

# January 2022



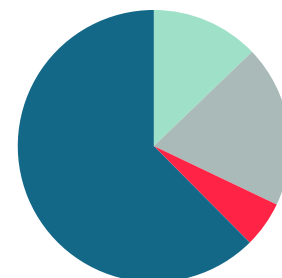
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	66	68	3.03%
Pending Listings	98	102	4.08%
New Listings	108	105	-2.78%
Median List Price	139,000	188,500	35.61%
Median Sale Price	140,000	188,500	34.64%
Median Percent of Selling Price to List Price	97.62%	97.90%	0.29%
Median Days on Market to Sale	14.00	28.00	100.00%
End of Month Inventory	476	331	-30.46%
Months Supply of Inventory	6.77	3.62	-46.55%



■ Closed (12.83%)  
■ Pending (19.25%)  
■ Other OffMarket (5.47%)  
■ Active (62.45%)

**Absorption:** Last 12 months, an Average of **92** Sales/Month  
**Active Inventory** as of January 31, 2022 = **331**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2022 decreased **30.46%** to 331 existing homes available for sale. Over the last 12 months this area has had an average of 92 closed sales per month. This represents an unsold inventory index of **3.62** 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 **34.64%** in January 2022 to \$188,500 versus the previous year at \$140,000.

#### Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 14.00 days or **100.00%** in January 2022 compared to last year's same month at **14.00** DOM.

#### Sales Success for January 2022 is Positive

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

There were 105 New Listings in January 2022, down **2.78%** from last year at 108. Furthermore, there were 68 Closed Listings this month versus last year at 66, a **3.03%** increase.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, January 2021, at **61.1%**, a **5.97%** 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

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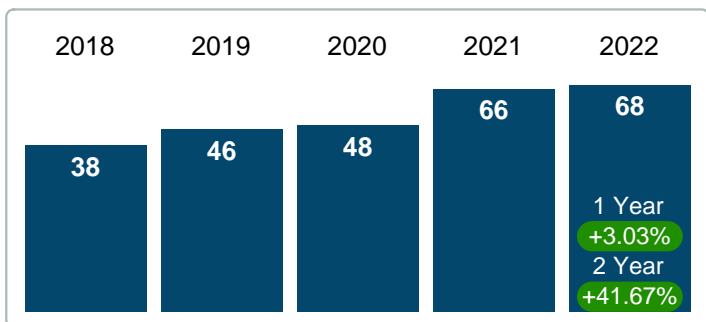
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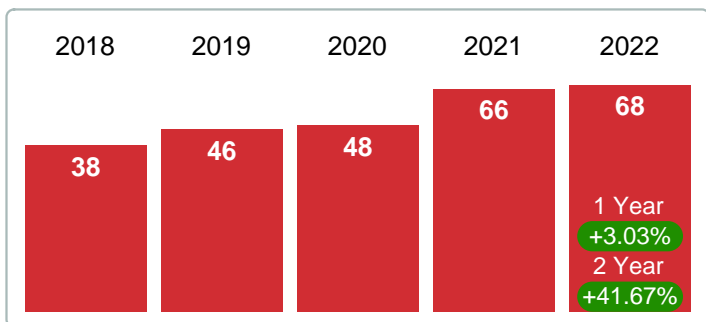
## CLOSED LISTINGS

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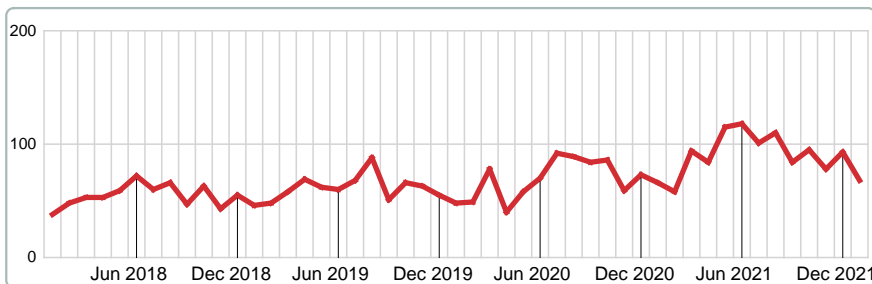
### JANUARY



### YEAR TO DATE (YTD)

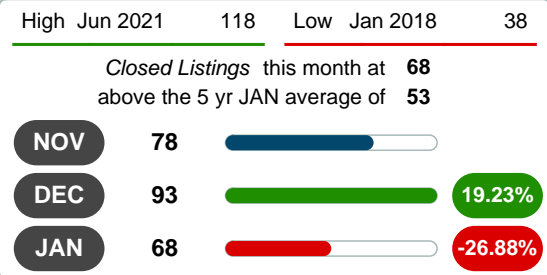


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	2.94%	85.0	2	0	0	0
\$25,001 - \$75,000	11	16.18%	43.0	9	2	0	0
\$75,001 - \$125,000	9	13.24%	16.0	5	4	0	0
\$125,001 - \$225,000	19	27.94%	11.0	3	13	2	1
\$225,001 - \$325,000	11	16.18%	25.0	2	5	4	0
\$325,001 - \$575,000	9	13.24%	59.0	2	4	2	1
\$575,001 and up	7	10.29%	34.0	4	2	1	0
<b>Total Closed Units</b>	<b>68</b>			<b>27</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>19,114,700</b>	<b>100%</b>	<b>28.0</b>	<b>7.64M</b>	<b>8.09M</b>	<b>2.90M</b>	<b>480.00K</b>
<b>Median Closed Price</b>	<b>\$188,500</b>			<b>\$90,000</b>	<b>\$197,500</b>	<b>\$320,000</b>	<b>\$240,000</b>

