

# November 2021



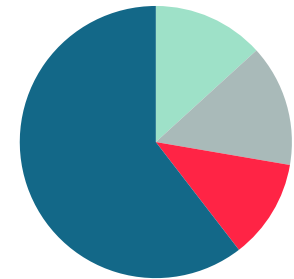
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	154,816	192,074	24.07%
Average Sale Price	149,172	185,204	24.15%
Average Percent of Selling Price to List Price	95.51%	95.81%	0.31%
Average Days on Market to Sale	36.64	34.03	-7.14%
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.

#### 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 **24.15%** in November 2021 to \$185,204 versus the previous year at \$149,172.

#### Average Days on Market Shortens

The average number of **34.03** days that homes spent on the market before selling decreased by 2.62 days or **7.14%** in November 2021 compared to last year's same month at **36.64** DOM.

#### Sales Success for November 2021 is Positive

Overall, with Average 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.

### 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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<sup>®</sup>

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<sup>®</sup> 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<sup>®</sup>

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



Area Delimited by Counties Coal, Garvin, Murray, Pontotoc

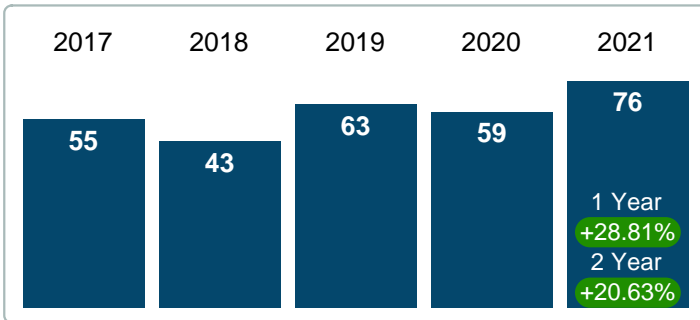


# November 2021

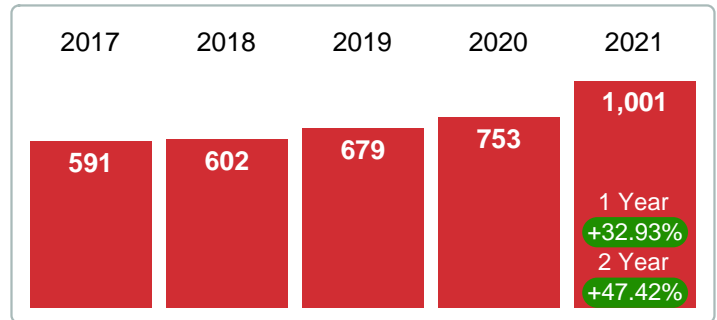
## CLOSED LISTINGS

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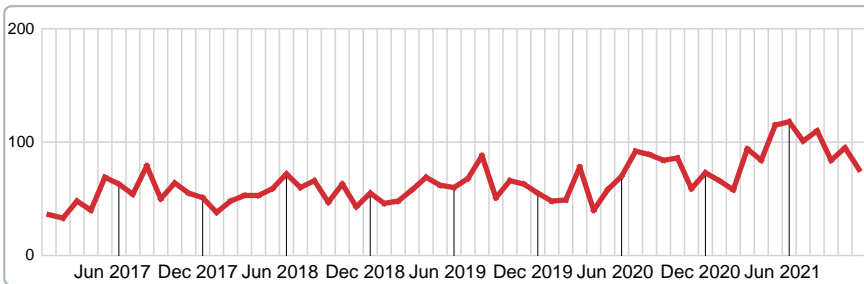
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

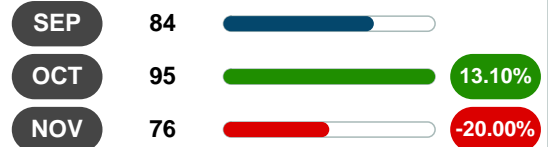


### 3 MONTHS

5 year NOV AVG = 59

High Jun 2021 118 Low Feb 2017 33

Closed Listings this month at **76**  
above the 5 yr NOV average of **59**



### 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	5	6.58%	121.2	4	1	0	0
\$50,001 - \$75,000	7	9.21%	32.3	3	4	0	0
\$75,001 - \$125,000	16	21.05%	34.5	7	8	1	0
\$125,001 - \$200,000	18	23.68%	33.4	5	10	2	1
\$200,001 - \$250,000	12	15.79%	26.9	3	8	1	0
\$250,001 - \$325,000	8	10.53%	14.1	1	3	4	0
\$325,001 and up	10	13.16%	16.5	5	4	1	0
<b>Total Closed Units</b>	<b>76</b>			<b>28</b>	<b>38</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>14,075,487</b>	<b>100%</b>	<b>34.0</b>	<b>4.68M</b>	<b>7.25M</b>	<b>2.01M</b>	<b>135.00K</b>
<b>Average Closed Price</b>	<b>\$185,204</b>			<b>\$167,203</b>	<b>\$190,811</b>	<b>\$223,111</b>	<b>\$135,000</b>

