

December 2024



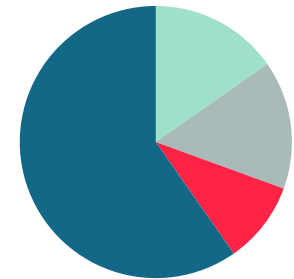
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 13, 2025 for MLS Technology Inc.

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	42	44	4.76%
Pending Listings	40	44	10.00%
New Listings	43	50	16.28%
Average List Price	213,788	288,864	35.12%
Average Sale Price	205,052	272,501	32.89%
Average Percent of Selling Price to List Price	95.19%	95.44%	0.27%
Average Days on Market to Sale	41.19	41.82	1.52%
End of Month Inventory	160	172	7.50%
Months Supply of Inventory	3.01	3.71	23.16%



■ Closed (15.28%)
■ Pending (15.28%)
■ Other OffMarket (9.72%)
■ Active (59.72%)

Absorption: Last 12 months, an Average of **46 Sales/Month Active Inventory** as of December 31, 2024 = **172**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2024 rose **7.50%** to 172 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 **3.71** 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 **32.89%** in December 2024 to \$272,501 versus the previous year at \$205,052.

Average Days on Market Lengthens

The average number of **41.82** days that homes spent on the market before selling increased by 0.63 days or **1.52%** in December 2024 compared to last year's same month at **41.19** DOM.

Sales Success for December 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 50 New Listings in December 2024, up **16.28%** from last year at 43. Furthermore, there were 44 Closed Listings this month versus last year at 42, a **4.76%** increase.

Closed versus Listed trends yielded a **88.0%** ratio, down from previous year's, December 2023, at **97.7%**, a **9.90%** downswing. This will certainly create pressure on an increasing 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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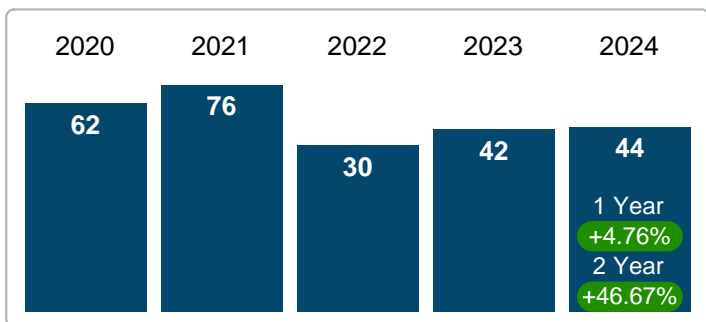
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



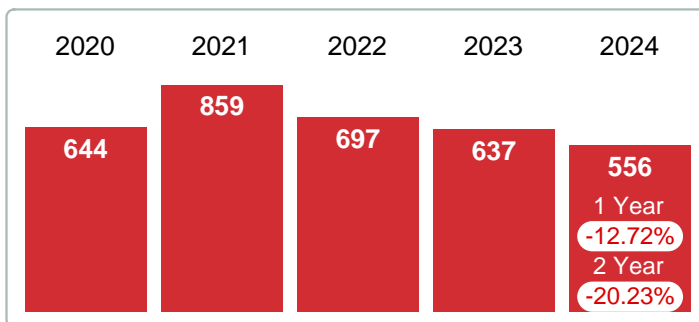
CLOSED LISTINGS

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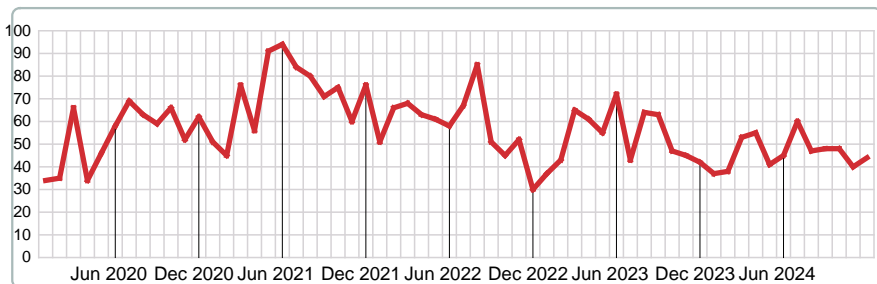
DECEMBER



YEAR TO DATE (YTD)

