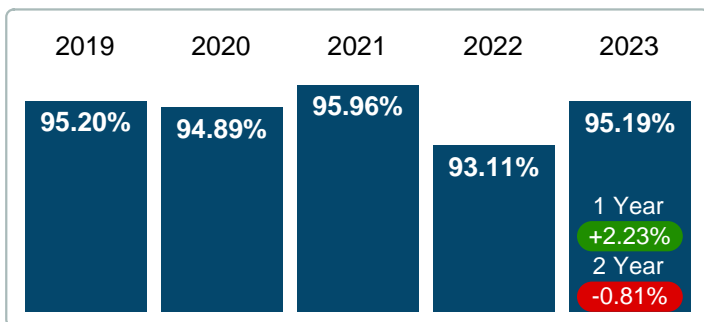
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



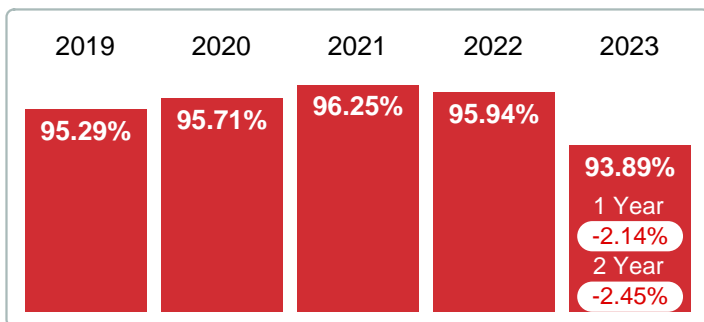
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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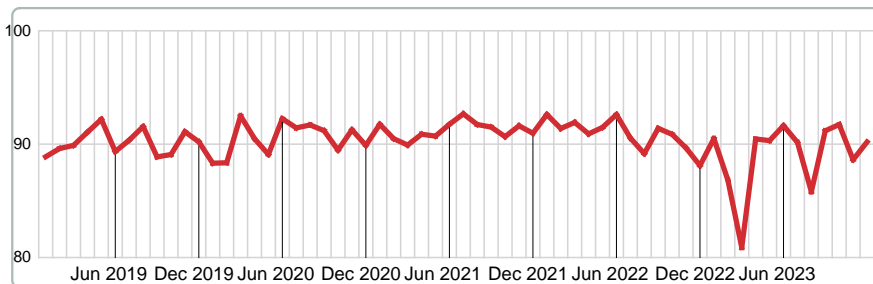
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

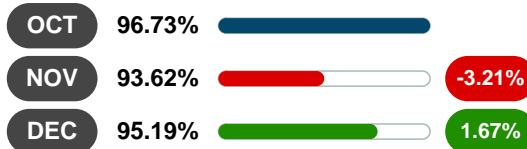


3 MONTHS

5 year DEC AVG = 94.87%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.19%** equal to 5 yr DEC average of **94.87%**



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	3	7.14%	87.87%	100.00%	81.81%	0.00%	0.00%
\$50,001 - \$75,000	5	11.90%	94.21%	0.00%	96.58%	84.71%	0.00%
\$75,001 - \$125,000	7	16.67%	96.95%	95.05%	99.49%	0.00%	0.00%
\$125,001 - \$175,000	12	28.57%	95.03%	100.00%	97.27%	67.63%	0.00%
\$175,001 - \$275,000	5	11.90%	96.31%	0.00%	96.58%	95.24%	0.00%
\$275,001 - \$325,000	4	9.52%	93.36%	80.00%	98.79%	95.87%	0.00%
\$325,001 and up	6	14.29%	98.22%	0.00%	97.57%	101.47%	0.00%
Average Sold/List Ratio		95.20%		94.31%	96.43%	88.98%	0.00%
Total Closed Units		42	100%	7	30	5	
Total Closed Volume		8,612,199		891.00K	6.65M	1.07M	0.00B

December 2023



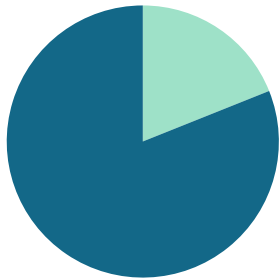
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

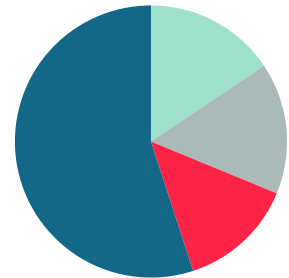


Inventory
 New Listings
43 = 18.94%
 Start Inventory
184
 Total Inventory Units
227
 Volume
\$61,538,029

Market Activity

Closed Sales
42 = 15.61%
 Pending Sales
42 = 15.61%
 Other Off Market
37 = 13.75%
 Active Inventory
148 = 55.02%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	30	42	40.00%	697	637	-8.61%
Pending Sales	38	42	10.53%	682	651	-4.55%
New Listings	52	43	-17.31%	876	905	3.31%
Average List Price	186,883	213,788	14.40%	222,930	218,450	-2.01%
Average Sale Price	174,513	205,052	17.50%	214,246	206,686	-3.53%
Average Percent of Selling Price to List Price	93.11%	95.19%	2.23%	95.94%	93.89%	-2.14%
Average Days on Market to Sale	37.80	41.19	8.97%	34.38	40.45	17.66%
Monthly Inventory	164	148	-9.76%	164	148	-9.76%
Months Supply of Inventory	2.82	2.79	-1.26%	2.82	2.79	-1.26%

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

Inventory on December 31, 2023 = **148**

2022 **2023**

DECEMBER MARKET

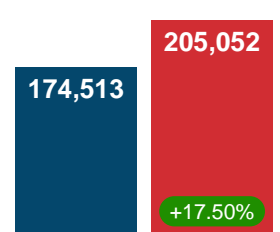
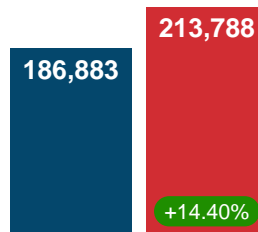
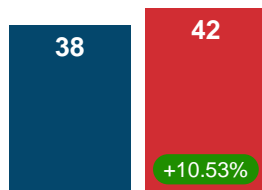
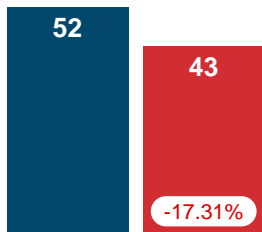
AVERAGE PRICES

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