# November 2021



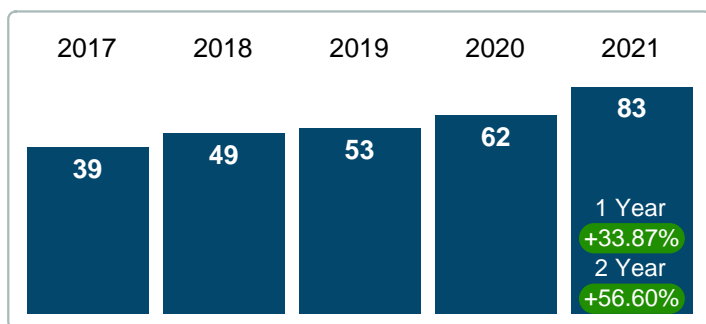
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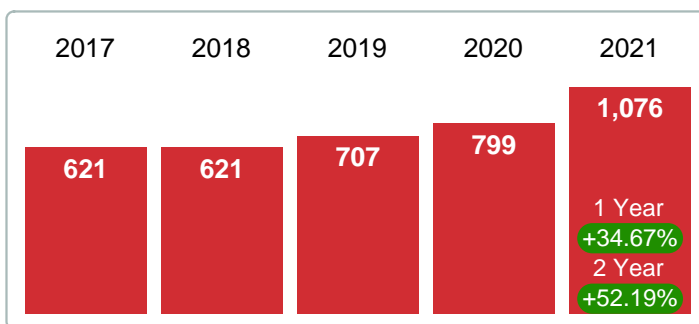
## PENDING LISTINGS

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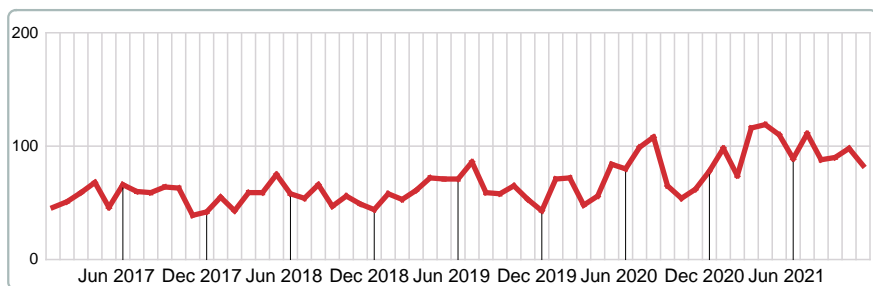
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

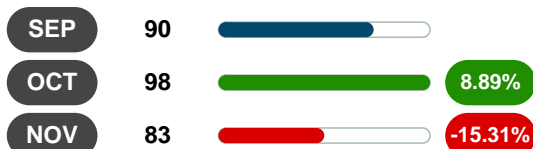


### 3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	9.64%	78.6	7	1	0	0
\$50,001 - \$75,000	7	8.43%	18.6	4	3	0	0
\$75,001 - \$125,000	16	19.28%	21.5	6	10	0	0
\$125,001 - \$175,000	15	18.07%	31.4	7	6	1	1
\$175,001 - \$275,000	19	22.89%	45.8	2	14	3	0
\$275,001 - \$375,000	9	10.84%	60.7	1	2	5	1
\$375,001 and up	9	10.84%	63.3	3	3	2	1
<b>Total Pending Units</b>	<b>83</b>			<b>30</b>	<b>39</b>	<b>11</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>16,213,000</b>	<b>100%</b>	<b>21.8</b>	<b>4.32M</b>	<b>7.42M</b>	<b>3.26M</b>	<b>1.21M</b>
<b>Average Listing Price</b>	<b>\$186,750</b>			<b>\$143,850</b>	<b>\$190,287</b>	<b>\$296,573</b>	<b>\$404,667</b>

# November 2021



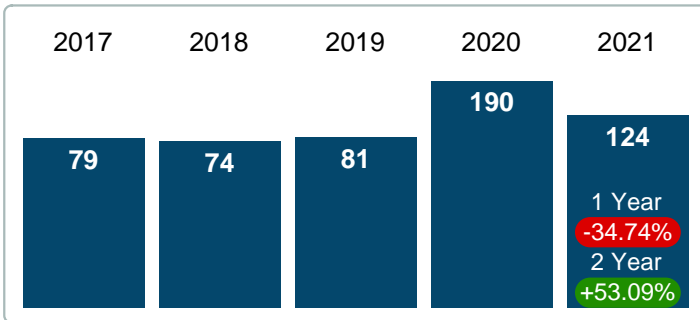
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



