



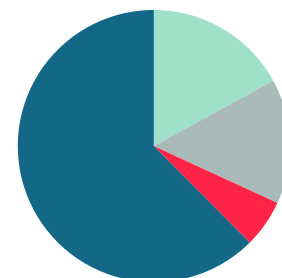
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	73	93	27.40%
Pending Listings	78	81	3.85%
New Listings	96	102	6.25%
Median List Price	125,000	149,900	19.92%
Median Sale Price	115,000	140,000	21.74%
Median Percent of Selling Price to List Price	96.60%	98.17%	1.62%
Median Days on Market to Sale	10.00	19.00	90.00%
End of Month Inventory	471	341	-27.60%
Months Supply of Inventory	6.84	3.73	-45.44%



■ Closed (17.03%)  
■ Pending (14.84%)  
■ Other OffMarket (5.68%)  
■ Active (62.45%)

**Absorption:** Last 12 months, an Average of **91** Sales/Month  
**Active Inventory** as of December 31, 2021 = **341**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **27.60%** to 341 existing homes available for sale. Over the last 12 months this area has had an average of 91 closed sales per month. This represents an unsold inventory index of **3.73** 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 **21.74%** in December 2021 to \$140,000 versus the previous year at \$115,000.

#### Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 9.00 days or **90.00%** in December 2021 compared to last year's same month at **10.00** DOM.

#### Sales Success for December 2021 is Positive

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

There were 102 New Listings in December 2021, up **6.25%** from last year at 96. Furthermore, there were 93 Closed Listings this month versus last year at 73, a **27.40%** increase.

Closed versus Listed trends yielded a **91.2%** ratio, up from previous year's, December 2020, at **76.0%**, a **19.90%** 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

<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

# December 2021



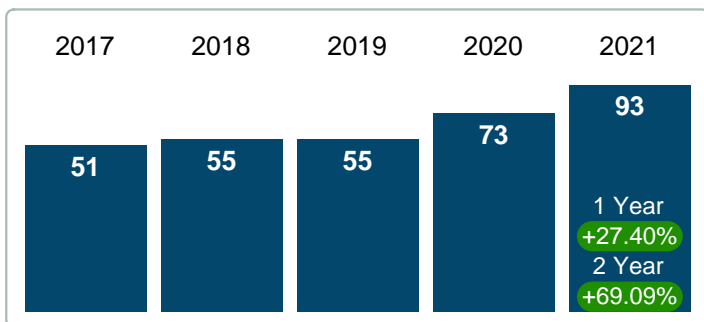
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



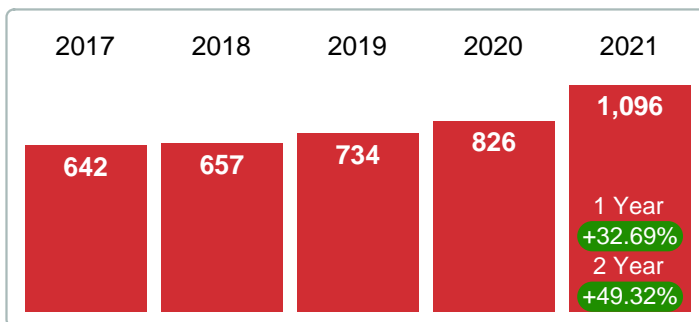
## CLOSED LISTINGS

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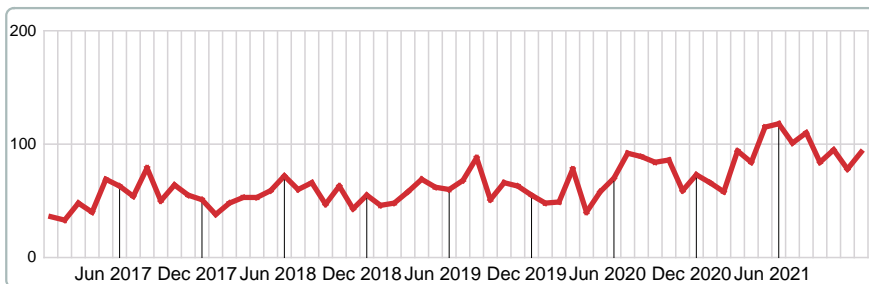
### DECEMBER



### YEAR TO DATE (YTD)

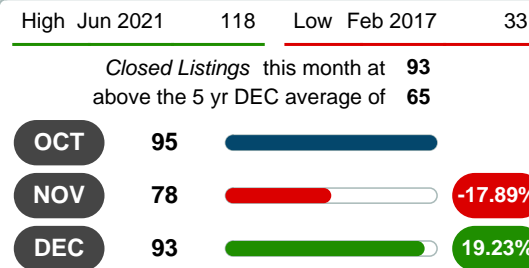


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	6.45%	29.5	4	2	0	0
\$30,001 - \$70,000	16	17.20%	32.0	11	5	0	0
\$70,001 - \$100,000	11	11.83%	9.0	4	6	1	0
\$100,001 - \$170,000	23	24.73%	17.0	6	13	4	0
\$170,001 - \$220,000	16	17.20%	8.5	1	11	4	0
\$220,001 - \$330,000	11	11.83%	28.0	0	9	2	0
\$330,001 and up	10	10.75%	43.5	4	4	2	0
<b>Total Closed Units</b>	<b>93</b>			<b>30</b>	<b>50</b>	<b>13</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>15,589,569</b>	<b>100%</b>	<b>19.0</b>	<b>3.80M</b>	<b>9.13M</b>	<b>2.66M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$140,000</b>			<b>\$65,750</b>	<b>\$166,750</b>	<b>\$185,000</b>	<b>\$0</b>

