

November 2024



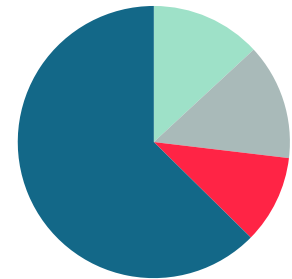
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2023	2024	+/-%
Closed Listings	45	40	-11.11%
Pending Listings	48	42	-12.50%
New Listings	63	67	6.35%
Average List Price	234,707	220,368	-6.11%
Average Sale Price	217,217	210,460	-3.11%
Average Percent of Selling Price to List Price	93.62%	94.67%	1.11%
Average Days on Market to Sale	55.78	47.00	-15.74%
End of Month Inventory	191	191	0.00%
Months Supply of Inventory	3.67	4.14	12.82%



■ Closed (13.11%)
■ Pending (13.77%)
■ Other OffMarket (10.49%)
■ Active (62.62%)

Absorption: Last 12 months, an Average of **46 Sales/Month Active Inventory** as of November 30, 2024 = **191**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2024 decreased **0.00%** to 191 existing homes available for sale. Over the last 12 months this area has had an average of 46 closed sales per month. This represents an unsold inventory index of **4.14 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 **3.11%** in November 2024 to \$210,460 versus the previous year at \$217,217.

Average Days on Market Shortens

The average number of **47.00** days that homes spent on the market before selling decreased by 8.78 days or **15.74%** in November 2024 compared to last year's same month at **55.78** DOM.

Sales Success for November 2024 is Positive

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

There were 67 New Listings in November 2024, up **6.35%** from last year at 63. Furthermore, there were 40 Closed Listings this month versus last year at 45, a **-11.11%** decrease.

Closed versus Listed trends yielded a **59.7%** ratio, down from previous year's, November 2023, at **71.4%**, a **16.42%** downswing. 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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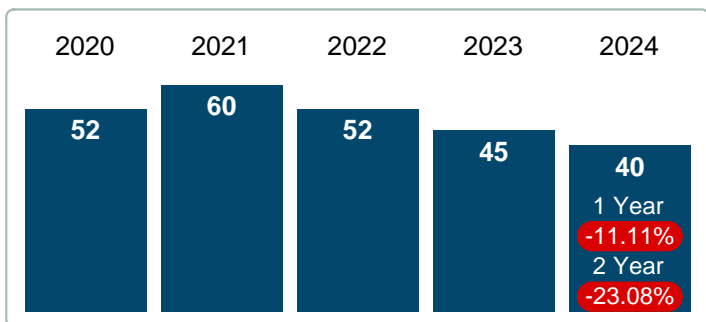
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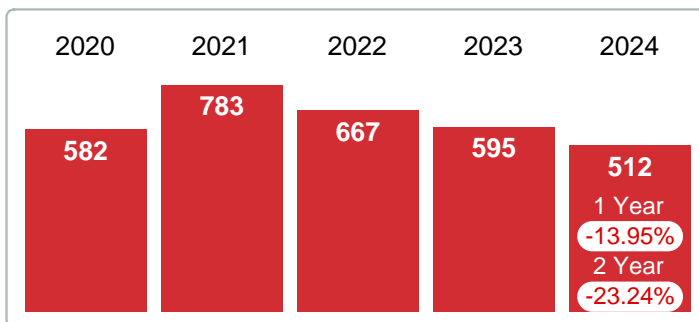
CLOSED LISTINGS

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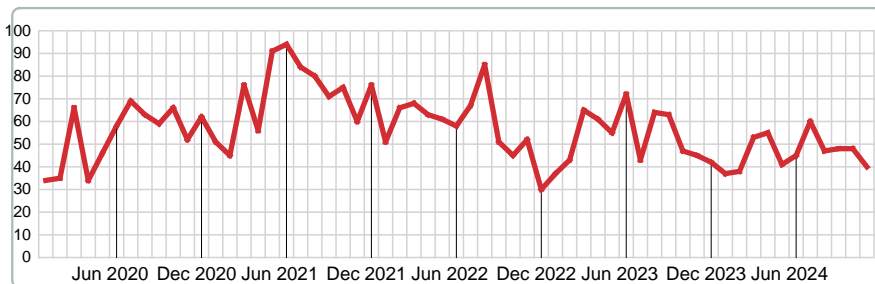
NOVEMBER



YEAR TO DATE (YTD)