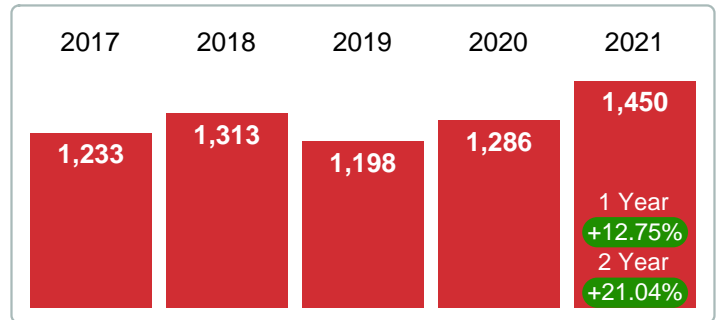
## NEW LISTINGS

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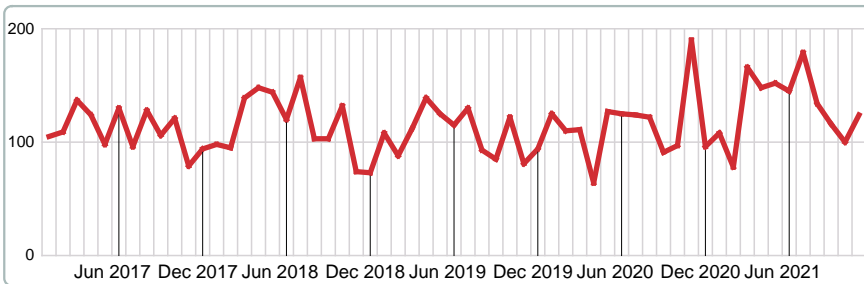
### NOVEMBER



### YEAR TO DATE (YTD)

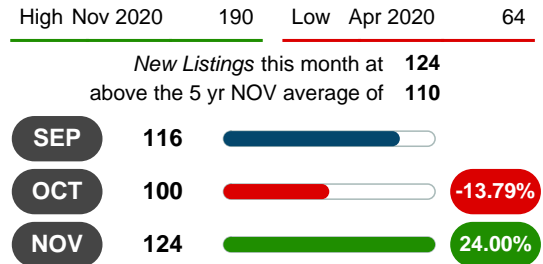


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$50,000	43	34.68%	41	2	0	0
\$50,001-\$150,000	30	24.19%	16	14	0	0
\$150,001-\$250,000	22	17.74%	5	11	5	1
\$250,001-\$375,000	15	12.10%	4	9	1	1
\$375,001 and up	14	11.29%	11	2	0	1
<b>Total New Listed Units</b>	<b>124</b>		<b>77</b>	<b>38</b>	<b>6</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>22,172,849</b>	<b>100%</b>	<b>12.54M</b>	<b>7.17M</b>	<b>1.30M</b>	<b>1.17M</b>
<b>Average New Listed Listing Price</b>	<b>\$311,667</b>		<b>\$162,820</b>	<b>\$188,734</b>	<b>\$216,467</b>	<b>\$388,333</b>

# November 2021



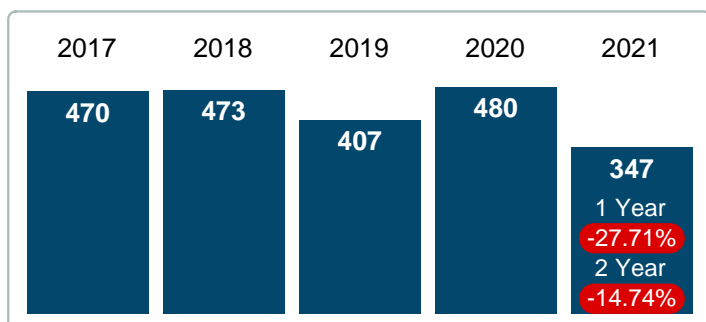
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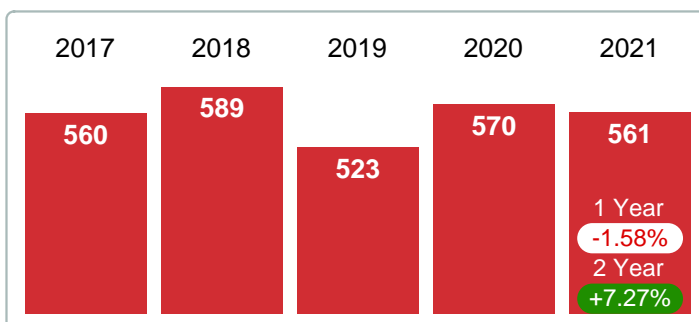
## ACTIVE INVENTORY

