

# January 2022



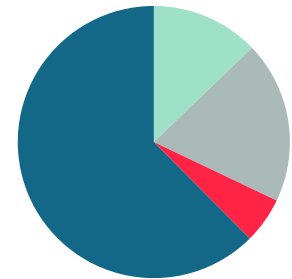
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## 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%
Average List Price	165,674	297,579	79.62%
Average Sale Price	158,653	281,099	77.18%
Average Percent of Selling Price to List Price	94.99%	96.00%	1.06%
Average Days on Market to Sale	31.20	52.49	68.24%
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.

#### 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 **77.18%** in January 2022 to \$281,099 versus the previous year at \$158,653.

#### Average Days on Market Lengthens

The average number of **52.49** days that homes spent on the market before selling increased by 21.29 days or **68.24%** in January 2022 compared to last year's same month at **31.20** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Average 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>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®

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

# January 2022



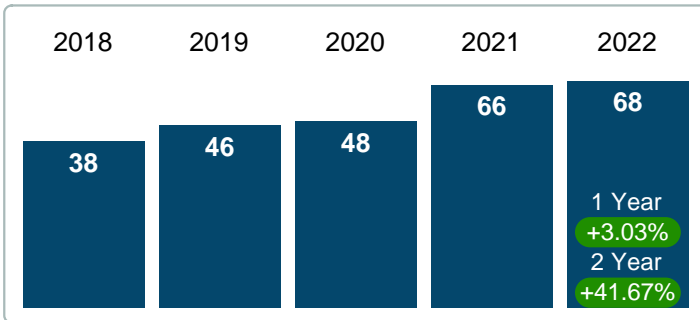
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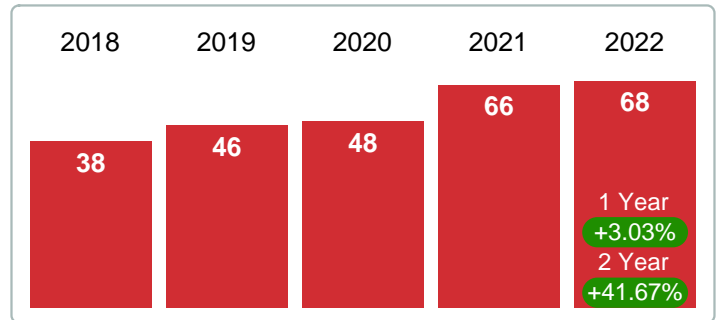
## CLOSED LISTINGS

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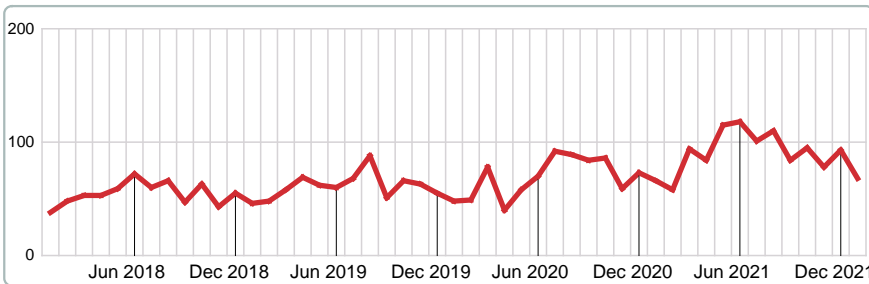
### JANUARY



### YEAR TO DATE (YTD)

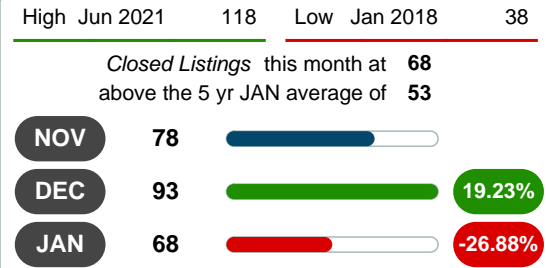


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	71.9	9	2	0	0
\$75,001 - \$125,000	9	13.24%	42.7	5	4	0	0
\$125,001 - \$225,000	19	27.94%	29.7	3	13	2	1
\$225,001 - \$325,000	11	16.18%	52.7	2	5	4	0
\$325,001 - \$575,000	9	13.24%	65.4	2	4	2	1
\$575,001 and up	7	10.29%	70.1	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>52.5</b>	<b>7.64M</b>	<b>8.09M</b>	<b>2.90M</b>	<b>480.00K</b>
<b>Average Closed Price</b>	<b>\$281,099</b>			<b>\$283,033</b>	<b>\$269,627</b>	<b>\$322,667</b>	<b>\$240,000</b>