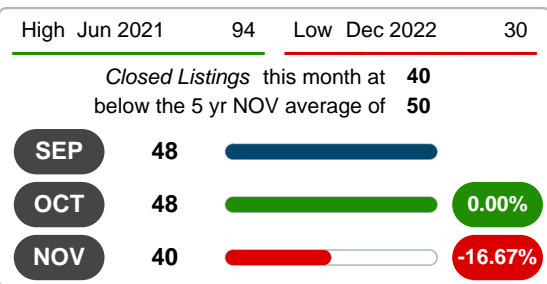


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50



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	2	5.00%	81.0	1	1	0	0
\$50,001 - \$125,000	7	17.50%	43.0	3	4	0	0
\$125,001 - \$175,000	4	10.00%	50.5	0	3	0	1
\$175,001 - \$225,000	9	22.50%	27.8	1	6	2	0
\$225,001 - \$275,000	9	22.50%	69.2	1	7	1	0
\$275,001 - \$350,000	5	12.50%	25.4	0	4	1	0
\$350,001 and up	4	10.00%	53.8	0	1	2	1
Total Closed Units	40			6	26	6	2
Total Closed Volume	8,418,400	100%	47.0	758.00K	5.31M	1.68M	670.00K
Average Closed Price	\$210,460			\$126,333	\$204,212	\$280,150	\$335,000

November 2024



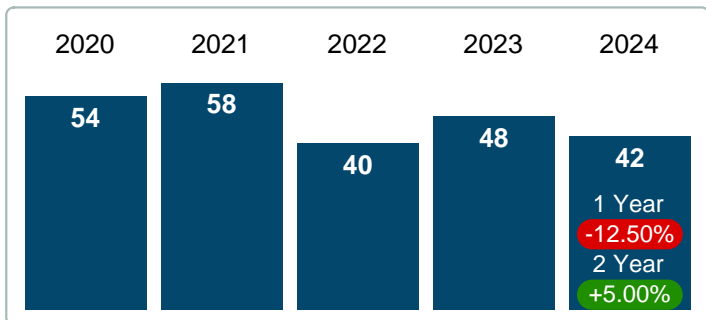
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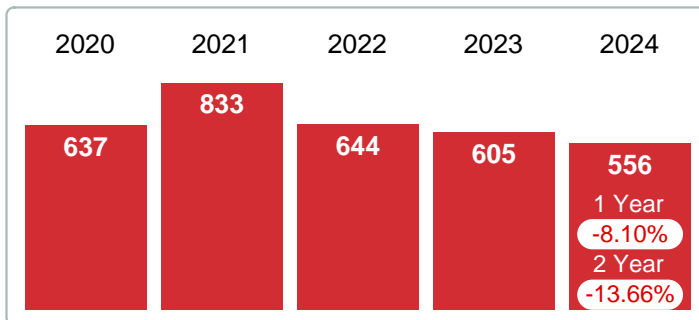
PENDING LISTINGS

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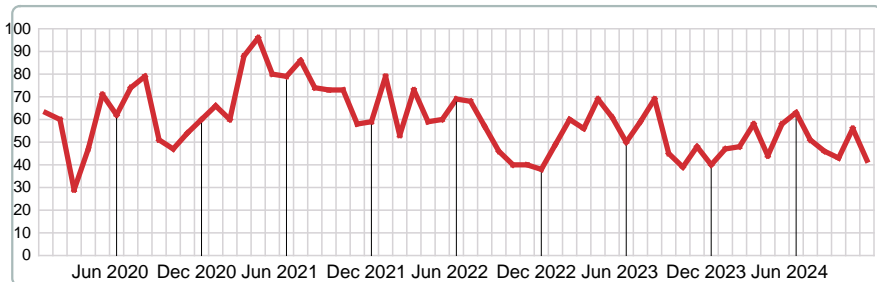
NOVEMBER



YEAR TO DATE (YTD)

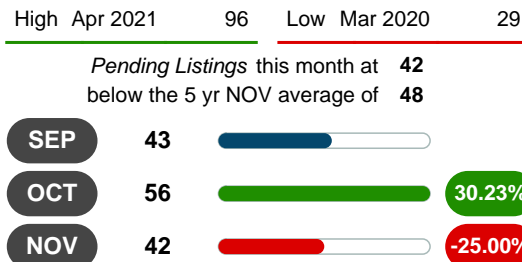


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 48



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.38%	36.0	0	1	0	0
\$50,001 - \$75,000	4	9.52%	28.5	4	0	0	0
\$75,001 - \$150,000	10	23.81%	71.4	4	5	1	0
\$150,001 - \$200,000	6	14.29%	19.3	0	5	1	0
\$200,001 - \$250,000	10	23.81%	42.3	1	9	0	0
\$250,001 - \$350,000	6	14.29%	47.7	0	4	2	0
\$350,001 and up	5	11.90%	51.6	0	2	1	2
Total Pending Units	42			9	26	5	2
Total Pending Volume	9,361,700	100%	59.2	896.20K	5.43M	1.29M	1.74M
Average Listing Price	\$246,633			\$99,578	\$208,996	\$258,320	\$870,000