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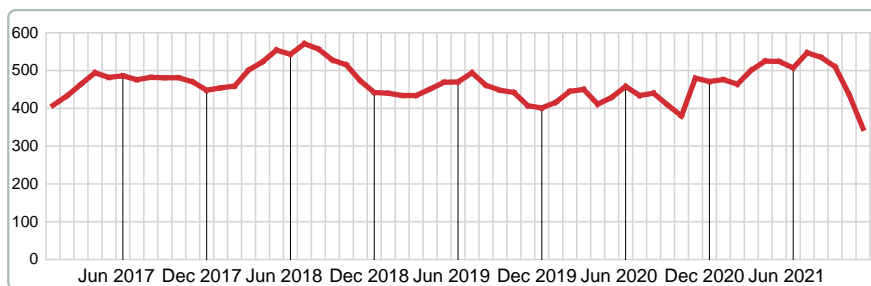
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

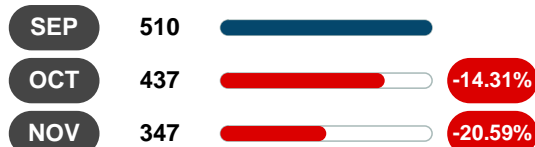


### 3 MONTHS

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		%	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	51	14.70%	56.4	51	0	0	0
\$25,001-\$50,000	67	19.31%	129.9	64	2	1	0
\$50,001-\$175,000	89	25.65%	91.2	49	34	6	0
\$175,001-\$350,000	61	17.58%	91.5	21	23	14	3
\$350,001-\$600,000	45	12.97%	103.0	18	16	9	2
\$600,001 and up	34	9.80%	104.6	26	4	2	2
<b>Total Active Inventory by Units</b>	<b>347</b>			<b>229</b>	<b>79</b>	<b>32</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>95,748,902</b>	<b>100%</b>	<b>96.4</b>	<b>57.98M</b>	<b>23.69M</b>	<b>10.11M</b>	<b>3.97M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$275,933</b>			<b>\$253,186</b>	<b>\$299,841</b>	<b>\$315,908</b>	<b>\$567,557</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# November 2021



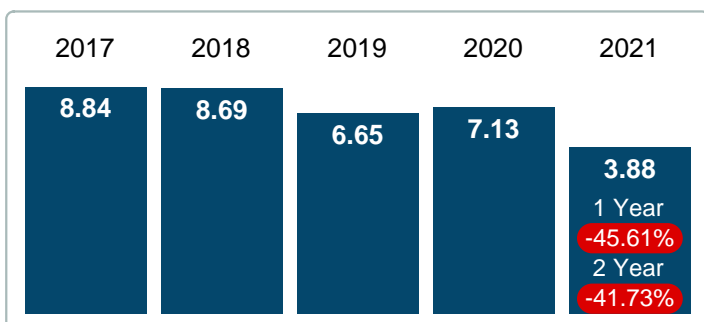
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



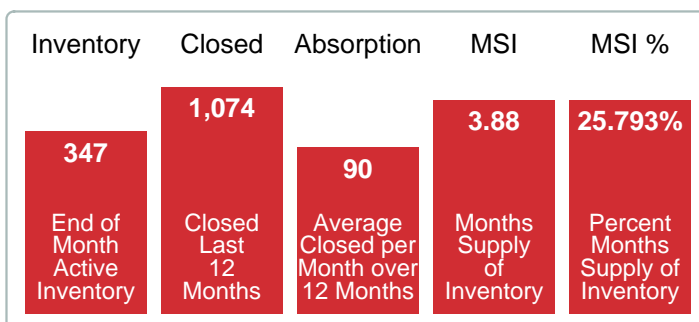
## MONTHS SUPPLY of INVENTORY (MSI)

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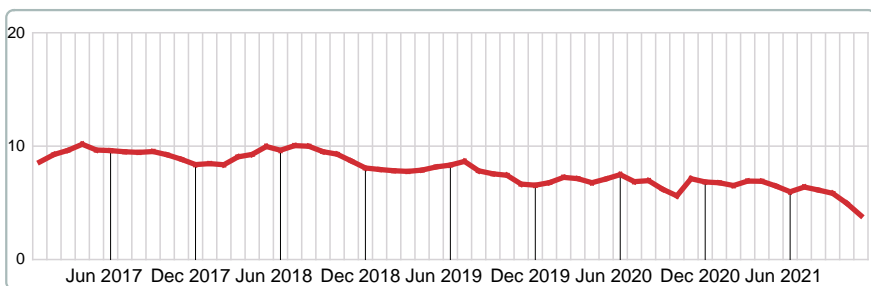
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

