

November 2021



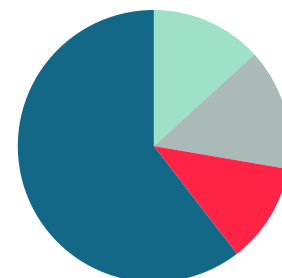
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	59	76	28.81%
Pending Listings	62	83	33.87%
New Listings	190	124	-34.74%
Median List Price	119,900	169,450	41.33%
Median Sale Price	115,000	164,750	43.26%
Median Percent of Selling Price to List Price	97.74%	98.37%	0.64%
Median Days on Market to Sale	21.00	15.50	-26.19%
End of Month Inventory	480	347	-27.71%
Months Supply of Inventory	7.13	3.88	-45.61%



■ Closed (13.24%)
■ Pending (14.46%)
■ Other OffMarket (11.85%)
■ Active (60.45%)

Absorption: Last 12 months, an Average of **90** Sales/Month
Active Inventory as of November 30, 2021 = **347**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **27.71%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 90 closed sales per month. This represents an unsold inventory index of **3.88** 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 **43.26%** in November 2021 to \$164,750 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **15.50** days that homes spent on the market before selling decreased by 5.50 days or **26.19%** in November 2021 compared to last year's same month at **21.00** DOM.

Sales Success for November 2021 is Positive

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

There were 124 New Listings in November 2021, down **34.74%** from last year at 190. Furthermore, there were 76 Closed Listings this month versus last year at 59, a **28.81%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, up from previous year's, November 2020, at **31.1%**, a **97.38%** 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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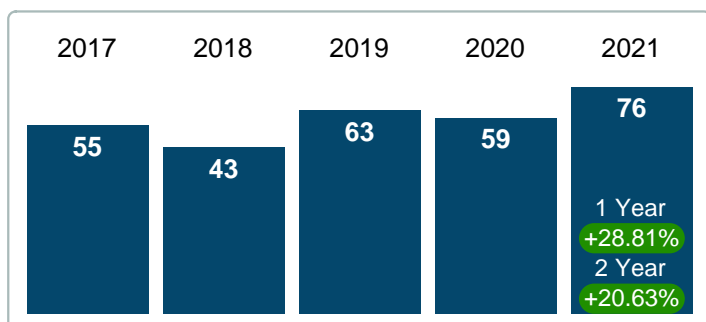
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



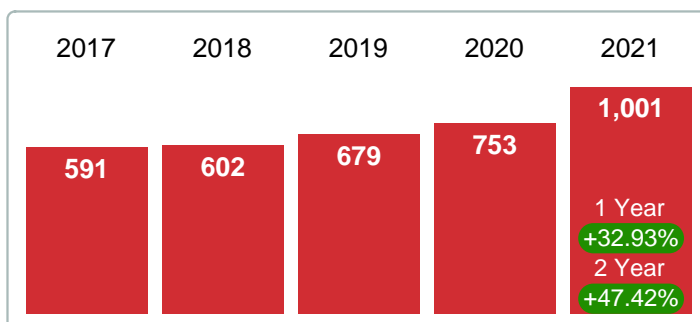
CLOSED LISTINGS

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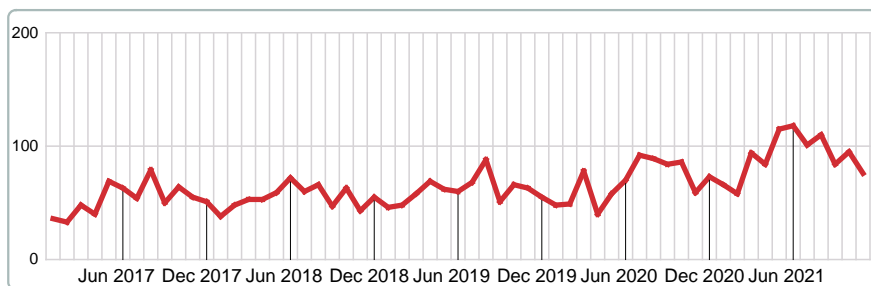
NOVEMBER



YEAR TO DATE (YTD)

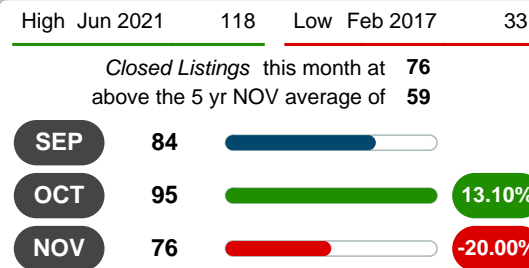


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 59



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	5	6.58%	62.0	4	1	0	0
\$50,001 - \$75,000	7	9.21%	27.0	3	4	0	0
\$75,001 - \$125,000	16	21.05%	28.5	7	8	1	0
\$125,001 - \$200,000	18	23.68%	25.5	5	10	2	1
\$200,001 - \$250,000	12	15.79%	7.5	3	8	1	0
\$250,001 - \$325,000	8	10.53%	5.5	1	3	4	0
\$325,001 and up	10	13.16%	9.5	5	4	1	0
Total Closed Units	76			28	38	9	1
Total Closed Volume	14,075,487	100%	15.5	4.68M	7.25M	2.01M	135.00K
Median Closed Price	\$164,750			\$125,500	\$167,000	\$252,000	\$135,000



