

January 2024



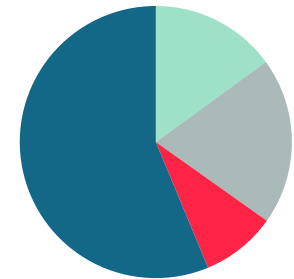
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	37	37	0.00%
Pending Listings	49	49	0.00%
New Listings	75	60	-20.00%
Average List Price	240,768	191,016	-20.66%
Average Sale Price	230,455	182,365	-20.87%
Average Percent of Selling Price to List Price	95.49%	95.74%	0.26%
Average Days on Market to Sale	54.14	38.73	-28.46%
End of Month Inventory	164	139	-15.24%
Months Supply of Inventory	2.88	2.62	-9.12%



■ Closed (14.98%)
■ Pending (19.84%)
■ Other OffMarket (8.91%)
■ Active (56.28%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of January 31, 2024 = **139**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2024 decreased **15.24%** to 139 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 **2.62** 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 **20.87%** in January 2024 to \$182,365 versus the previous year at \$230,455.

Average Days on Market Shortens

The average number of **38.73** days that homes spent on the market before selling decreased by 15.41 days or **28.46%** in January 2024 compared to last year's same month at **54.14** DOM.

Sales Success for January 2024 is Positive

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

There were 60 New Listings in January 2024, down **20.00%** from last year at 75. Furthermore, there were 37 Closed Listings this month versus last year at 37, a **0.00%** decrease.

Closed versus Listed trends yielded a **61.7%** ratio, up from previous year's, January 2023, at **49.3%**, a **25.00%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

January 2024



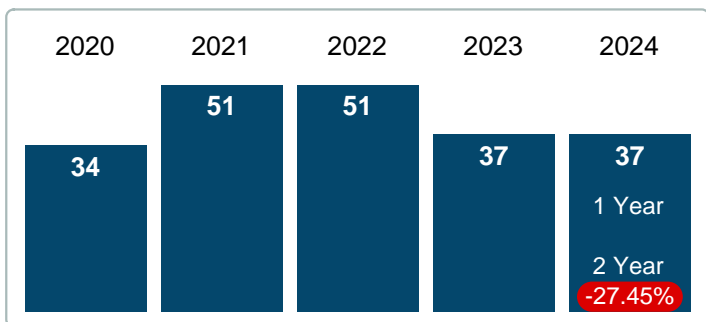
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



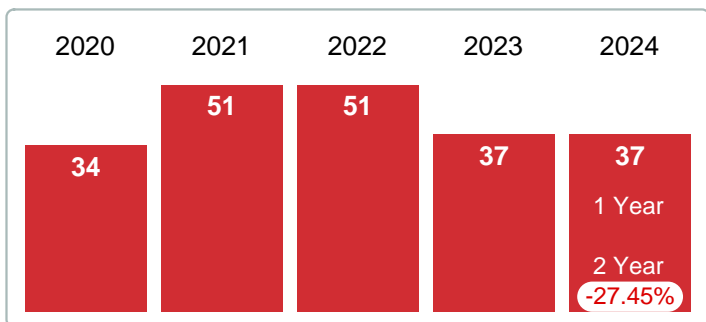
CLOSED LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

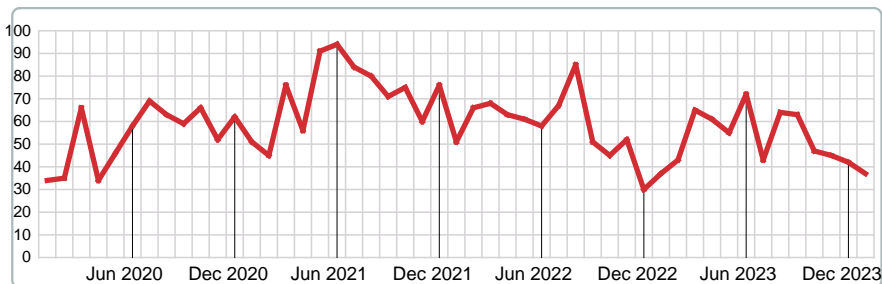
JANUARY



YEAR TO DATE (YTD)

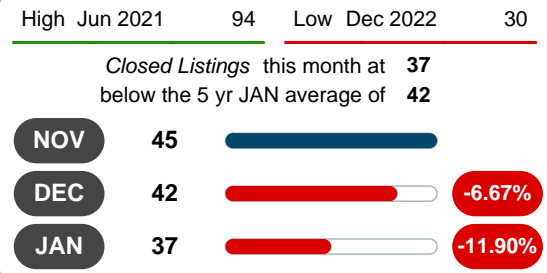


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	21.0	2	1	0	0
\$75,001 - \$100,000	5	13.51%	22.6	3	1	1	0
\$100,001 - \$125,000	5	13.51%	21.4	0	5	0	0
\$125,001 - \$175,000	7	18.92%	58.1	0	5	2	0
\$175,001 - \$225,000	9	24.32%	36.0	4	5	0	0
\$225,001 - \$300,000	3	8.11%	32.3	0	1	2	0
\$300,001 and up	5	13.51%	64.4	1	0	3	1
Total Closed Units	37			10	18	8	1
Total Closed Volume	6,747,501	100%	38.7	1.47M	2.75M	1.93M	600.00K
Average Closed Price	\$182,365			\$146,590	\$152,844	\$241,300	\$600,000

