

December 2023



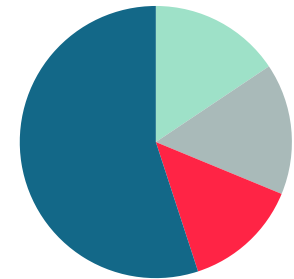
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	141,950	158,950	11.98%
Median Sale Price	128,700	155,000	20.44%
Median Percent of Selling Price to List Price	96.21%	98.40%	2.28%
Median Days on Market to Sale	25.00	19.50	-22.00%
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.

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 **20.44%** in December 2023 to \$155,000 versus the previous year at \$128,700.

Median Days on Market Shortens

The median number of **19.50** days that homes spent on the market before selling decreased by 5.50 days or **22.00%** in December 2023 compared to last year's same month at **25.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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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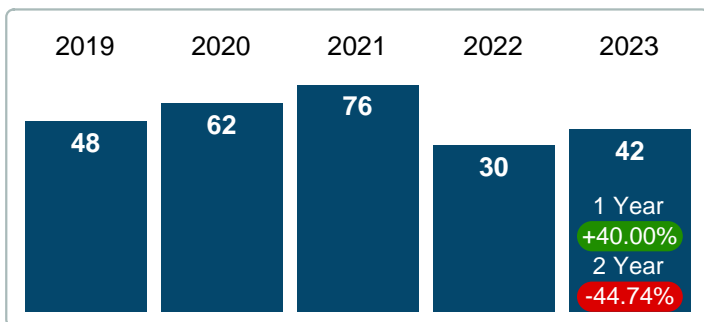
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



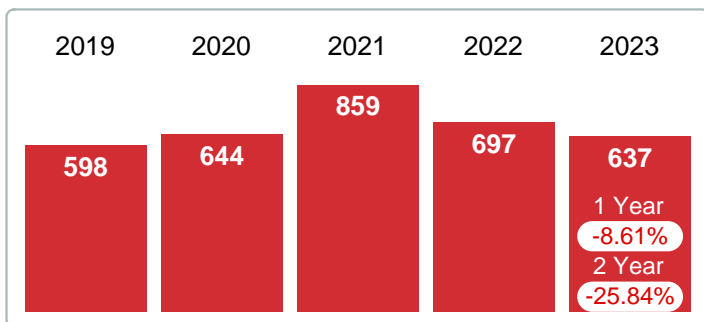
CLOSED LISTINGS

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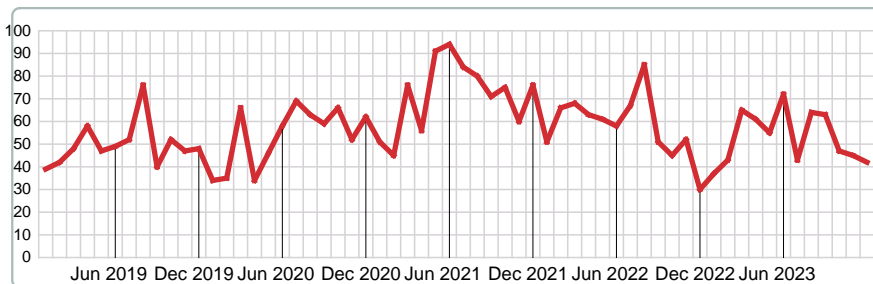
DECEMBER



YEAR TO DATE (YTD)

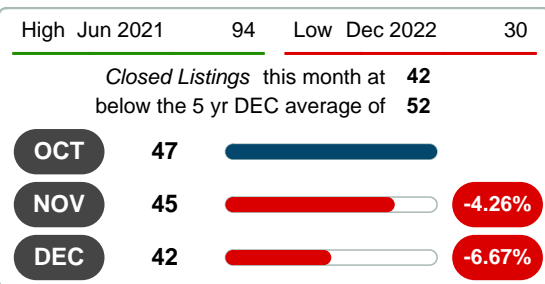


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.14%	15.0	1	2	0	0
\$50,001 - \$75,000	5	11.90%	16.0	0	4	1	0
\$75,001 - \$125,000	7	16.67%	20.0	4	3	0	0
\$125,001 - \$175,000	12	28.57%	8.0	1	10	1	0
\$175,001 - \$275,000	5	11.90%	31.0	0	4	1	0
\$275,001 - \$325,000	4	9.52%	76.5	1	2	1	0
\$325,001 and up	6	14.29%	38.5	0	5	1	0
Total Closed Units	42			7	30	5	0
Total Closed Volume	8,612,199	100%	19.5	891.00K	6.65M	1.07M	0.00B
Median Closed Price	\$155,000			\$107,000	\$155,000	\$200,000	\$0