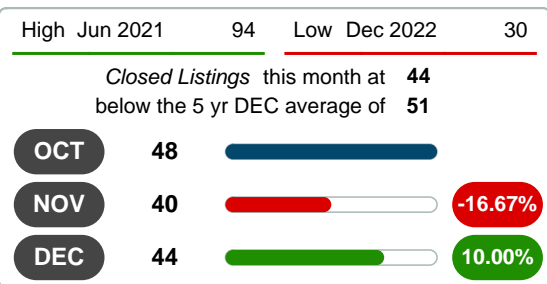


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



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	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	9	20.45%	20.6	6	3	0	0
\$100,001 - \$125,000	4	9.09%	49.3	2	1	1	0
\$125,001 - \$175,000	10	22.73%	42.6	1	9	0	0
\$175,001 - \$325,000	11	25.00%	36.5	1	6	4	0
\$325,001 - \$525,000	5	11.36%	30.4	0	0	5	0
\$525,001 and up	5	11.36%	95.6	0	2	2	1
Total Closed Units	44			10	21	12	1
Total Closed Volume	11,990,050	100%	41.8	975.75K	4.27M	5.75M	1.00M
Average Closed Price	\$272,501			\$97,575	\$203,281	\$478,783	\$1,000,000

December 2024



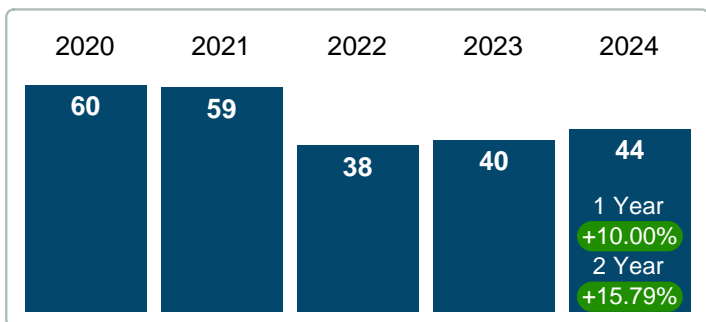
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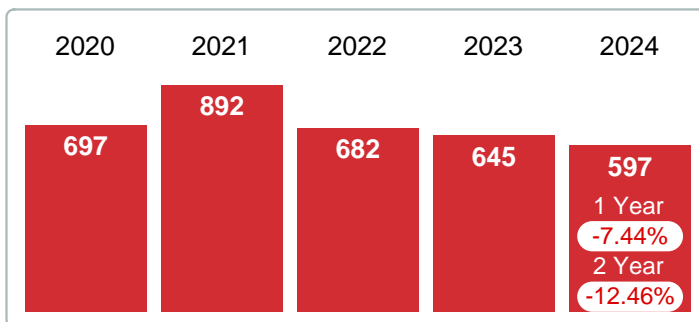
PENDING LISTINGS

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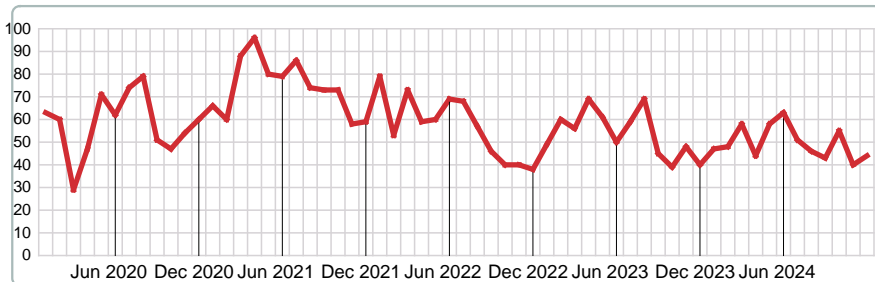
DECEMBER



YEAR TO DATE (YTD)

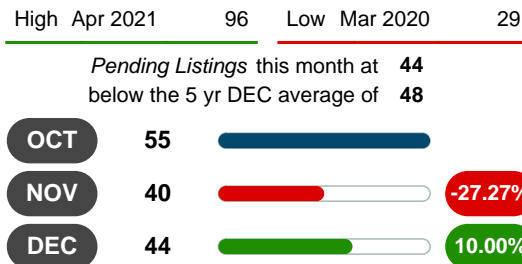


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 48



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	4	9.09%	7.5	2	2	0	0
\$75,001 - \$100,000	6	13.64%	69.2	5	1	0	0
\$100,001 - \$125,000	2	4.55%	2.5	1	1	0	0
\$125,001 - \$250,000	15	34.09%	26.4	1	12	2	0
\$250,001 - \$325,000	6	13.64%	72.5	0	5	1	0
\$325,001 - \$400,000	6	13.64%	62.7	0	3	3	0
\$400,001 and up	5	11.36%	69.4	0	4	1	0
Total Pending Units	44			9	28	7	0
Total Pending Volume	10,855,399	100%	1.8	865.30K	7.69M	2.30M	0.00B
Average Listing Price	\$357,400			\$96,144	\$274,479	\$329,243	\$0