January 2024



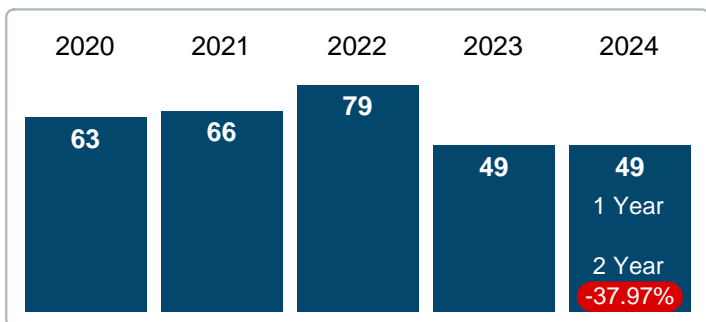
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



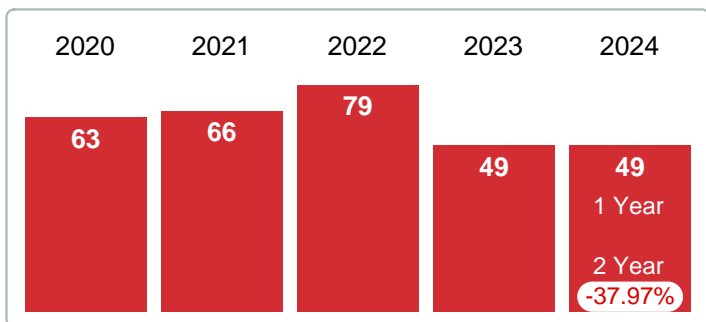
PENDING LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

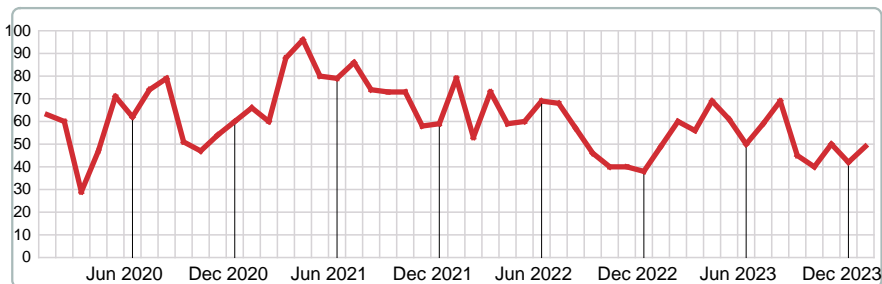
JANUARY



YEAR TO DATE (YTD)

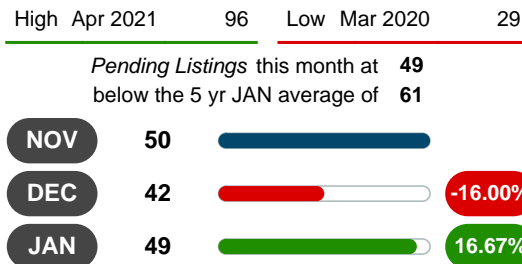


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	10.20%	43.8	3	2	0	0
\$75,001 - \$100,000	2	4.08%	26.0	1	1	0	0
\$100,001 - \$175,000	12	24.49%	52.7	4	6	2	0
\$175,001 - \$275,000	9	18.37%	75.6	1	6	1	1
\$275,001 - \$300,000	7	14.29%	73.1	1	5	1	0
\$300,001 - \$450,000	10	20.41%	50.9	1	3	5	1
\$450,001 and up	4	8.16%	127.0	0	2	1	1
Total Pending Units	49			11	25	10	3
Total Pending Volume	13,287,850	100%	46.4	1.65M	6.49M	3.11M	2.04M
Average Listing Price	\$207,600			\$149,982	\$259,786	\$310,840	\$678,333

January 2024



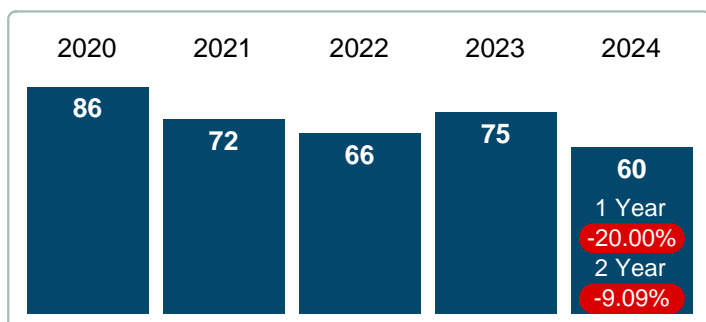
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