December 2023



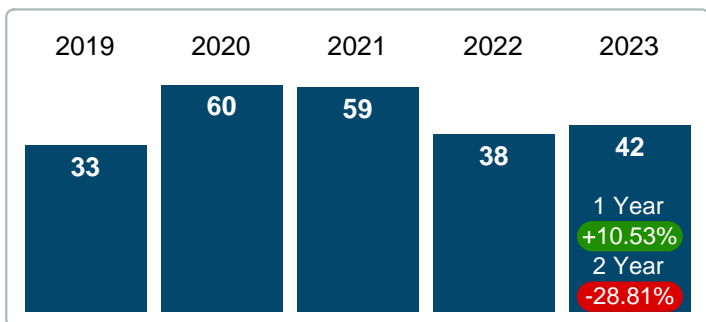
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



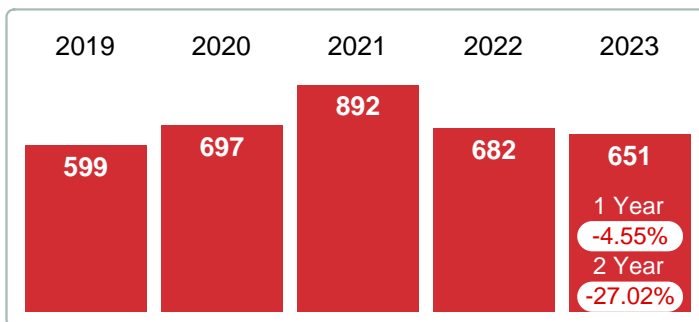
PENDING LISTINGS

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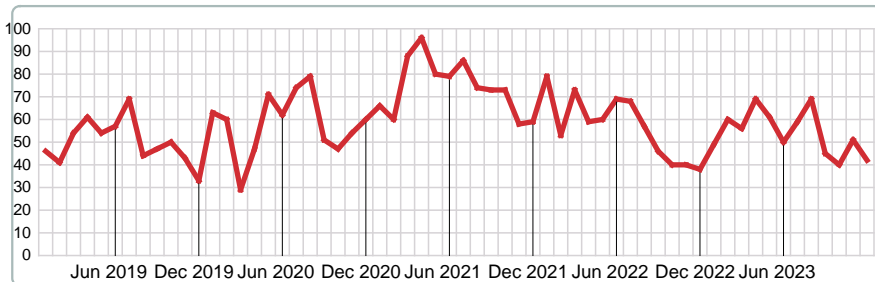
DECEMBER



YEAR TO DATE (YTD)

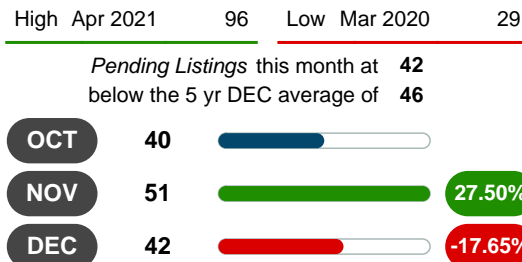


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	0.5	2	2	0	0
\$75,001 - \$75,000	0	0.00%	0.5	0	0	0	0
\$75,001 - \$125,000	10	23.81%	17.0	4	6	0	0
\$125,001 - \$175,000	8	19.05%	30.5	0	8	0	0
\$175,001 - \$250,000	10	23.81%	15.0	2	6	2	0
\$250,001 - \$325,000	5	11.90%	44.0	0	1	4	0
\$325,001 and up	5	11.90%	72.0	1	1	2	1
Total Pending Units	42			9	24	8	1
Total Pending Volume	8,124,200	100%	26.0	1.19M	4.14M	2.17M	625.00K
Median Listing Price	\$164,900			\$95,000	\$159,250	\$259,950	\$625,000

December 2023



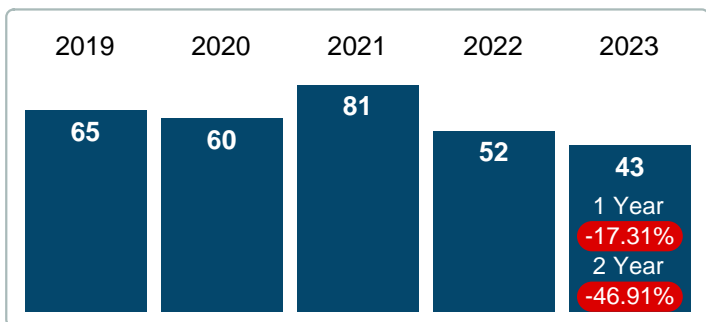
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