November 2024



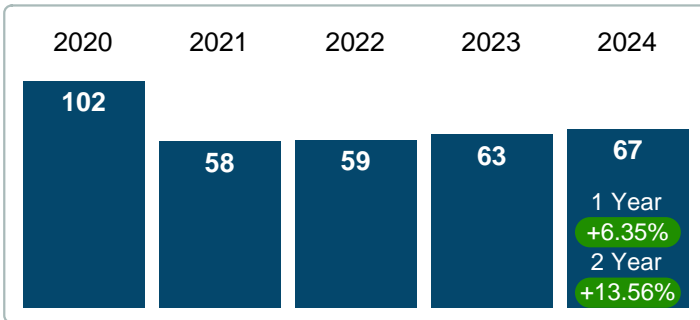
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



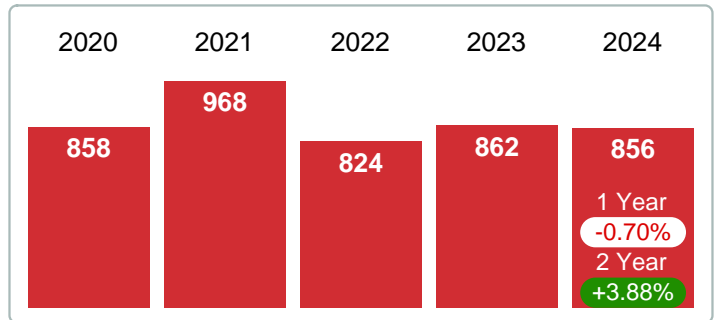
NEW LISTINGS

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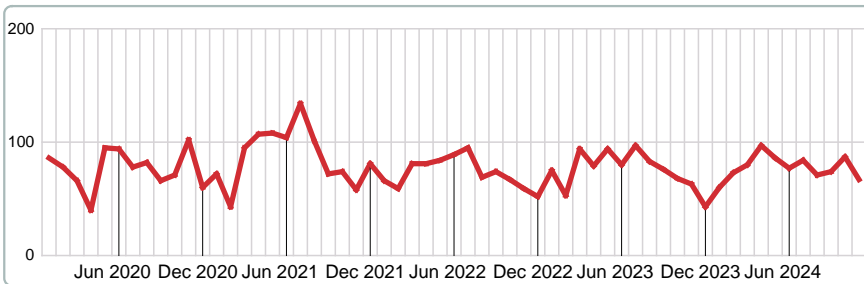
NOVEMBER



YEAR TO DATE (YTD)

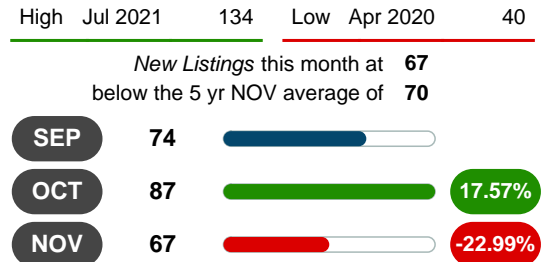


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 70



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	6	8.96%	3	2	1	0
\$75,001 - \$150,000	10	14.93%	4	6	0	0
\$150,001 - \$175,000	8	11.94%	0	7	1	0
\$175,001 - \$250,000	17	25.37%	1	15	1	0
\$250,001 - \$325,000	5	7.46%	0	4	1	0
\$325,001 - \$500,000	14	20.90%	0	7	7	0
\$500,001 and up	7	10.45%	1	3	1	2
Total New Listed Units	67		9	44	12	2
Total New Listed Volume	19,372,298	100%	1.45M	12.36M	4.10M	1.46M
Average New Listed Listing Price	\$315,000		\$160,978	\$280,902	\$341,567	\$732,500

November 2024



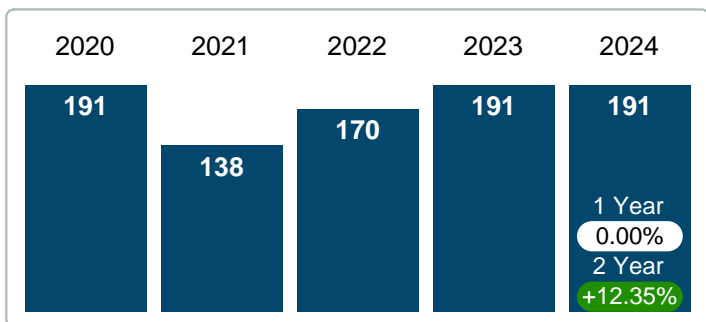
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