# December 2021



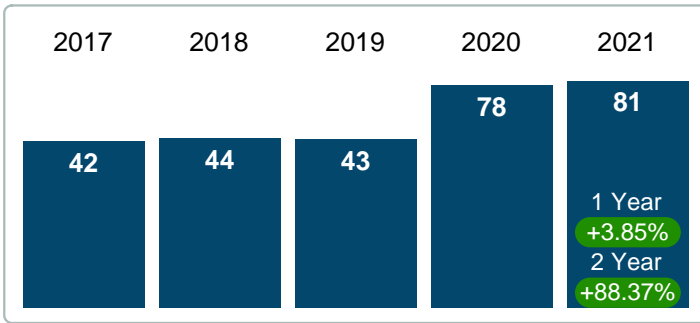
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



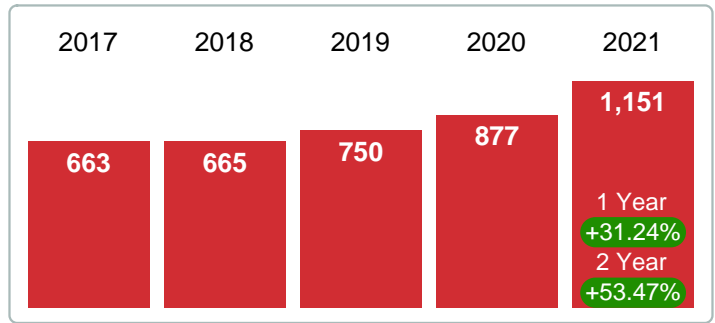
## PENDING LISTINGS

Report produced on Jan 11, 2022 for MLS Technology Inc.

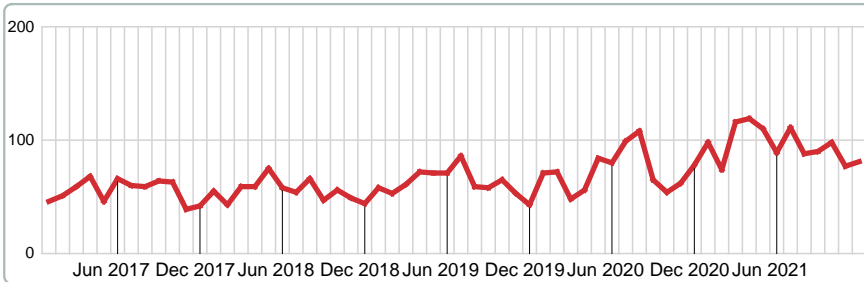
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 58

High Apr 2021 119 Low Nov 2017 39

Pending Listings this month at **81**  
above the 5 yr DEC average of **58**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6.17%	96.0	4	1	0	0
\$40,001 - \$70,000	12	14.81%	10.0	10	2	0	0
\$70,001 - \$100,000	11	13.58%	28.0	5	5	1	0
\$100,001 - \$180,000	19	23.46%	24.0	8	9	2	0
\$180,001 - \$250,000	14	17.28%	7.0	2	8	3	1
\$250,001 - \$330,000	12	14.81%	20.0	0	8	3	1
\$330,001 and up	8	9.88%	34.0	3	2	3	0
<b>Total Pending Units</b>	<b>81</b>			<b>32</b>	<b>35</b>	<b>12</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,491,499</b>	<b>100%</b>	<b>15.0</b>	<b>5.17M</b>	<b>6.57M</b>	<b>3.21M</b>	<b>529.90K</b>
<b>Median Listing Price</b>	<b>\$149,900</b>			<b>\$75,000</b>	<b>\$182,000</b>	<b>\$251,950</b>	<b>\$264,950</b>