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

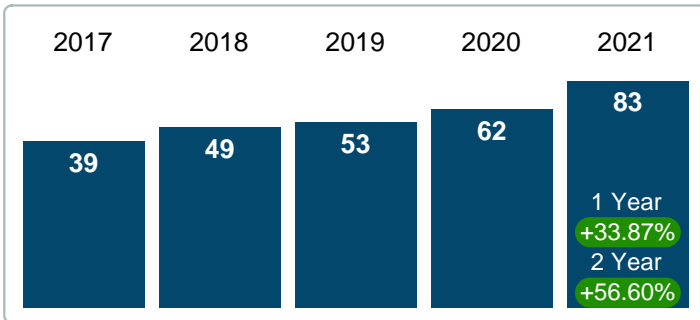


November 2021

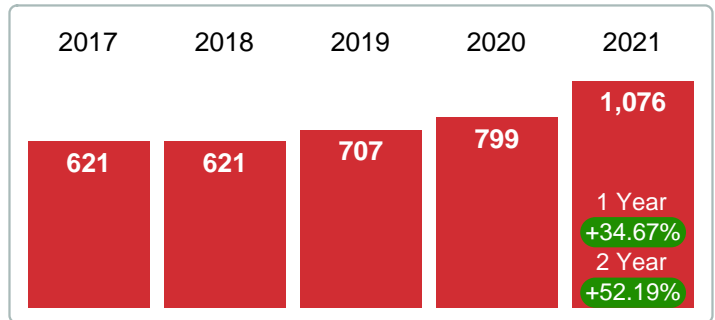
PENDING LISTINGS

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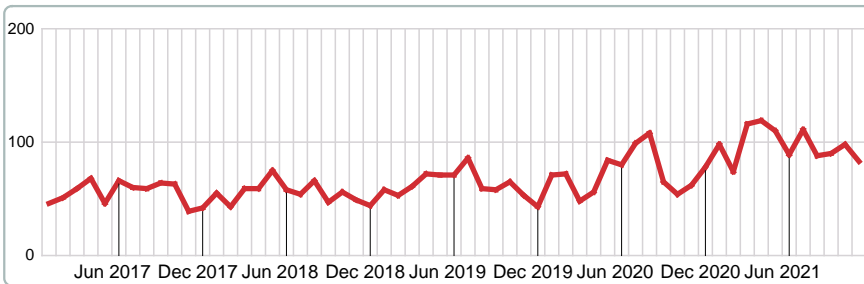
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

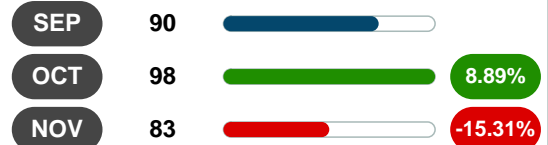


3 MONTHS

5 year NOV AVG = 57

High Apr 2021 119 Low Nov 2017 39

Pending Listings this month at **83**
above the 5 yr NOV average of **57**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.64%	51.0	7	1	0	0
\$50,001 - \$75,000	7	8.43%	2.0	4	3	0	0
\$75,001 - \$125,000	16	19.28%	16.5	6	10	0	0
\$125,001 - \$175,000	15	18.07%	20.0	7	6	1	1
\$175,001 - \$275,000	19	22.89%	38.0	2	14	3	0
\$275,001 - \$375,000	9	10.84%	50.0	1	2	5	1
\$375,001 and up	9	10.84%	68.0	3	3	2	1
Total Pending Units	83			30	39	11	3
Total Pending Volume	16,213,000	100%	25.0	4.32M	7.42M	3.26M	1.21M
Median Listing Price	\$165,000			\$99,900	\$169,900	\$315,000	\$350,000

November 2021



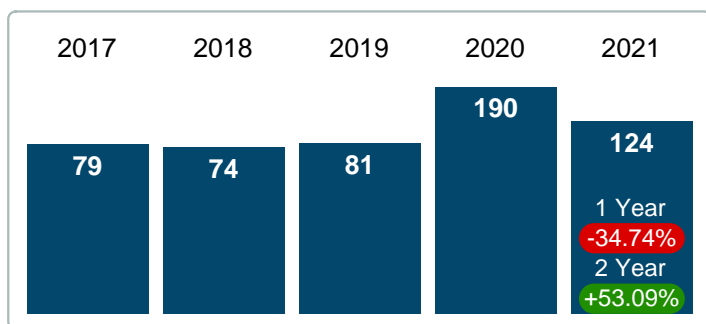
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