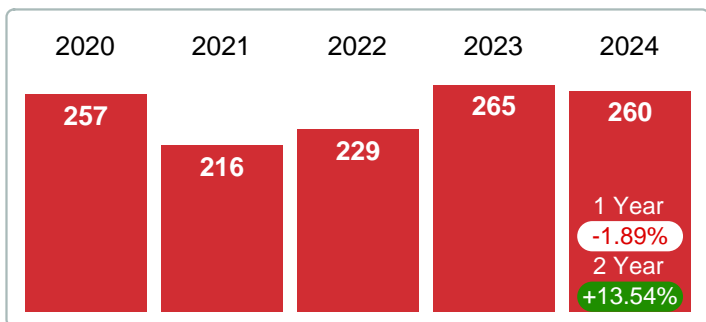
ACTIVE INVENTORY

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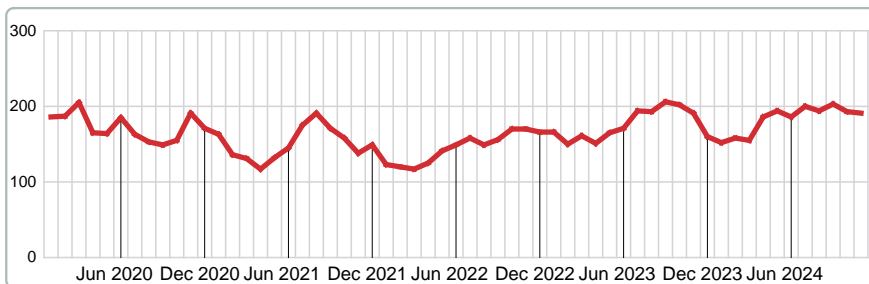
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 176

High Sep 2023 206 Low Mar 2022 117

Inventory this month at 191
above the 5 yr NOV average of 176



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	14	7.33%	94.8	7	6	1	0
\$75,001 - \$125,000	19	9.95%	90.2	10	8	1	0
\$125,001 - \$175,000	32	16.75%	60.6	5	26	1	0
\$175,001 - \$300,000	53	27.75%	81.7	9	37	7	0
\$300,001 - \$400,000	29	15.18%	66.0	1	11	15	2
\$400,001 - \$625,000	24	12.57%	73.6	0	13	8	3
\$625,001 and up	20	10.47%	94.4	5	9	2	4
Total Active Inventory by Units	191			37	110	35	9
Total Active Inventory by Volume	63,514,446	100%	77.9	9.73M	33.70M	12.77M	7.31M
Average Active Inventory Listing Price	\$332,536			\$263,012	\$306,386	\$364,891	\$812,144

November 2024



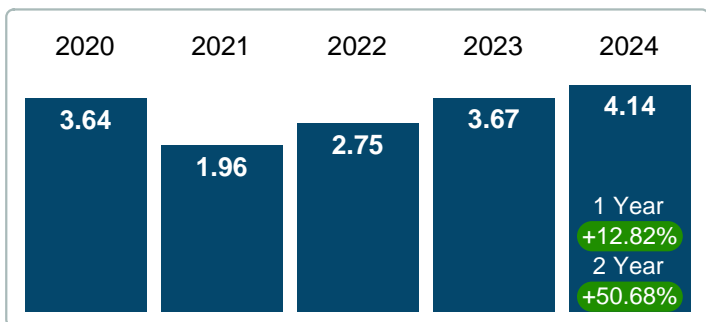
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



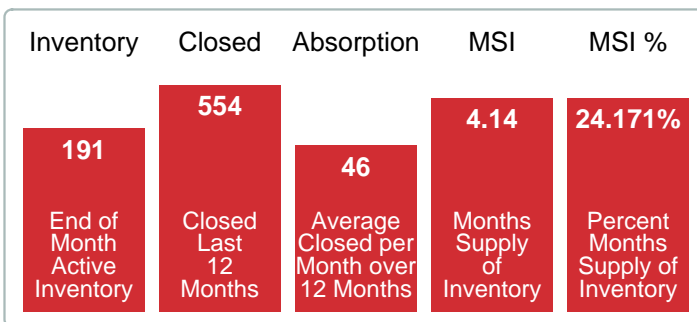
MONTHS SUPPLY of INVENTORY (MSI)

