

January 2024



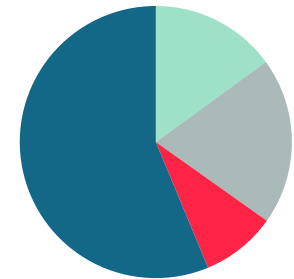
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	180,000	179,900	-0.06%
Median Sale Price	180,000	175,000	-2.78%
Median Percent of Selling Price to List Price	96.67%	98.00%	1.38%
Median Days on Market to Sale	13.00	25.00	92.31%
End of Month Inventory	164	139	-15.24%
Months Supply of Inventory	2.88	2.62	-9.12%



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.

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 **2.78%** in January 2024 to \$175,000 versus the previous year at \$180,000.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 12.00 days or **92.31%** in January 2024 compared to last year's same month at **13.00** DOM.

Sales Success for January 2024 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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.

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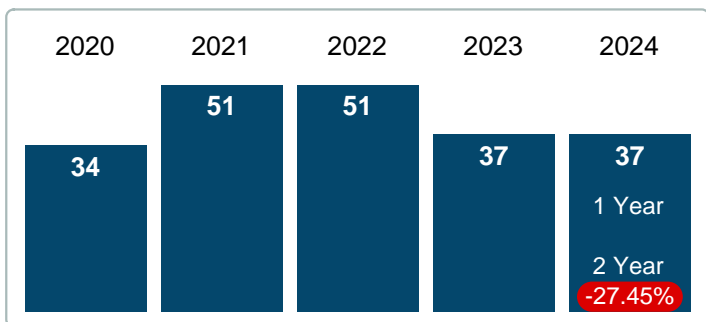
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



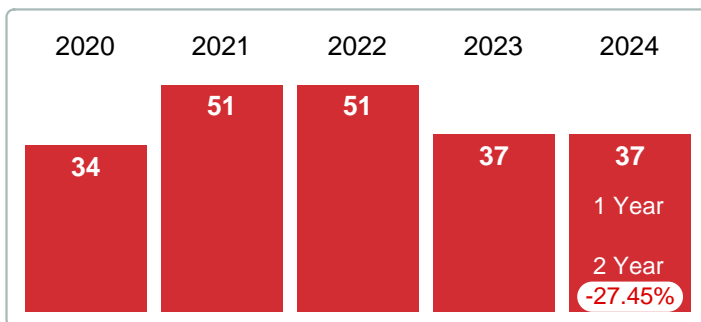
CLOSED LISTINGS

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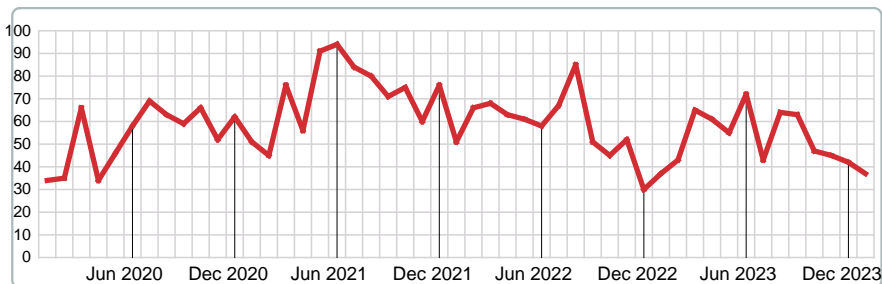
JANUARY



YEAR TO DATE (YTD)

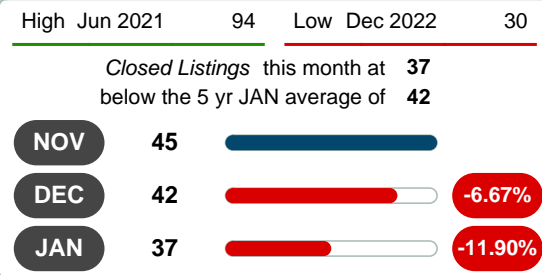


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	25.0	2	1	0	0
\$75,001 - \$100,000	5	13.51%	15.0	3	1	1	0
\$100,001 - \$125,000	5	13.51%	16.0	0	5	0	0
\$125,001 - \$175,000	7	18.92%	38.0	0	5	2	0
\$175,001 - \$225,000	9	24.32%	30.0	4	5	0	0
\$225,001 - \$300,000	3	8.11%	37.0	0	1	2	0
\$300,001 and up	5	13.51%	58.0	1	0	3	1
Total Closed Units	37			10	18	8	1
Total Closed Volume	6,747,501	100%	25.0	1.47M	2.75M	1.93M	600.00K
Median Closed Price	\$175,000			\$137,000	\$159,200	\$259,500	\$600,000