# January 2022



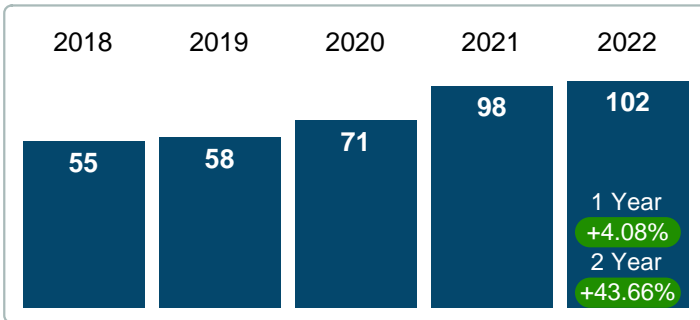
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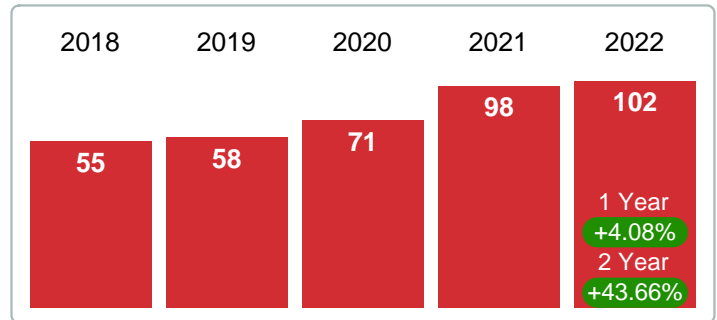
## PENDING LISTINGS

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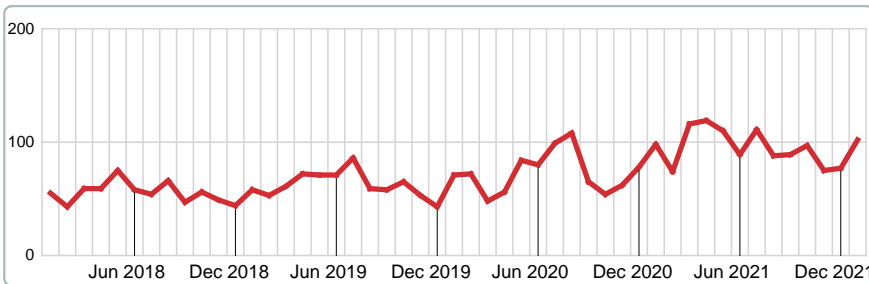
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

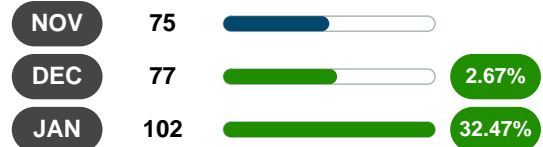


### 3 MONTHS

5 year JAN AVG = 77

High Apr 2021 119 Low Dec 2019 43

Pending Listings this month at **102**  
above the 5 yr JAN average of **77**



### 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	11	10.78%	14.0	7	4	0	0
\$50,001 - \$80,000	7	6.86%	3.0	5	2	0	0
\$80,001 - \$120,000	19	18.63%	11.0	11	8	0	0
\$120,001 - \$210,000	25	24.51%	69.0	7	13	5	0
\$210,001 - \$290,000	16	15.69%	36.0	2	10	4	0
\$290,001 - \$400,000	13	12.75%	47.0	3	6	4	0
\$400,001 and up	11	10.78%	51.0	3	2	4	2
<b>Total Pending Units</b>	<b>102</b>			<b>38</b>	<b>45</b>	<b>17</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>22,074,799</b>	<b>100%</b>	<b>29.0</b>	<b>6.37M</b>	<b>8.38M</b>	<b>5.40M</b>	<b>1.93M</b>
<b>Median Listing Price</b>	<b>\$142,450</b>			<b>\$99,250</b>	<b>\$135,000</b>	<b>\$288,000</b>	<b>\$962,500</b>

# January 2022



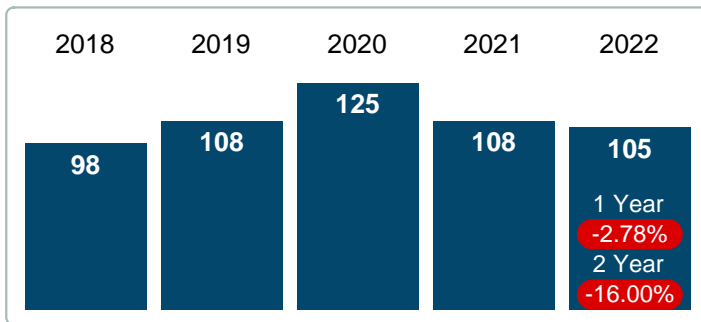
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