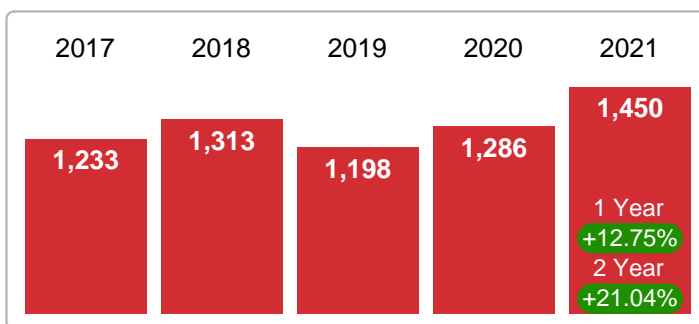
NEW LISTINGS

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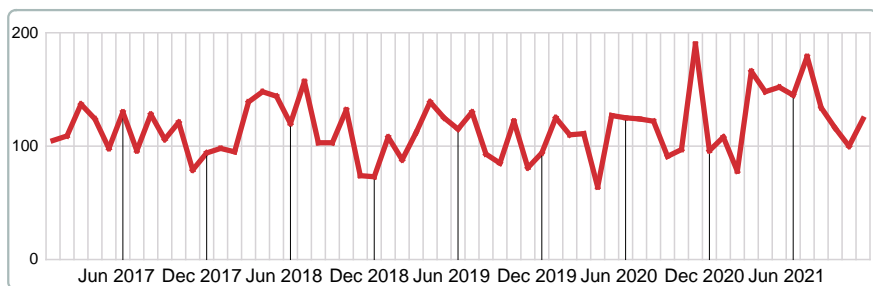
NOVEMBER



YEAR TO DATE (YTD)

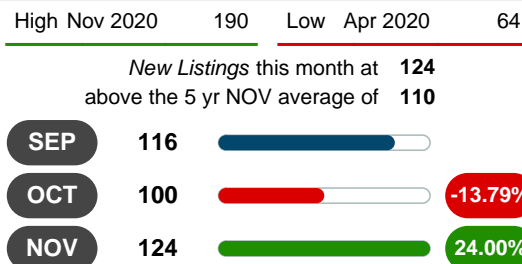


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 110



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.81%	1	0	0	0
\$10,001 - \$20,000	28	22.58%	28	0	0	0
\$20,001 - \$60,000	18	14.52%	14	4	0	0
\$60,001 - \$160,000	28	22.58%	15	12	1	0
\$160,001 - \$260,000	21	16.94%	4	12	4	1
\$260,001 - \$390,000	15	12.10%	5	8	1	1
\$390,001 and up	13	10.48%	10	2	0	1
Total New Listed Units	124		77	38	6	3
Total New Listed Volume	22,172,849	100%	12.54M	7.17M	1.30M	1.17M
Median New Listed Listing Price	\$99,900		\$40,000	\$178,950	\$207,450	\$350,000