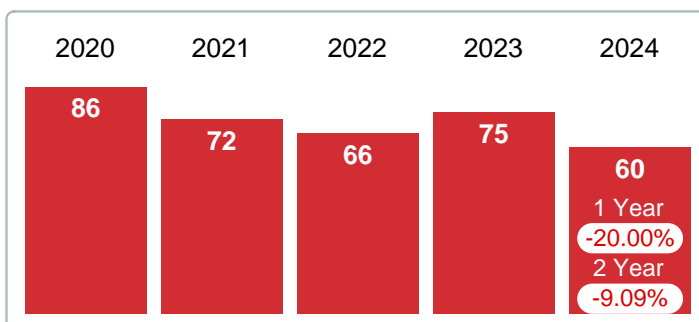
NEW LISTINGS

Report produced on Feb 12, 2024 for MLS Technology Inc.

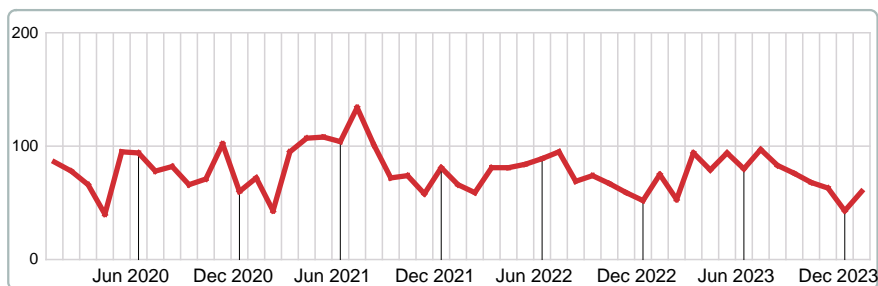
JANUARY



YEAR TO DATE (YTD)

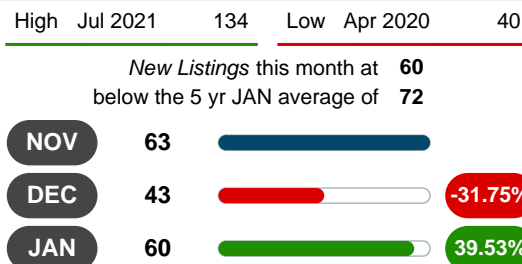


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	1.67%	0	1	0	0
\$50,001 - \$100,000	11	18.33%	8	2	1	0
\$100,001 - \$125,000	5	8.33%	1	4	0	0
\$125,001 - \$300,000	21	35.00%	4	16	1	0
\$300,001 - \$375,000	7	11.67%	0	4	3	0
\$375,001 - \$475,000	9	15.00%	0	5	3	1
\$475,001 and up	6	10.00%	1	3	2	0
Total New Listed Units	60		14	35	10	1
Total New Listed Volume	15,755,500	100%	1.93M	9.80M	3.64M	385.00K
Average New Listed Listing Price	\$212,500		\$137,893	\$280,129	\$363,550	\$385,000

January 2024



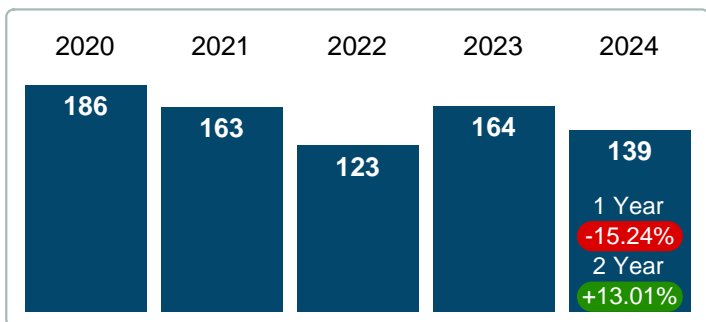
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



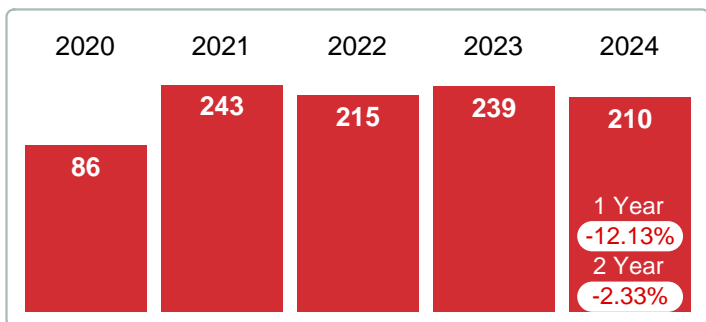
ACTIVE INVENTORY

Report produced on Feb 12, 2024 for MLS Technology Inc.