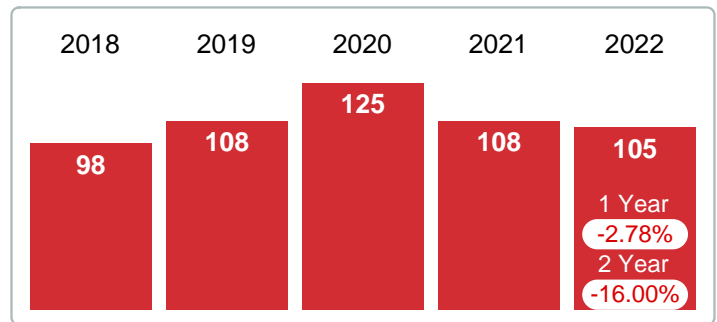
## NEW LISTINGS

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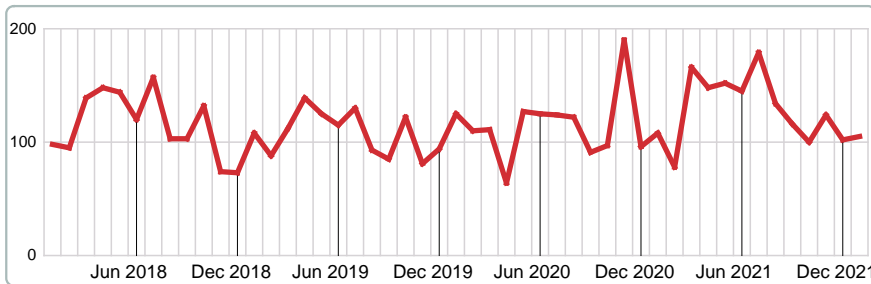
### JANUARY



### YEAR TO DATE (YTD)

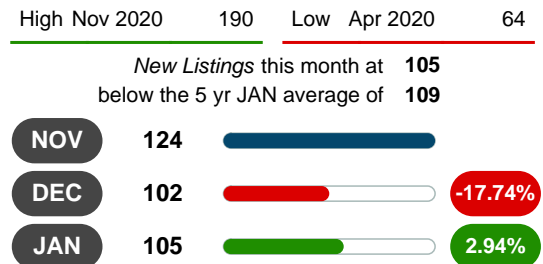


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 109



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	8.57%	9	0	0	0
\$30,001 - \$50,000	13	12.38%	8	5	0	0
\$50,001 - \$80,000	15	14.29%	12	3	0	0
\$80,001 - \$200,000	29	27.62%	12	14	3	0
\$200,001 - \$270,000	15	14.29%	3	10	1	1
\$270,001 - \$450,000	14	13.33%	5	4	5	0
\$450,001 and up	10	9.52%	5	2	2	1
<b>Total New Listed Units</b>	<b>105</b>		<b>54</b>	<b>38</b>	<b>11</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>24,292,224</b>	<b>100%</b>	<b>9.29M</b>	<b>10.07M</b>	<b>3.71M</b>	<b>1.23M</b>
<b>Median New Listed Listing Price</b>	<b>\$145,000</b>		<b>\$73,950</b>	<b>\$177,450</b>	<b>\$339,900</b>	<b>\$612,500</b>

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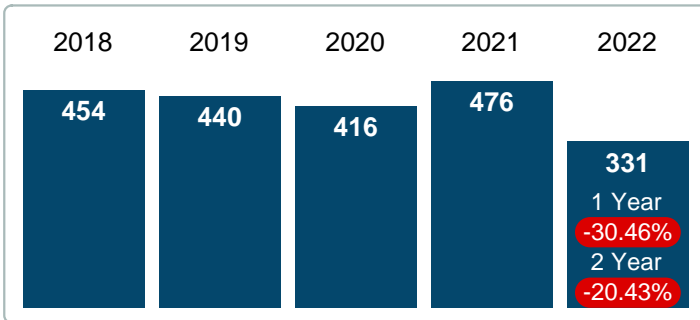
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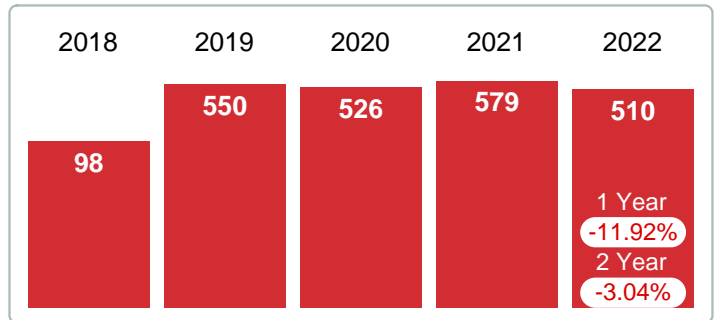
## ACTIVE INVENTORY