# December 2021



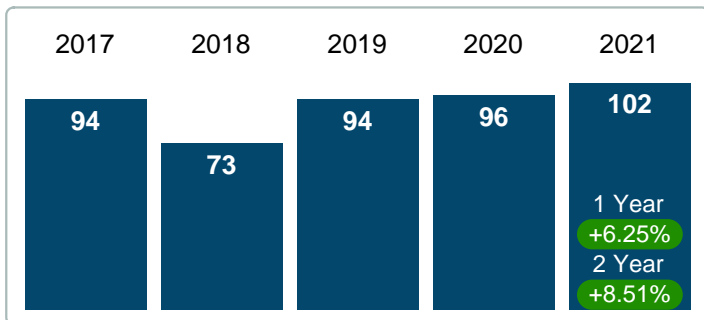
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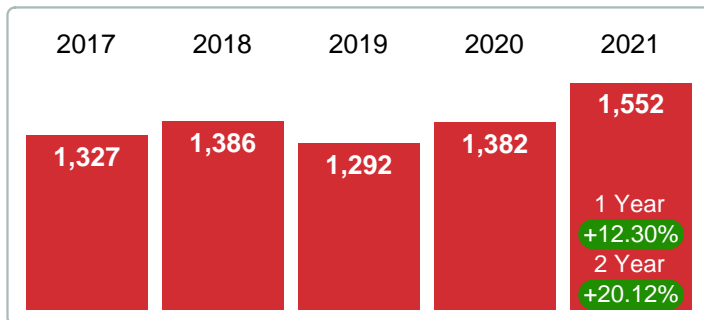
## NEW LISTINGS

Report produced on Jan 11, 2022 for MLS Technology Inc.

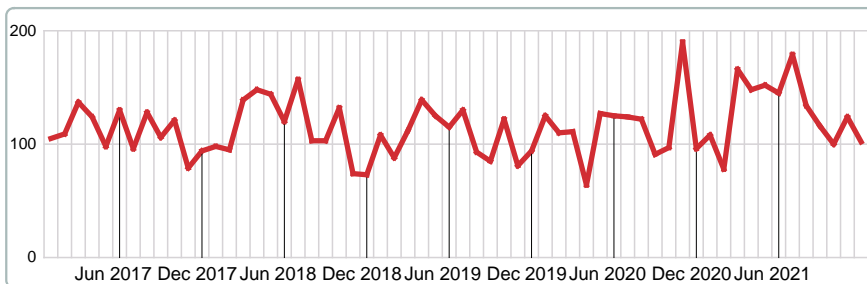
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

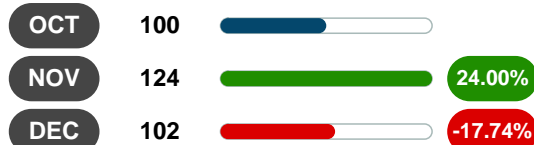


### 3 MONTHS

5 year DEC AVG = 92

High Nov 2020 190 Low Apr 2020 64

New Listings this month at 102  
above the 5 yr DEC average of 92



### 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	10	9.80%	8	2	0	0
\$50,001 - \$75,000	8	7.84%	4	4	0	0
\$75,001 - \$100,000	15	14.71%	10	5	0	0
\$100,001 - \$200,000	28	27.45%	9	15	4	0
\$200,001 - \$250,000	15	14.71%	2	12	1	0
\$250,001 - \$350,000	17	16.67%	3	10	4	0
\$350,001 and up	9	8.82%	3	2	3	1
<b>Total New Listed Units</b>	<b>102</b>		<b>39</b>	<b>50</b>	<b>12</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>20,043,999</b>	<b>100%</b>	<b>5.83M</b>	<b>9.80M</b>	<b>3.68M</b>	<b>725.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$181,000</b>		<b>\$89,000</b>	<b>\$197,250</b>	<b>\$271,000</b>	<b>\$725,000</b>

# December 2021



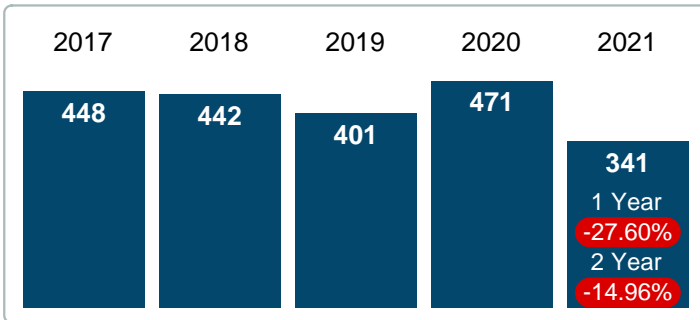
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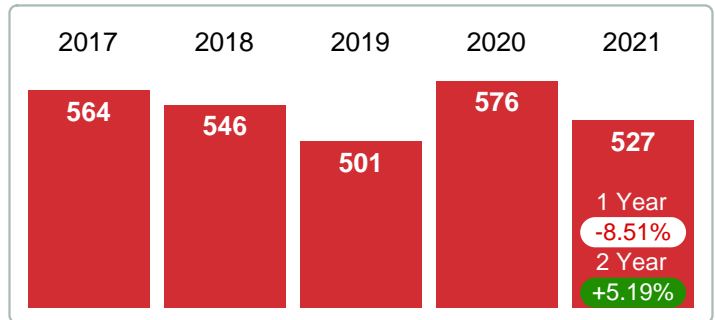
## ACTIVE INVENTORY