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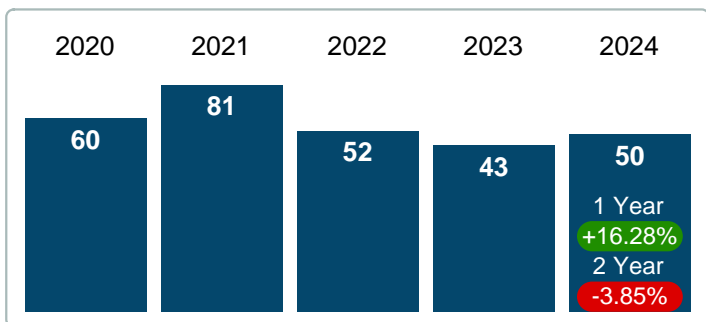
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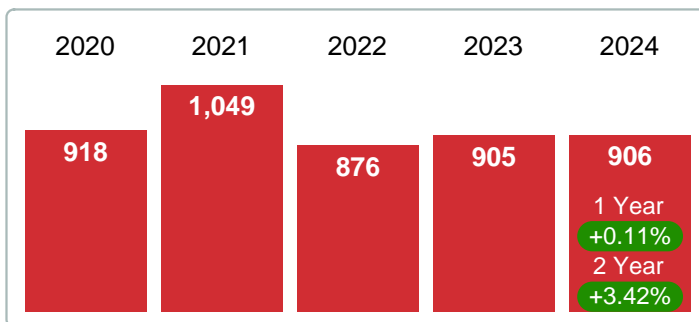
NEW LISTINGS

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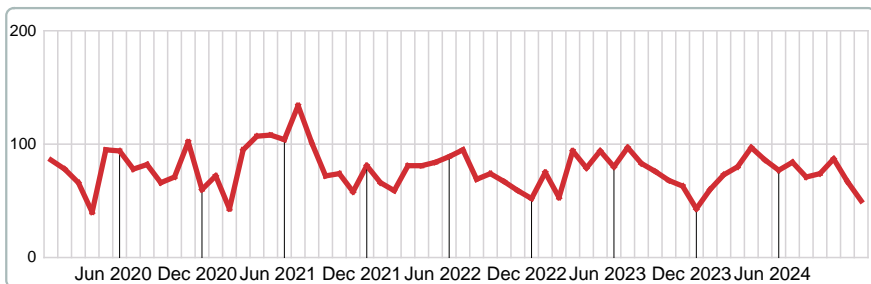
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 57

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 50 below the 5 yr DEC average of 57



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	2	4.00%	1	0	1	0
\$50,001 - \$100,000	5	10.00%	4	1	0	0
\$100,001 - \$150,000	11	22.00%	1	9	1	0
\$150,001 - \$250,000	13	26.00%	1	9	3	0
\$250,001 - \$300,000	7	14.00%	0	5	0	2
\$300,001 - \$400,000	7	14.00%	1	1	5	0
\$400,001 and up	5	10.00%	0	4	1	0
Total New Listed Units	50		8	29	11	2
Total New Listed Volume	11,572,799	100%	970.00K	7.01M	3.02M	574.00K
Average New Listed Listing Price	\$340,500		\$121,250	\$241,559	\$274,873	\$287,000

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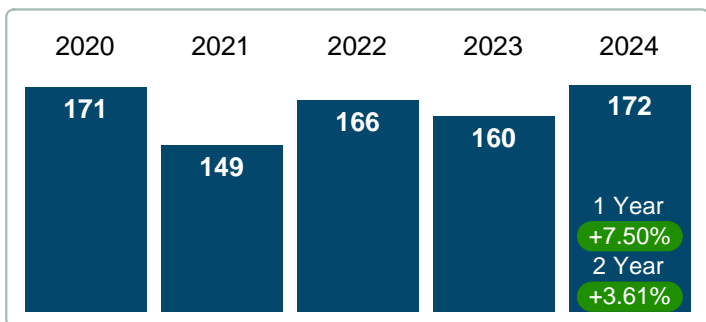
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