January 2024



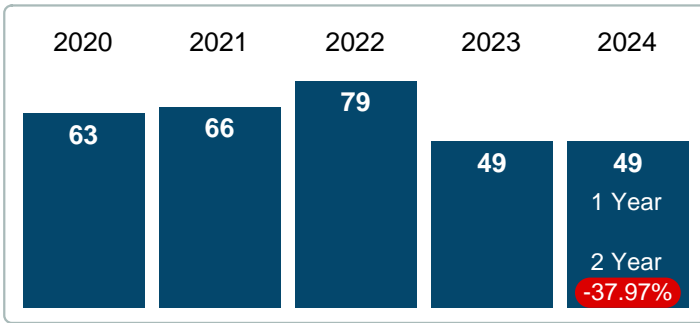
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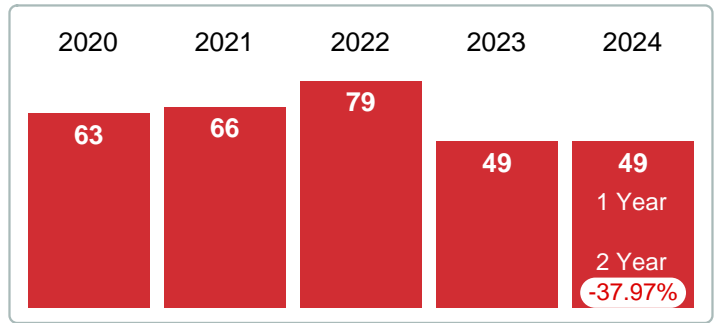
PENDING LISTINGS

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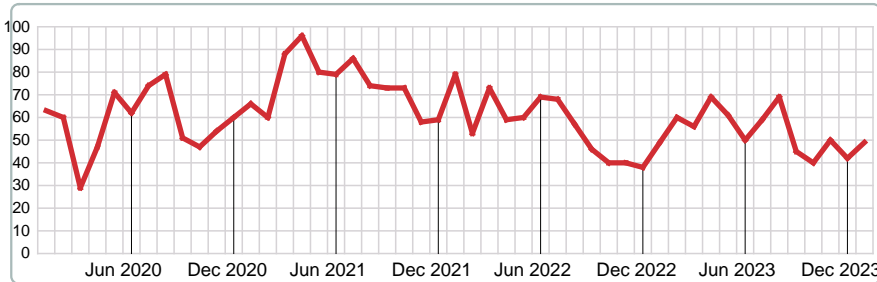
JANUARY



YEAR TO DATE (YTD)

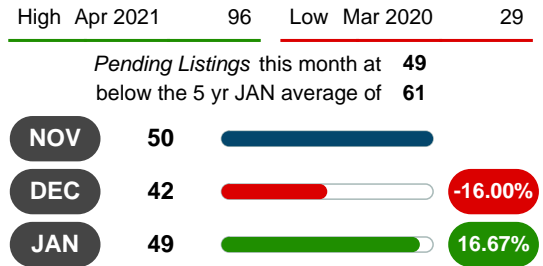


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	10.20%	29.0	3	2	0	0
\$75,001 - \$100,000	2	4.08%	26.0	1	1	0	0
\$100,001 - \$175,000	12	24.49%	42.0	4	6	2	0
\$175,001 - \$275,000	9	18.37%	63.0	1	6	1	1
\$275,001 - \$300,000	7	14.29%	72.0	1	5	1	0
\$300,001 - \$450,000	10	20.41%	34.0	1	3	5	1
\$450,001 and up	4	8.16%	134.0	0	2	1	1
Total Pending Units	49			11	25	10	3
Total Pending Volume	13,287,850	100%	52.0	1.65M	6.49M	3.11M	2.04M
Median Listing Price	\$245,000			\$145,000	\$259,500	\$314,500	\$415,000

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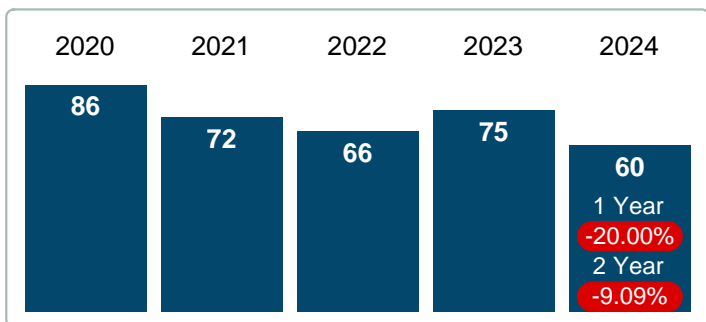
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