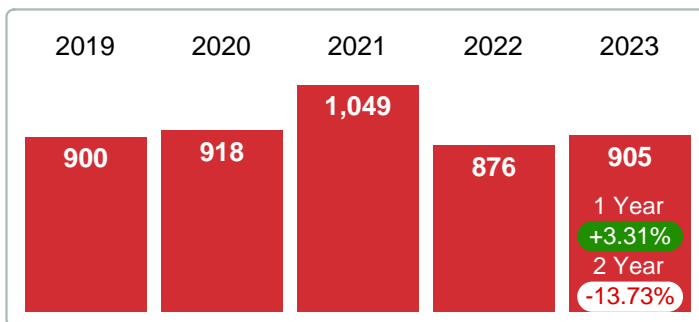
NEW LISTINGS

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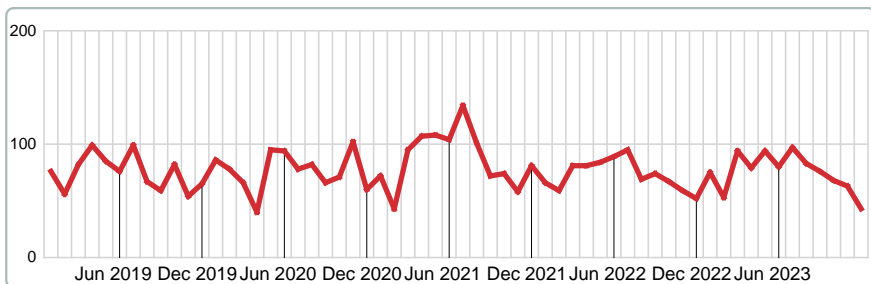
DECEMBER



YEAR TO DATE (YTD)

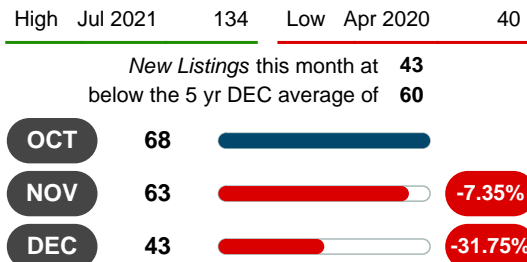


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.33%	1	0	0	0
\$25,001 - \$75,000	7	16.28%	4	3	0	0
\$75,001 - \$100,000	3	6.98%	2	1	0	0
\$100,001 - \$175,000	14	32.56%	1	11	2	0
\$175,001 - \$250,000	7	16.28%	1	4	2	0
\$250,001 - \$325,000	6	13.95%	0	2	2	2
\$325,001 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
Median New Listed Listing Price	\$155,000		\$64,250	\$139,900	\$260,000	\$300,930

December 2023



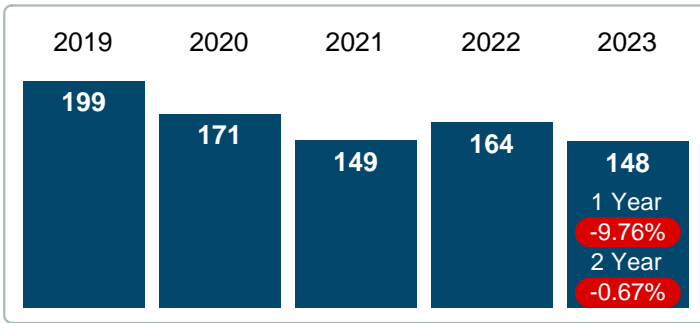
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