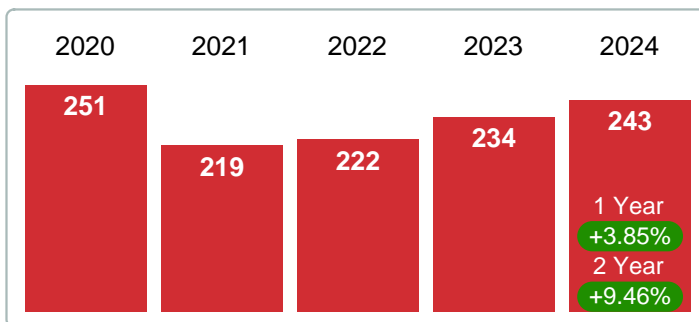
ACTIVE INVENTORY

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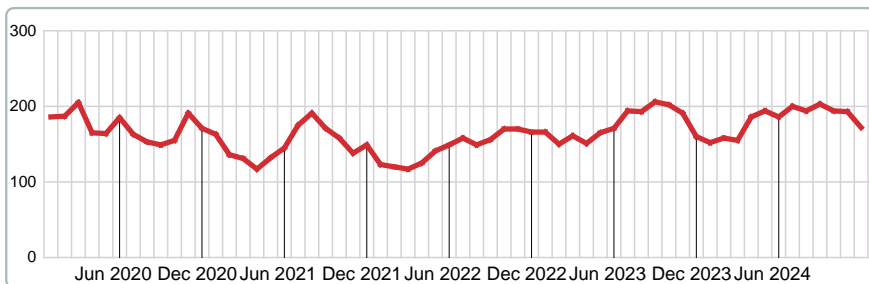
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164

High Sep 2023 206 Low Mar 2022 117

Inventory this month at 172
above the 5 yr DEC average of 164



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	15	8.72%	109.7	8	5	2	0
\$75,001 - \$125,000	17	9.88%	102.8	5	10	2	0
\$125,001 - \$175,000	29	16.86%	86.0	4	22	3	0
\$175,001 - \$300,000	45	26.16%	79.6	5	33	5	2
\$300,001 - \$400,000	25	14.53%	65.3	2	9	13	1
\$400,001 - \$625,000	22	12.79%	88.0	0	12	7	3
\$625,001 and up	19	11.05%	114.4	5	8	3	3
Total Active Inventory by Units	172			29	99	35	9
Total Active Inventory by Volume	57,260,946	100%	88.4	8.53M	29.93M	12.13M	6.67M
Average Active Inventory Listing Price	\$332,912			\$294,243	\$302,322	\$346,431	\$741,433

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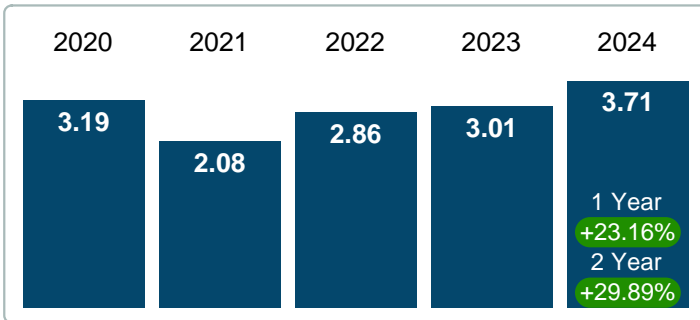
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



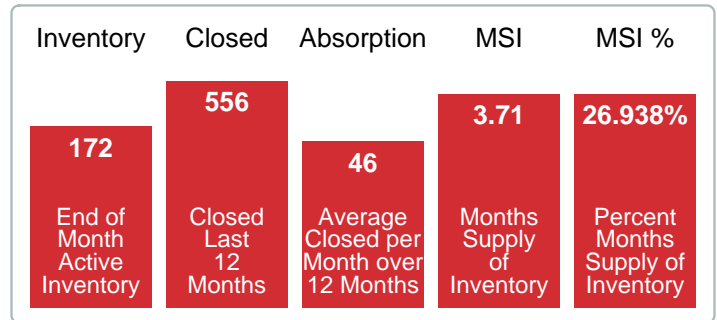
MONTHS SUPPLY of INVENTORY (MSI)

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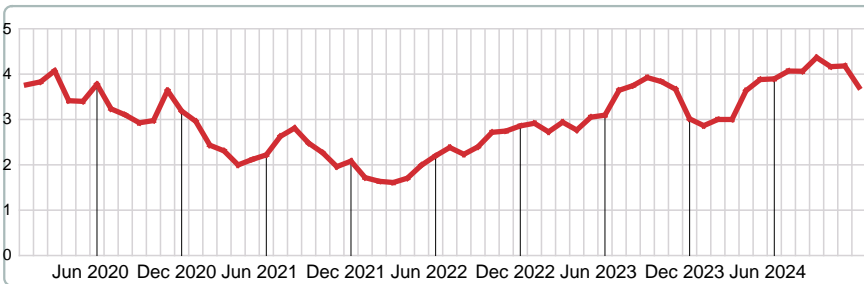
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2024