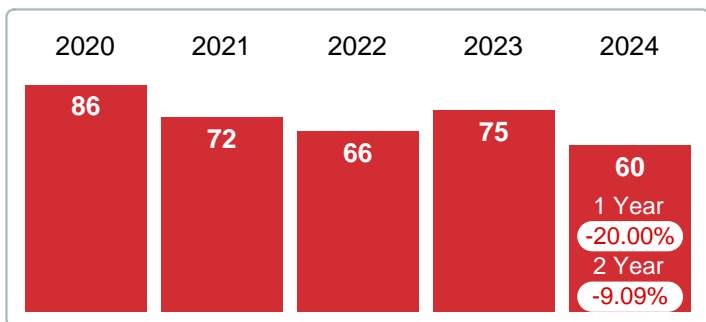
NEW LISTINGS

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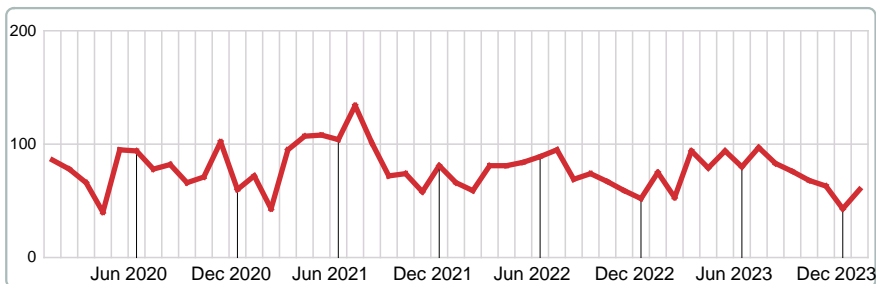
JANUARY



YEAR TO DATE (YTD)

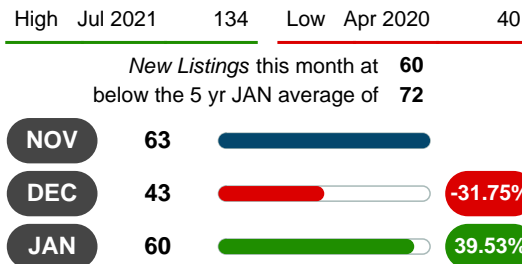


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$265,000		\$89,900	\$275,000	\$364,000	\$385,000

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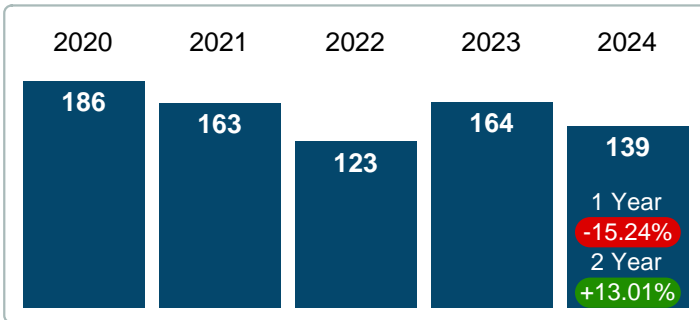
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



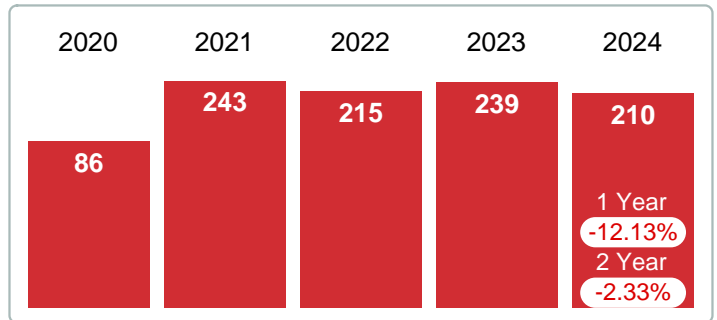
ACTIVE INVENTORY

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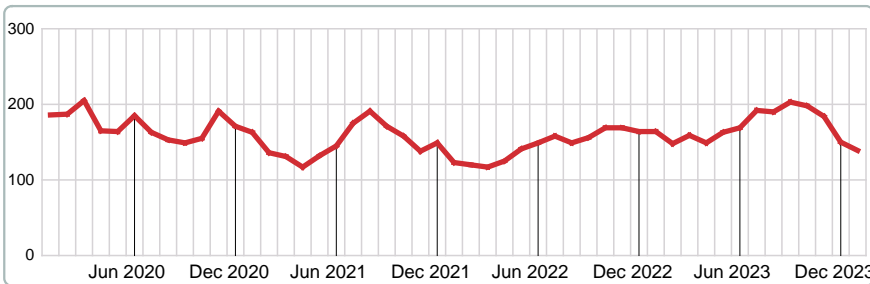
END OF JANUARY