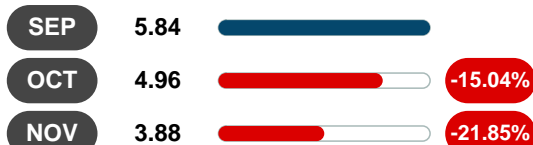


### 3 MONTHS

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



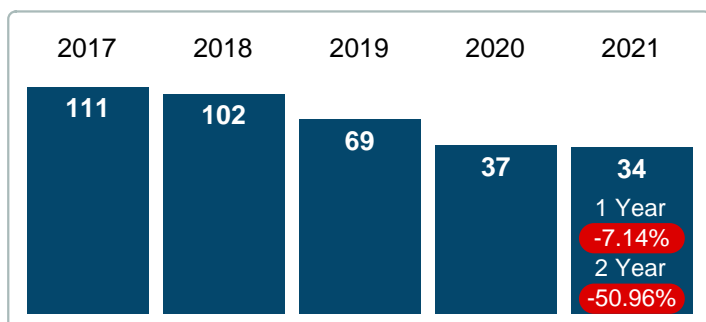
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



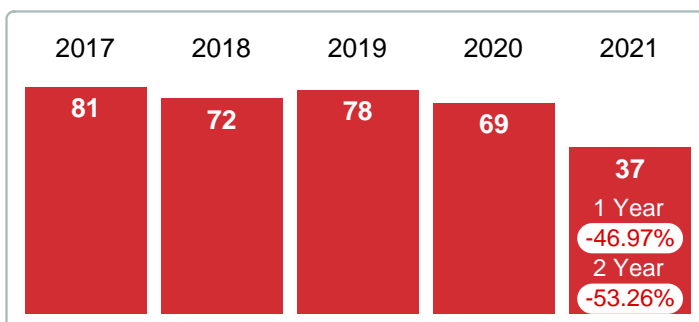
## AVERAGE DAYS ON MARKET TO SALE

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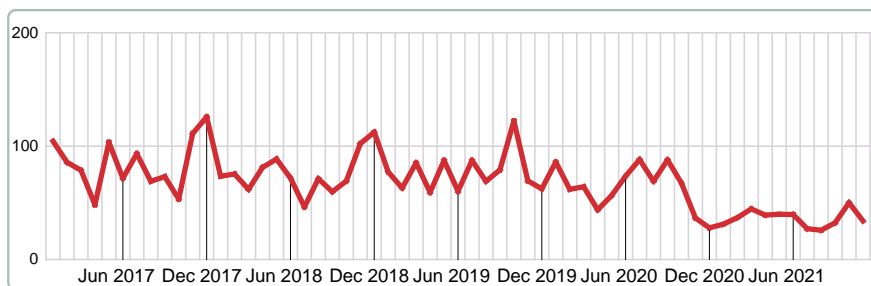
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

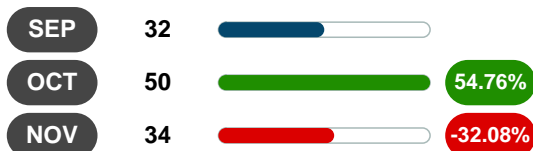


### 3 MONTHS

5 year NOV AVG = 71

High Dec 2017 126 Low Aug 2021 26

Average Days on Market to Sale this month at 34 below the 5 yr NOV average of 71



### 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	6.58%	121	148	14	0	0
\$50,001 - \$75,000	9.21%	32	64	9	0	0
\$75,001 - \$125,000	21.05%	35	39	25	85	0
\$125,001 - \$200,000	23.68%	33	27	31	16	126
\$200,001 - \$250,000	15.79%	27	23	30	17	0
\$250,001 - \$325,000	10.53%	14	5	21	12	0
\$325,001 and up	13.16%	17	24	11	1	0
<b>Average Closed DOM</b>		<b>34</b>	<b>49</b>	<b>24</b>	<b>20</b>	<b>126</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>28</b>	<b>38</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,075,487</b>	<b>4.68M</b>	<b>7.25M</b>	<b>2.01M</b>	<b>135.00K</b>





