

# December 2024



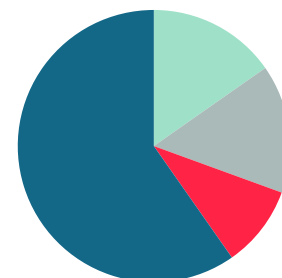
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## 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%
Median List Price	158,950	175,950	10.70%
Median Sale Price	155,000	166,500	7.42%
Median Percent of Selling Price to List Price	98.40%	96.82%	-1.61%
Median Days on Market to Sale	19.50	24.00	23.08%
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.

#### 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 **7.42%** in December 2024 to \$166,500 versus the previous year at \$155,000.

#### Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 4.50 days or **23.08%** in December 2024 compared to last year's same month at **19.50** DOM.

#### Sales Success for December 2024 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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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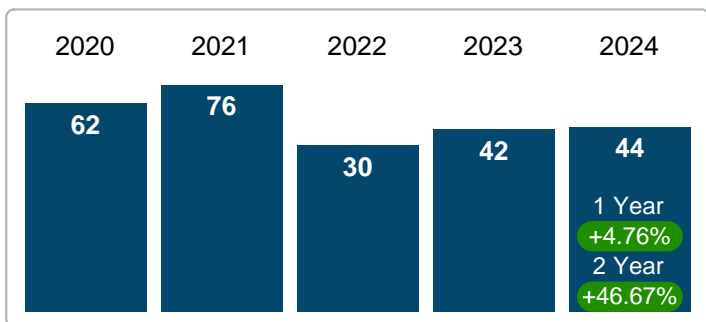
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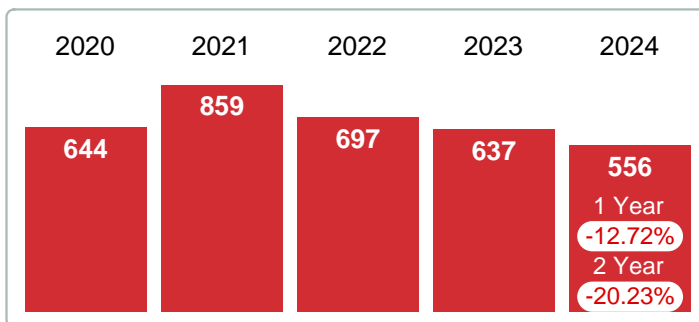
## CLOSED LISTINGS

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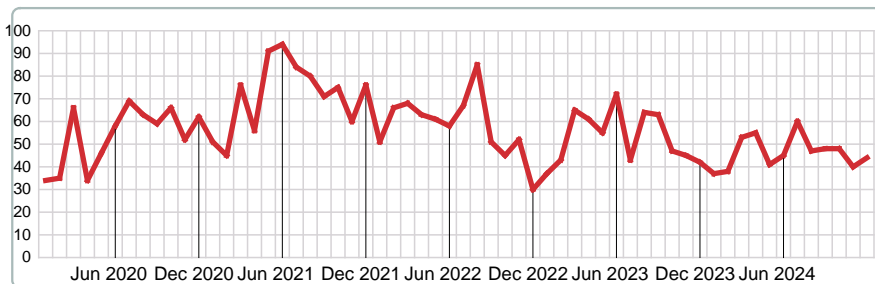
### DECEMBER



### YEAR TO DATE (YTD)

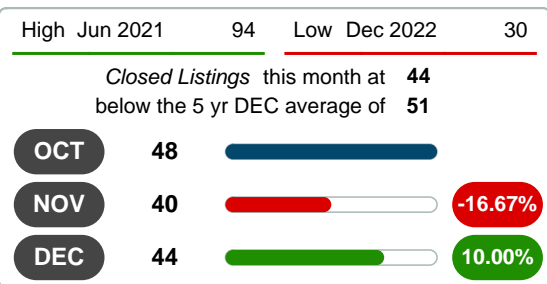


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 51



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	3.0	6	3	0	0
\$100,001 - \$125,000	4	9.09%	27.0	2	1	1	0
\$125,001 - \$175,000	10	22.73%	33.0	1	9	0	0
\$175,001 - \$325,000	11	25.00%	27.0	1	6	4	0
\$325,001 - \$525,000	5	11.36%	21.0	0	0	5	0
\$525,001 and up	5	11.36%	57.0	0	2	2	1
<b>Total Closed Units</b>	<b>44</b>			<b>10</b>	<b>21</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,990,050</b>	<b>100%</b>	<b>24.0</b>	<b>975.75K</b>	<b>4.27M</b>	<b>5.75M</b>	<b>1.00M</b>
<b>Median Closed Price</b>	<b>\$166,500</b>			<b>\$82,000</b>	<b>\$150,000</b>	<b>\$345,000</b>	<b>\$1,000,000</b>