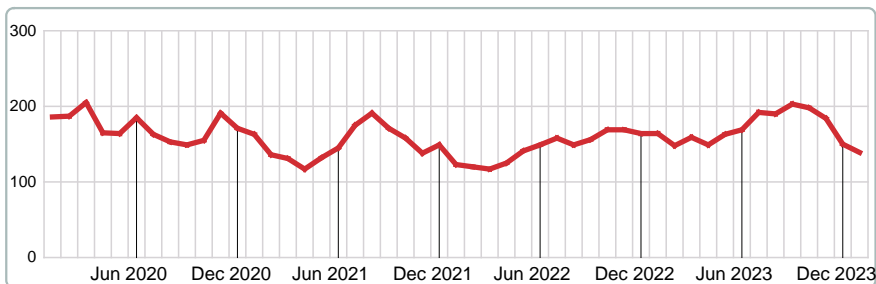
END OF JANUARY



ACTIVE DURING JANUARY

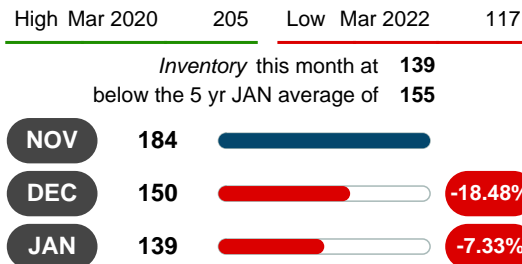


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 155



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	13	9.35%	76.5	7	6	0	0
\$75,001 - \$100,000	12	8.63%	81.5	7	3	2	0
\$100,001 - \$150,000	29	20.86%	85.7	8	19	2	0
\$150,001 - \$250,000	27	19.42%	101.9	5	18	4	0
\$250,001 - \$350,000	26	18.71%	78.9	1	16	6	3
\$350,001 - \$525,000	18	12.95%	52.3	1	7	8	2
\$525,001 and up	14	10.07%	112.0	1	6	4	3
Total Active Inventory by Units	139			30	75	26	8
Total Active Inventory by Volume	39,345,938	100%	84.7	4.28M	18.35M	9.19M	7.52M
Average Active Inventory Listing Price	\$283,064			\$142,757	\$244,733	\$353,404	\$939,975

January 2024



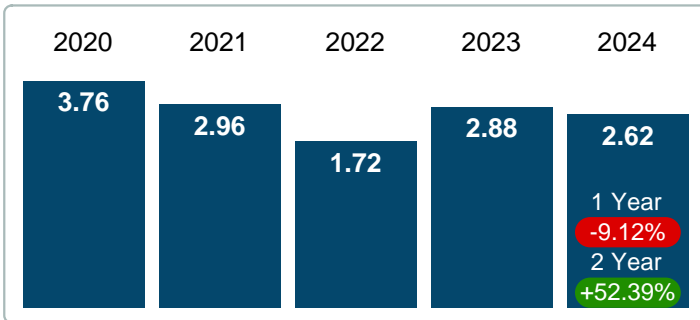
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



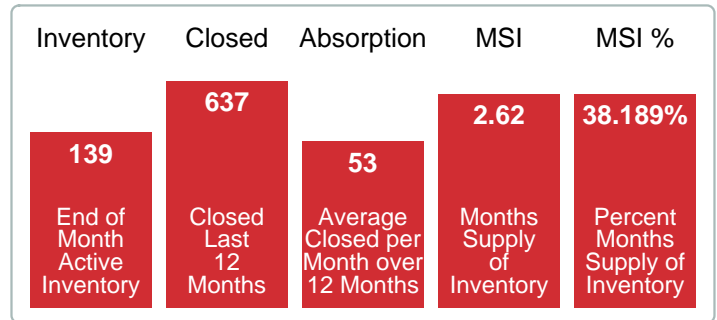
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Feb 12, 2024 for MLS Technology Inc.

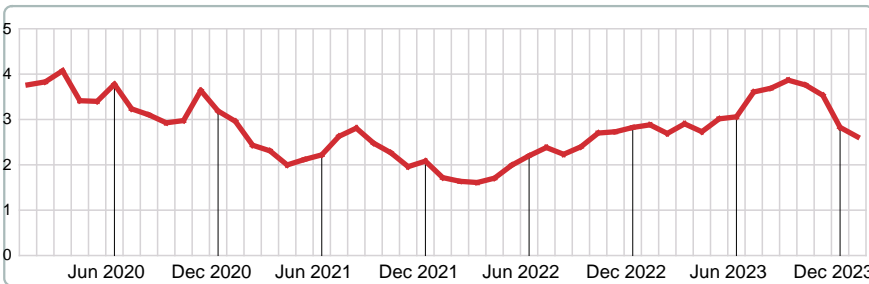
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