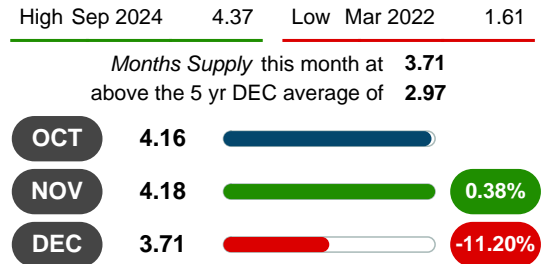


5 YEAR MARKET ACTIVITY TRENDS



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	15	8.72%	2.65	2.59	2.07	12.00	0.00
\$75,001 - \$125,000	17	9.88%	2.52	2.07	2.86	2.40	0.00
\$125,001 - \$175,000	29	16.86%	3.41	1.92	3.94	4.00	0.00
\$175,001 - \$300,000	45	26.16%	3.00	5.00	2.93	2.14	4.80
\$300,001 - \$400,000	25	14.53%	4.41	8.00	3.48	4.73	12.00
\$400,001 - \$625,000	22	12.79%	6.77	0.00	8.47	6.00	7.20
\$625,001 and up	19	11.05%	12.67	60.00	12.00	7.20	9.00
Market Supply of Inventory (MSI)	3.71			3.16	3.61	4.16	6.75
Total Active Inventory by Units	172	100%	3.71	29	99	35	9

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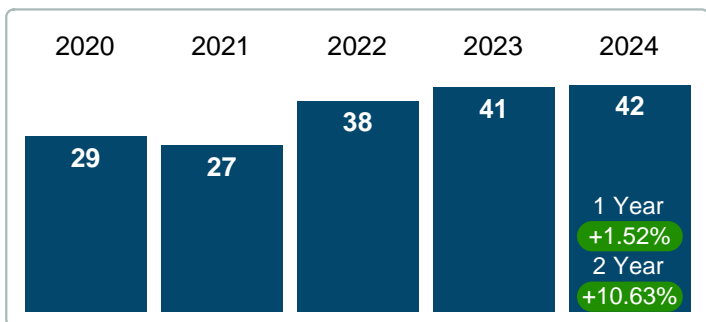
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



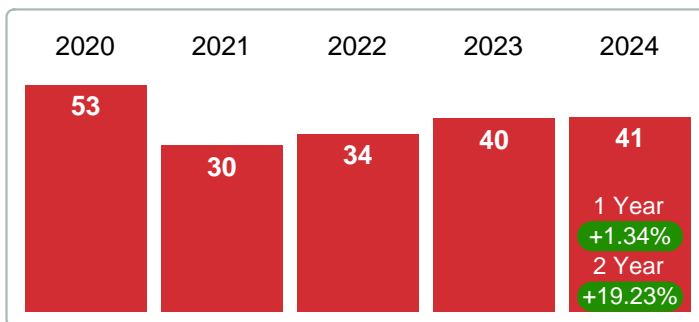
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 13, 2025 for MLS Technology Inc.

DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 42 above the 5 yr DEC average of 35



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	0.00%	0	0	0	0	0
\$50,001 - \$100,000	20.45%	21	20	22	0	0
\$100,001 - \$125,000	9.09%	49	27	142	2	0
\$125,001 - \$175,000	22.73%	43	9	46	0	0
\$175,001 - \$325,000	25.00%	37	103	30	30	0
\$325,001 - \$525,000	11.36%	30	0	0	30	0
\$525,001 and up	11.36%	96	0	1	210	57
Average Closed DOM		42	29	38	58	57
Total Closed Units	100%	44	10	21	12	1
Total Closed Volume		11,990,050	975.75K	4.27M	5.75M	1.00M

December 2024



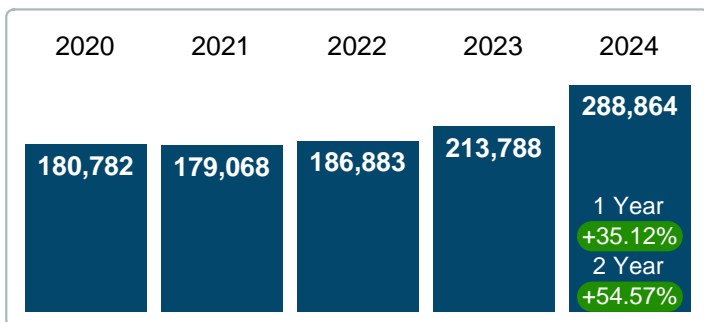
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