# December 2024



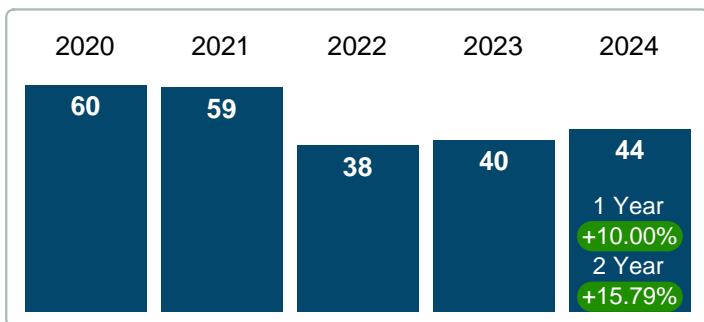
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



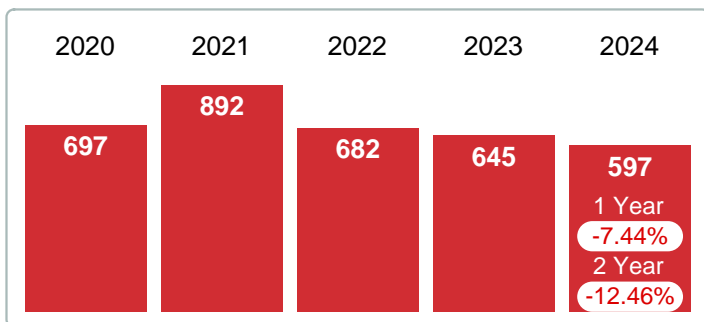
## PENDING LISTINGS

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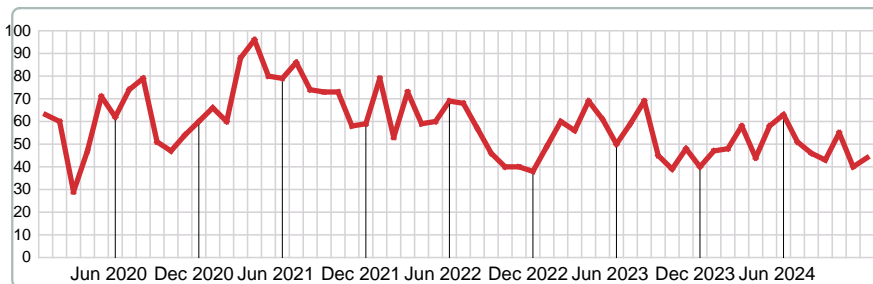
### DECEMBER



### YEAR TO DATE (YTD)

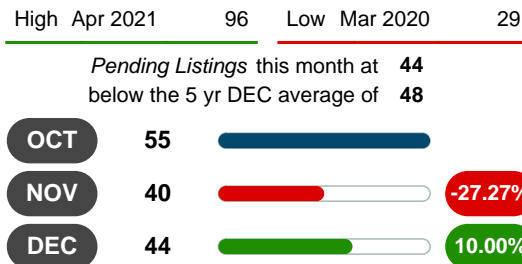


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 48



### 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	9.09%	0.5	2	2	0	0
\$75,001 - \$100,000	6	13.64%	57.0	5	1	0	0
\$100,001 - \$125,000	2	4.55%	2.5	1	1	0	0
\$125,001 - \$250,000	15	34.09%	9.0	1	12	2	0
\$250,001 - \$325,000	6	13.64%	72.0	0	5	1	0
\$325,001 - \$400,000	6	13.64%	64.0	0	3	3	0
\$400,001 and up	5	11.36%	9.0	0	4	1	0
<b>Total Pending Units</b>	<b>44</b>			<b>9</b>	<b>28</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,855,399</b>	<b>100%</b>	<b>30.5</b>	<b>865.30K</b>	<b>7.69M</b>	<b>2.30M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$199,950</b>			<b>\$79,900</b>	<b>\$212,450</b>	<b>\$329,900</b>	<b>\$0</b>