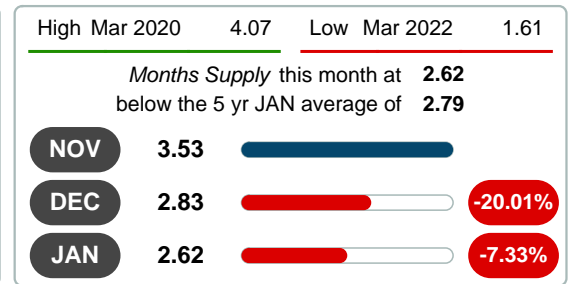


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.79



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	13	9.35%	1.43	1.56	1.50	0.00	0.00
\$75,001 - \$100,000	12	8.63%	2.77	2.90	1.89	8.00	0.00
\$100,001 - \$150,000	29	20.86%	3.19	4.17	3.04	2.18	0.00
\$150,001 - \$250,000	27	19.42%	1.58	2.22	1.54	1.33	0.00
\$250,001 - \$350,000	26	18.71%	3.35	1.71	3.15	2.88	0.00
\$350,001 - \$525,000	18	12.95%	4.41	12.00	3.50	4.57	8.00
\$525,001 and up	14	10.07%	8.40	0.00	14.40	6.00	5.14
Market Supply of Inventory (MSI)			2.62	2.55	2.42	2.81	7.38
Total Active Inventory by Units		100%	2.62	30	75	26	8

January 2024



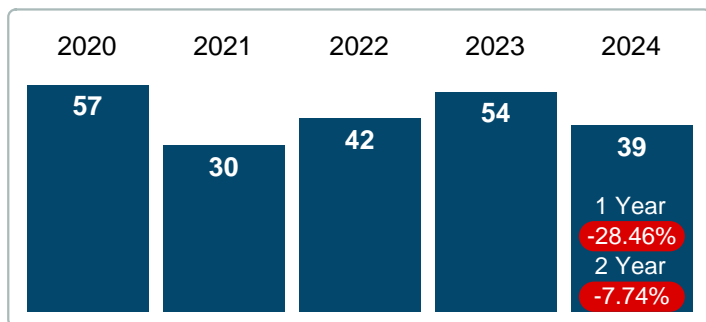
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



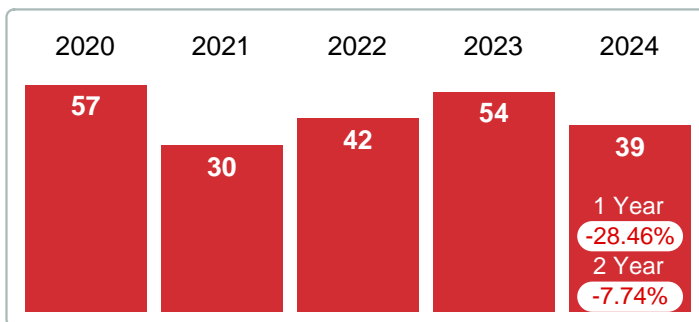
AVERAGE DAYS ON MARKET TO SALE

Report produced on Feb 12, 2024 for MLS Technology Inc.

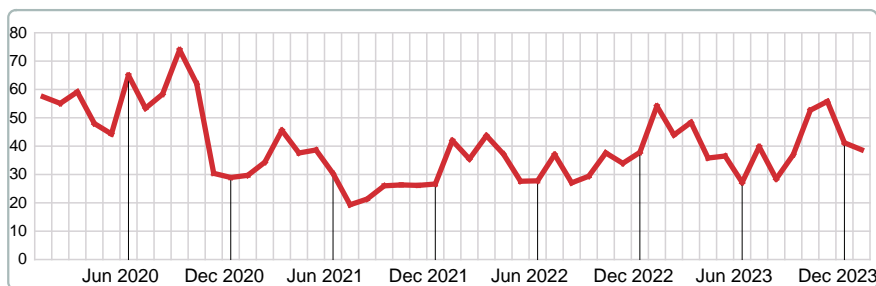
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

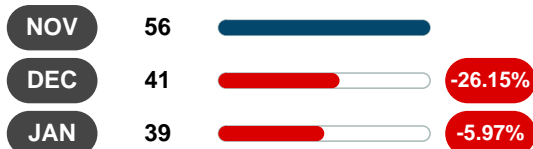


3 MONTHS

5 year JAN AVG = 44

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 39 below the 5 yr JAN average of 44



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
\$75,000 and less	8.11%	21	13	37	0	0
\$75,001 - \$100,000	13.51%	23	29	15	11	0
\$100,001 - \$125,000	13.51%	21	0	21	0	0
\$125,001 - \$175,000	18.92%	58	0	54	69	0
\$175,001 - \$225,000	24.32%	36	57	19	0	0
\$225,001 - \$300,000	8.11%	32	0	37	30	0
\$300,001 and up	13.51%	64	58	0	86	6
Average Closed DOM		39	40	31	58	6
Total Closed Units	100%	37	10	18	8	1
Total Closed Volume		6,747,501	1.47M	2.75M	1.93M	600.00K