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

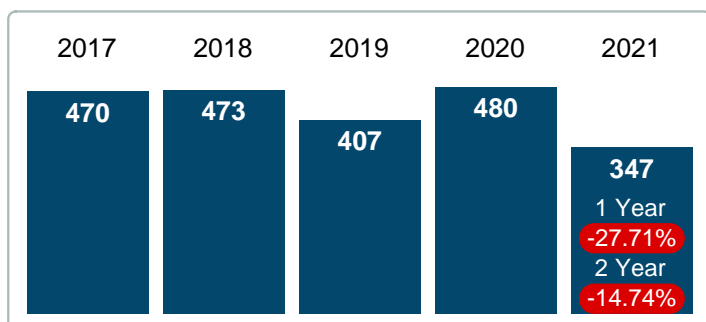


November 2021

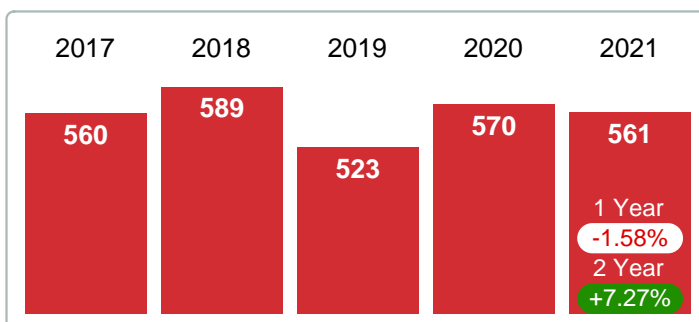
ACTIVE INVENTORY

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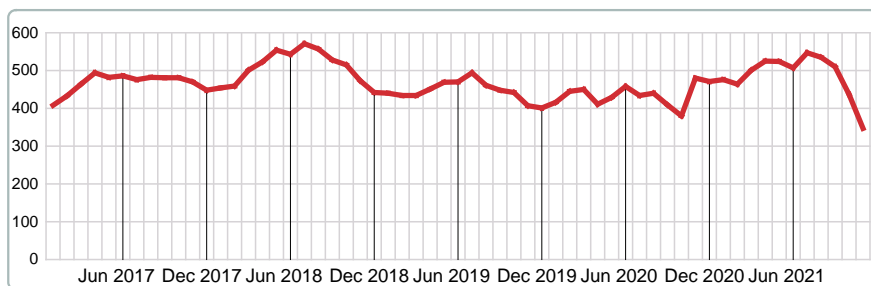
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 435

High Jul 2018 571 Low Nov 2021 347

Inventory this month at **347**
below the 5 yr NOV average of **435**



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	39	11.24%	20.0	39	0	0	0
\$20,001 - \$30,000	24	6.92%	79.5	23	0	1	0
\$30,001 - \$60,000	68	19.60%	127.0	64	3	1	0
\$60,001 - \$190,000	82	23.63%	94.0	41	35	6	0
\$190,001 - \$350,000	55	15.85%	82.0	18	21	13	3
\$350,001 - \$600,000	45	12.97%	84.0	18	16	9	2
\$600,001 and up	34	9.80%	78.5	26	4	2	2
Total Active Inventory by Units	347			229	79	32	7
Total Active Inventory by Volume	95,748,902	100%	82.0	57.98M	23.69M	10.11M	3.97M
Median Active Inventory Listing Price	\$125,000			\$50,000	\$199,400	\$259,950	\$425,000

November 2021



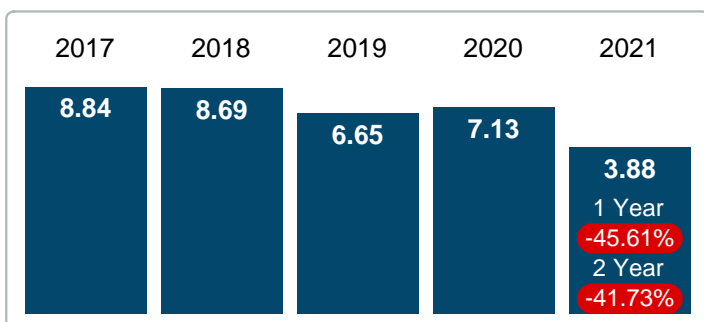
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



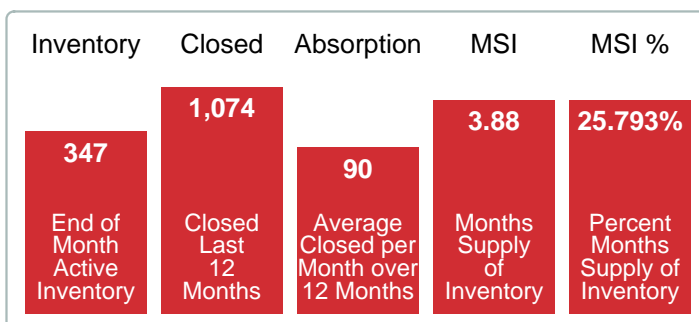
MONTHS SUPPLY of INVENTORY (MSI)

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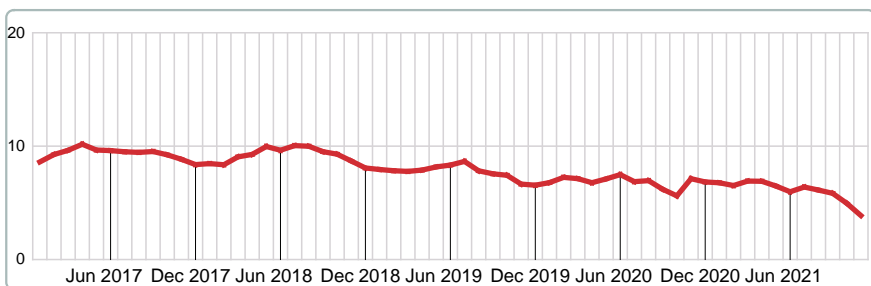
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

