

December 2021



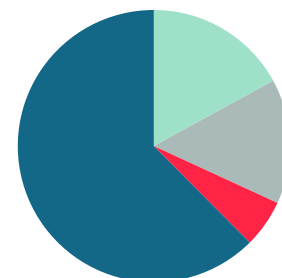
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



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%
Average List Price	164,856	178,287	8.15%
Average Sale Price	156,215	167,630	7.31%
Average Percent of Selling Price to List Price	93.25%	94.06%	0.87%
Average Days on Market to Sale	27.92	39.05	39.89%
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.

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 **7.31%** in December 2021 to \$167,630 versus the previous year at \$156,215.

Average Days on Market Lengthens

The average number of **39.05** days that homes spent on the market before selling increased by 11.14 days or **39.89%** in December 2021 compared to last year's same month at **27.92** DOM.

Sales Success for December 2021 is Positive

Overall, with Average 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.

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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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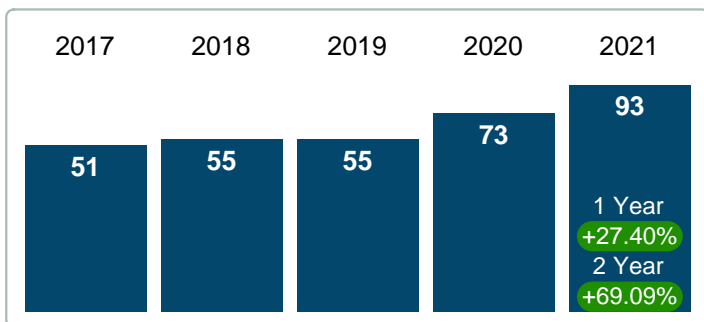
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



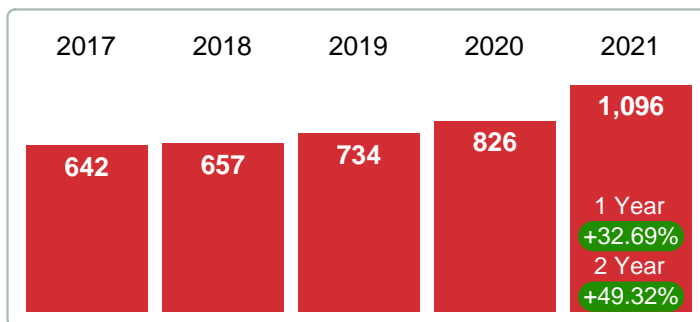
CLOSED LISTINGS

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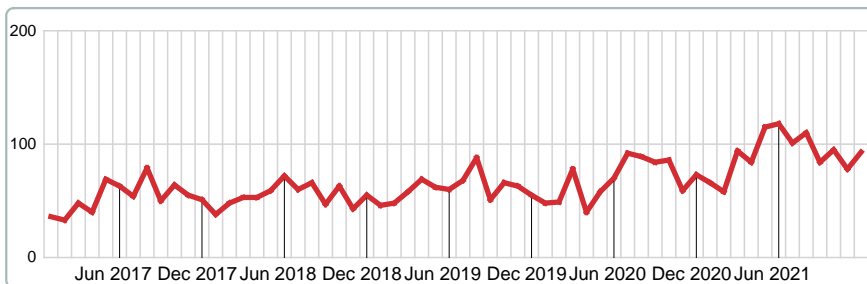
DECEMBER



YEAR TO DATE (YTD)

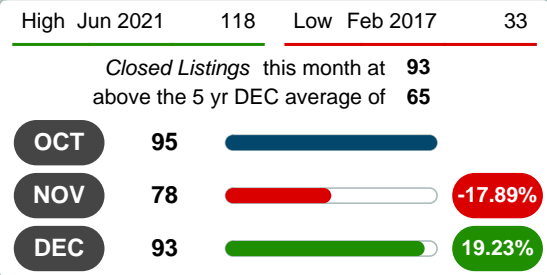


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	6.45%	28.8	4	2	0	0
\$25,001 - \$50,000	10	10.75%	107.1	10	0	0	0
\$50,001 - \$100,000	17	18.28%	20.1	5	11	1	0
\$100,001 - \$175,000	25	26.88%	24.4	6	15	4	0
\$175,001 - \$225,000	15	16.13%	28.7	1	10	4	0
\$225,001 - \$325,000	10	10.75%	48.7	0	8	2	0
\$325,001 and up	10	10.75%	52.1	4	4	2	0
Total Closed Units	93			30	50	13	0
Total Closed Volume	15,589,569	100%	39.1	3.80M	9.13M	2.66M	0.00B
Average Closed Price	\$167,630			\$126,735	\$182,506	\$204,788	\$0