January 2024



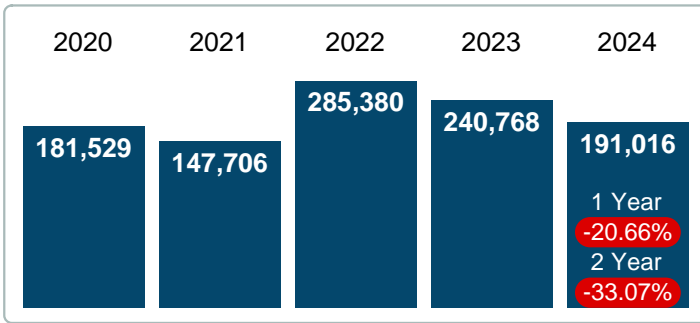
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



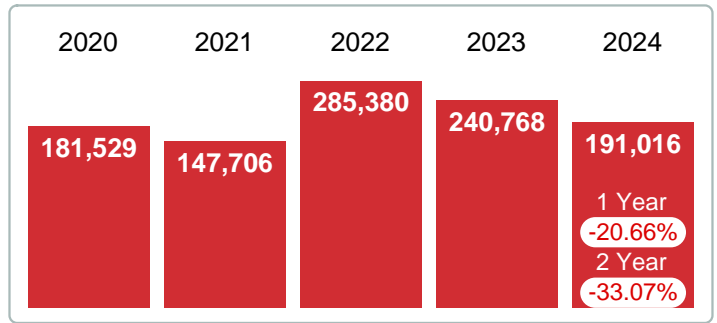
AVERAGE LIST PRICE AT CLOSING

Report produced on Feb 12, 2024 for MLS Technology Inc.

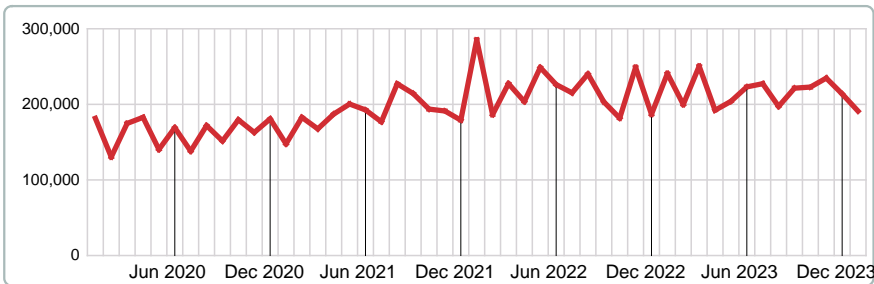
JANUARY



YEAR TO DATE (YTD)

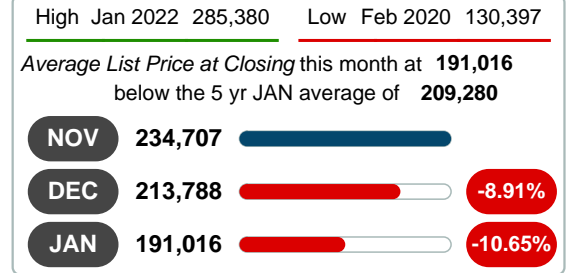


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 209,280



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
\$75,000 and less	2	5.41%	57,000	62,000	75,000	0	0
\$75,001 - \$100,000	5	13.51%	92,080	97,300	95,000	96,500	0
\$100,001 - \$125,000	5	13.51%	109,680	0	114,060	0	0
\$125,001 - \$175,000	6	16.22%	154,100	0	166,920	169,500	0
\$175,001 - \$225,000	10	27.03%	189,930	222,250	191,280	0	0
\$225,001 - \$300,000	3	8.11%	274,467	0	294,500	264,450	0
\$300,001 and up	6	16.22%	382,917	310,000	0	345,833	625,000
Average List Price			191,016	161,490	156,989	250,238	625,000
Total Closed Units		100%	191,016	10	18	8	1
Total Closed Volume			7,067,600	1.61M	2.83M	2.00M	625.00K

January 2024



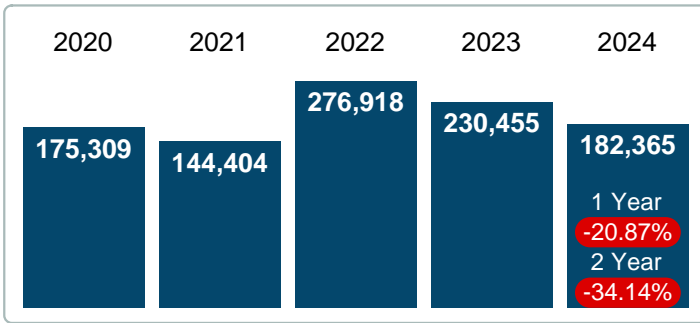
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



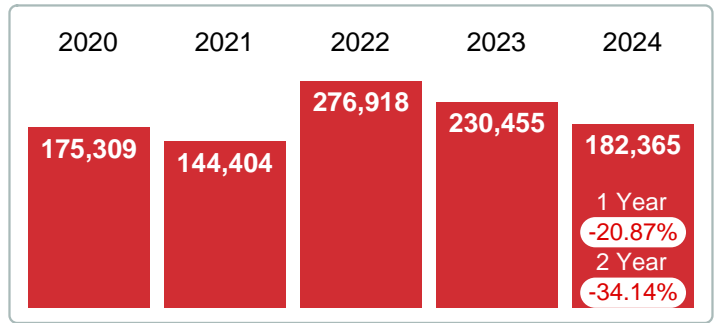
AVERAGE SOLD PRICE AT CLOSING

Report produced on Feb 12, 2024 for MLS Technology Inc.