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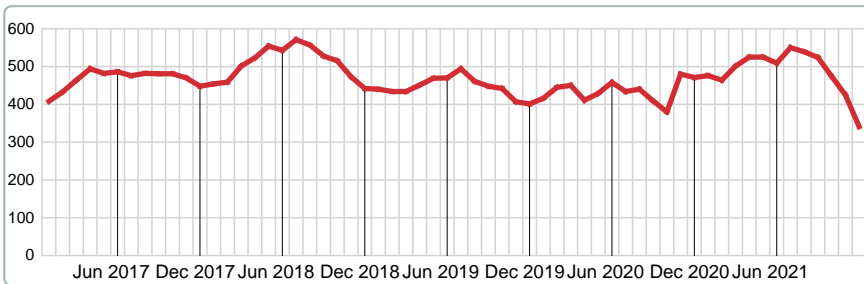
### END OF DECEMBER



### ACTIVE DURING DECEMBER

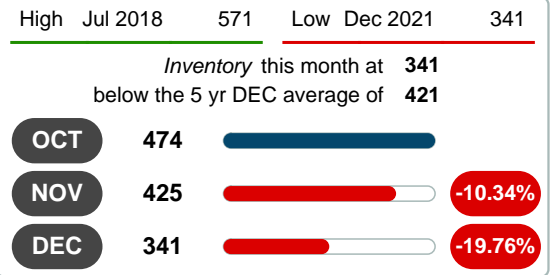


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 421



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	34	9.97%	51.0	34	0	0	0
\$20,001 - \$30,000	25	7.33%	108.0	24	0	1	0
\$30,001 - \$70,000	65	19.06%	130.0	55	9	1	0
\$70,001 - \$210,000	90	26.39%	67.0	46	38	6	0
\$210,001 - \$350,000	52	15.25%	51.5	14	28	9	1
\$350,001 - \$610,000	40	11.73%	102.0	18	13	7	2
\$610,001 and up	35	10.26%	92.0	24	5	3	3
Total Active Inventory by Units		341		215	93	27	6
Total Active Inventory by Volume		94,770,319	100%	54.97M	26.34M	9.30M	4.17M
Median Active Inventory Listing Price		\$125,000		\$55,000	\$210,000	\$315,000	\$624,500

# December 2021



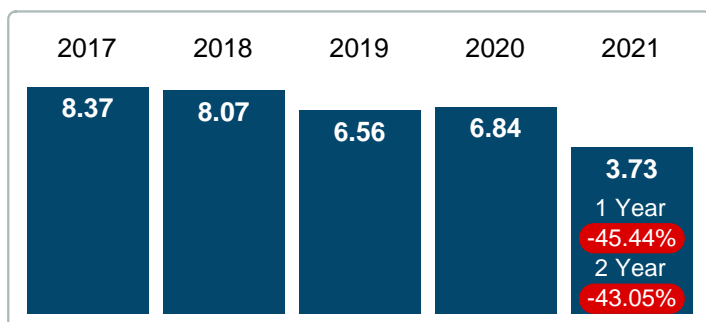
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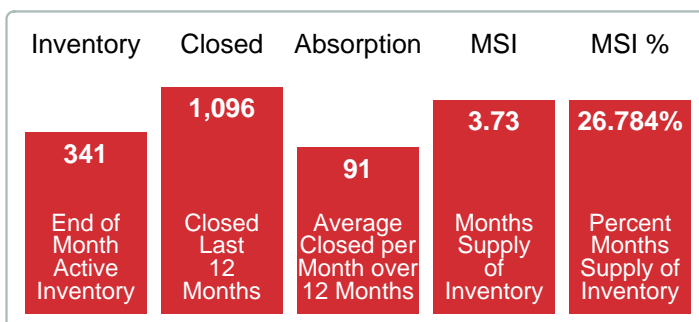
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2022 for MLS Technology Inc.

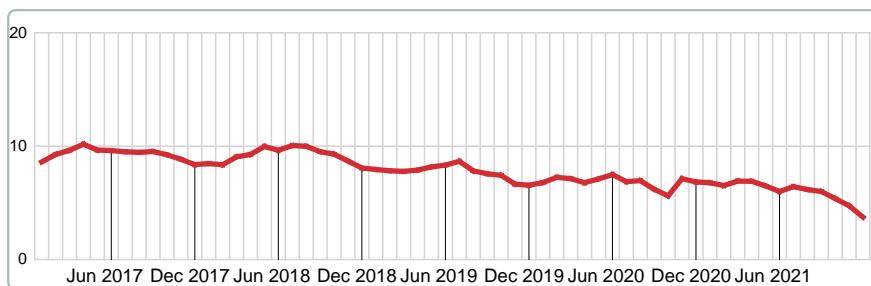
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