December 2021



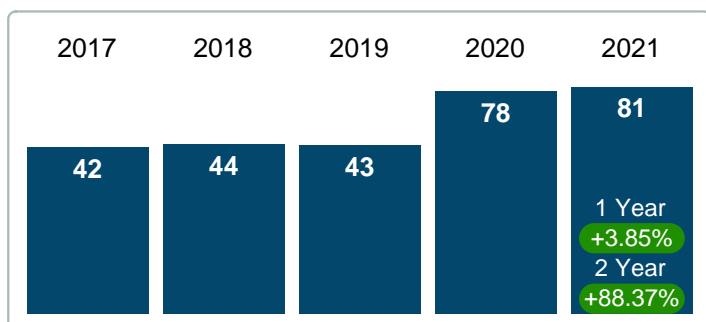
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



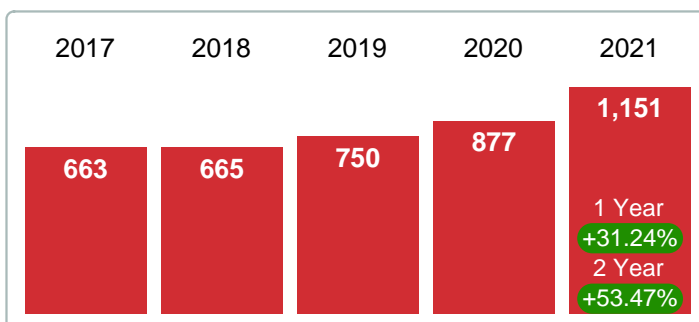
PENDING LISTINGS

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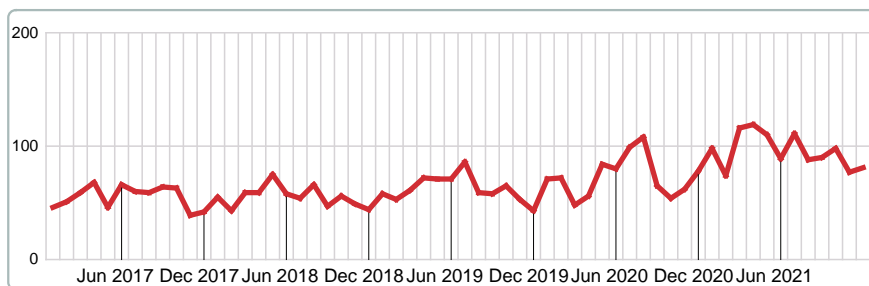
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

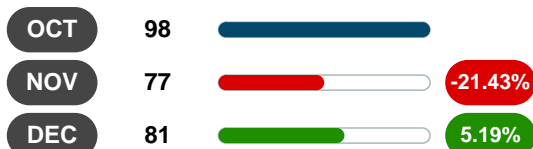


3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	6.17%	112.0	4	1	0	0
\$40,001 - \$70,000	12	14.81%	50.2	10	2	0	0
\$70,001 - \$100,000	11	13.58%	63.4	5	5	1	0
\$100,001 - \$180,000	19	23.46%	48.6	8	9	2	0
\$180,001 - \$250,000	14	17.28%	37.8	2	8	3	1
\$250,001 - \$330,000	12	14.81%	56.8	0	8	3	1
\$330,001 and up	8	9.88%	73.8	3	2	3	0
Total Pending Units	81			32	35	12	2
Total Pending Volume	15,491,499	100%	39.1	5.17M	6.57M	3.21M	529.90K
Average Listing Price	\$123,053			\$161,644	\$187,837	\$267,892	\$264,950

December 2021



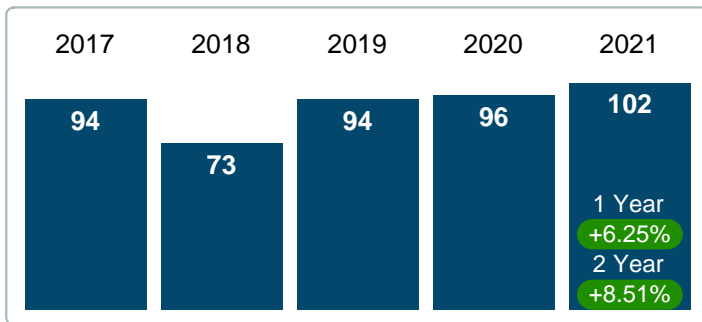
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