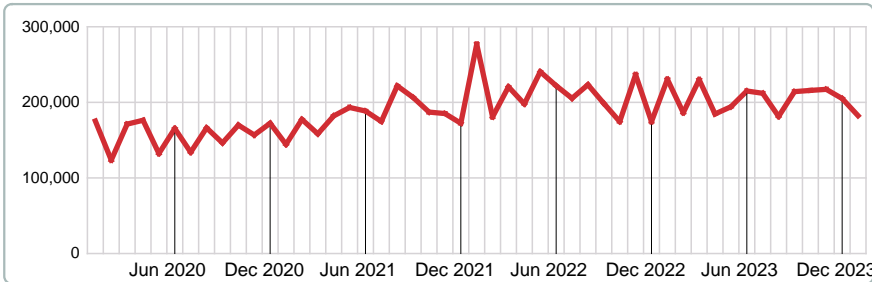
JANUARY



YEAR TO DATE (YTD)

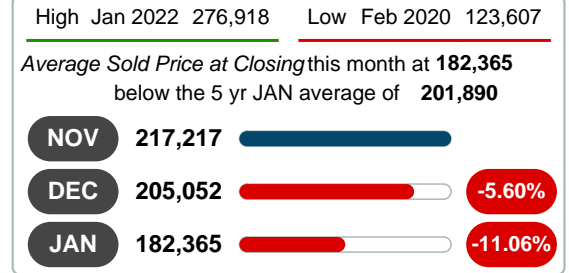


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 201,890



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
\$75,000 and less	8.11%	57,334	52,001	68,000	0	0
\$75,001 - \$100,000	13.51%	92,560	89,300	95,000	99,900	0
\$100,001 - \$125,000	13.51%	111,900	0	111,900	0	0
\$125,001 - \$175,000	18.92%	160,843	0	164,680	151,250	0
\$175,001 - \$225,000	24.32%	189,922	197,250	184,060	0	0
\$225,001 - \$300,000	8.11%	268,000	0	285,000	259,500	0
\$300,001 and up	13.51%	382,800	305,000	0	336,333	600,000
Average Sold Price		182,365	146,590	152,844	241,300	600,000
Total Closed Units	100%	182,365	10	18	8	1
Total Closed Volume		6,747,501	1.47M	2.75M	1.93M	600.00K

January 2024



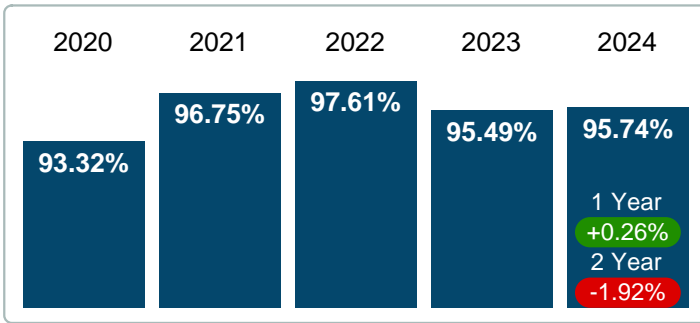
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



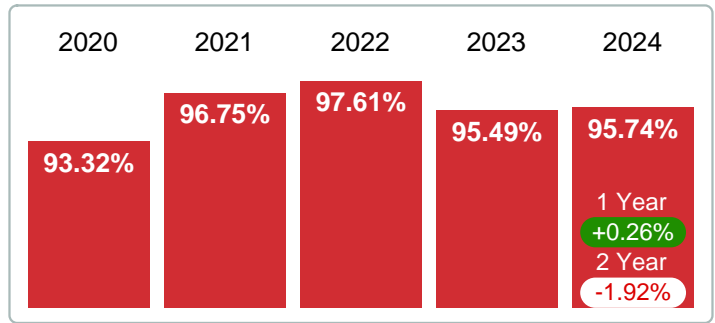
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 12, 2024 for MLS Technology Inc.