ACTIVE DURING JANUARY

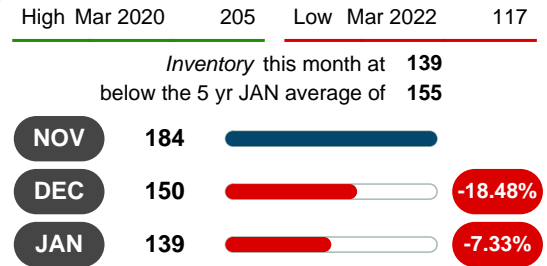


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 155



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	9.35%	56.0	7	6	0	0
\$75,001 - \$100,000	12	8.63%	91.0	7	3	2	0
\$100,001 - \$150,000	29	20.86%	70.0	8	19	2	0
\$150,001 - \$250,000	27	19.42%	105.0	5	18	4	0
\$250,001 - \$350,000	26	18.71%	57.0	1	16	6	3
\$350,001 - \$525,000	18	12.95%	24.0	1	7	8	2
\$525,001 and up	14	10.07%	81.5	1	6	4	3
Total Active Inventory by Units	139			30	75	26	8
Total Active Inventory by Volume	39,345,938	100%	76.0	4.28M	18.35M	9.19M	7.52M
Median Active Inventory Listing Price	\$215,000			\$110,000	\$215,000	\$344,450	\$442,450

January 2024



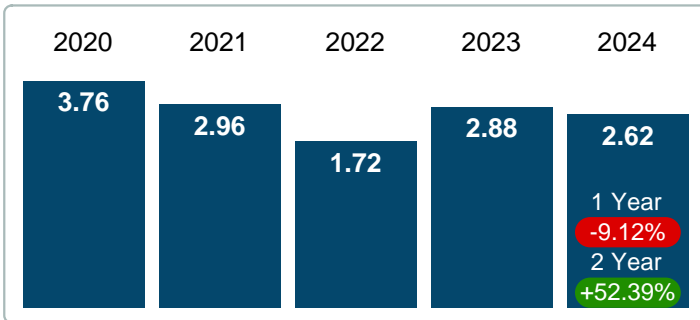
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



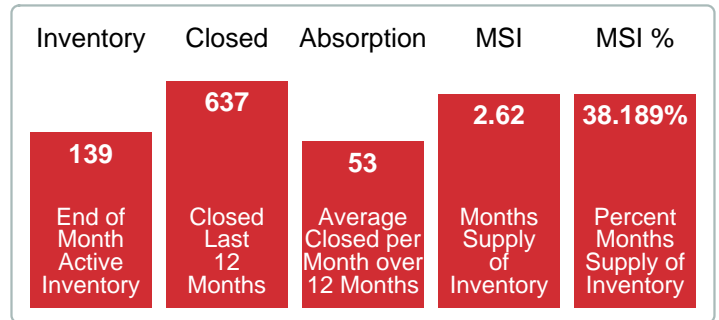
MONTHS SUPPLY of INVENTORY (MSI)

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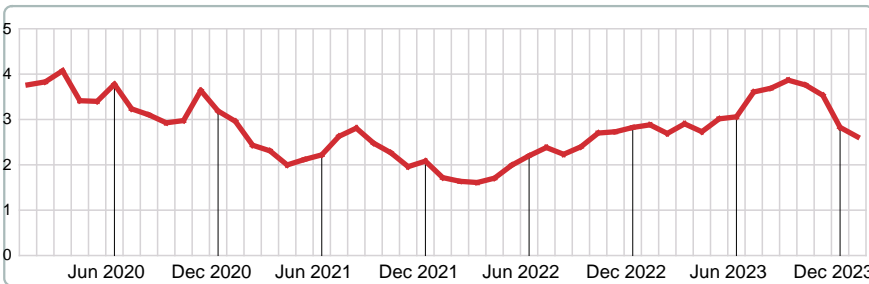
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