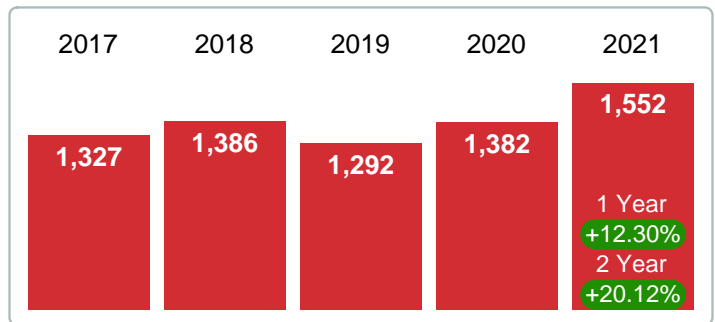
NEW LISTINGS

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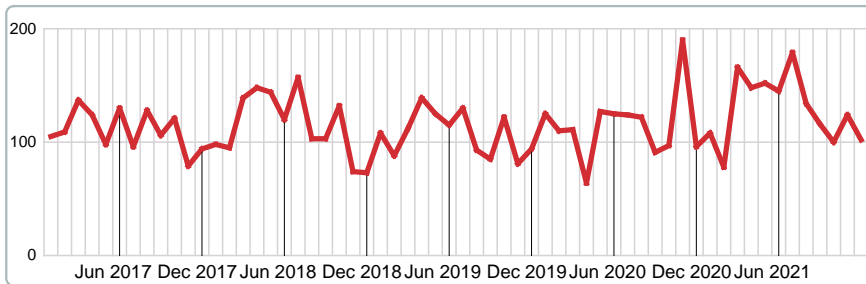
DECEMBER



YEAR TO DATE (YTD)

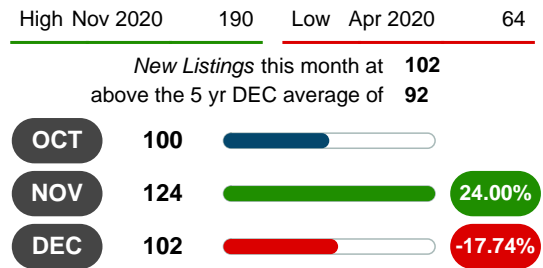


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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 - \$80,000	11	10.78%	6	5	0	0
\$80,001 - \$110,000	18	17.65%	10	7	1	0
\$110,001 - \$210,000	26	25.49%	7	16	3	0
\$210,001 - \$270,000	15	14.71%	2	11	2	0
\$270,001 - \$350,000	13	12.75%	3	7	3	0
\$350,001 and up	9	8.82%	3	2	3	1
Total New Listed Units	102		39	50	12	1
Total New Listed Volume	20,043,999	100%	5.83M	9.80M	3.68M	725.00K
Average New Listed Listing Price	\$130,250		\$149,595	\$196,038	\$306,908	\$725,000

December 2021



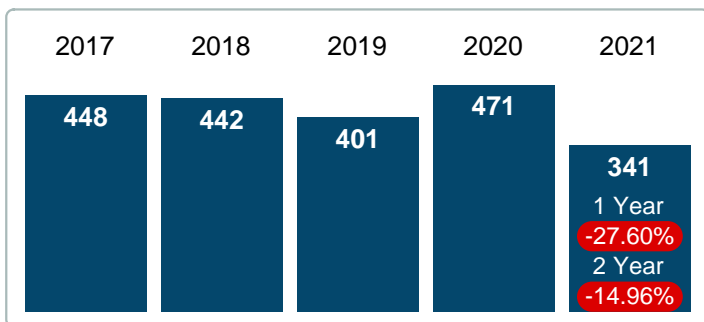
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