# December 2024



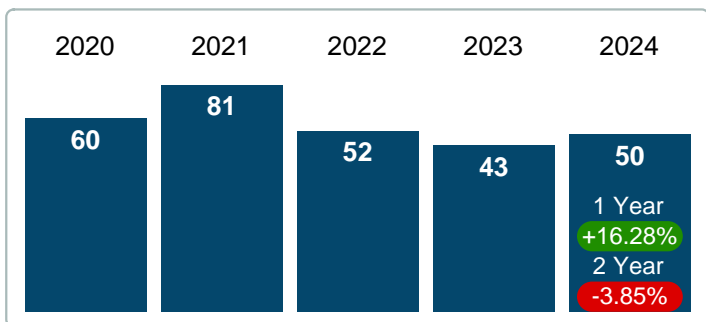
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



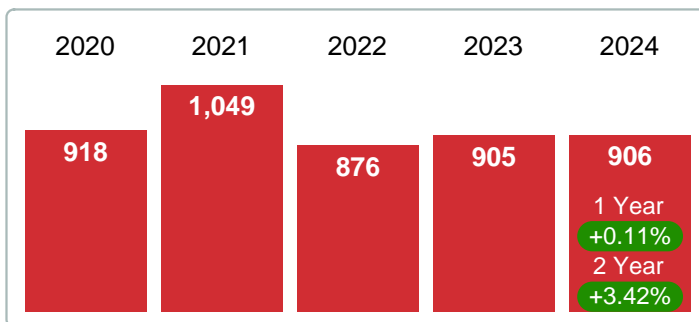
## NEW LISTINGS

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

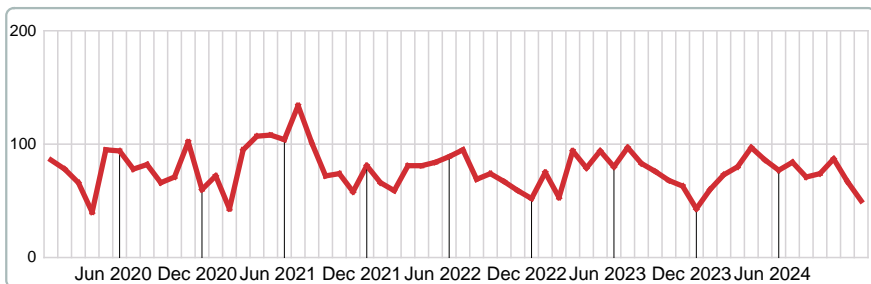
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 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
<b>Total New Listed Units</b>	<b>50</b>		<b>8</b>	<b>29</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,572,799</b>	<b>100%</b>	<b>970.00K</b>	<b>7.01M</b>	<b>3.02M</b>	<b>574.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$199,450</b>		<b>\$73,500</b>	<b>\$199,000</b>	<b>\$315,000</b>	<b>\$287,000</b>

# December 2024



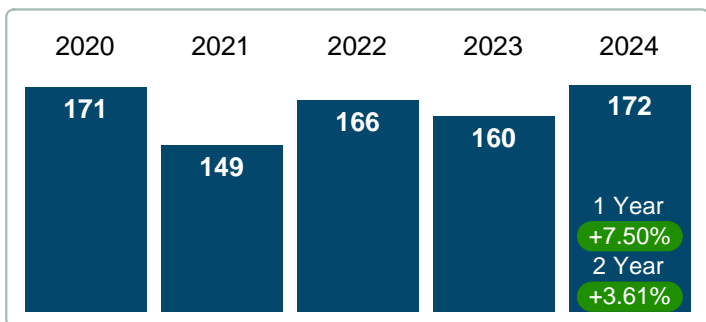
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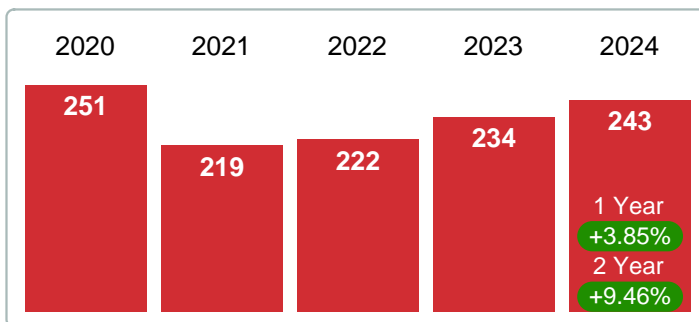
## ACTIVE INVENTORY

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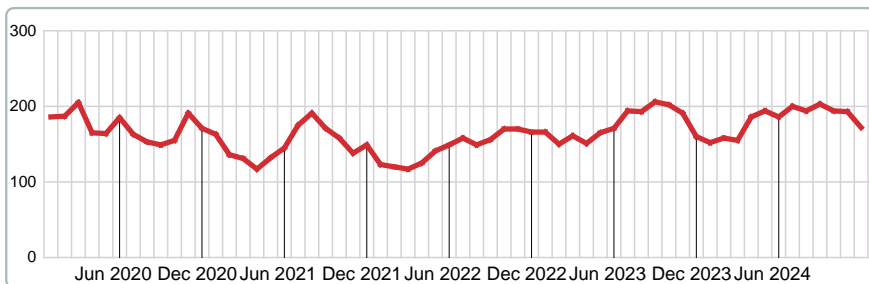
### END OF DECEMBER