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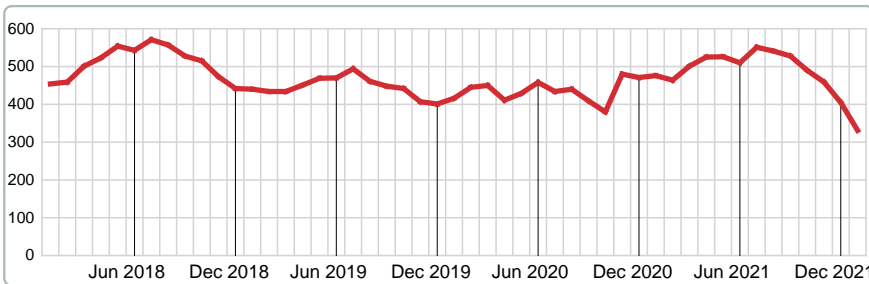
### END OF JANUARY



### ACTIVE DURING JANUARY

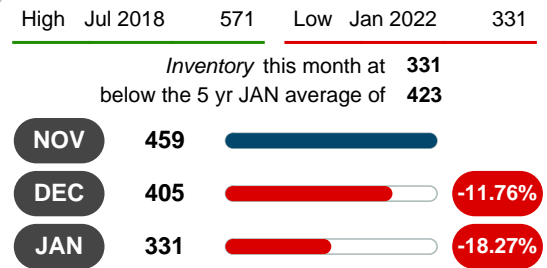


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 423



## 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	36	10.88%	82.0	36	0	0	0
\$20,001 - \$30,000	26	7.85%	139.0	25	0	1	0
\$30,001 - \$50,000	50	15.11%	161.0	46	4	0	0
\$50,001 - \$200,000	96	29.00%	78.5	59	31	6	0
\$200,001 - \$350,000	52	15.71%	47.0	18	28	4	2
\$350,001 - \$640,000	38	11.48%	122.5	21	7	9	1
\$640,001 and up	33	9.97%	103.0	21	6	3	3
<b>Total Active Inventory by Units</b>	<b>331</b>			<b>226</b>	<b>76</b>	<b>23</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>92,586,213</b>	<b>100%</b>	<b>84.0</b>	<b>56.44M</b>	<b>24.38M</b>	<b>8.30M</b>	<b>3.47M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$115,000</b>			<b>\$55,000</b>	<b>\$218,500</b>	<b>\$374,460</b>	<b>\$624,500</b>

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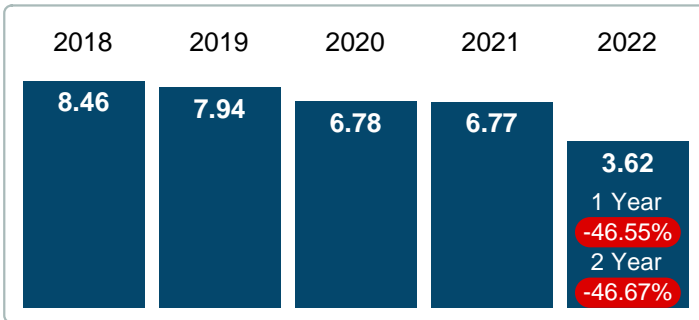
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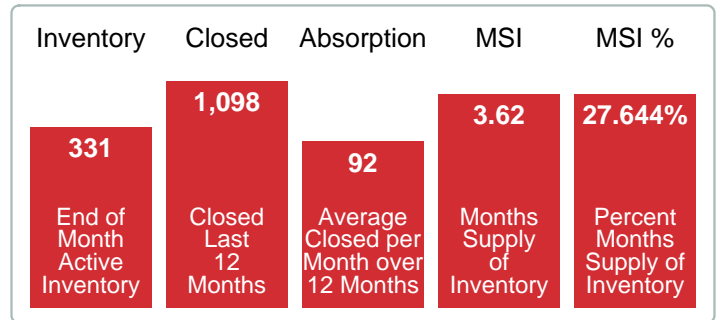
## MONTHS SUPPLY of INVENTORY (MSI)

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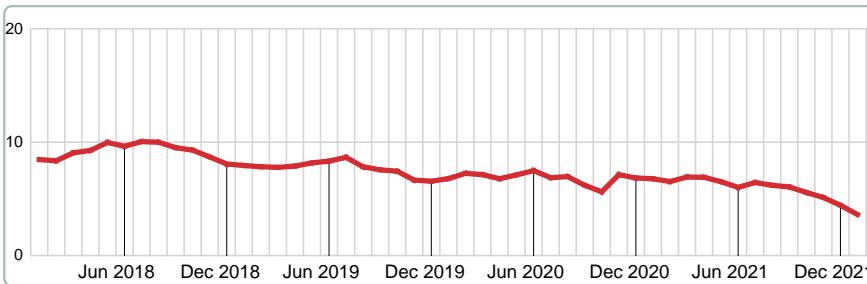
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