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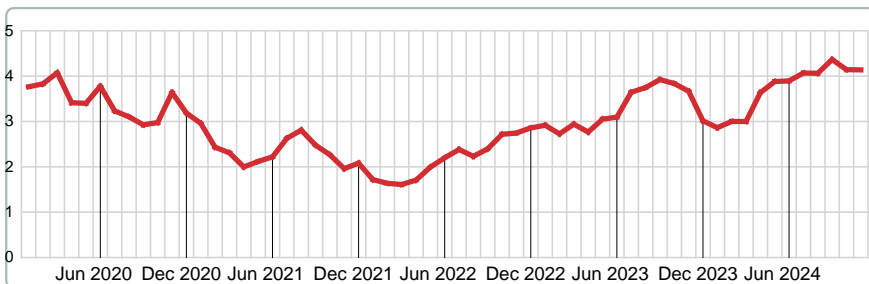
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2024



5 YEAR MARKET ACTIVITY TRENDS

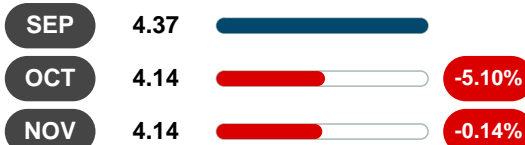


3 MONTHS

5 year NOV AVG = 3.23

High Sep 2024 4.37 Low Mar 2022 1.61

Months Supply this month at 4.14 above the 5 yr NOV average of 3.23



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	14	7.33%	2.37	2.47	2.12	4.00	0.00
\$75,001 - \$125,000	19	9.95%	2.85	4.14	2.29	1.33	0.00
\$125,001 - \$175,000	32	16.75%	3.69	2.40	4.59	1.20	0.00
\$175,001 - \$300,000	53	27.75%	3.59	9.00	3.31	3.23	0.00
\$300,001 - \$400,000	29	15.18%	4.97	4.00	3.77	5.81	24.00
\$400,001 - \$625,000	24	12.57%	8.00	0.00	9.18	8.73	7.20
\$625,001 and up	20	10.47%	15.00	60.00	13.50	6.00	16.00
Market Supply of Inventory (MSI)	4.14			4.15	3.91	4.47	7.20
Total Active Inventory by Units	191	100%	4.14	37	110	35	9

November 2024



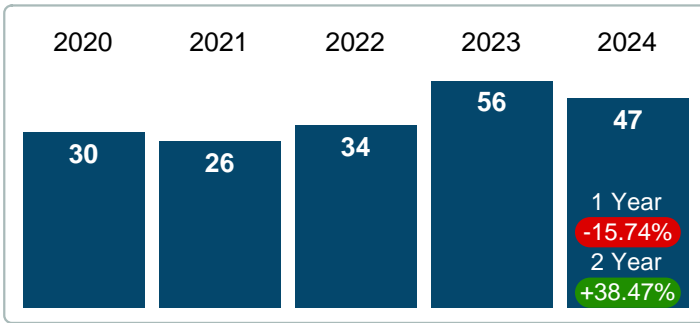
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



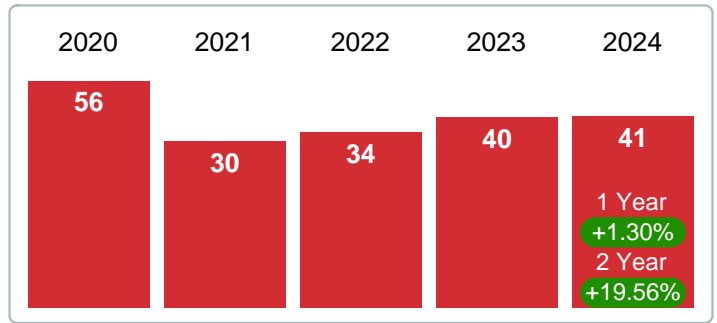
AVERAGE DAYS ON MARKET TO SALE

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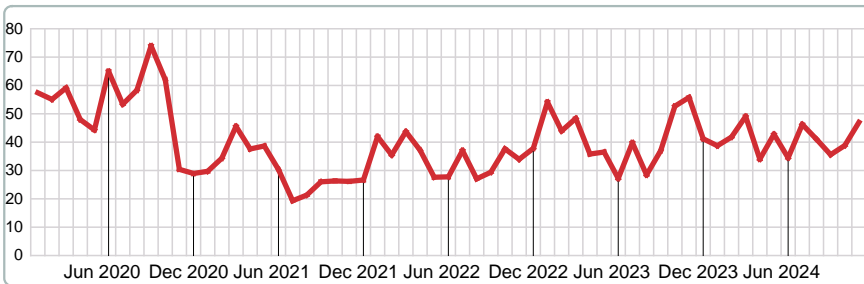
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 47 above the 5 yr NOV average of 39



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	5.00%	81	129	33	0	0
\$50,001 - \$125,000	17.50%	43	62	29	0	0
\$125,001 - \$175,000	10.00%	51	0	67	0	1
\$175,001 - \$225,000	22.50%	28	37	31	14	0
\$225,001 - \$275,000	22.50%	69	11	65	160	0
\$275,001 - \$350,000	12.50%	25	0	24	32	0
\$350,001 and up	10.00%	54	0	44	85	1
Average Closed DOM		47	61	43	65	1
Total Closed Units	100%	47	6	26	6	2
Total Closed Volume		8,418,400	758.00K	5.31M	1.68M	670.00K