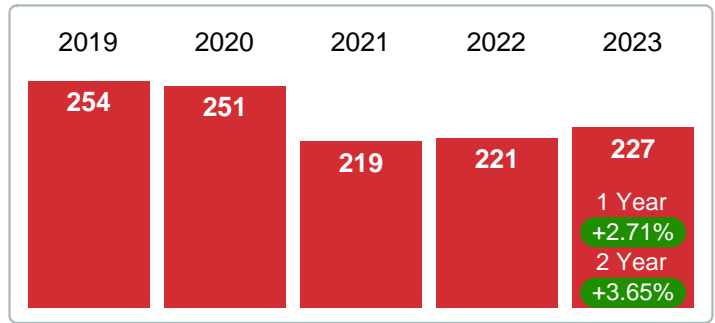
ACTIVE INVENTORY

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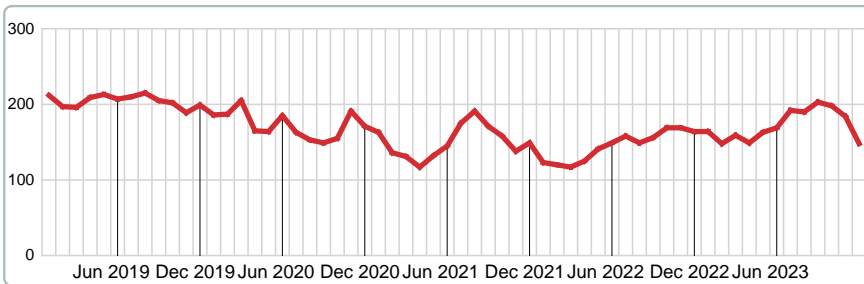
END OF DECEMBER



ACTIVE DURING DECEMBER

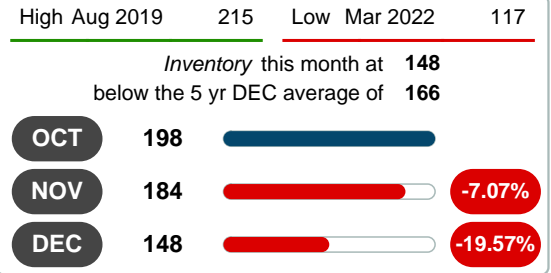


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	8.11%	55.5	5	7	0	0
\$75,001 - \$100,000	10	6.76%	76.5	7	2	1	0
\$100,001 - \$150,000	26	17.57%	60.5	7	16	2	1
\$150,001 - \$275,000	48	32.43%	81.5	6	30	9	3
\$275,001 - \$325,000	17	11.49%	80.0	1	13	2	1
\$325,001 - \$550,000	19	12.84%	76.0	3	5	8	3
\$550,001 and up	16	10.81%	98.0	1	7	4	4
Total Active Inventory by Units	148			30	80	26	12
Total Active Inventory by Volume	43,394,430	100%	77.0	4.73M	20.22M	8.73M	9.71M
Median Active Inventory Listing Price	\$226,000			\$110,000	\$220,000	\$306,500	\$405,000

December 2023



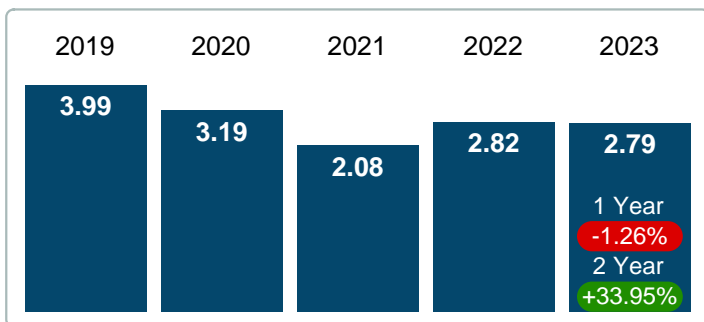
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



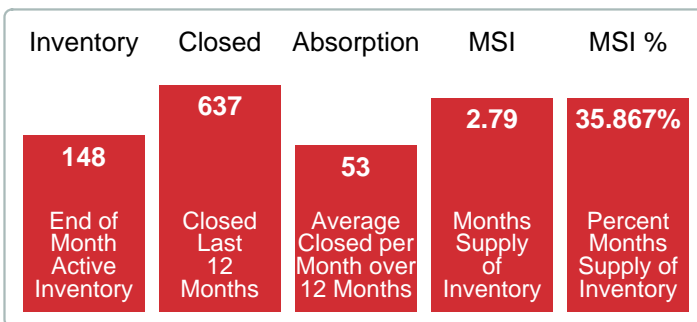
MONTHS SUPPLY of INVENTORY (MSI)

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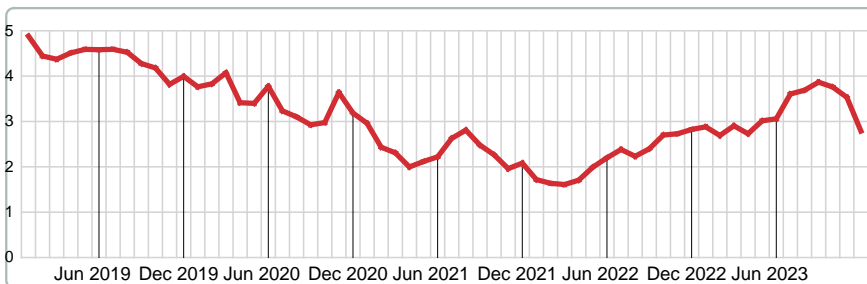
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.97