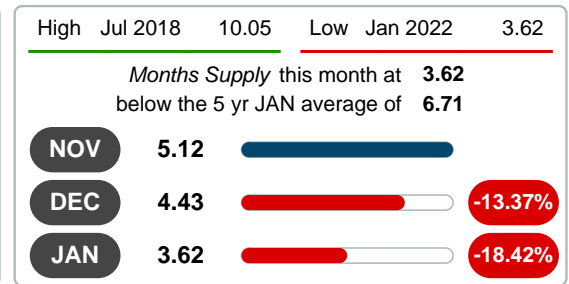


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 6.71



### 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	36	10.88%	8.15	8.82	0.00	0.00	0.00
\$20,001 - \$30,000	26	7.85%	12.00	12.50	0.00	0.00	0.00
\$30,001 - \$50,000	50	15.11%	7.41	9.20	2.53	0.00	0.00
\$50,001 - \$200,000	96	29.00%	2.04	4.00	1.13	1.38	0.00
\$200,001 - \$350,000	52	15.71%	2.54	5.68	2.67	0.70	1.85
\$350,001 - \$640,000	38	11.48%	4.70	7.00	3.36	4.00	1.33
\$640,001 and up	33	9.97%	13.20	14.00	10.29	9.00	36.00
Market Supply of Inventory (MSI)			3.62	6.75	1.78	1.79	2.32
Total Active Inventory by Units		100%	331	226	76	23	6

# January 2022



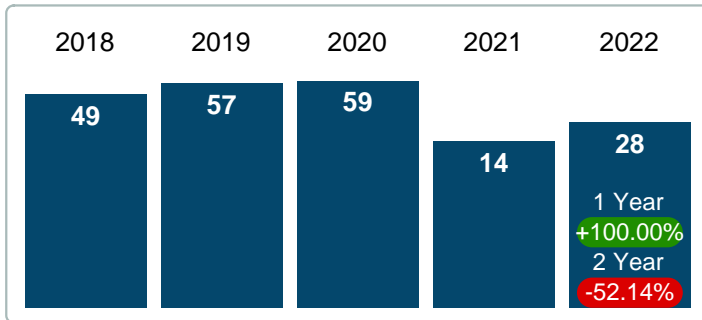
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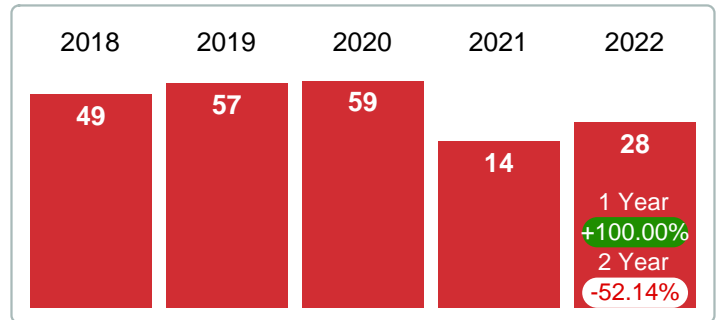
## MEDIAN DAYS ON MARKET TO SALE

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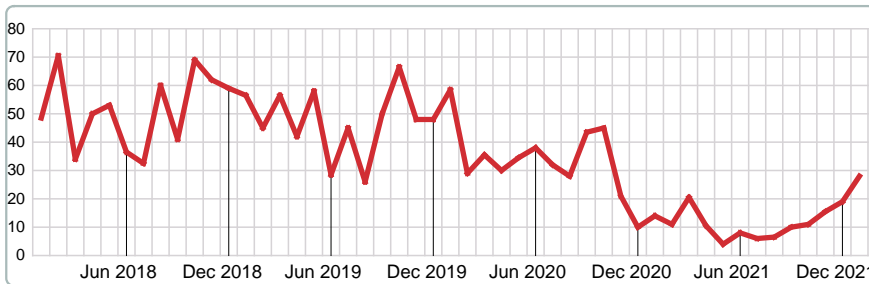
### JANUARY



### YEAR TO DATE (YTD)

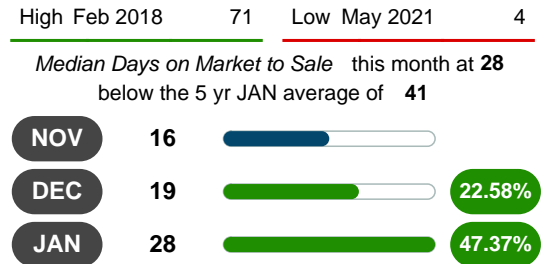


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 41



### 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
\$25,000 and less	2.94%	85	85	0	0	0
\$25,001 - \$75,000	16.18%	43	84	2	0	0
\$75,001 - \$125,000	13.24%	16	62	11	0	0
\$125,001 - \$225,000	27.94%	11	11	10	70	12
\$225,001 - \$325,000	16.18%	25	64	57	6	0
\$325,001 - \$575,000	13.24%	59	59	84	33	105
\$575,001 and up	10.29%	34	119	30	1	0
Median Closed DOM		28	74	21	7	59
Total Closed Units	100%	68	27	30	9	2
Total Closed Volume		19,114,700	7.64M	8.09M	2.90M	480.00K