### ACTIVE DURING DECEMBER

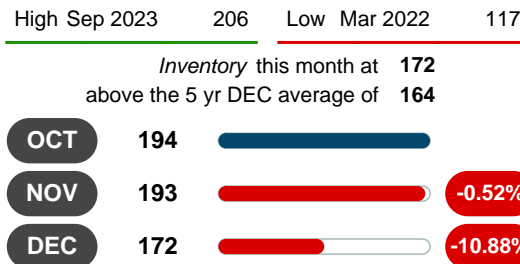


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 164



### 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	15	8.72%	77.0	8	5	2	0
\$75,001 - \$125,000	17	9.88%	71.0	5	10	2	0
\$125,001 - \$175,000	29	16.86%	76.0	4	22	3	0
\$175,001 - \$300,000	45	26.16%	60.0	5	33	5	2
\$300,001 - \$400,000	25	14.53%	59.0	2	9	13	1
\$400,001 - \$625,000	22	12.79%	84.5	0	12	7	3
\$625,001 and up	19	11.05%	99.0	5	8	3	3
<b>Total Active Inventory by Units</b>	<b>172</b>			<b>29</b>	<b>99</b>	<b>35</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>57,260,946</b>	<b>100%</b>	<b>70.0</b>	<b>8.53M</b>	<b>29.93M</b>	<b>12.13M</b>	<b>6.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$243,500</b>			<b>\$139,900</b>	<b>\$212,000</b>	<b>\$340,000</b>	<b>\$545,000</b>

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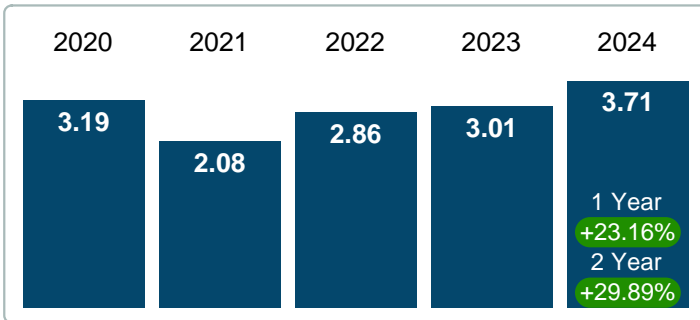
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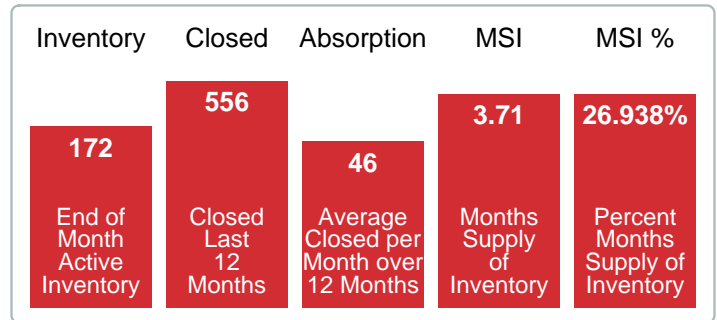
## MONTHS SUPPLY of INVENTORY (MSI)

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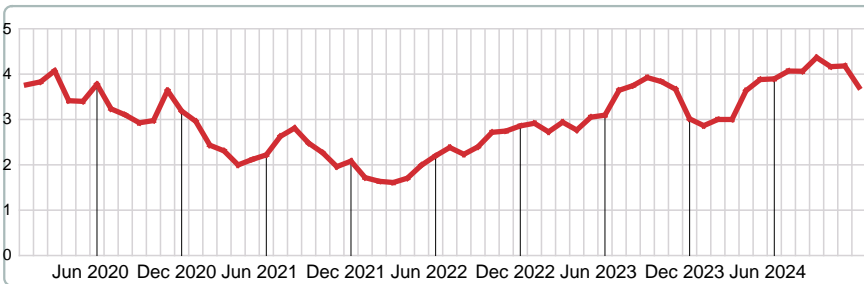
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024