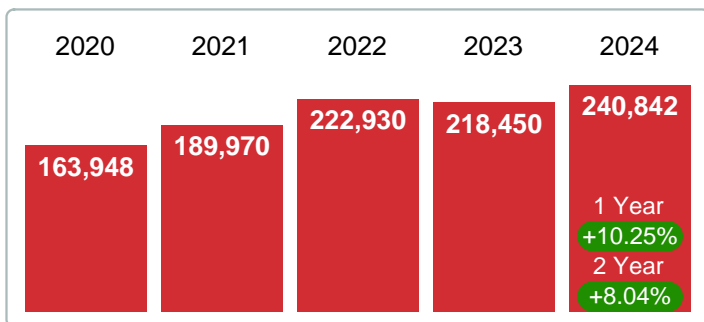
AVERAGE LIST PRICE AT CLOSING

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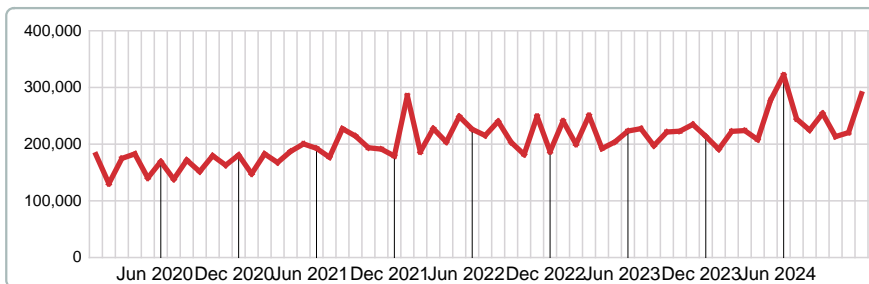
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 209,877

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

Average List Price at Closing this month at **288,864** above the 5 yr DEC average of **209,877**

- OCT 213,382
- NOV 220,368 3.27%
- DEC 288,864 31.08%

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	0.00%	0	0	0	0	0
\$50,001 - \$100,000	20.45%	78,311	75,983	82,967	0	0
\$100,001 - \$125,000	4.55%	114,000	122,000	127,000	119,000	0
\$125,001 - \$175,000	25.00%	146,582	145,000	153,922	0	0
\$175,001 - \$325,000	27.27%	223,658	213,800	233,883	221,725	0
\$325,001 - \$525,000	9.09%	393,350	0	0	428,480	0
\$525,001 and up	13.64%	984,583	0	607,500	1,561,750	1,000,000
Average List Price		288,864	105,870	208,548	522,650	1,000,000
Total Closed Units	100%	288,864	10	21	12	1
Total Closed Volume		12,710,000	1.06M	4.38M	6.27M	1.00M

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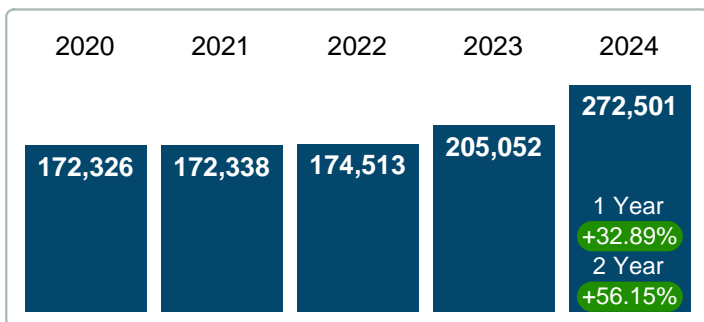
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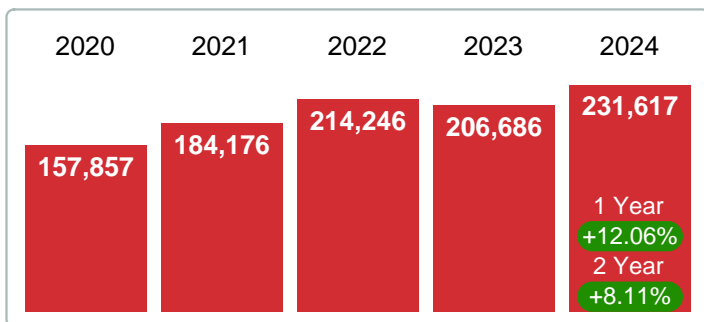
AVERAGE SOLD PRICE AT CLOSING