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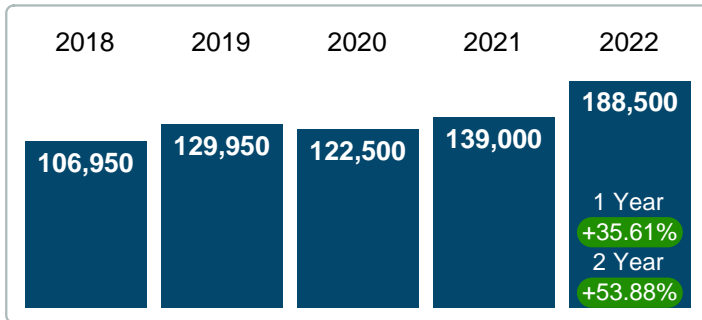
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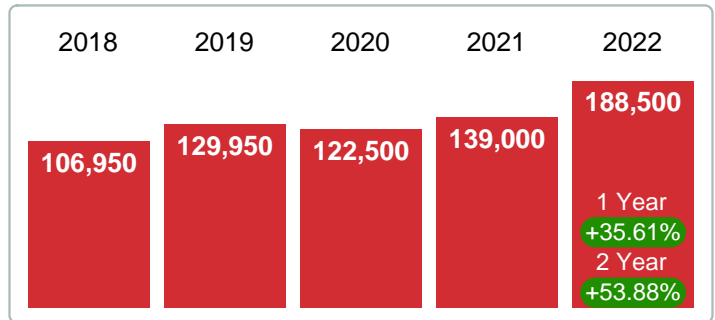
## MEDIAN LIST PRICE AT CLOSING

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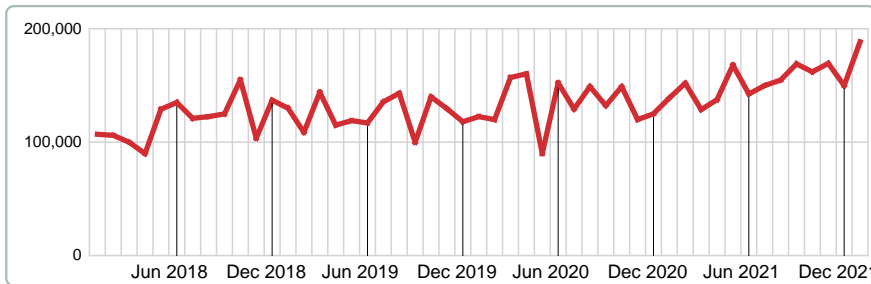
### JANUARY



### YEAR TO DATE (YTD)

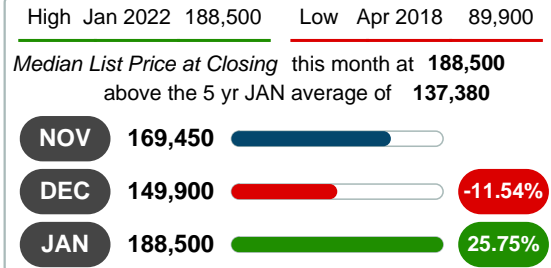


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 137,380



### 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
\$25,000 and less	1	1.47%	750	750	0	0	0
\$25,001 - \$75,000	13	19.12%	52,900	50,000	65,000	0	0
\$75,001 - \$125,000	9	13.24%	120,000	89,900	120,000	0	0
\$125,001 - \$225,000	18	26.47%	178,500	147,500	195,000	192,000	165,000
\$225,001 - \$325,000	9	13.24%	260,000	239,000	275,000	260,000	0
\$325,001 - \$575,000	10	14.71%	400,000	390,000	482,250	405,000	330,000
\$575,001 and up	8	11.76%	970,400	1,100,800	1,060,000	595,000	0
Median List Price			188,500	89,900	199,500	315,000	247,500
Total Closed Units		100%	188,500	27	30	9	2
Total Closed Volume			20,235,350	8.46M	8.29M	2.99M	495.00K



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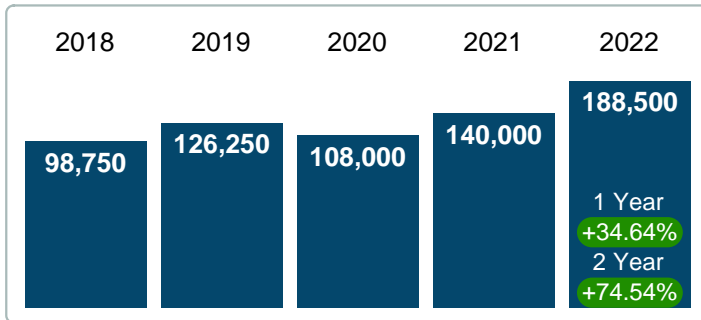
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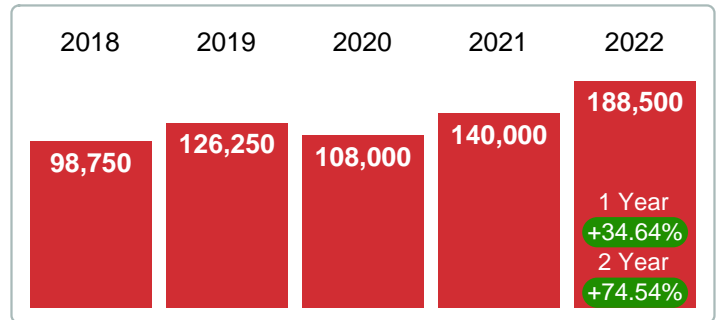
## MEDIAN SOLD PRICE AT CLOSING