November 2024



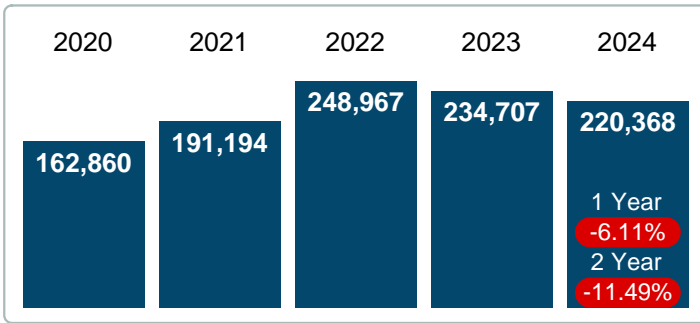
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



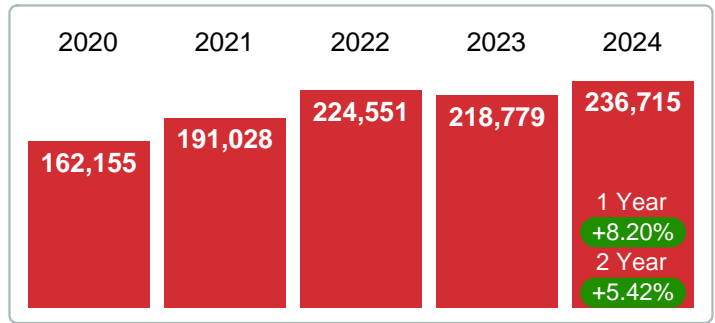
AVERAGE LIST PRICE AT CLOSING

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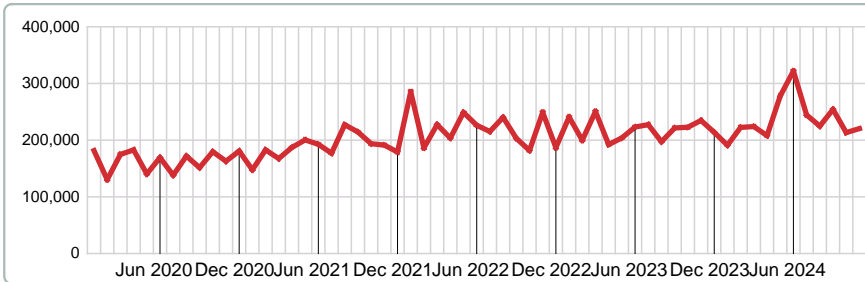
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 211,619

High Jun 2024 321,814 Low Feb 2020 130,397

Average List Price at Closing this month at **220,368** above the 5 yr NOV average of **211,619**



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	0	0.00%	0	65,000	65,000	0	0
\$50,001 - \$125,000	9	22.50%	84,100	87,333	91,225	0	0
\$125,001 - \$175,000	5	12.50%	146,680	0	136,133	0	150,000
\$175,001 - \$225,000	7	17.50%	206,957	220,000	201,383	217,450	0
\$225,001 - \$275,000	10	25.00%	251,220	259,000	249,814	265,000	0
\$275,001 - \$350,000	4	10.00%	319,625	0	326,000	339,500	0
\$350,001 and up	5	12.50%	417,000	0	425,000	365,000	565,000
Average List Price			220,368	134,333	212,473	294,900	357,500
Total Closed Units		100%	220,368	6	26	6	2
Total Closed Volume			8,814,700	806.00K	5.52M	1.77M	715.00K

November 2024



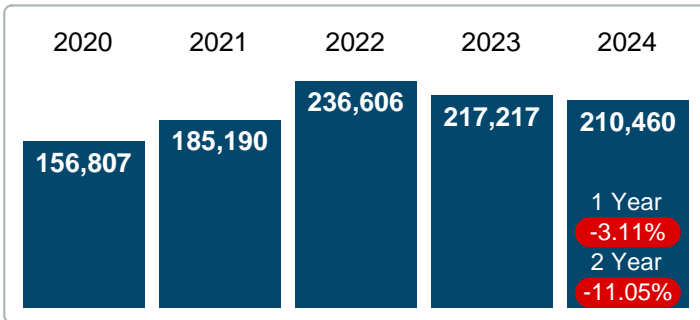
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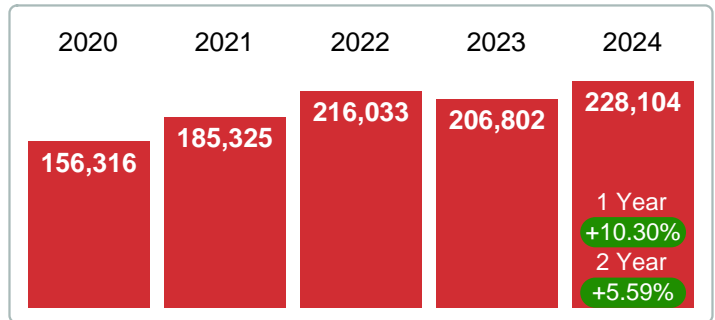
AVERAGE SOLD PRICE AT CLOSING