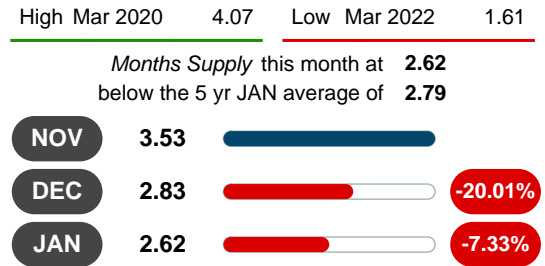


5 YEAR MARKET ACTIVITY TRENDS



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

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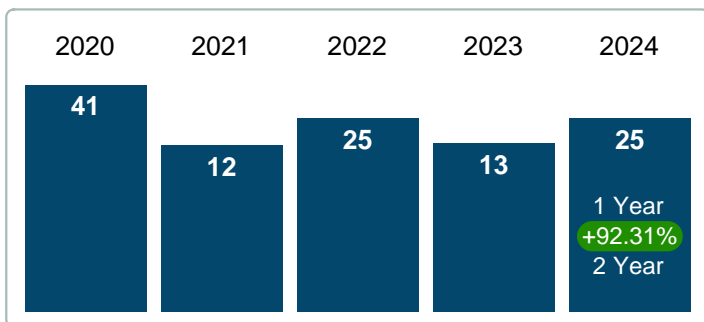
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



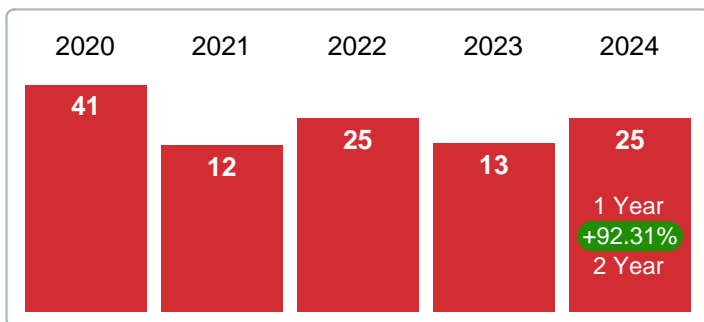
MEDIAN DAYS ON MARKET TO SALE

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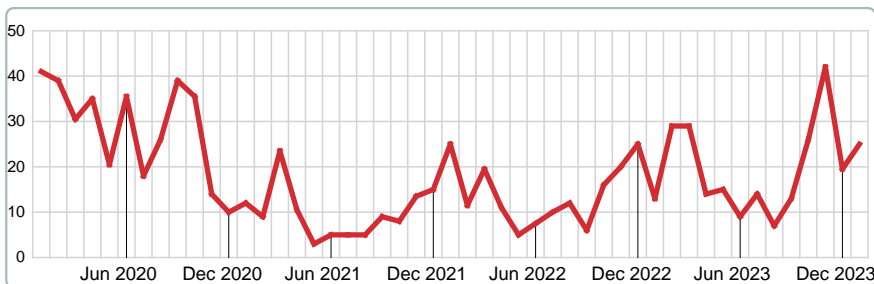
JANUARY



YEAR TO DATE (YTD)

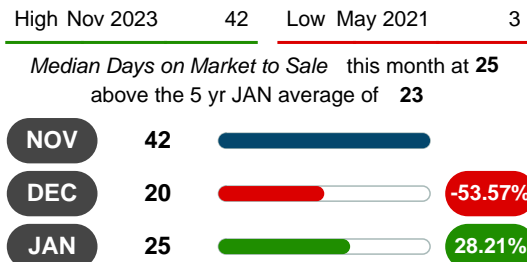


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 23



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
\$75,000 and less	8.11%	25	13	37	0	0
\$75,001 - \$100,000	13.51%	15	40	15	11	0
\$100,001 - \$125,000	13.51%	16	0	16	0	0
\$125,001 - \$175,000	18.92%	38	0	10	69	0
\$175,001 - \$225,000	24.32%	30	62	14	0	0
\$225,001 - \$300,000	8.11%	37	0	37	30	0
\$300,001 and up	13.51%	58	58	0	72	6
Median Closed DOM		25	41	16	41	6
Total Closed Units	100%	25.0	10	18	8	1
Total Closed Volume		6,747,501	1.47M	2.75M	1.93M	600.00K

January 2024



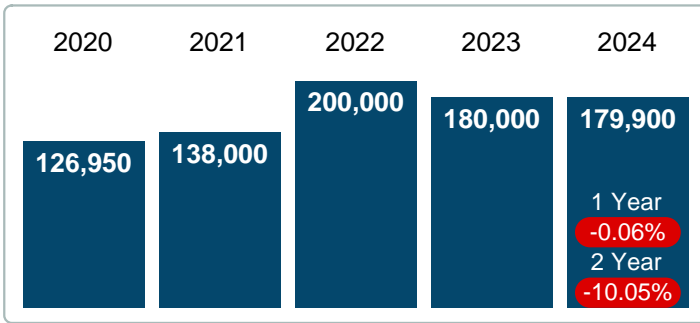
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