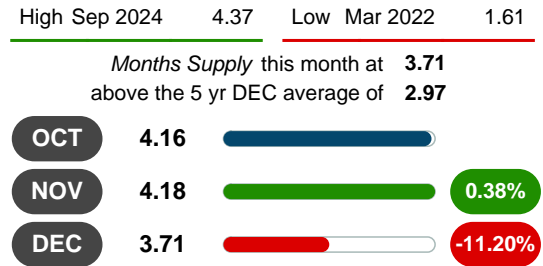


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	3.71	29	99	35	9

# December 2024



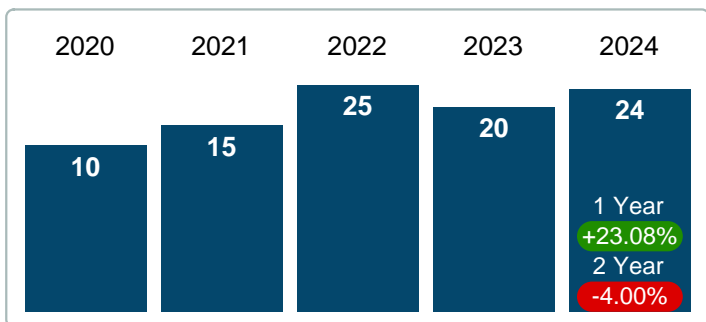
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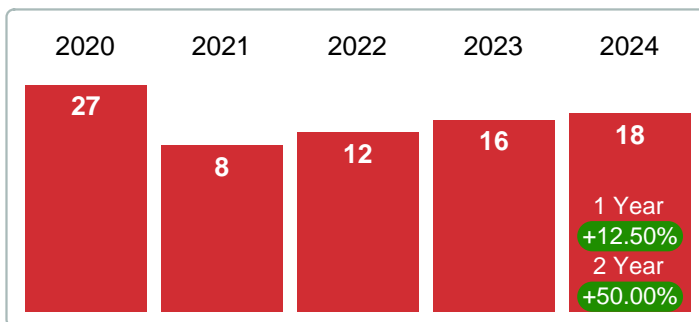
## MEDIAN DAYS ON MARKET TO SALE

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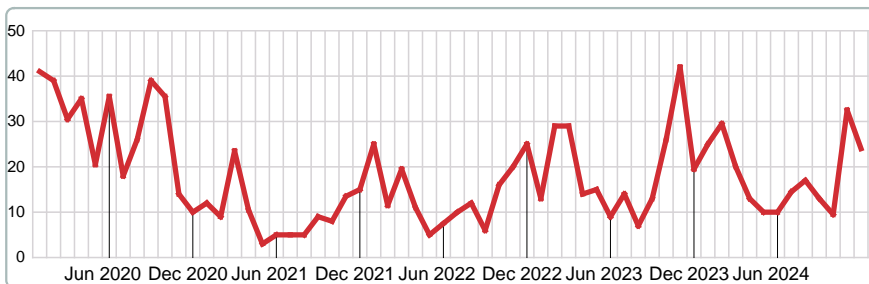
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

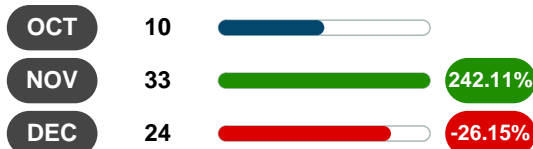


### 3 MONTHS

5 year DEC AVG = 19

High Nov 2023 42 Low May 2021 3

Median Days on Market to Sale this month at 24 above the 5 yr DEC average of 19



### 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	0.00%	99	0	0	0	0
\$50,001 - \$100,000	20.45%	3	17	3	0	0
\$100,001 - \$125,000	9.09%	27	27	142	2	0
\$125,001 - \$175,000	22.73%	33	9	47	0	0
\$175,001 - \$325,000	25.00%	27	103	24	22	0
\$325,001 - \$525,000	11.36%	21	0	0	21	0
\$525,001 and up	11.36%	57	0	1	210	57
Median Closed DOM		24	21	21	25	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