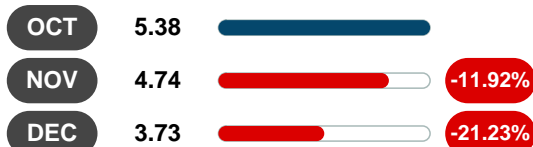


### 3 MONTHS

5 year DEC AVG = 6.72

High Apr 2017 10.17 Low Dec 2021 3.73

Months Supply this month at 3.73 below the 5 yr DEC average of 6.72



### 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
\$20,000 and less	34	9.97%	7.03	7.56	0.00	0.00	0.00
\$20,001 - \$30,000	25	7.33%	12.00	13.09	0.00	0.00	0.00
\$30,001 - \$70,000	65	19.06%	4.56	6.23	1.80	3.00	0.00
\$70,001 - \$210,000	90	26.39%	2.16	4.15	1.50	1.31	0.00
\$210,001 - \$350,000	52	15.25%	2.77	4.42	3.00	1.71	1.00
\$350,001 - \$610,000	40	11.73%	5.33	6.17	7.09	3.36	3.00
\$610,001 and up	35	10.26%	15.00	18.00	10.00	9.00	18.00
Market Supply of Inventory (MSI)			3.73	6.39	2.19	2.13	2.32
Total Active Inventory by Units		100%	341	215	93	27	6

# December 2021



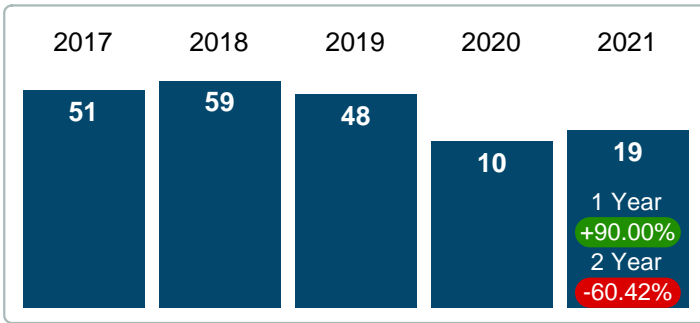
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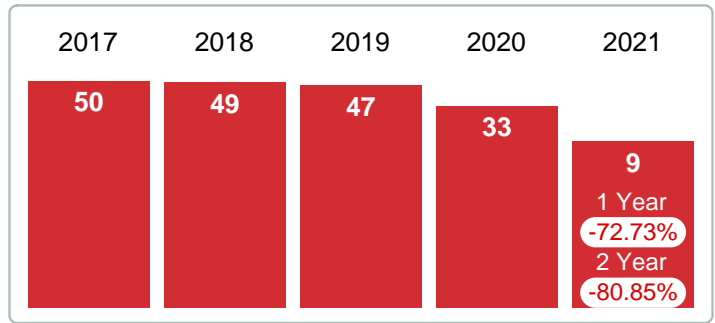
## MEDIAN DAYS ON MARKET TO SALE

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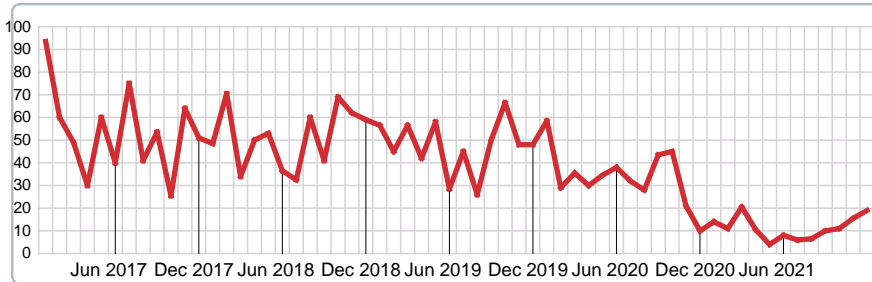
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

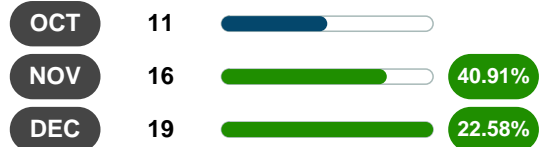


### 3 MONTHS

5 year DEC AVG = 37

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 19 below the 5 yr DEC average of 37



### 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
\$30,000 and less	6.45%	30	43	10	0	0
\$30,001 - \$70,000	17.20%	32	48	1	0	0
\$70,001 - \$100,000	11.83%	9	28	5	41	0
\$100,001 - \$170,000	24.73%	17	25	31	3	0
\$170,001 - \$220,000	17.20%	9	134	3	25	0
\$220,001 - \$330,000	11.83%	28	0	25	37	0
\$330,001 and up	10.75%	44	53	18	106	0
Median Closed DOM		19	43	12	28	0
Total Closed Units	100%	93	30	50	13	
Total Closed Volume		15,589,569	3.80M	9.13M	2.66M	0.00B