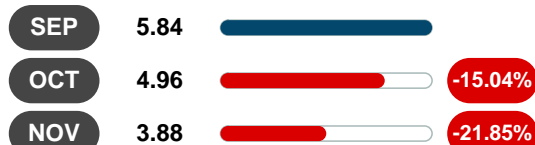


3 MONTHS

5 year NOV AVG = 7.04

High Apr 2017 10.17 Low Nov 2021 3.88

Months Supply this month at **3.88**
below the 5 yr NOV average of **7.04**



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	39	11.24%	8.21	8.51	0.00	0.00	0.00
\$20,001 - \$30,000	24	6.92%	10.67	11.50	0.00	0.00	0.00
\$30,001 - \$60,000	68	19.60%	6.48	9.60	0.84	6.00	0.00
\$60,001 - \$190,000	82	23.63%	2.00	3.44	1.42	1.64	0.00
\$190,001 - \$350,000	55	15.85%	2.55	4.41	1.97	2.23	3.00
\$350,001 - \$600,000	45	12.97%	6.28	6.75	8.73	4.50	3.00
\$600,001 and up	34	9.80%	15.11	20.80	9.60	6.00	8.00
Market Supply of Inventory (MSI)			3.88	6.90	1.90	2.65	2.55
Total Active Inventory by Units		100%	347	229	79	32	7

November 2021



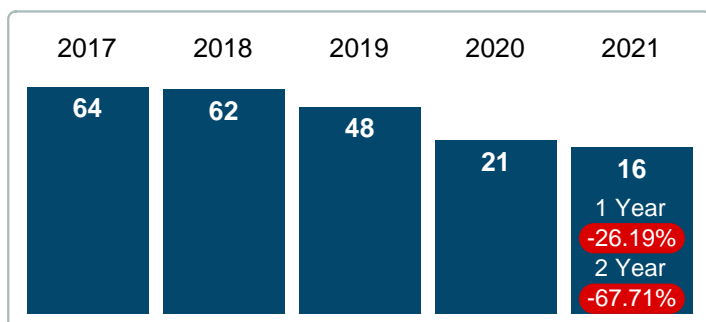
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



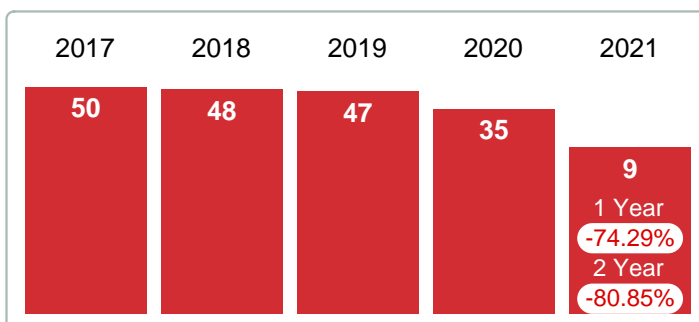
MEDIAN DAYS ON MARKET TO SALE

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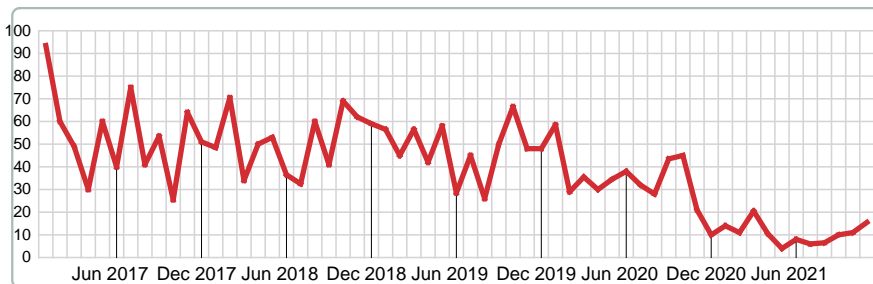
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

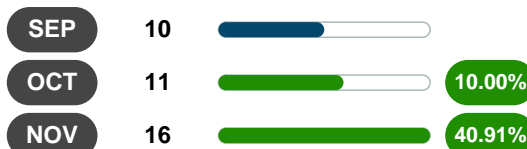


3 MONTHS

5 year NOV AVG = 42

High Jan 2017 94 Low May 2021 4

Median Days on Market to Sale this month at 16 below the 5 yr NOV average of 42



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	6.58%	62	132	14	0	0
\$50,001 - \$75,000	9.21%	27	67	4	0	0
\$75,001 - \$125,000	21.05%	29	31	15	85	0
\$125,001 - \$200,000	23.68%	26	14	34	16	126
\$200,001 - \$250,000	15.79%	8	1	8	17	0
\$250,001 - \$325,000	10.53%	6	5	6	9	0
\$325,001 and up	13.16%	10	27	6	1	0
Median Closed DOM		16	34	8	13	126
Total Closed Units	100%	15.5	28	38	9	1
Total Closed Volume		14,075,487	4.68M	7.25M	2.01M	135.00K