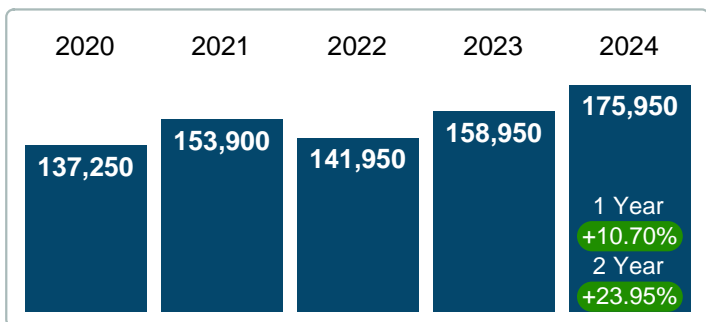
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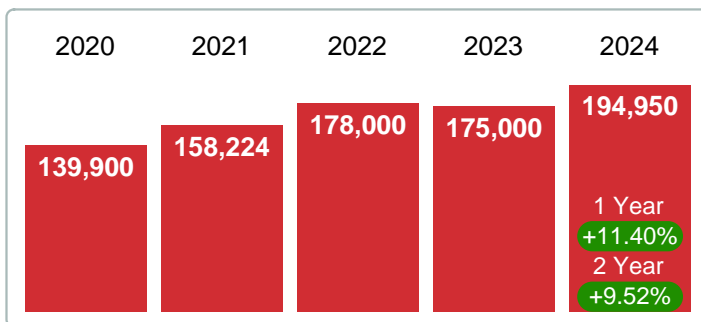
## MEDIAN LIST PRICE AT CLOSING

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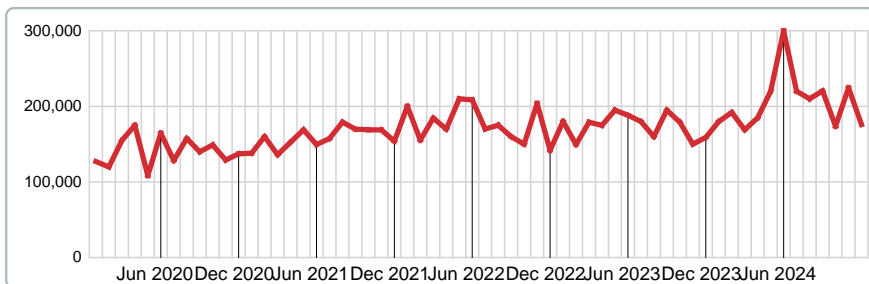
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 153,600

High Jun 2024 299,900    Low May 2020 108,500

Median List Price at Closing this month at **175,950**  
above the 5 yr DEC average of **153,600**

- OCT 173,750
- NOV 224,500 (+29.21%)
- DEC 175,950 (-21.63%)

### 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	0.00%	57	0	0	0	0
\$50,001 - \$100,000	20.45%	82,000	75,500	90,000	0	0
\$100,001 - \$125,000	4.55%	114,000	109,000	0	119,000	0
\$125,001 - \$175,000	25.00%	145,000	140,000	149,000	0	0
\$175,001 - \$325,000	27.27%	216,400	213,800	219,000	220,000	0
\$325,001 - \$525,000	9.09%	396,750	0	0	396,750	0
\$525,001 and up	13.64%	624,250	0	607,500	573,500	1,000,000
<b>Median List Price</b>		<b>175,950</b>	<b>89,950</b>	<b>155,000</b>	<b>367,450</b>	<b>1,000,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>175,950</b>	<b>10</b>	<b>21</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,710,000</b>	<b>1.06M</b>	<b>4.38M</b>	<b>6.27M</b>	<b>1.00M</b>



# December 2024



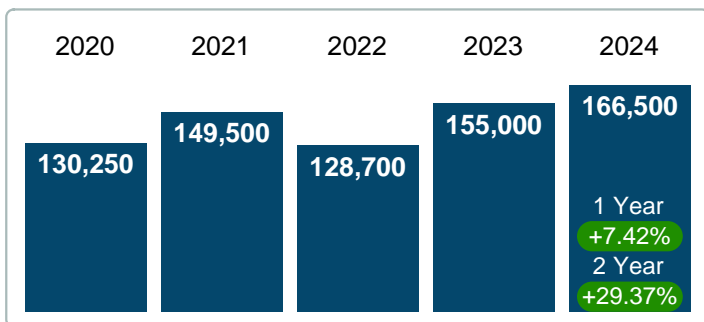
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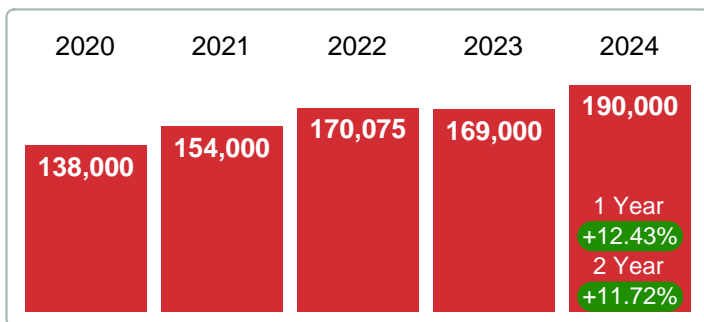
## MEDIAN SOLD PRICE AT CLOSING