High Jan 2019 4.88 Low Mar 2022 1.61

Months Supply this month at 2.79 below the 5 yr DEC average of 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	100%	2.79	2.59	2.57	2.76	12.00
Total Active Inventory by Units	148			30	80	26	12

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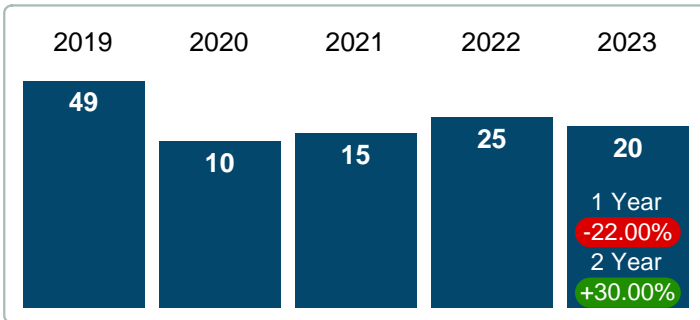
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



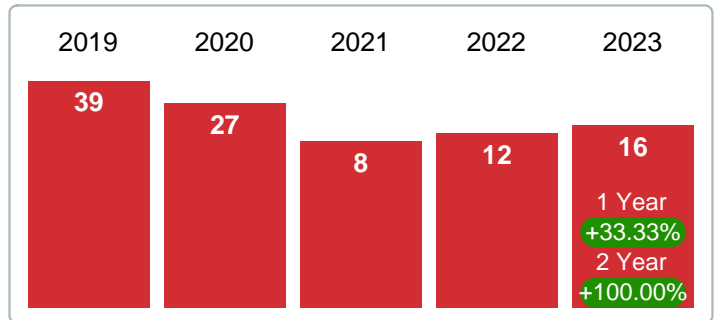
MEDIAN DAYS ON MARKET TO SALE

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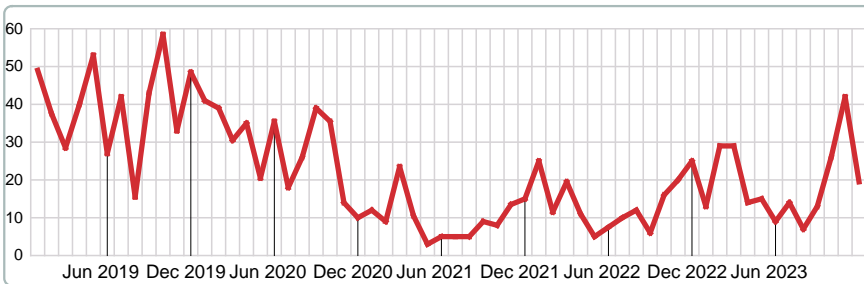
DECEMBER



YEAR TO DATE (YTD)

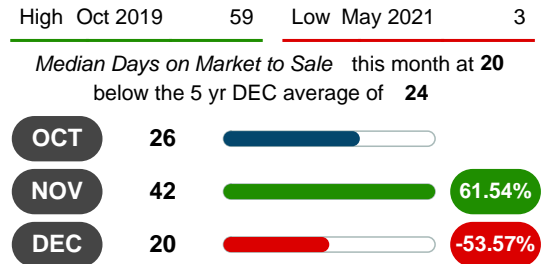


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 24



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	7.14%	15	1	103	0	0
\$50,001 - \$75,000	11.90%	16	0	25	16	0
\$75,001 - \$125,000	16.67%	20	20	20	0	0
\$125,001 - \$175,000	28.57%	8	4	8	83	0
\$175,001 - \$275,000	11.90%	31	0	17	54	0
\$275,001 - \$325,000	9.52%	77	74	79	24	0
\$325,001 and up	14.29%	39	0	31	141	0
Median Closed DOM		20	12	19	54	0
Total Closed Units	100%	19.5	7	30	5	
Total Closed Volume		8,612,199	891.00K	6.65M	1.07M	0.00B

December 2023



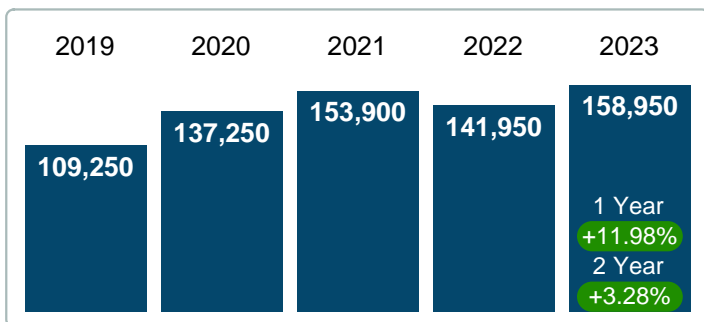
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