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

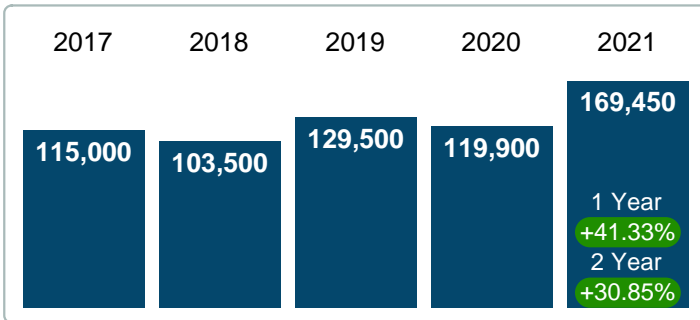


November 2021

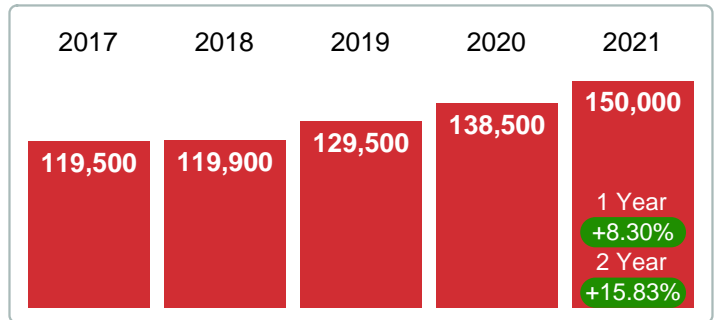
MEDIAN LIST PRICE AT CLOSING

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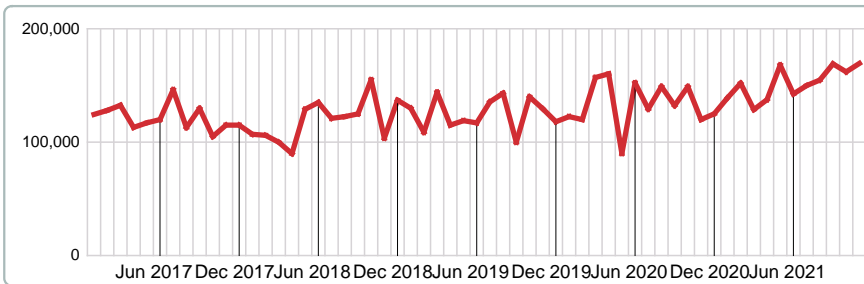
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

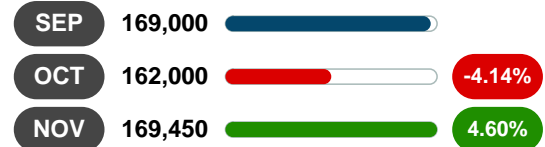


3 MONTHS

5 year NOV AVG = 127,470

High Nov 2021 169,450 Low Apr 2018 89,900

Median List Price at Closing this month at **169,450**
above the 5 yr NOV average of **127,470**



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	5	6.58%	39,000	38,500	39,000	0	0
\$50,001 - \$75,000	6	7.89%	67,500	68,950	67,500	0	0
\$75,001 - \$125,000	15	19.74%	99,900	99,450	104,700	89,900	0
\$125,001 - \$200,000	18	23.68%	157,450	165,000	168,599	142,400	147,500
\$200,001 - \$250,000	14	18.42%	232,500	250,000	225,000	249,450	0
\$250,001 - \$325,000	7	9.21%	274,900	268,500	298,000	274,900	0
\$325,001 and up	11	14.47%	390,000	390,000	390,000	339,000	0
Median List Price			169,450	124,500	172,200	249,900	147,500
Total Closed Units		100%	169,450	28	38	9	1
Total Closed Volume			14,597,639	4.91M	7.47M	2.07M	147.50K

November 2021



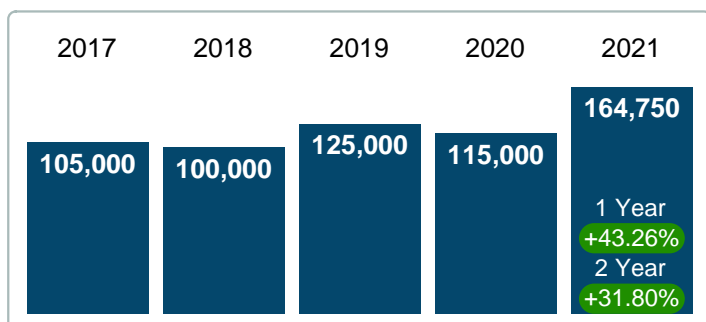
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