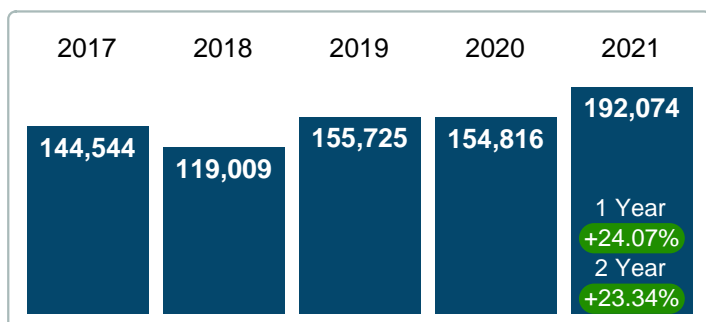
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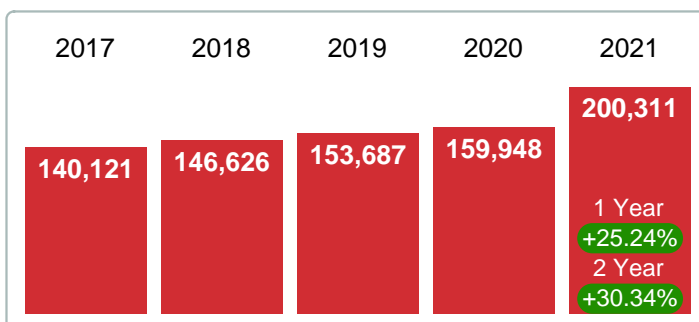
### AVERAGE LIST PRICE AT CLOSING

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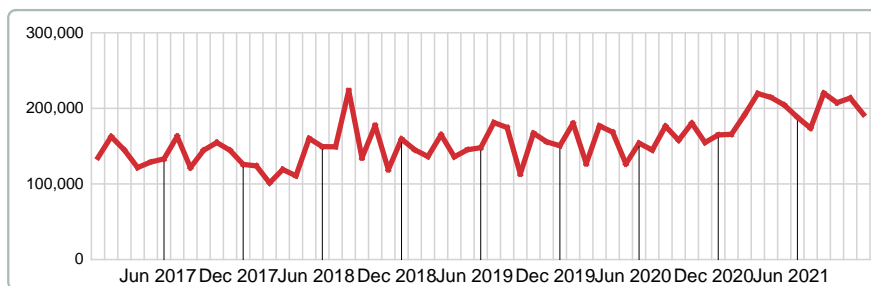
#### NOVEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year NOV AVG = 153,234

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

Average List Price at Closing this month at **192,074**  
above the 5 yr NOV average of **153,234**

SEP	207,461	<div style="width: 80%;"></div>
OCT	213,638	<div style="width: 90%;"></div> 2.98%
NOV	192,074	<div style="width: 60%;"></div> -10.09%

#### 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	5	6.58%	35,600	34,750	39,000	0	0
\$50,001 - \$75,000	6	7.89%	67,150	73,967	66,250	0	0
\$75,001 - \$125,000	15	19.74%	101,113	103,200	109,550	89,900	0
\$125,001 - \$200,000	18	23.68%	159,099	178,800	175,049	142,400	147,500
\$200,001 - \$250,000	14	18.42%	233,925	248,333	228,381	249,000	0
\$250,001 - \$325,000	7	9.21%	284,686	272,000	315,000	277,425	0
\$325,001 and up	11	14.47%	397,136	383,100	441,250	339,000	0
Average List Price			192,074	175,350	196,525	230,267	147,500
Total Closed Units		100%	192,074	28	38	9	1
Total Closed Volume			14,597,639	4.91M	7.47M	2.07M	147.50K



# November 2021



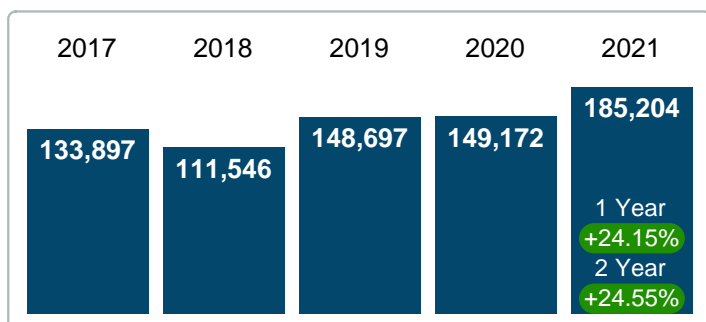
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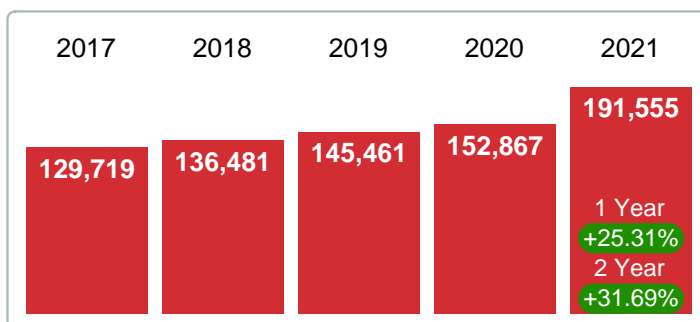
## AVERAGE SOLD PRICE AT CLOSING