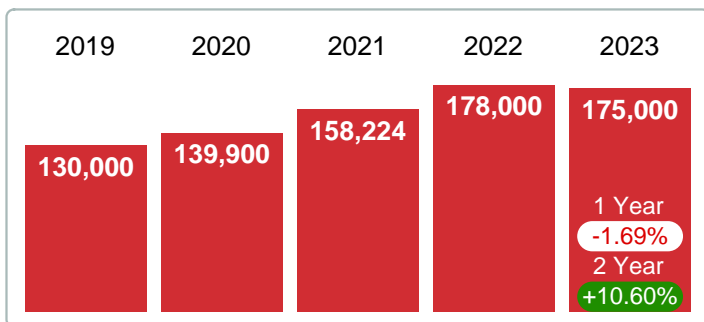
MEDIAN LIST PRICE AT CLOSING

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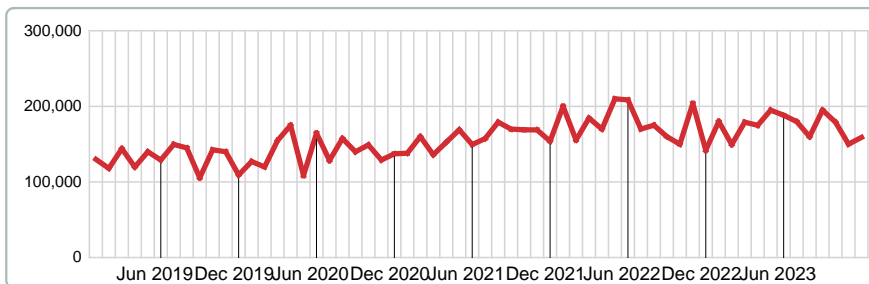
DECEMBER



YEAR TO DATE (YTD)

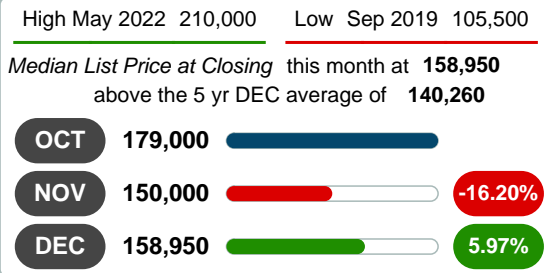


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 140,260



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	7.14%	49,000	30,000	49,500	0	0
\$50,001 - \$75,000	9.52%	69,900	0	69,900	0	0
\$75,001 - \$125,000	19.05%	104,000	109,950	99,000	85,000	0
\$125,001 - \$175,000	26.19%	158,900	169,000	156,950	0	0
\$175,001 - \$275,000	11.90%	249,900	0	260,000	229,950	0
\$275,001 - \$325,000	9.52%	294,900	0	289,900	299,900	0
\$325,001 and up	16.67%	360,000	350,000	369,000	339,000	0
Median List Price		158,950	110,000	158,950	249,900	0
Total Closed Units	100%	158,950	7	30	5	0
Total Closed Volume		8,979,099	982.90K	6.81M	1.18M	0.00B

December 2023



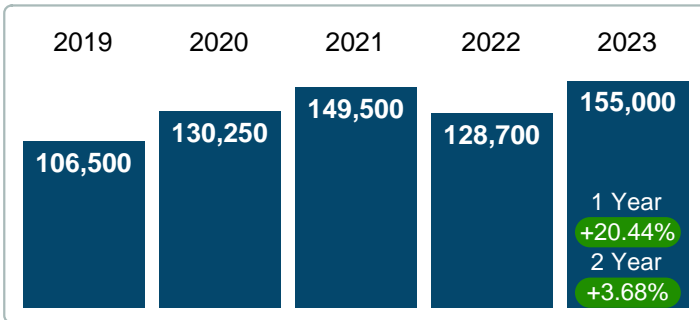
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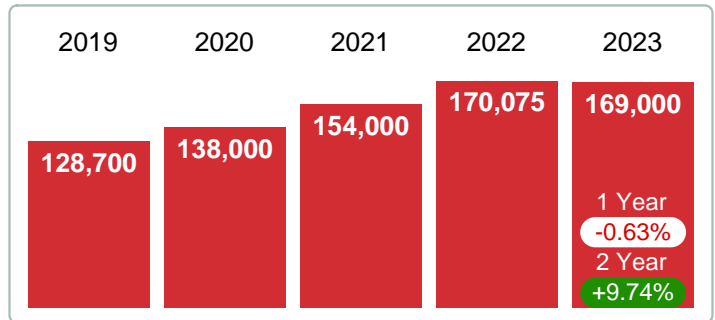
MEDIAN SOLD PRICE AT CLOSING