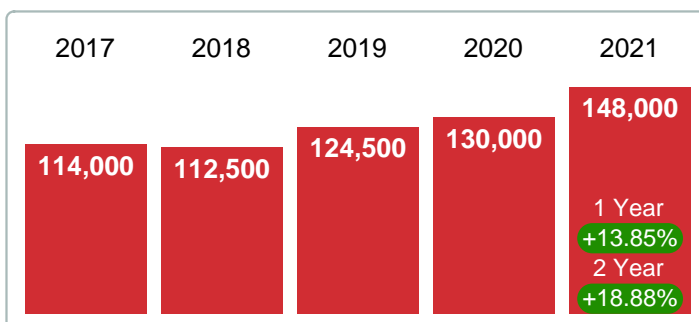
MEDIAN SOLD PRICE AT CLOSING

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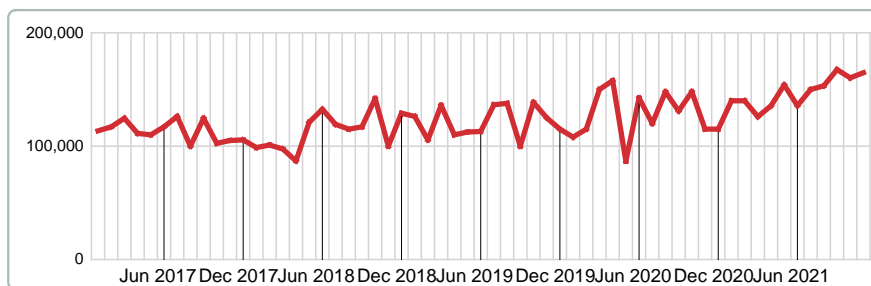
NOVEMBER



YEAR TO DATE (YTD)

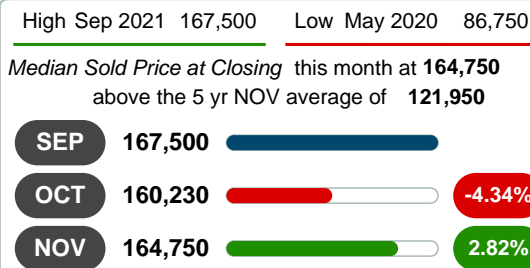


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 121,950



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	5	6.58%	31,000	33,000	31,000	0	0
\$50,001 - \$75,000	7	9.21%	64,000	64,000	66,500	0	0
\$75,001 - \$125,000	16	21.05%	96,250	95,000	114,250	78,000	0
\$125,001 - \$200,000	18	23.68%	163,250	172,000	164,750	140,000	135,000
\$200,001 - \$250,000	12	15.79%	227,500	230,000	225,000	235,000	0
\$250,001 - \$325,000	8	10.53%	279,500	272,000	305,000	269,500	0
\$325,001 and up	10	13.16%	372,101	384,000	412,000	339,000	0
Median Sold Price			164,750	125,500	167,000	252,000	135,000
Total Closed Units		100%	76	28	38	9	1
Total Closed Volume			14,075,487	4.68M	7.25M	2.01M	135.00K

November 2021



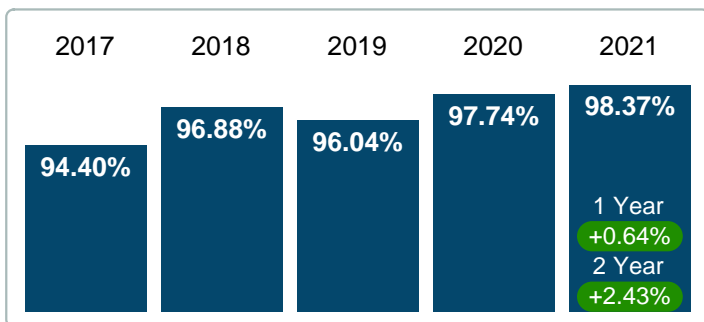
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



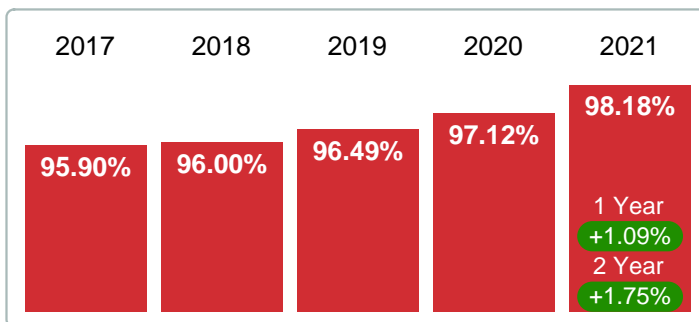
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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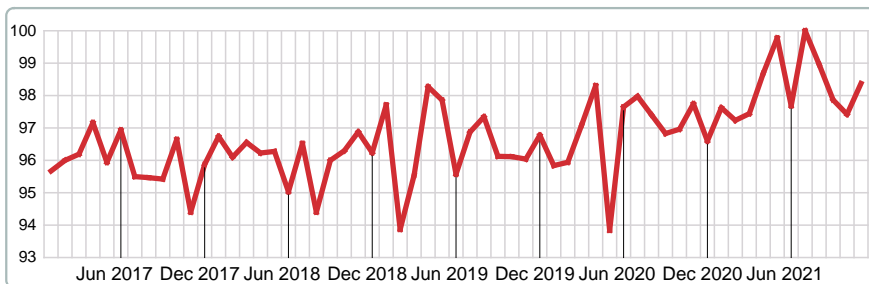
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