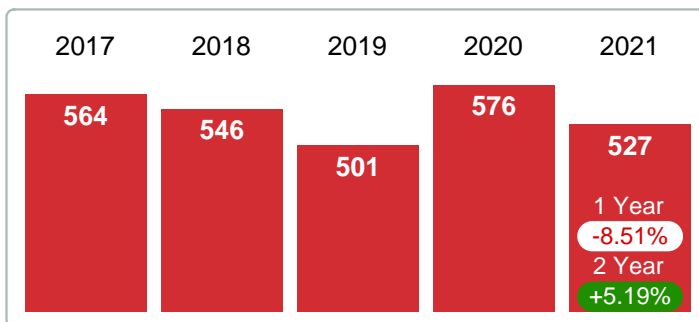
ACTIVE INVENTORY

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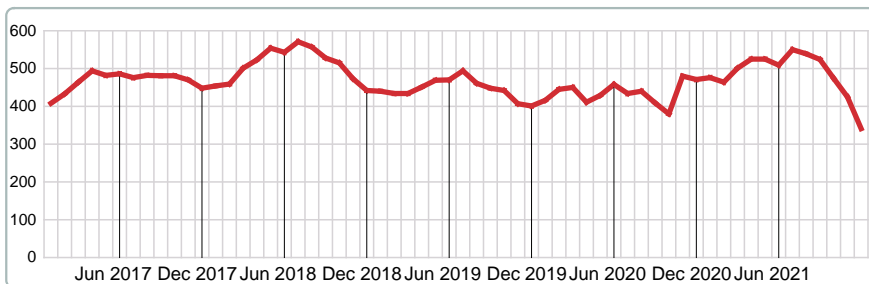
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

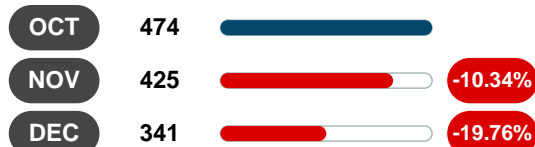


3 MONTHS

5 year DEC AVG = 421

High Jul 2018 571 Low Dec 2021 341

Inventory this month at 341
below the 5 yr DEC average of 421



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	47	13.78%	75.0	47	0	0	0
\$25,001-\$75,000	81	23.75%	135.6	70	9	2	0
\$75,001-\$200,000	81	23.75%	82.7	42	33	6	0
\$200,001-\$350,000	57	16.72%	65.6	14	33	9	1
\$350,001-\$600,000	40	11.73%	120.6	18	13	7	2
\$600,001 and up	35	10.26%	114.3	24	5	3	3
Total Active Inventory by Units			341	215	93	27	6
Total Active Inventory by Volume			94,770,319	54.97M	26.34M	9.30M	4.17M
Average Active Inventory Listing Price			\$277,919	\$255,658	\$283,202	\$344,369	\$694,667

December 2021



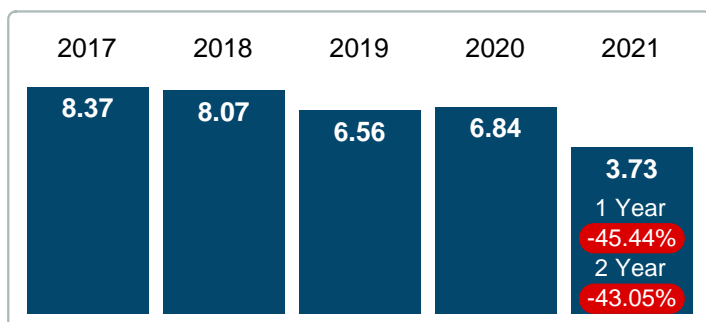
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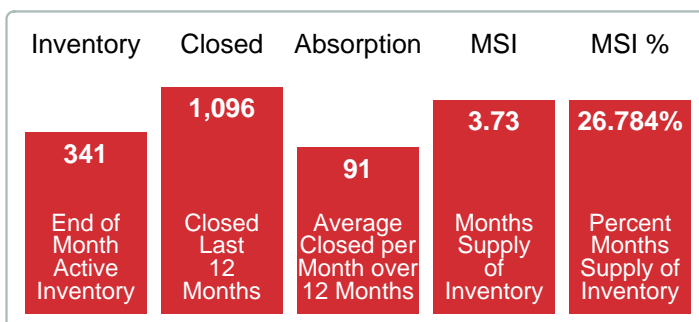
MONTHS SUPPLY of INVENTORY (MSI)

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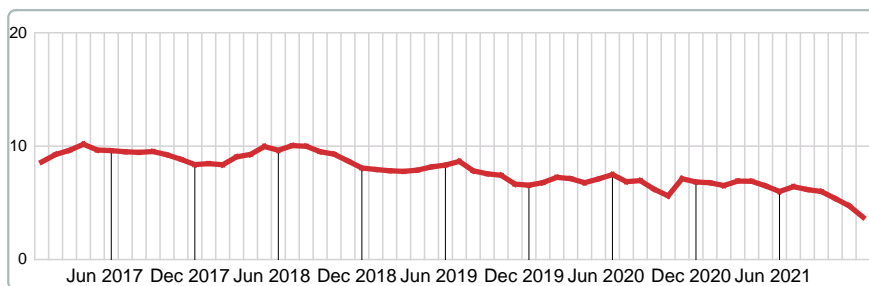
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