# December 2021



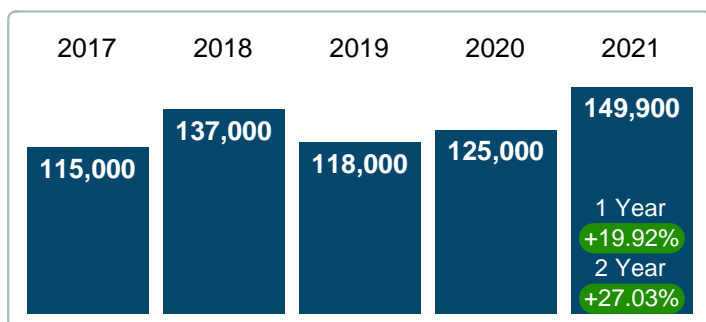
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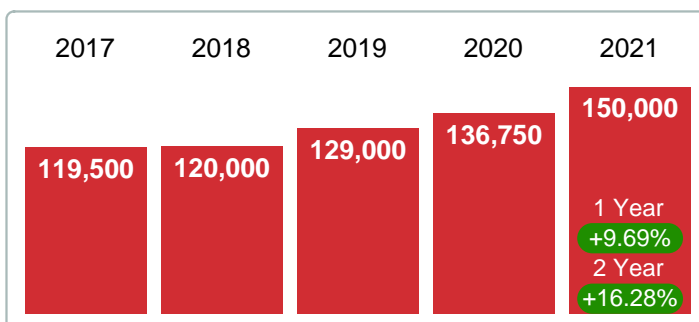
## MEDIAN LIST PRICE AT CLOSING

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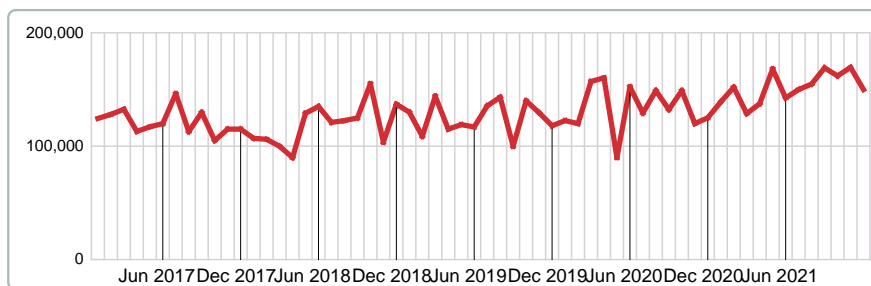
### DECEMBER



### YEAR TO DATE (YTD)

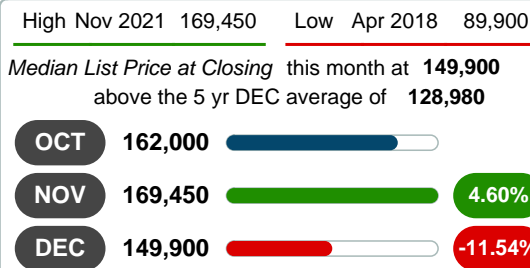


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 128,980



### 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
\$30,000 and less	6	6.45%	18,000	18,000	18,750	0	0
\$30,001 - \$70,000	16	17.20%	51,500	47,500	66,000	0	0
\$70,001 - \$100,000	10	10.75%	92,000	93,000	92,000	75,000	0
\$100,001 - \$170,000	25	26.88%	149,000	149,900	149,000	146,200	0
\$170,001 - \$220,000	11	11.83%	189,900	215,000	184,500	192,500	0
\$220,001 - \$330,000	14	15.05%	264,450	240,000	269,450	259,900	0
\$330,001 and up	11	11.83%	419,000	517,500	395,000	384,450	0
Median List Price			149,900	65,000	167,000	192,500	0
Total Closed Units		100%	149,900	30	50	13	
Total Closed Volume			16,580,682	4.33M	9.49M	2.77M	0.00B





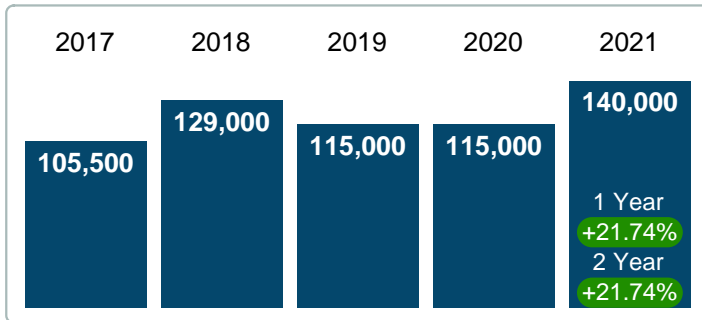
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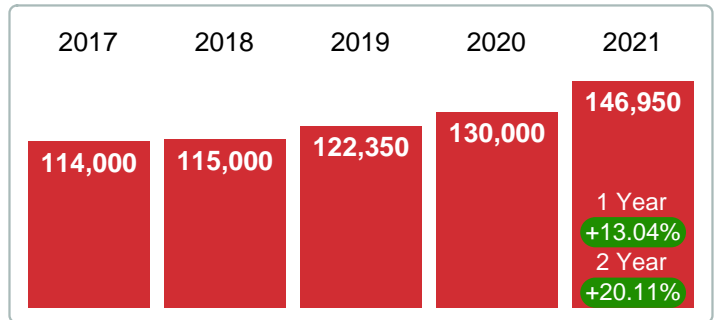
## MEDIAN SOLD PRICE AT CLOSING