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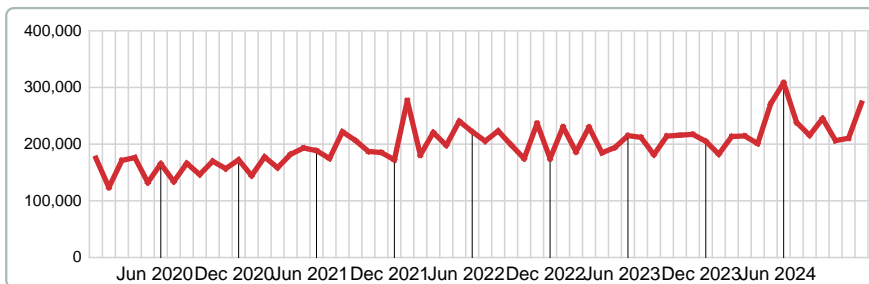
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 199,346

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

Average Sold Price at Closing this month at **272,501** above the 5 yr DEC average of **199,346**

Month	Average Sold Price	% Change
OCT	206,265	
NOV	210,460	+2.03%
DEC	272,501	+29.48%

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	0.00%	0	0	0	0	0
\$50,001 - \$100,000	20.45%	73,400	69,417	81,367	0	0
\$100,001 - \$125,000	9.09%	119,250	113,500	125,000	125,000	0
\$125,001 - \$175,000	22.73%	146,390	130,000	148,211	0	0
\$175,001 - \$325,000	25.00%	218,332	202,250	225,150	212,125	0
\$325,001 - \$525,000	11.36%	405,980	0	0	405,980	0
\$525,001 and up	11.36%	991,400	0	607,500	1,371,000	1,000,000
Average Sold Price		272,501	97,575	203,281	478,783	1,000,000
Total Closed Units	100%	272,501	10	21	12	1
Total Closed Volume		11,990,050	975.75K	4.27M	5.75M	1.00M

December 2024



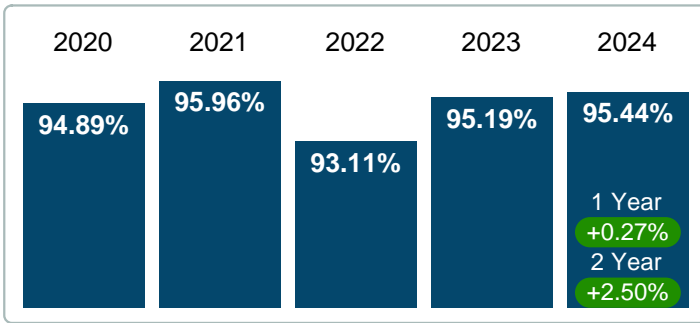
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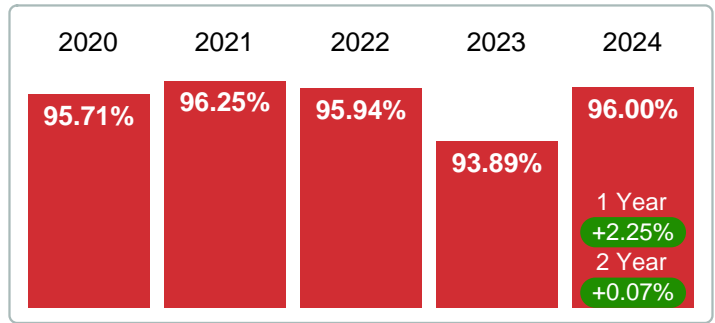
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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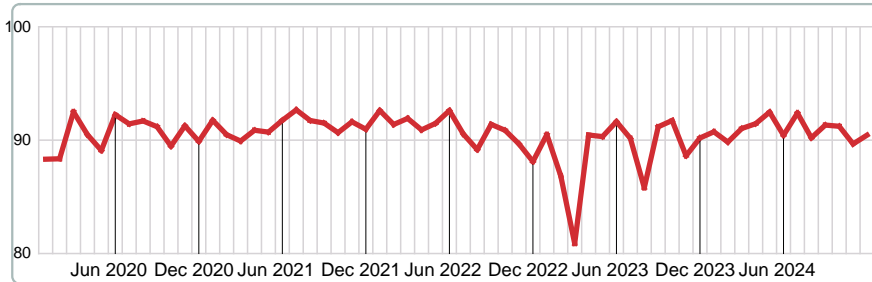
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

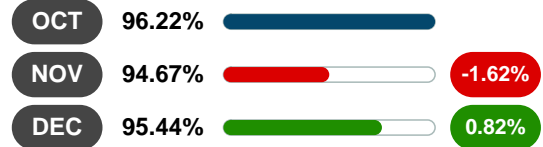


3 MONTHS

5 year DEC AVG = 94.92%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.44%** equal to 5 yr DEC average of **94.92%**