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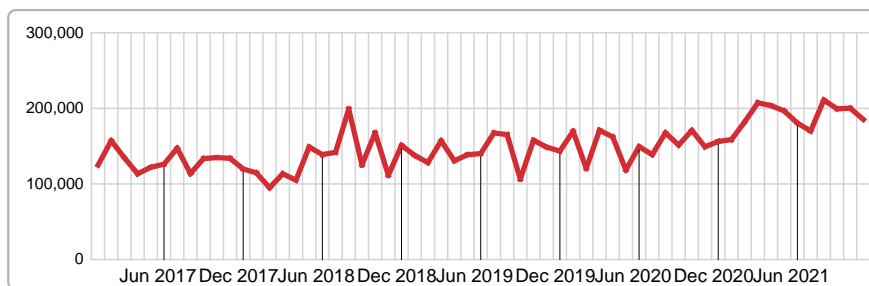
### NOVEMBER



### YEAR TO DATE (YTD)

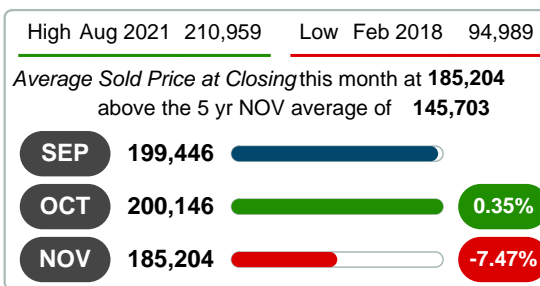


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 145,703



### 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	6.58%	30,600	30,500	31,000	0	0
\$50,001 - \$75,000	9.21%	66,500	66,500	66,500	0	0
\$75,001 - \$125,000	21.05%	99,883	95,732	106,250	78,000	0
\$125,001 - \$200,000	23.68%	161,494	166,600	165,890	140,000	135,000
\$200,001 - \$250,000	15.79%	229,825	232,667	228,113	235,000	0
\$250,001 - \$325,000	10.53%	283,750	272,000	307,333	269,000	0
\$325,001 and up	13.16%	392,406	377,412	424,500	339,000	0
<b>Average Sold Price</b>		<b>185,204</b>	<b>167,203</b>	<b>190,811</b>	<b>223,111</b>	<b>135,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>185,204</b>	<b>28</b>	<b>38</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>14,075,487</b>	<b>4.68M</b>	<b>7.25M</b>	<b>2.01M</b>	<b>135.00K</b>

# November 2021



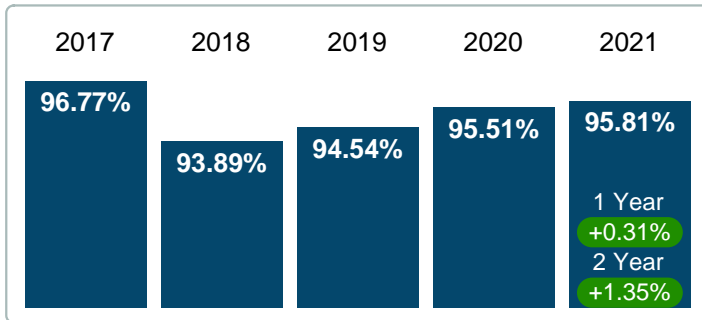
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



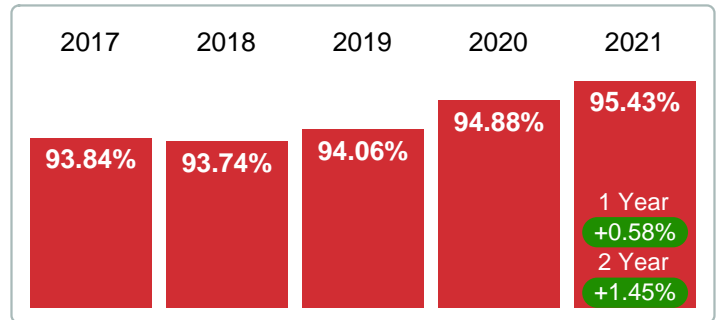
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

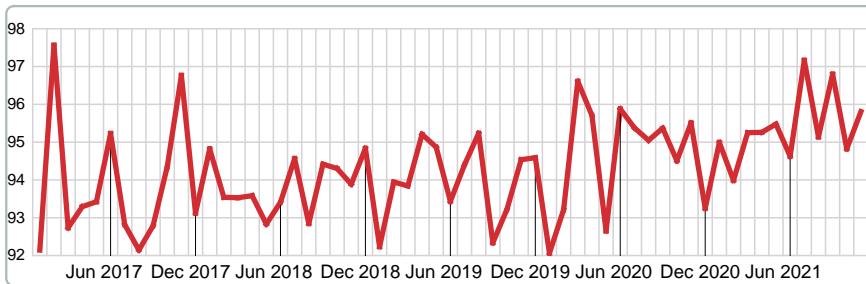
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