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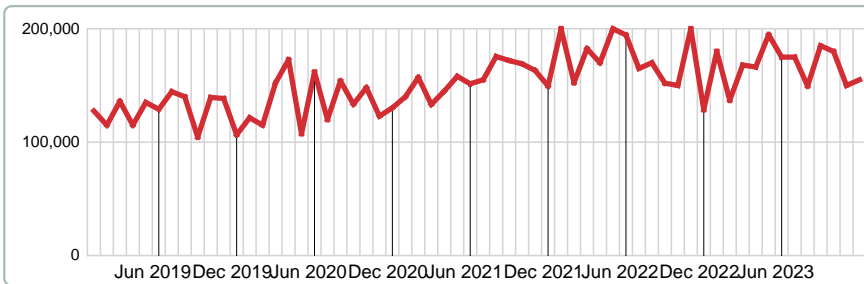
DECEMBER



YEAR TO DATE (YTD)

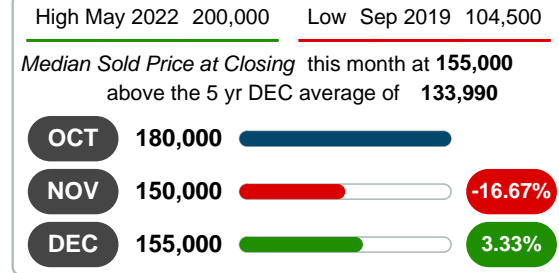


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 133,990



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	7.14%	39,500	30,000	40,500	0	0
\$50,001 - \$75,000	11.90%	69,900	0	67,450	72,000	0
\$75,001 - \$125,000	16.67%	105,000	106,000	97,500	0	0
\$125,001 - \$175,000	28.57%	155,000	169,000	151,250	169,000	0
\$175,001 - \$275,000	11.90%	240,000	0	252,500	200,000	0
\$275,001 - \$325,000	9.52%	286,500	280,000	303,750	287,500	0
\$325,001 and up	14.29%	352,500	0	360,000	344,000	0
Median Sold Price		155,000	107,000	155,000	200,000	0
Total Closed Units	100%	155,000	7	30	5	0
Total Closed Volume		8,612,199	891.00K	6.65M	1.07M	0.00B

December 2023



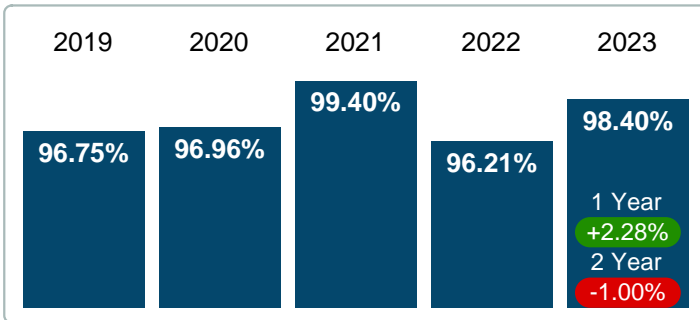
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



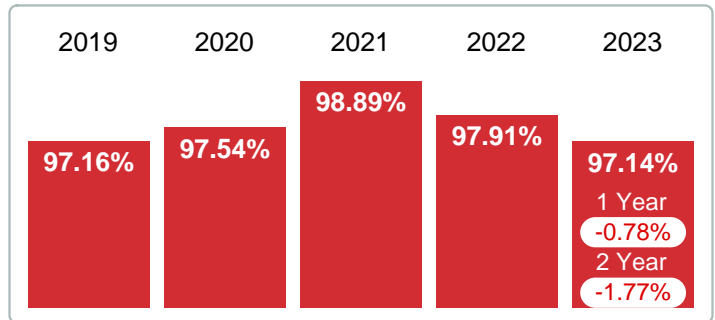
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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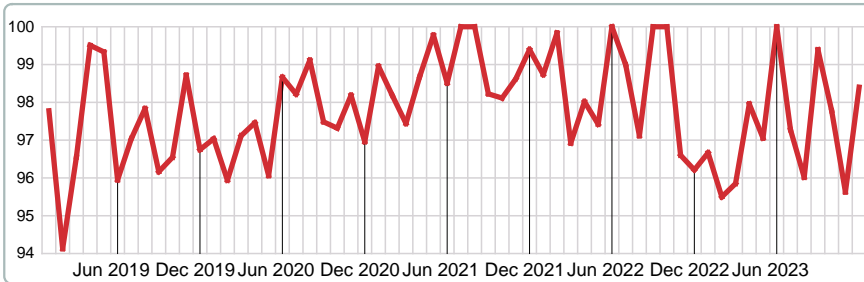
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