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	9	20.45%	93.62%	91.75%	97.36%	0.00%	0.00%
\$100,001 - \$125,000	4	9.09%	97.72%	93.70%	98.43%	105.04%	0.00%
\$125,001 - \$175,000	10	22.73%	95.73%	89.66%	96.40%	0.00%	0.00%
\$175,001 - \$325,000	11	25.00%	95.82%	94.60%	96.16%	95.61%	0.00%
\$325,001 - \$525,000	5	11.36%	95.06%	0.00%	0.00%	95.06%	0.00%
\$525,001 and up	5	11.36%	95.89%	0.00%	100.00%	89.72%	100.00%
Average Sold/List Ratio		95.40%		92.21%	96.91%	95.19%	100.00%
Total Closed Units		44	100%	10	21	12	1
Total Closed Volume		11,990,050		975.75K	4.27M	5.75M	1.00M

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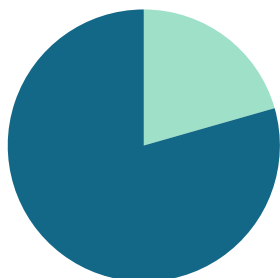
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Jan 13, 2025 for MLS Technology Inc.

INVENTORY

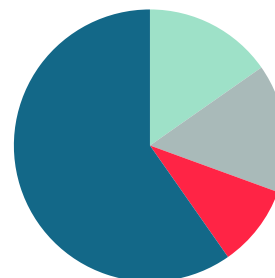


Inventory
 New Listings
50 = 20.58%
 Start Inventory
193
 Total Inventory Units
243
 Volume
\$75,139,545

Market Activity

Closed Sales
44 = 15.28%
 Pending Sales
44 = 15.28%
 Other Off Market
28 = 9.72%
 Active Inventory
172 = 59.72%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	42	44	4.76%	637	556	-12.72%
Pending Sales	40	44	10.00%	645	597	-7.44%
New Listings	43	50	16.28%	905	906	0.11%
Average List Price	213,788	288,864	35.12%	218,450	240,842	10.25%
Average Sale Price	205,052	272,501	32.89%	206,686	231,617	12.06%
Average Percent of Selling Price to List Price	95.19%	95.44%	0.27%	93.89%	96.00%	2.25%
Average Days on Market to Sale	41.19	41.82	1.52%	40.45	40.99	1.34%
Monthly Inventory	160	172	7.50%	160	172	7.50%
Months Supply of Inventory	3.01	3.71	23.16%	3.01	3.71	23.16%

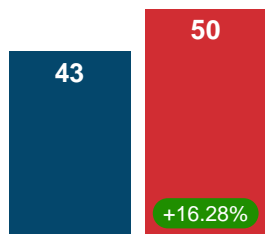
Absorption: Last 12 months, an Average of **46** Sales/Month

Inventory on December 31, 2024 = **172** 2023 2024

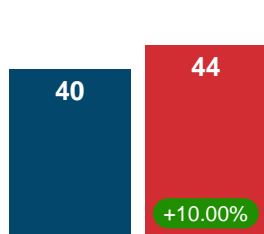
DECEMBER MARKET

AVERAGE PRICES

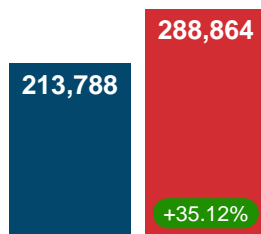
New Listings



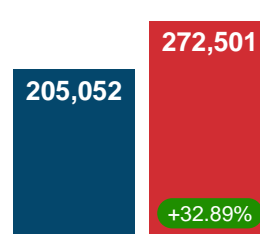
Pending Listings



List Price



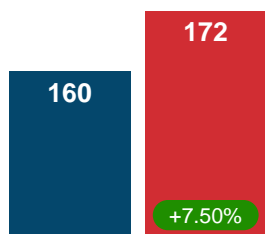
Sale Price



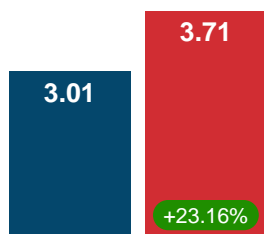
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

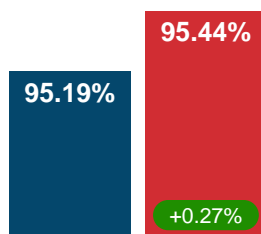
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