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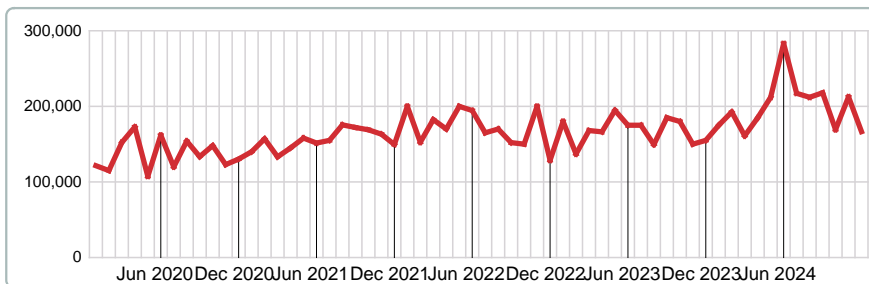
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

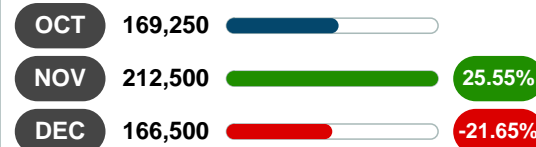


### 3 MONTHS

5 year DEC AVG = 145,990

High Jun 2024 283,000 Low May 2020 107,500

Median Sold Price at Closing this month at **166,500** above the 5 yr DEC average of **145,990**



### 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	0	0.00%	624,250	0	0	0	0
\$50,001 - \$100,000	9	20.45%	72,500	67,750	90,100	0	0
\$100,001 - \$125,000	4	9.09%	121,500	113,500	125,000	125,000	0
\$125,001 - \$175,000	10	22.73%	146,000	130,000	149,000	0	0
\$175,001 - \$325,000	11	25.00%	202,250	202,250	212,750	211,500	0
\$325,001 - \$525,000	5	11.36%	399,900	0	0	399,900	0
\$525,001 and up	5	11.36%	675,000	0	607,500	1,371,000	1,000,000
Median Sold Price			166,500	82,000	150,000	345,000	1,000,000
Total Closed Units		100%	166,500	10	21	12	1
Total Closed Volume			11,990,050	975.75K	4.27M	5.75M	1.00M

# December 2024



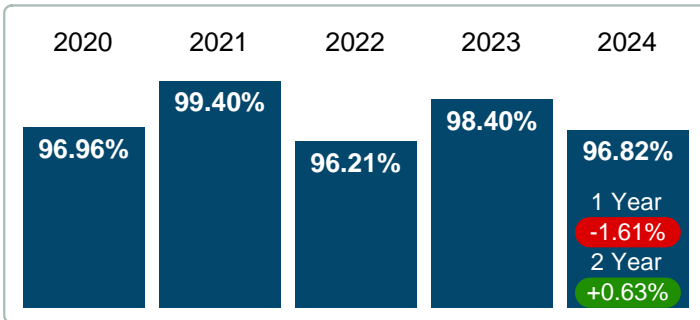
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



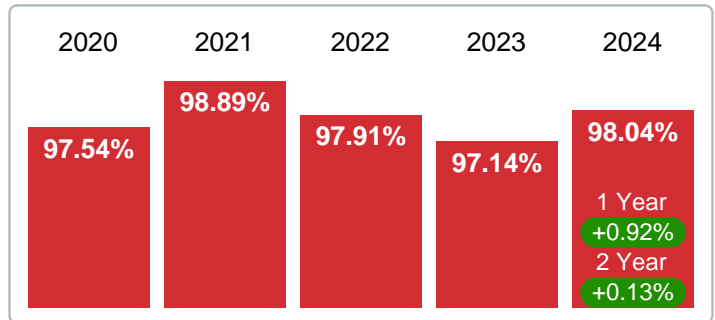
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

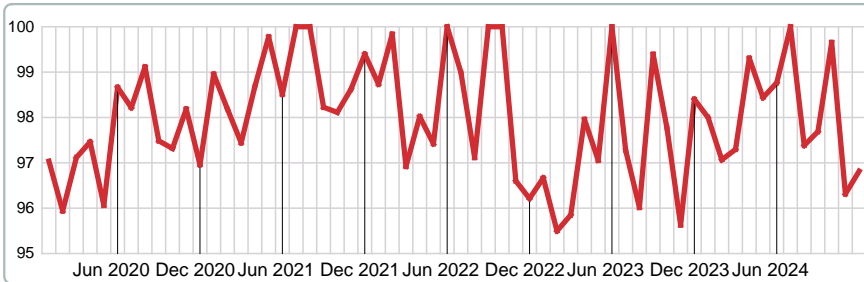
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