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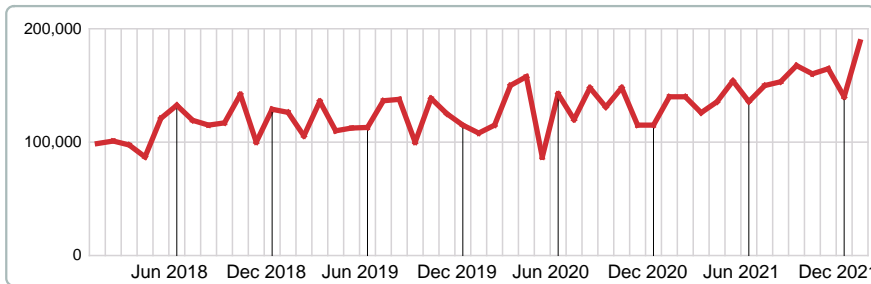
### JANUARY



### YEAR TO DATE (YTD)

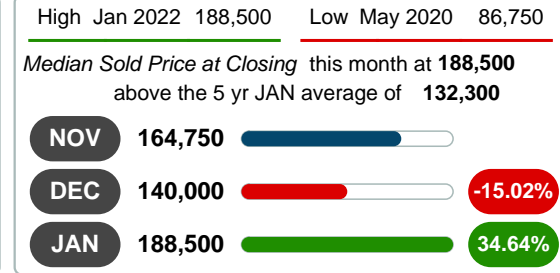


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 132,300



### 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
\$25,000 and less	2.94%	11,375	11,375	0	0	0
\$25,001 - \$75,000	16.18%	50,000	45,000	60,000	0	0
\$75,001 - \$125,000	13.24%	110,000	90,000	111,000	0	0
\$125,001 - \$225,000	27.94%	178,000	155,000	182,000	187,500	150,000
\$225,001 - \$325,000	16.18%	265,000	277,500	265,000	285,000	0
\$325,001 - \$575,000	13.24%	430,000	497,225	470,000	397,500	330,000
\$575,001 and up	10.29%	911,600	1,155,800	1,012,500	595,000	0
Median Sold Price		188,500	90,000	197,500	320,000	240,000
Total Closed Units	100%	188,500	27	30	9	2
Total Closed Volume		19,114,700	7.64M	8.09M	2.90M	480.00K

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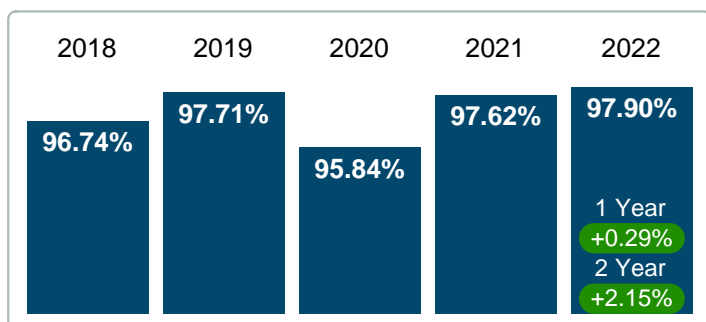
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



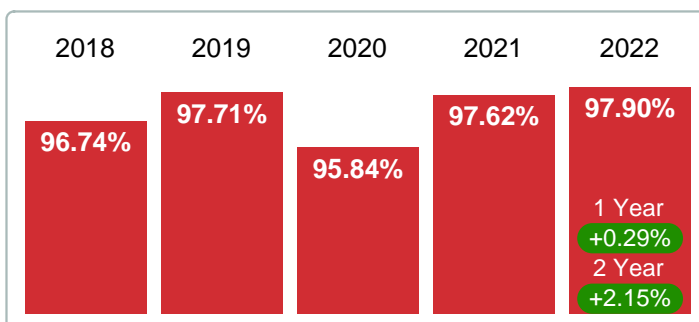
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

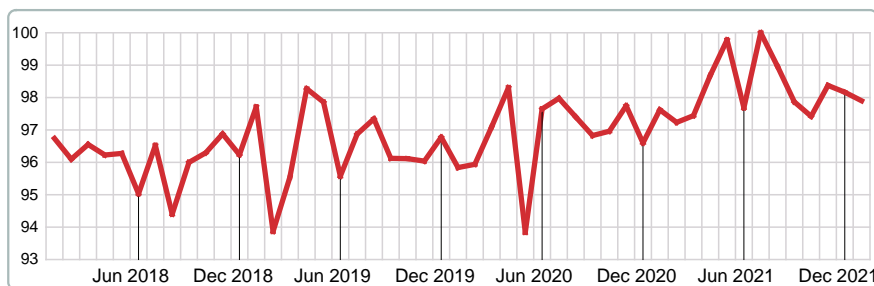
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