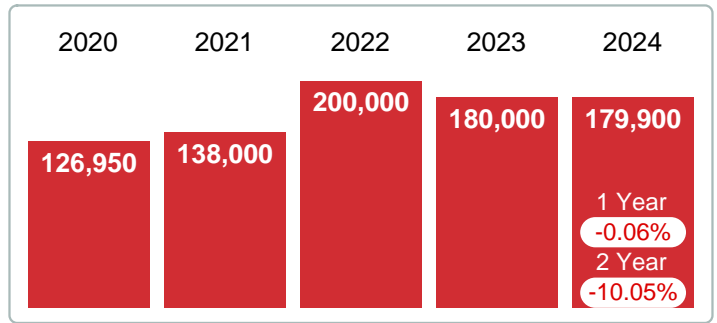
MEDIAN LIST PRICE AT CLOSING

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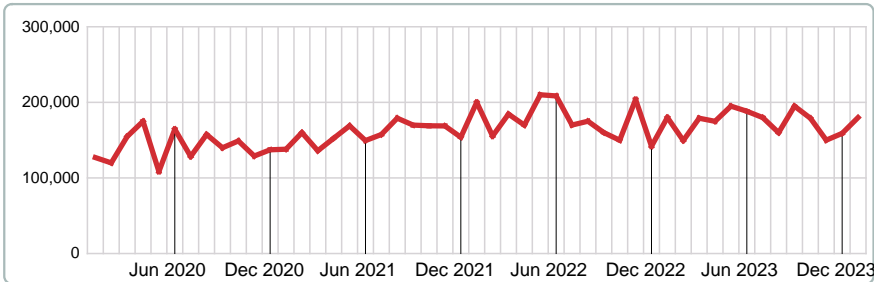
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

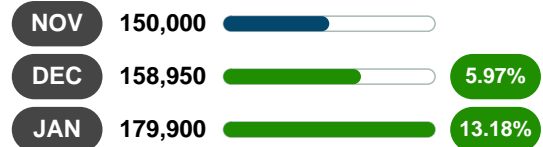


3 MONTHS

5 year JAN AVG = 164,970

High May 2022 210,000 Low May 2020 108,500

Median List Price at Closing this month at **179,900**
above the 5 yr JAN average of **164,970**



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
\$75,000 and less 2	5.41%	57,000	39,000	75,000	0	0
\$75,001 - \$100,000 5	13.51%	94,000	89,900	95,000	96,500	0
\$100,001 - \$125,000 5	13.51%	108,000	108,000	107,750	0	0
\$125,001 - \$175,000 6	16.22%	159,900	0	159,900	140,000	0
\$175,001 - \$225,000 10	27.03%	189,250	185,000	189,250	199,000	0
\$225,001 - \$300,000 3	8.11%	274,900	0	294,500	264,450	0
\$300,001 and up 6	16.22%	332,000	317,500	0	339,000	625,000
Median List Price		179,900	144,000	162,450	264,450	625,000
Total Closed Units		37	10	18	8	1
Total Closed Volume		7,067,600	1.61M	2.83M	2.00M	625.00K

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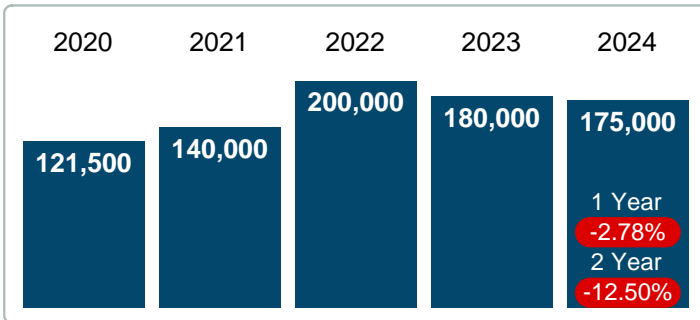
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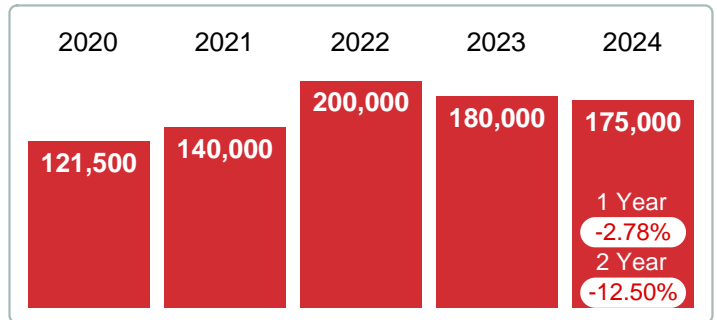
MEDIAN SOLD PRICE AT CLOSING