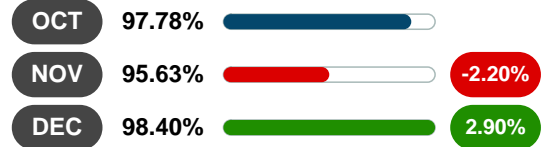


3 MONTHS

5 year DEC AVG = 97.54%

High Jun 2023 100.00% Low Feb 2019 94.13%

Median Sold/List Ratio this month at **98.40%**
 equal to 5 yr DEC average of **97.54%**



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	3	7.14%	83.00%	100.00%	81.81%	0.00%	0.00%
\$50,001 - \$75,000	5	11.90%	93.33%	0.00%	96.67%	84.71%	0.00%
\$75,001 - \$125,000	7	16.67%	98.48%	95.14%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	12	28.57%	100.00%	100.00%	100.00%	67.63%	0.00%
\$175,001 - \$275,000	5	11.90%	96.93%	0.00%	97.72%	95.24%	0.00%
\$275,001 - \$325,000	4	9.52%	97.17%	80.00%	98.79%	95.87%	0.00%
\$325,001 and up	6	14.29%	98.78%	0.00%	97.56%	101.47%	0.00%
Median Sold/List Ratio		98.40%		95.54%	98.50%	95.24%	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



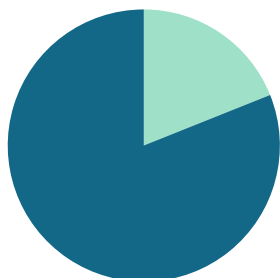
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

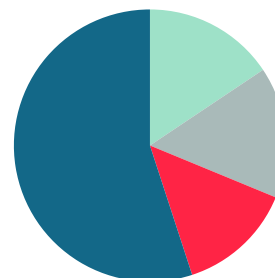


Inventory
 New Listings
43 = 18.94%
 Start Inventory
184
 Total Inventory Units
227
 Volume
\$61,538,029

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%
Median List Price	141,950	158,950	11.98%	178,000	175,000	-1.69%
Median Sale Price	128,700	155,000	20.44%	170,075	169,000	-0.63%
Median Percent of Selling Price to List Price	96.21%	98.40%	2.28%	97.91%	97.14%	-0.78%
Median Days on Market to Sale	25.00	19.50	-22.00%	12.00	16.00	33.33%
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

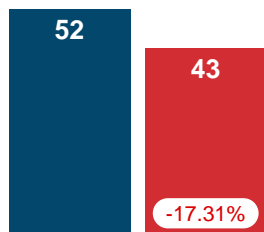
Inventory on December 31, 2023 = **148**

2022 **2023**

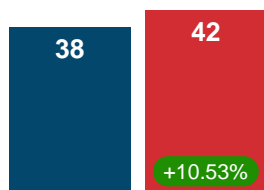
DECEMBER MARKET

MEDIAN PRICES

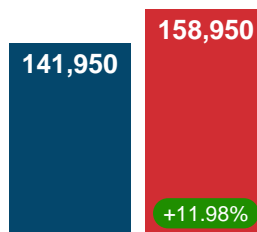
New Listings



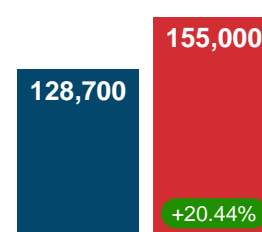
Pending Listings



List Price



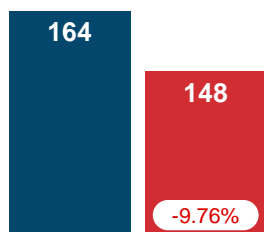
Sale Price



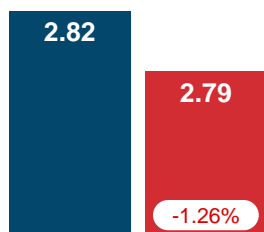
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

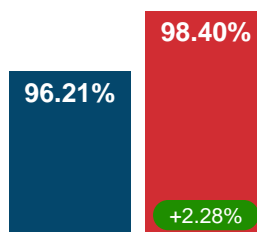
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