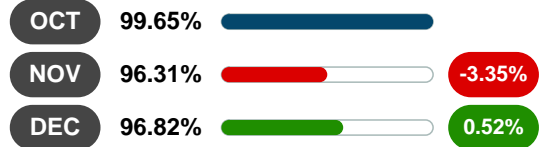


### 3 MONTHS

5 year DEC AVG = 97.56%

High Jul 2024 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **96.82%**  
below the 5 yr DEC average of **97.56%**



## 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	0	0.00%	75.00%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	9	20.45%	93.05%	91.26%	100.11%	0.00%	0.00%	
\$100,001 - \$125,000	4	9.09%	99.21%	93.70%	98.43%	105.04%	0.00%	
\$125,001 - \$175,000	10	22.73%	96.70%	89.66%	97.28%	0.00%	0.00%	
\$175,001 - \$325,000	11	25.00%	95.61%	94.60%	96.82%	95.10%	0.00%	
\$325,001 - \$525,000	5	11.36%	96.71%	0.00%	0.00%	96.71%	0.00%	
\$525,001 and up	5	11.36%	100.00%	0.00%	100.00%	89.72%	100.00%	
Median Sold/List Ratio		96.82%		91.35%	98.43%	94.74%	100.00%	
Total Closed Units		44	100%	96.82%	10	21	12	1
Total Closed Volume		11,990,050			975.75K	4.27M	5.75M	1.00M

# December 2024



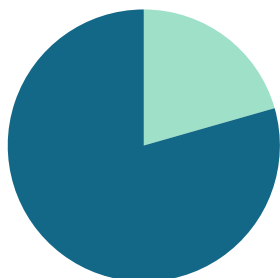
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

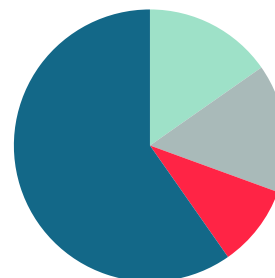


**Inventory**  
 New Listings  
**50 = 20.58%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**243**  
 Volume  
**\$75,139,545**

### 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%
Median List Price	158,950	175,950	10.70%	175,000	194,950	11.40%
Median Sale Price	155,000	166,500	7.42%	169,000	190,000	12.43%
Median Percent of Selling Price to List Price	98.40%	96.82%	-1.61%	97.14%	98.04%	0.92%
Median Days on Market to Sale	19.50	24.00	23.08%	16.00	18.00	12.50%
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%

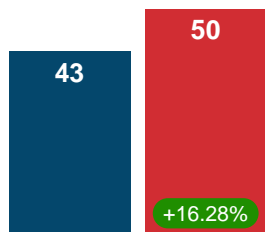
**Absorption:** Last 12 months, an Average of **46** Sales/Month

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

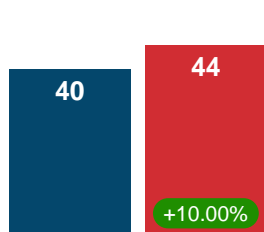
### DECEMBER MARKET

### MEDIAN PRICES

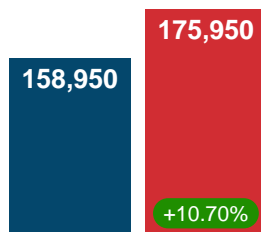
#### New Listings



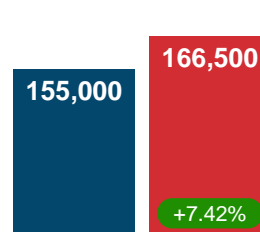
#### Pending Listings



#### List Price



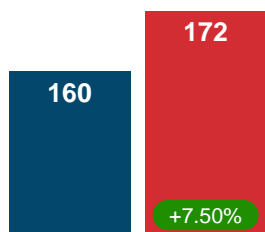
#### Sale Price



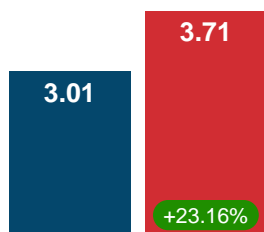
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

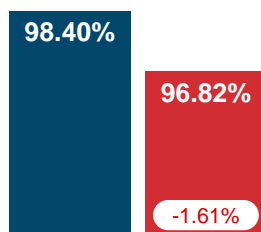
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