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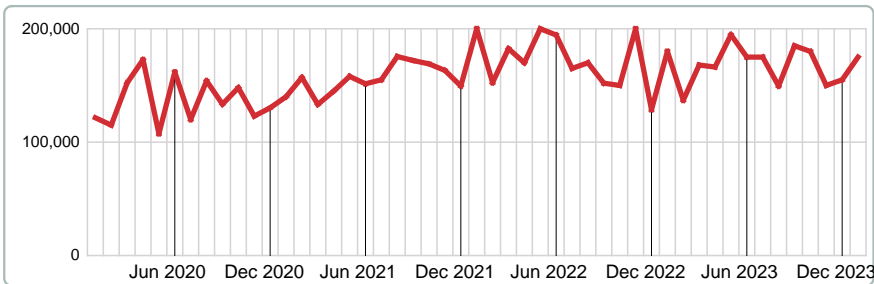
JANUARY



YEAR TO DATE (YTD)

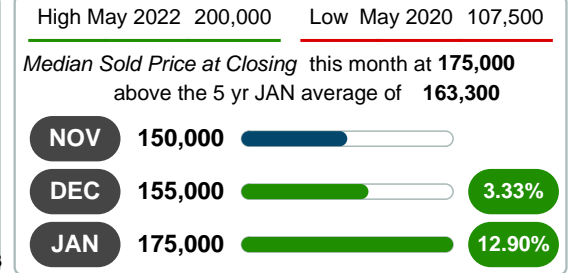


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 163,300



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
\$75,000 and less	3	8.11%	65,000	52,001	68,000	0	0
\$75,001 - \$100,000	5	13.51%	94,000	89,900	95,000	99,900	0
\$100,001 - \$125,000	5	13.51%	110,000	0	110,000	0	0
\$125,001 - \$175,000	7	18.92%	159,400	0	159,400	151,250	0
\$175,001 - \$225,000	9	24.32%	185,000	192,000	180,000	0	0
\$225,001 - \$300,000	3	8.11%	270,000	0	285,000	259,500	0
\$300,001 and up	5	13.51%	329,000	305,000	0	329,000	600,000
Median Sold Price			175,000	137,000	159,200	259,500	600,000
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



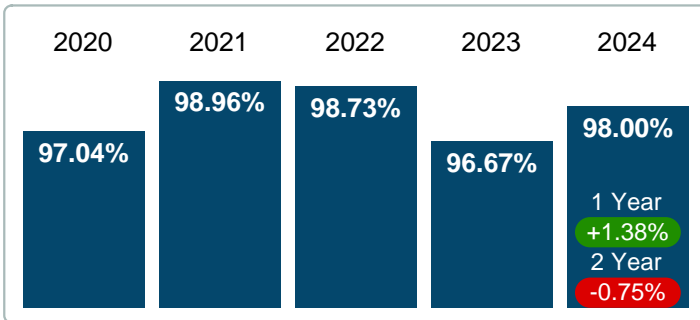
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



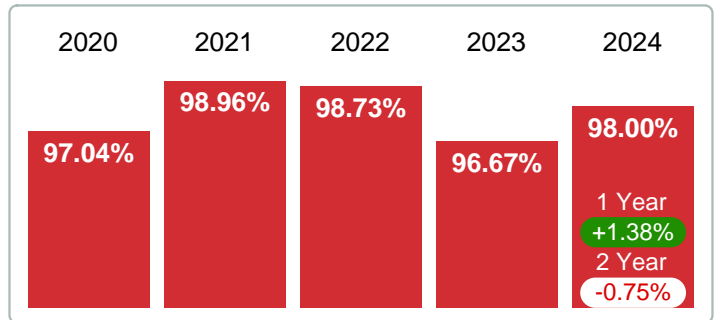
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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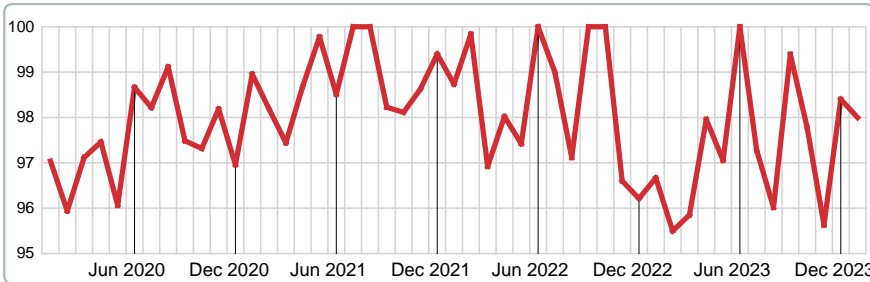
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 97.88%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **98.00%**
equal to 5 yr JAN average of **97.88%**