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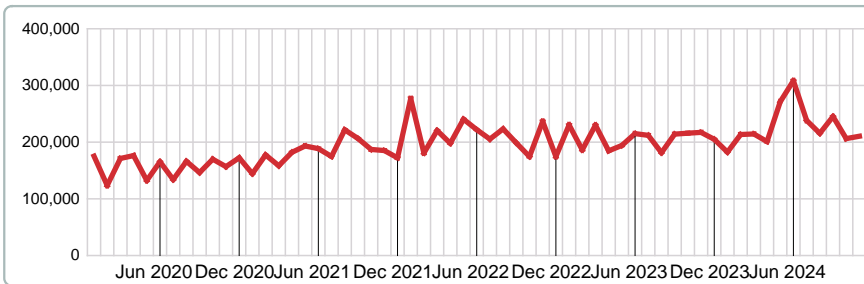
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

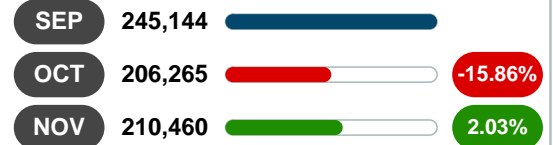


3 MONTHS

5 year NOV AVG = 201,256

High Jun 2024 308,334 Low Feb 2020 123,607

Average Sold Price at Closing this month at **210,460** above the 5 yr NOV average of **201,256**



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	5.00%	50,000	50,000	50,000	0	0
\$50,001 - \$125,000	17.50%	83,286	84,000	82,750	0	0
\$125,001 - \$175,000	10.00%	136,375	0	131,833	0	150,000
\$175,001 - \$225,000	22.50%	196,444	207,000	193,500	200,000	0
\$225,001 - \$275,000	22.50%	241,156	249,000	241,857	228,400	0
\$275,001 - \$350,000	12.50%	322,800	0	322,250	325,000	0
\$350,001 and up	10.00%	409,375	0	390,000	363,750	520,000
Average Sold Price		210,460	126,333	204,212	280,150	335,000
Total Closed Units	100%	210,460	6	26	6	2
Total Closed Volume		8,418,400	758.00K	5.31M	1.68M	670.00K

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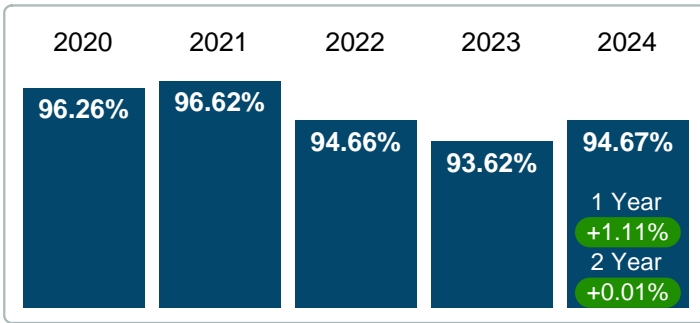
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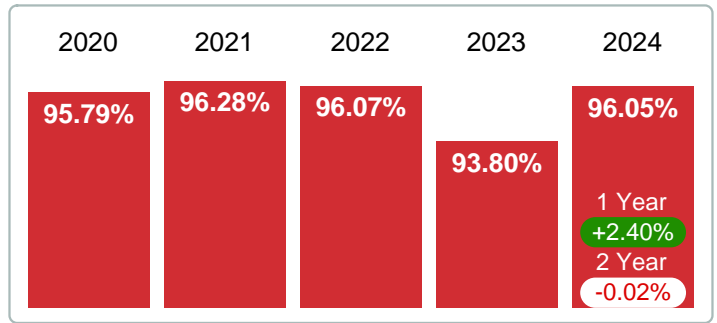
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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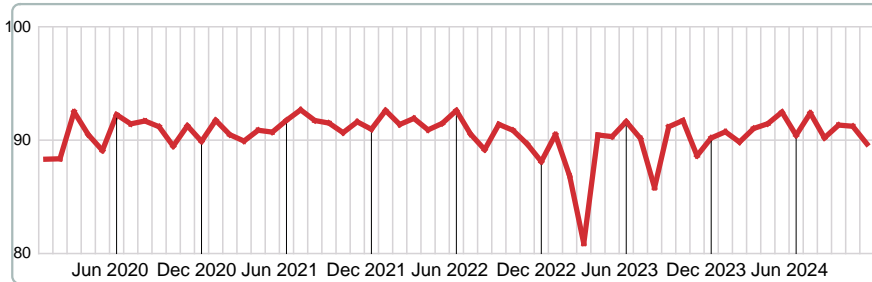
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