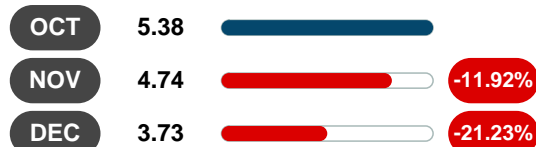


3 MONTHS

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	341	100%	3.73	215	93	27	6

December 2021



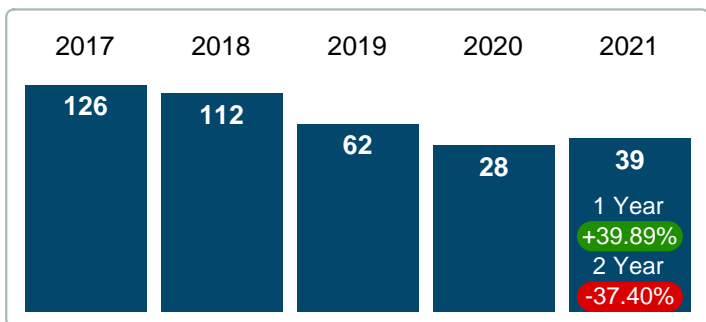
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



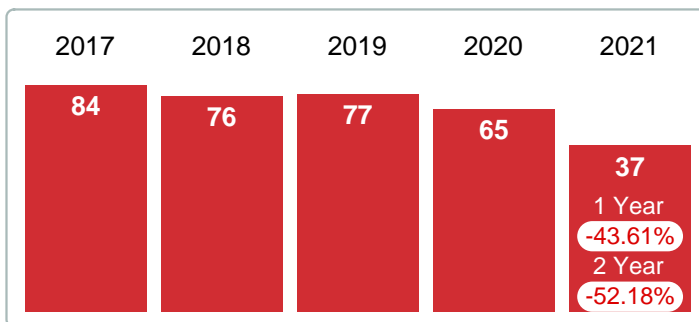
AVERAGE DAYS ON MARKET TO SALE

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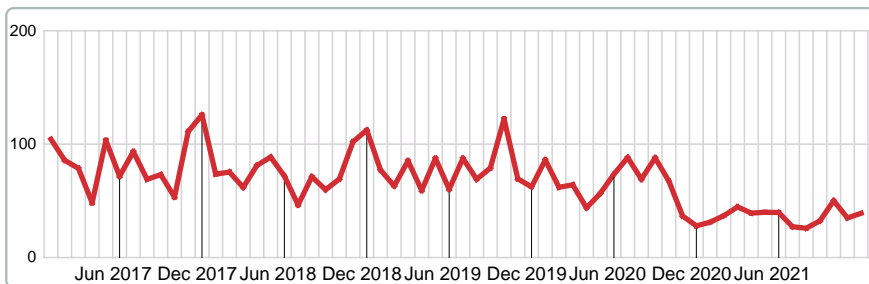
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 74

High Dec 2017 126 Low Aug 2021 26

Average Days on Market to Sale this month at 39 below the 5 yr DEC average of 74



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
\$25,000 and less	6.45%	29	38	10	0	0
\$25,001 - \$50,000	10.75%	107	107	0	0	0
\$50,001 - \$100,000	18.28%	20	27	15	41	0
\$100,001 - \$175,000	26.88%	24	37	24	5	0
\$175,001 - \$225,000	16.13%	29	134	17	31	0
\$225,001 - \$325,000	10.75%	49	0	52	37	0
\$325,001 and up	10.75%	52	54	24	106	0
Average Closed DOM		39	64	25	36	0
Total Closed Units	100%	39	30	50	13	
Total Closed Volume		15,589,569	3.80M	9.13M	2.66M	0.00B

December 2021



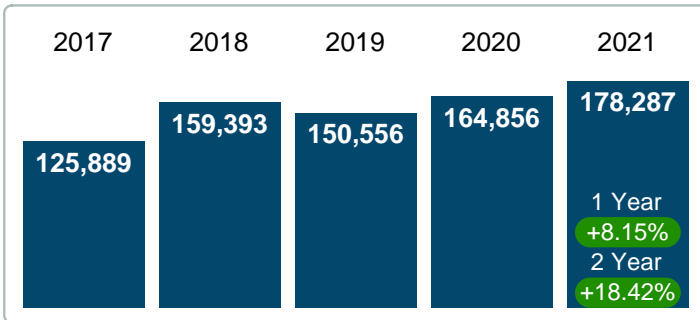
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