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	
\$75,000 and less	<div style="width: 8.11%;"></div> 3	8.11%	90.67%	88.24%	90.67%	0.00%	0.00%	
\$75,001 - \$100,000	<div style="width: 13.51%;"></div> 5	13.51%	100.00%	100.00%	100.00%	103.52%	0.00%	
\$100,001 - \$125,000	<div style="width: 13.51%;"></div> 5	13.51%	98.00%	0.00%	98.00%	0.00%	0.00%	
\$125,001 - \$175,000	<div style="width: 18.92%;"></div> 7	18.92%	97.28%	0.00%	99.44%	89.77%	0.00%	
\$175,001 - \$225,000	<div style="width: 24.32%;"></div> 9	24.32%	95.48%	100.00%	95.24%	0.00%	0.00%	
\$225,001 - \$300,000	<div style="width: 8.11%;"></div> 3	8.11%	98.03%	0.00%	96.77%	98.12%	0.00%	
\$300,001 and up	<div style="width: 13.51%;"></div> 5	13.51%	97.05%	98.39%	0.00%	97.05%	96.00%	
Median Sold/List Ratio		98.00%		100.00%	97.21%	97.54%	96.00%	
Total Closed Units		37	100%	98.00%	10	18	8	1
Total Closed Volume		6,747,501			1.47M	2.75M	1.93M	600.00K

January 2024



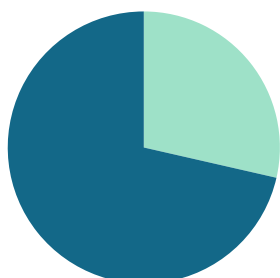
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

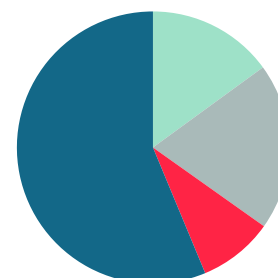


Inventory
 New Listings
60 = 28.57%
 Start Inventory
150
 Total Inventory Units
210
 Volume
\$59,230,188

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%
Median List Price	180,000	179,900	-0.06%	180,000	179,900	-0.06%
Median Sale Price	180,000	175,000	-2.78%	180,000	175,000	-2.78%
Median Percent of Selling Price to List Price	96.67%	98.00%	1.38%	96.67%	98.00%	1.38%
Median Days on Market to Sale	13.00	25.00	92.31%	13.00	25.00	92.31%
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

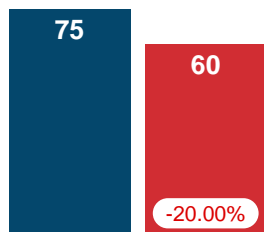
Inventory on January 31, 2024 = **139**

2023 **2024**

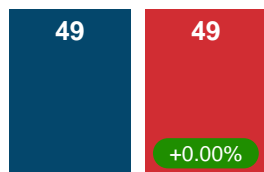
JANUARY MARKET

MEDIAN PRICES

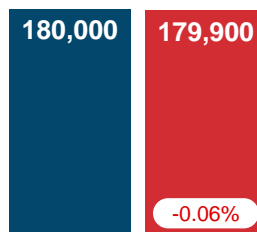
New Listings



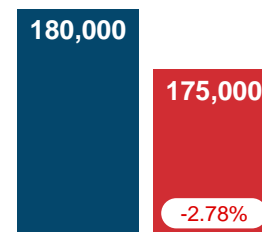
Pending Listings



List Price



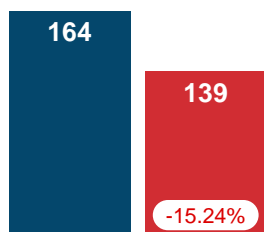
Sale Price



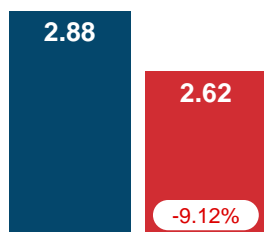
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

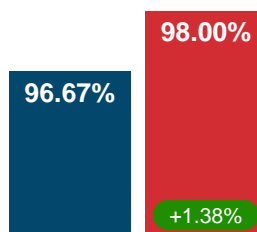
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