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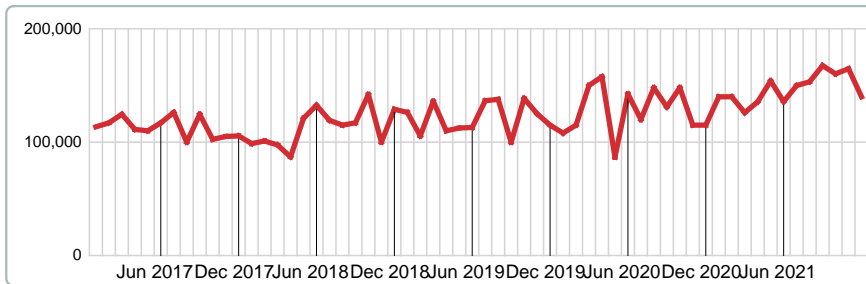
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

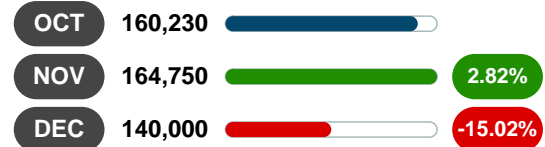


### 3 MONTHS

5 year DEC AVG = 120,900

High Sep 2021 167,500 Low May 2020 86,750

Median Sold Price at Closing this month at 140,000 above the 5 yr DEC average of 120,900



### 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
\$30,000 and less	6.45%	13,250	13,250	15,000	0	0
\$30,001 - \$70,000	17.20%	49,000	41,000	65,000	0	0
\$70,001 - \$100,000	11.83%	88,000	80,847	95,500	85,000	0
\$100,001 - \$170,000	24.73%	130,190	133,750	142,500	129,045	0
\$170,001 - \$220,000	17.20%	185,000	204,000	184,500	185,000	0
\$220,001 - \$330,000	11.83%	268,900	0	268,900	277,075	0
\$330,001 and up	10.75%	408,500	455,000	372,500	370,000	0
Median Sold Price		140,000	65,750	166,750	185,000	0
Total Closed Units	100%	93	30	50	13	
Total Closed Volume		15,589,569	3.80M	9.13M	2.66M	0.00B

# December 2021



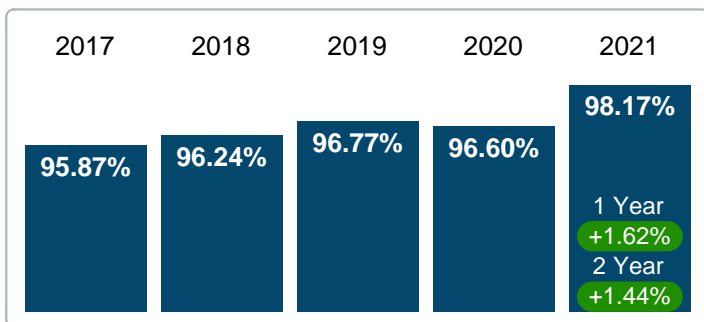
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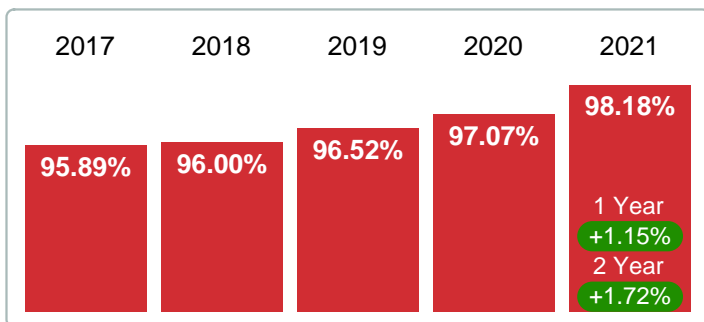
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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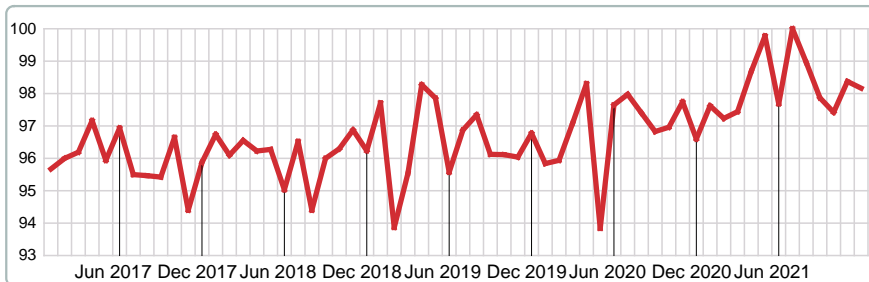
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