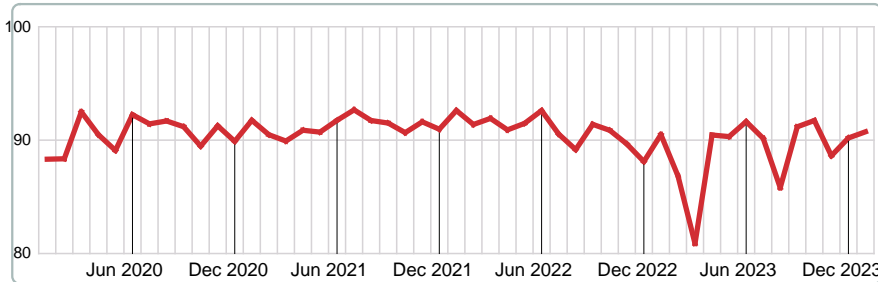
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

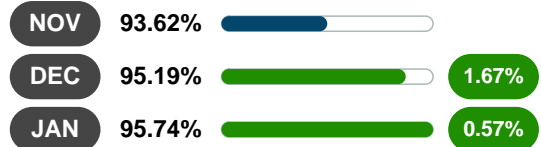


3 MONTHS

5 year JAN AVG = 95.78%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.74%** equal to 5 yr JAN average of **95.78%**



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
\$75,000 and less	3	8.11%	89.05%	88.24%	90.67%	0.00%	0.00%
\$75,001 - \$100,000	5	13.51%	96.26%	92.59%	100.00%	103.52%	0.00%
\$100,001 - \$125,000	5	13.51%	98.18%	0.00%	98.18%	0.00%	0.00%
\$125,001 - \$175,000	7	18.92%	96.13%	0.00%	98.67%	89.77%	0.00%
\$175,001 - \$225,000	9	24.32%	94.49%	92.31%	96.23%	0.00%	0.00%
\$225,001 - \$300,000	3	8.11%	97.67%	0.00%	96.77%	98.12%	0.00%
\$300,001 and up	5	13.51%	97.32%	98.39%	0.00%	97.41%	96.00%
Average Sold/List Ratio		95.70%		92.19%	97.38%	96.44%	96.00%
Total Closed Units		37	100%	10	18	8	1
Total Closed Volume		6,747,501		1.47M	2.75M	1.93M	600.00K

January 2024



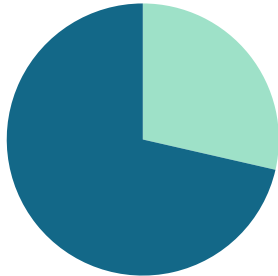
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

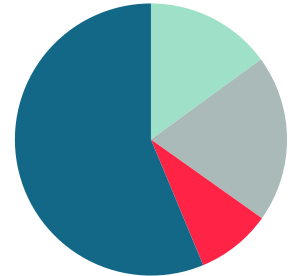


Inventory
 New Listings
60 = 28.57%
 Start Inventory
150
 Total Inventory Units
210
 Volume
\$59,230,188

Market Activity

Closed Sales
37 = 14.98%
 Pending Sales
49 = 19.84%
 Other Off Market
22 = 8.91%
 Active Inventory
139 = 56.28%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	37	37	0.00%	37	37	0.00%
Pending Sales	49	49	0.00%	49	49	0.00%
New Listings	75	60	-20.00%	75	60	-20.00%
Average List Price	240,768	191,016	-20.66%	240,768	191,016	-20.66%
Average Sale Price	230,455	182,365	-20.87%	230,455	182,365	-20.87%
Average Percent of Selling Price to List Price	95.49%	95.74%	0.26%	95.49%	95.74%	0.26%
Average Days on Market to Sale	54.14	38.73	-28.46%	54.14	38.73	-28.46%
Monthly Inventory	164	139	-15.24%	164	139	-15.24%
Months Supply of Inventory	2.88	2.62	-9.12%	2.88	2.62	-9.12%

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

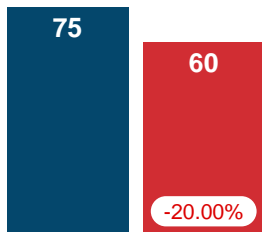
Inventory on January 31, 2024 = **139**

2023 **2024**

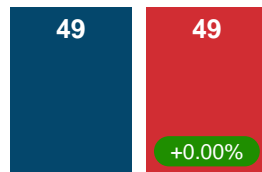
JANUARY MARKET

AVERAGE PRICES

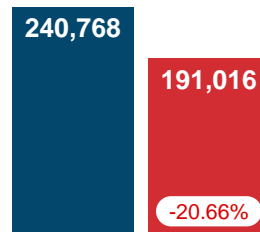
New Listings



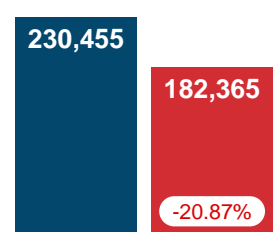
Pending Listings



List Price



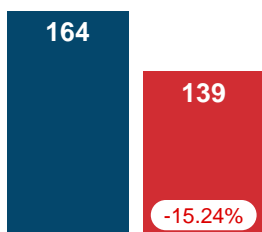
Sale Price



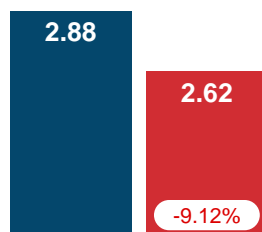
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

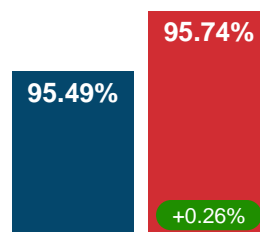
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