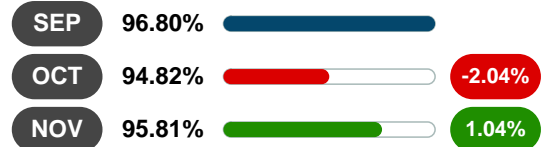


### 3 MONTHS

5 year NOV AVG = 95.30%

High Feb 2017 97.56% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **95.81%** above the 5 yr NOV average of **95.30%**



## 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	5	6.58%	87.44%	89.43%	79.49%	0.00%	0.00%
\$50,001 - \$75,000	7	9.21%	96.15%	90.25%	100.58%	0.00%	0.00%
\$75,001 - \$125,000	16	21.05%	94.68%	93.18%	96.98%	86.76%	0.00%
\$125,001 - \$200,000	18	23.68%	95.58%	95.59%	95.40%	98.46%	91.53%
\$200,001 - \$250,000	12	15.79%	97.95%	93.90%	99.92%	94.38%	0.00%
\$250,001 - \$325,000	8	10.53%	97.86%	100.00%	97.90%	97.29%	0.00%
\$325,001 and up	10	13.16%	97.76%	98.70%	96.02%	100.00%	0.00%
Average Sold/List Ratio		95.80%		94.06%	97.07%	96.36%	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

# November 2021



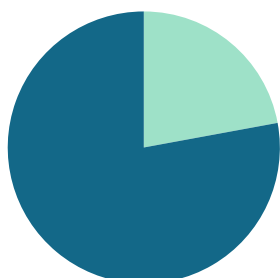
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

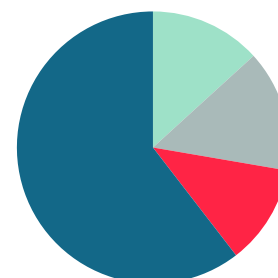


**Inventory**  
 New Listings  
**124 = 22.10%**  
 Start Inventory  
**437**  
 Total Inventory Units  
**561**  
 Volume  
**\$142,733,866**

### 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%
Average List Price	154,816	192,074	24.07%	159,948	200,311	25.24%
Average Sale Price	149,172	185,204	24.15%	152,867	191,555	25.31%
Average Percent of Selling Price to List Price	95.51%	95.81%	0.31%	94.88%	95.43%	0.58%
Average Days on Market to Sale	36.64	34.03	-7.14%	68.97	36.58	-46.97%
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

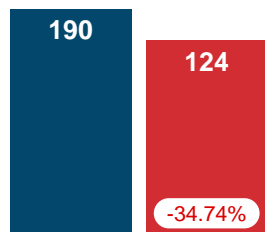
**Inventory** on November 30, 2021 = **347**

**2020** **2021**

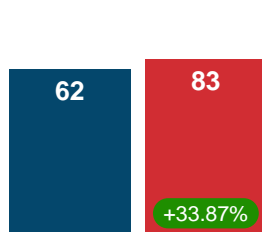
### NOVEMBER MARKET

### AVERAGE PRICES

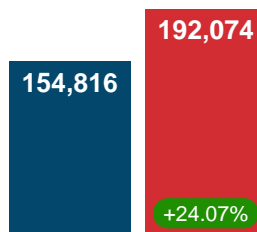
#### New Listings



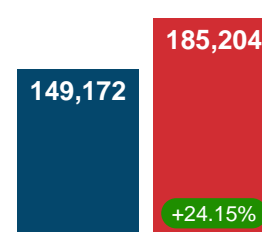
#### Pending Listings



#### List Price



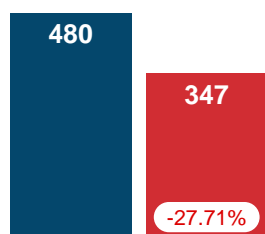
#### Sale Price



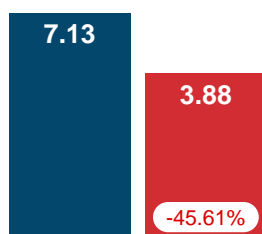
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

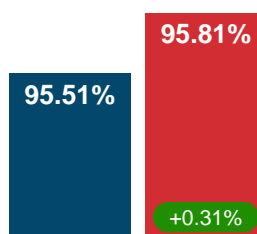
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