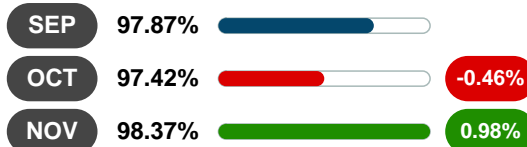


3 MONTHS

5 year NOV AVG = 96.69%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **98.37%**
above the 5 yr NOV average of **96.69%**



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	5	6.58%	86.67%	93.33%	79.49%	0.00%	0.00%
\$50,001 - \$75,000	7	9.21%	98.46%	89.29%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	16	21.05%	96.46%	95.65%	99.21%	86.76%	0.00%
\$125,001 - \$200,000	18	23.68%	96.98%	100.00%	96.81%	98.46%	91.53%
\$200,001 - \$250,000	12	15.79%	100.00%	91.70%	100.00%	94.38%	0.00%
\$250,001 - \$325,000	8	10.53%	99.84%	100.00%	100.00%	98.93%	0.00%
\$325,001 and up	10	13.16%	99.66%	99.32%	98.46%	100.00%	0.00%
Median Sold/List Ratio		98.37%		95.98%	100.00%	98.18%	91.53%
Total Closed Units		76	100%	28	38	9	1
Total Closed Volume		14,075,487		4.68M	7.25M	2.01M	135.00K



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

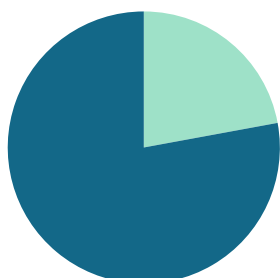


November 2021

MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

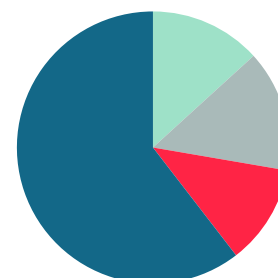


Inventory
 New Listings
124 = 22.10%
 Start Inventory
437
 Total Inventory Units
561
 Volume
\$142,733,866

Market Activity

Closed Sales
76 = 13.24%
 Pending Sales
83 = 14.46%
 Other Off Market
68 = 11.85%
 Active Inventory
347 = 60.45%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	59	76	28.81%	753	1,001	32.93%
Pending Sales	62	83	33.87%	799	1,076	34.67%
New Listings	190	124	-34.74%	1,286	1,450	12.75%
Median List Price	119,900	169,450	41.33%	138,500	150,000	8.30%
Median Sale Price	115,000	164,750	43.26%	130,000	148,000	13.85%
Median Percent of Selling Price to List Price	97.74%	98.37%	0.64%	97.12%	98.18%	1.09%
Median Days on Market to Sale	21.00	15.50	-26.19%	35.00	9.00	-74.29%
Monthly Inventory	480	347	-27.71%	480	347	-27.71%
Months Supply of Inventory	7.13	3.88	-45.61%	7.13	3.88	-45.61%

Absorption: Last 12 months, an Average of **90** Sales/Month

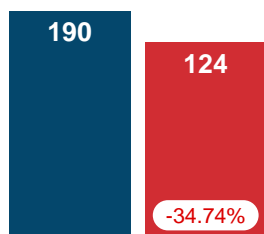
Inventory on November 30, 2021 = **347**

2020 **2021**

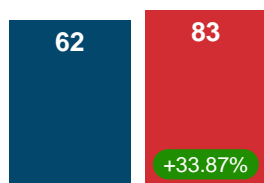
NOVEMBER MARKET

MEDIAN PRICES

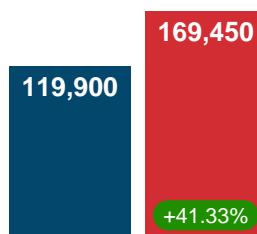
New Listings



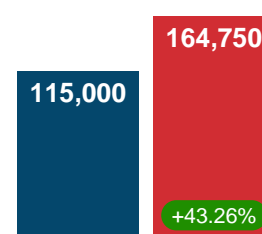
Pending Listings



List Price



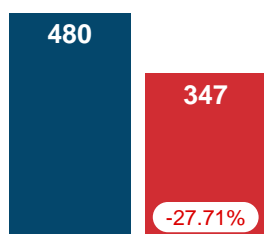
Sale Price



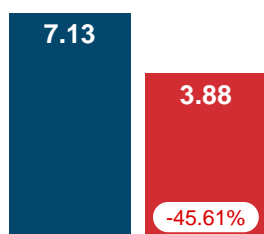
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

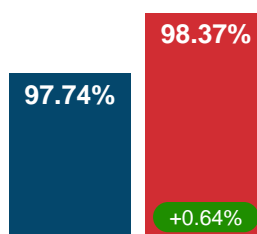
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