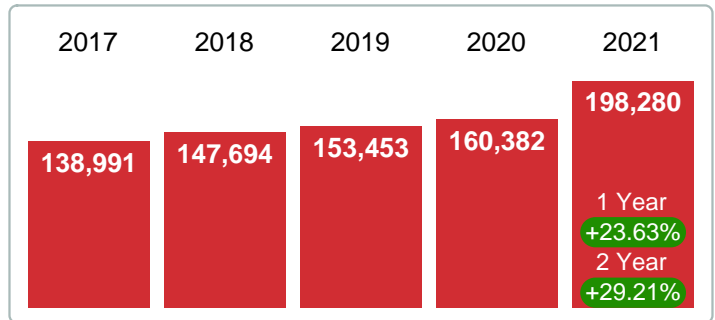
AVERAGE LIST PRICE AT CLOSING

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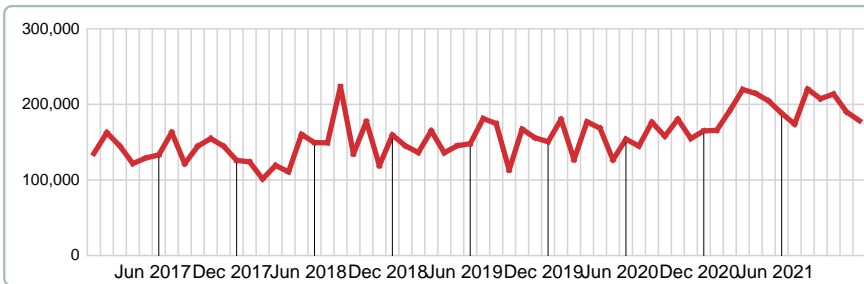
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

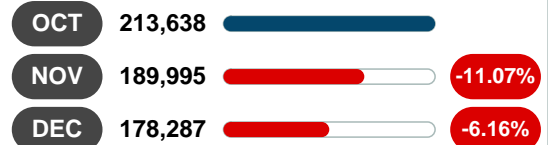


3 MONTHS

5 year DEC AVG = 155,796

High Aug 2018 223,462 Low Feb 2018 101,340

Average List Price at Closing this month at **178,287**
above the 5 yr DEC average of **155,796**



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
\$25,000 and less	5.38%	15,500	16,875	18,750	0	0
\$25,001 - \$50,000	9.68%	40,500	45,700	0	0	0
\$50,001 - \$100,000	19.35%	77,050	78,500	81,964	75,000	0
\$100,001 - \$175,000	26.88%	142,072	159,150	142,826	141,825	0
\$175,001 - \$225,000	16.13%	200,899	240,000	199,699	202,875	0
\$225,001 - \$325,000	10.75%	264,870	0	281,100	272,450	0
\$325,001 and up	11.83%	503,436	553,750	539,725	384,450	0
Average List Price		178,287	144,230	189,724	212,892	0
Total Closed Units	100%	178,287	30	50	13	0
Total Closed Volume		16,580,682	4.33M	9.49M	2.77M	0.00B

December 2021



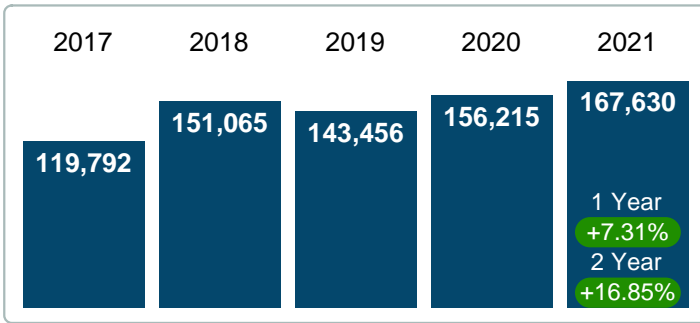
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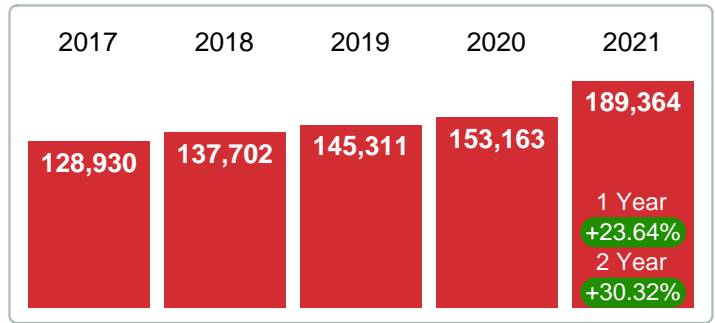
AVERAGE SOLD PRICE AT CLOSING