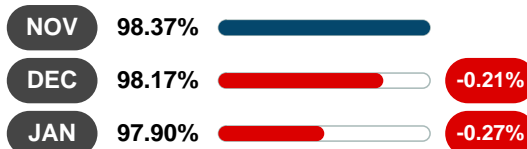


### 3 MONTHS

5 year JAN AVG = 97.16%

High Jul 2021 100.00% Low May 2020 93.84%

Median Sold/List Ratio this month at **97.90%**  
above the 5 yr JAN average of **97.16%**



### 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
\$25,000 and less	2	2.94%	93.14%	93.14%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	16.18%	90.91%	90.00%	92.12%	0.00%	0.00%
\$75,001 - \$125,000	9	13.24%	100.00%	100.00%	98.74%	0.00%	0.00%
\$125,001 - \$225,000	19	27.94%	100.00%	100.00%	100.00%	97.49%	90.91%
\$225,001 - \$325,000	11	16.18%	96.36%	94.55%	96.36%	98.35%	0.00%
\$325,001 - \$575,000	9	13.24%	97.89%	93.42%	97.41%	92.59%	100.00%
\$575,001 and up	7	10.29%	91.08%	86.94%	94.09%	100.00%	0.00%
Median Sold/List Ratio		97.90%		93.40%	98.53%	98.80%	95.45%
Total Closed Units		68	100%	27	30	9	2
Total Closed Volume		19,114,700		7.64M	8.09M	2.90M	480.00K

# January 2022



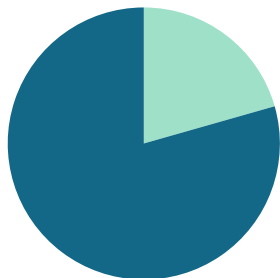
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

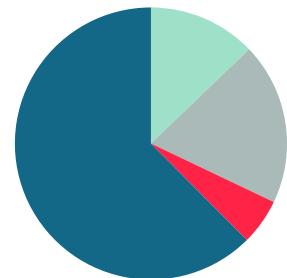


**Inventory**  
 New Listings  
**105 = 20.59%**  
 Start Inventory  
**405**  
 Total Inventory Units  
**510**  
 Volume  
**\$137,467,842**

### Market Activity

Closed Sales  
**68 = 12.83%**  
 Pending Sales  
**102 = 19.25%**  
 Other Off Market  
**29 = 5.47%**  
 Active Inventory  
**331 = 62.45%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	66	68	3.03%	66	68	3.03%
Pending Sales	98	102	4.08%	98	102	4.08%
New Listings	108	105	-2.78%	108	105	-2.78%
Median List Price	139,000	188,500	35.61%	139,000	188,500	35.61%
Median Sale Price	140,000	188,500	34.64%	140,000	188,500	34.64%
Median Percent of Selling Price to List Price	97.62%	97.90%	0.29%	97.62%	97.90%	0.29%
Median Days on Market to Sale	14.00	28.00	100.00%	14.00	28.00	100.00%
Monthly Inventory	476	331	-30.46%	476	331	-30.46%
Months Supply of Inventory	6.77	3.62	-46.55%	6.77	3.62	-46.55%

**Absorption:** Last 12 months, an Average of **92** Sales/Month

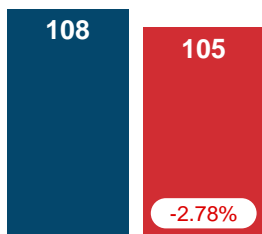
**Inventory** on January 31, 2022 = **331**

**2021** **2022**

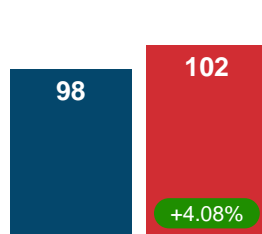
### JANUARY MARKET

### MEDIAN PRICES

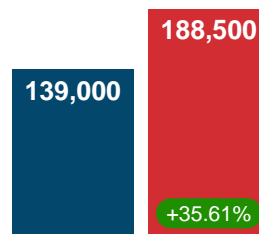
#### New Listings



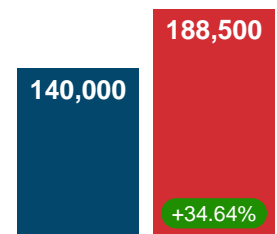
#### Pending Listings



#### List Price



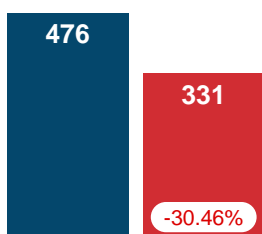
#### Sale Price



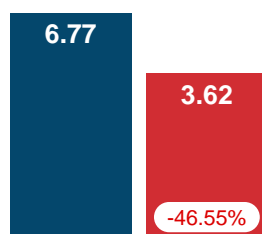
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

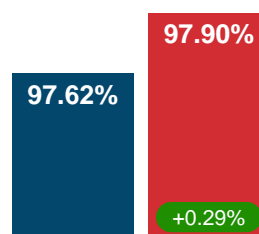
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