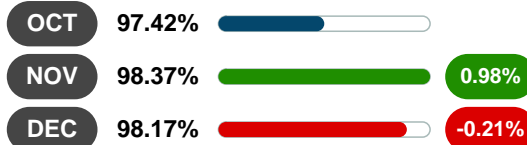


### 3 MONTHS

5 year DEC AVG = 96.73%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **98.17%**  
above the 5 yr DEC average of **96.73%**



## 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
\$30,000 and less	6	6.45%	76.82%	76.82%	86.36%	0.00%	0.00%
\$30,001 - \$70,000	16	17.20%	96.15%	96.00%	96.30%	0.00%	0.00%
\$70,001 - \$100,000	11	11.83%	100.00%	100.31%	100.00%	113.33%	0.00%
\$100,001 - \$170,000	23	24.73%	97.56%	87.53%	99.18%	91.51%	0.00%
\$170,001 - \$220,000	16	17.20%	99.15%	85.00%	100.00%	93.24%	0.00%
\$220,001 - \$330,000	11	11.83%	100.00%	0.00%	99.63%	101.70%	0.00%
\$330,001 and up	10	10.75%	95.38%	88.12%	97.51%	96.20%	0.00%
Median Sold/List Ratio		98.17%		88.12%	99.81%	95.74%	0.00%
Total Closed Units		93	100%	30	50	13	
Total Closed Volume		15,589,569		3.80M	9.13M	2.66M	0.00B

# December 2021



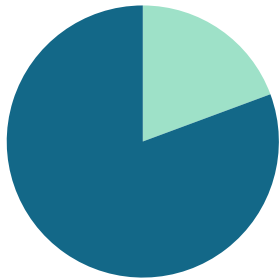
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

### INVENTORY

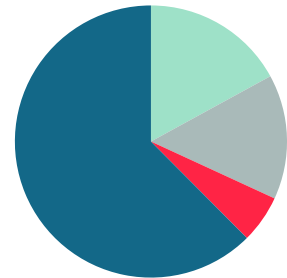


**Inventory**  
 New Listings  
**102 = 19.35%**  
 Start Inventory  
**425**  
 Total Inventory Units  
**527**  
 Volume  
**\$130,570,484**

### Market Activity

Closed Sales  
**93 = 17.03%**  
 Pending Sales  
**81 = 14.84%**  
 Other Off Market  
**31 = 5.68%**  
 Active Inventory  
**341 = 62.45%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	73	93	27.40%	826	1,096	32.69%
Pending Sales	78	81	3.85%	877	1,151	31.24%
New Listings	96	102	6.25%	1,382	1,552	12.30%
Median List Price	125,000	149,900	19.92%	136,750	150,000	9.69%
Median Sale Price	115,000	140,000	21.74%	130,000	146,950	13.04%
Median Percent of Selling Price to List Price	96.60%	98.17%	1.62%	97.07%	98.18%	1.15%
Median Days on Market to Sale	10.00	19.00	90.00%	33.00	9.00	-72.73%
Monthly Inventory	471	341	-27.60%	471	341	-27.60%
Months Supply of Inventory	6.84	3.73	-45.44%	6.84	3.73	-45.44%

**Absorption:** Last 12 months, an Average of **91** Sales/Month

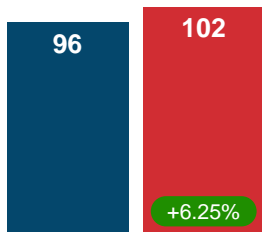
**Inventory** on December 31, 2021 = **341**

**2020** **2021**

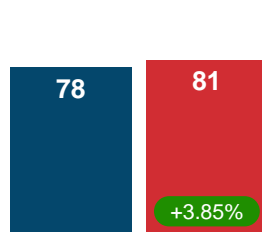
### DECEMBER MARKET

### MEDIAN PRICES

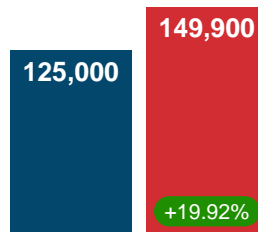
#### New Listings



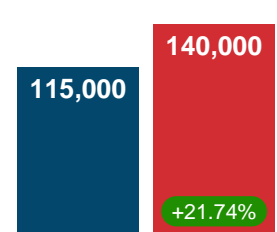
#### Pending Listings



#### List Price



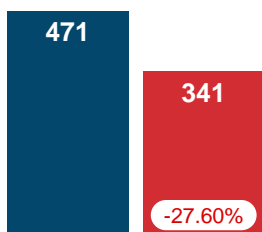
#### Sale Price



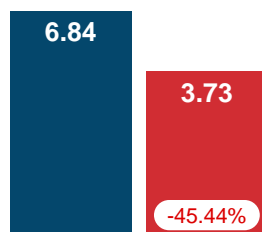
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

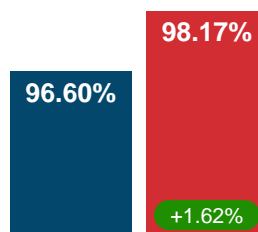
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