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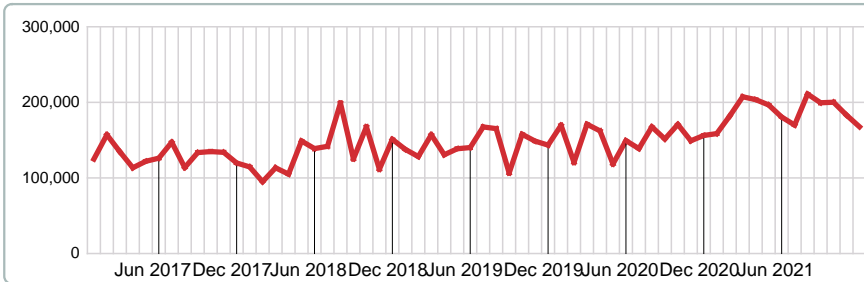
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

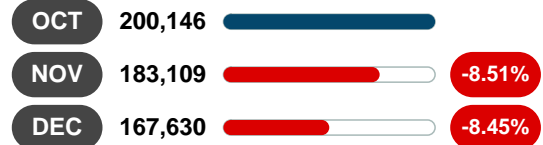


3 MONTHS

5 year DEC AVG = 147,632

High Aug 2021 210,959 Low Feb 2018 94,989

Average Sold Price at Closing this month at **167,630**
above the 5 yr DEC average of **147,632**



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
\$25,000 and less	6.45%	12,708	11,563	15,000	0	0
\$25,001 - \$50,000	10.75%	41,200	41,200	0	0	0
\$50,001 - \$100,000	18.28%	78,358	76,239	78,718	85,000	0
\$100,001 - \$175,000	26.88%	136,431	131,100	140,406	129,523	0
\$175,001 - \$225,000	16.13%	196,620	204,000	198,030	191,250	0
\$225,001 - \$325,000	10.75%	270,215	0	268,500	277,075	0
\$325,001 and up	10.75%	470,700	493,000	498,750	370,000	0
Average Sold Price		167,630	126,735	182,506	204,788	0
Total Closed Units	100%	167,630	30	50	13	0
Total Closed Volume		15,589,569	3.80M	9.13M	2.66M	0.00B

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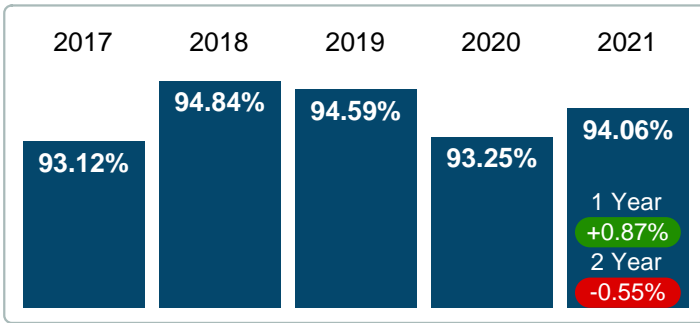
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



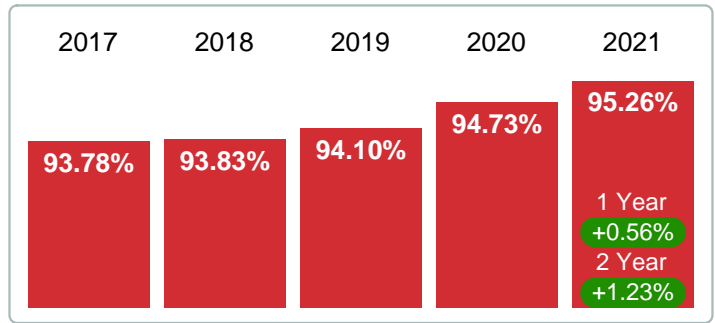
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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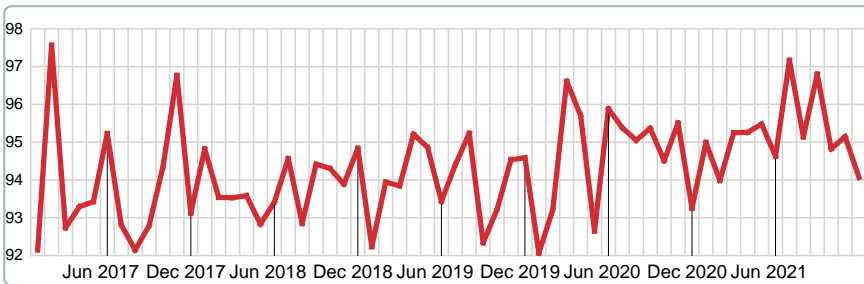
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