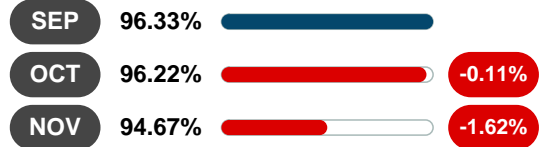


3 MONTHS

5 year NOV AVG = 95.17%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **94.67%** equal to 5 yr NOV average of **95.17%**



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	2	5.00%	76.92%	76.92%	76.92%	0.00%	0.00%
\$50,001 - \$125,000	7	17.50%	92.92%	97.33%	89.60%	0.00%	0.00%
\$125,001 - \$175,000	4	10.00%	97.62%	0.00%	96.83%	0.00%	100.00%
\$175,001 - \$225,000	9	22.50%	95.13%	94.09%	96.34%	92.02%	0.00%
\$225,001 - \$275,000	9	22.50%	95.67%	96.14%	96.96%	86.19%	0.00%
\$275,001 - \$350,000	5	12.50%	98.32%	0.00%	98.97%	95.73%	0.00%
\$350,001 and up	4	10.00%	95.77%	0.00%	91.76%	99.65%	92.04%
Average Sold/List Ratio		94.70%		93.19%	95.01%	94.21%	96.02%
Total Closed Units		40	100%	6	26	6	2
Total Closed Volume		8,418,400		758.00K	5.31M	1.68M	670.00K

November 2024



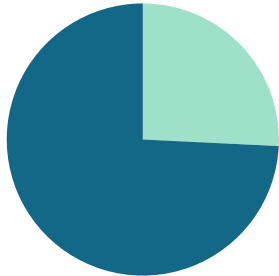
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

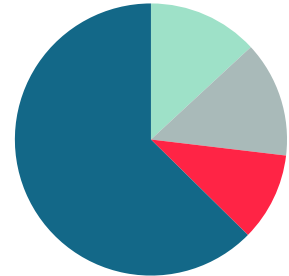


Inventory
 New Listings
67 = 25.77%
 Start Inventory
193
 Total Inventory Units
260
 Volume
\$82,749,595

Market Activity

Closed Sales
40 = 13.11%
 Pending Sales
42 = 13.77%
 Other Off Market
32 = 10.49%
 Active Inventory
191 = 62.62%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	45	40	-11.11%	595	512	-13.95%
Pending Sales	48	42	-12.50%	605	556	-8.10%
New Listings	63	67	6.35%	862	856	-0.70%
Average List Price	234,707	220,368	-6.11%	218,779	236,715	8.20%
Average Sale Price	217,217	210,460	-3.11%	206,802	228,104	10.30%
Average Percent of Selling Price to List Price	93.62%	94.67%	1.11%	93.80%	96.05%	2.40%
Average Days on Market to Sale	55.78	47.00	-15.74%	40.40	40.92	1.30%
Monthly Inventory	191	191	0.00%	191	191	0.00%
Months Supply of Inventory	3.67	4.14	12.82%	3.67	4.14	12.82%

Absorption: Last 12 months, an Average of **46** Sales/Month

Inventory on November 30, 2024 = **191**

2023 **2024**

NOVEMBER MARKET

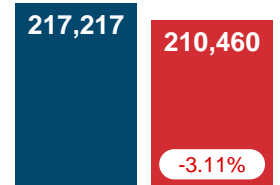
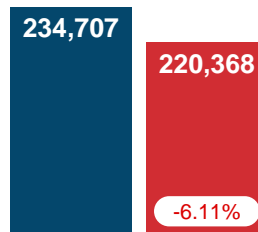
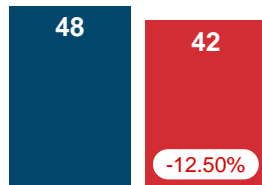
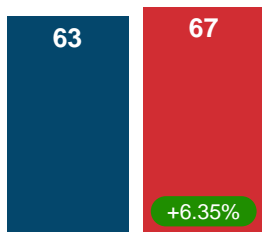
AVERAGE PRICES

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