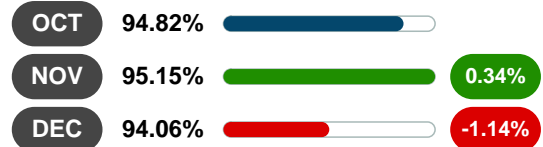


3 MONTHS

5 year DEC AVG = 93.97%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **94.06%** equal to 5 yr DEC average of **93.97%**



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
\$25,000 and less	6	6.45%	76.28%	71.24%	86.36%	0.00%	0.00%
\$25,001 - \$50,000	10	10.75%	91.35%	91.35%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	17	18.28%	97.63%	98.66%	95.74%	113.33%	0.00%
\$100,001 - \$175,000	25	26.88%	94.05%	85.60%	98.14%	91.42%	0.00%
\$175,001 - \$225,000	15	16.13%	97.05%	85.00%	99.28%	94.49%	0.00%
\$225,001 - \$325,000	10	10.75%	97.54%	0.00%	96.50%	101.70%	0.00%
\$325,001 and up	10	10.75%	93.45%	89.93%	95.60%	96.20%	0.00%
Average Sold/List Ratio		94.10%		88.34%	96.90%	96.37%	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



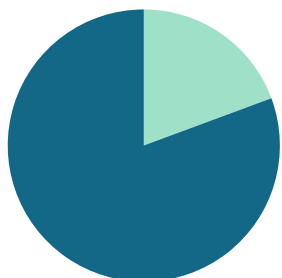
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MARKET SUMMARY

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

INVENTORY

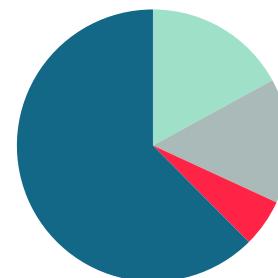


Inventory
 New Listings
102 = 19.35%
 Start Inventory
425
 Total Inventory Units
527
 Volume
\$130,570,484

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%
Average List Price	164,856	178,287	8.15%	160,382	198,280	23.63%
Average Sale Price	156,215	167,630	7.31%	153,163	189,364	23.64%
Average Percent of Selling Price to List Price	93.25%	94.06%	0.87%	94.73%	95.26%	0.56%
Average Days on Market to Sale	27.92	39.05	39.89%	65.34	36.85	-43.61%
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%

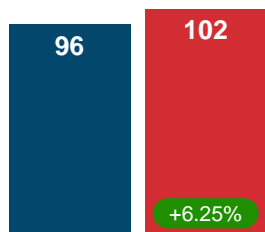
Absorption: Last 12 months, an Average of **91** Sales/Month

Inventory on December 31, 2021 = **341** 2020 2021

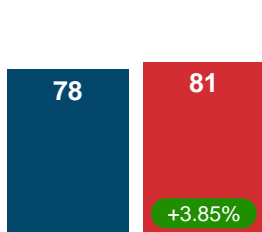
DECEMBER MARKET

AVERAGE PRICES

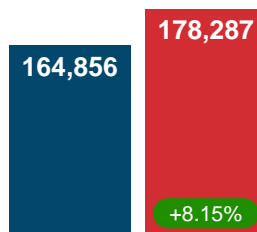
New Listings



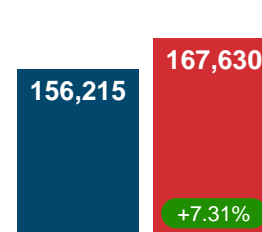
Pending Listings



List Price



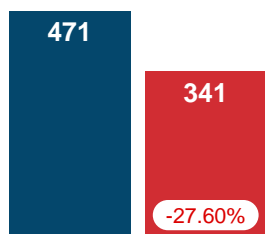
Sale Price



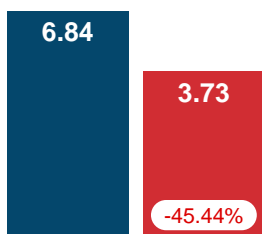
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

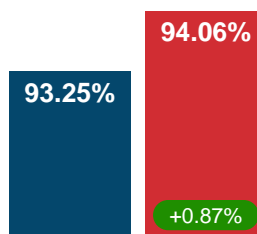
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