# January 2022



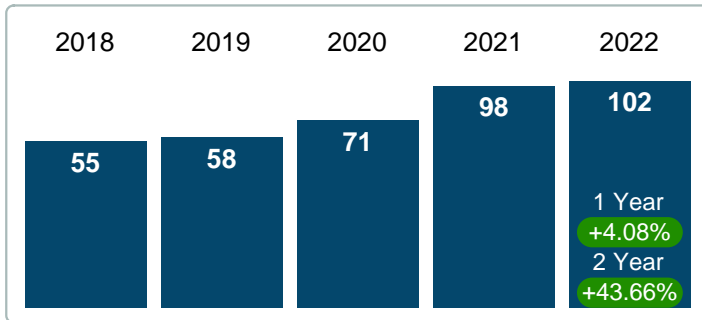
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



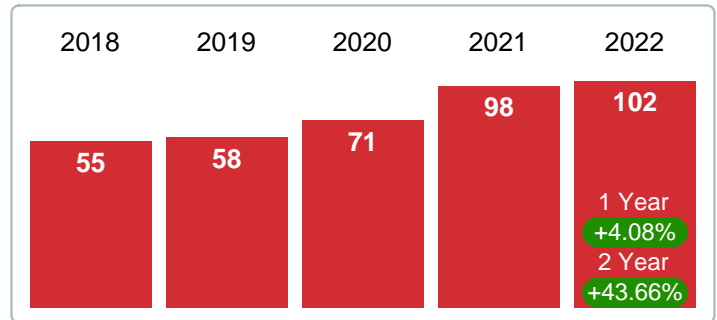
## PENDING LISTINGS

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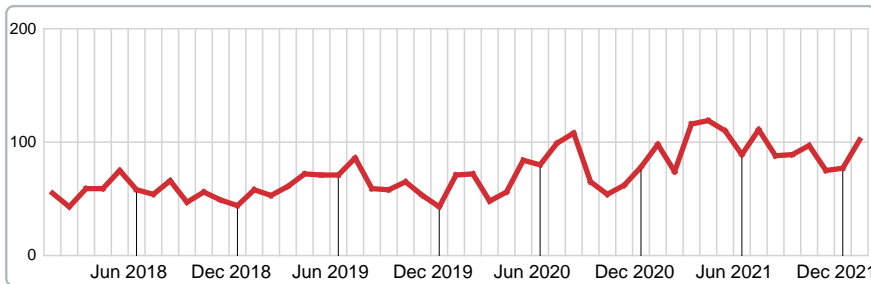
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

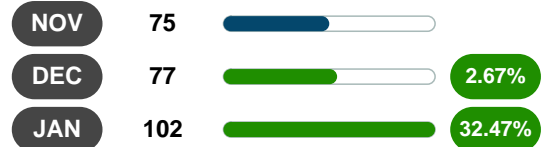


### 3 MONTHS

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		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	10.78%	48.3	7	4	0	0
\$50,001 - \$75,000	5	4.90%	76.8	3	2	0	0
\$75,001 - \$100,000	13	12.75%	16.6	10	3	0	0
\$100,001 - \$200,000	33	32.35%	65.4	10	18	5	0
\$200,001 - \$275,000	13	12.75%	35.3	1	9	3	0
\$275,001 - \$400,000	16	15.69%	52.2	4	7	5	0
\$400,001 and up	11	10.78%	114.8	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>81.7</b>	<b>6.37M</b>	<b>8.38M</b>	<b>5.40M</b>	<b>1.93M</b>
<b>Average Listing Price</b>	<b>\$318,771</b>			<b>\$167,632</b>	<b>\$186,176</b>	<b>\$317,759</b>	<b>\$962,500</b>

# January 2022



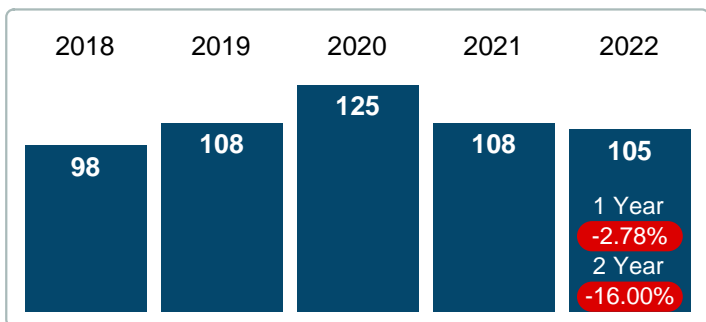
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



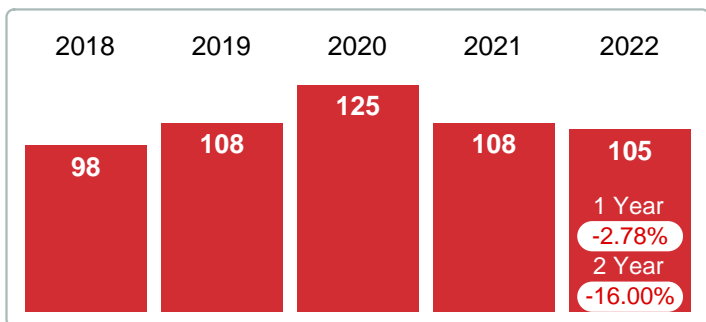
## NEW LISTINGS

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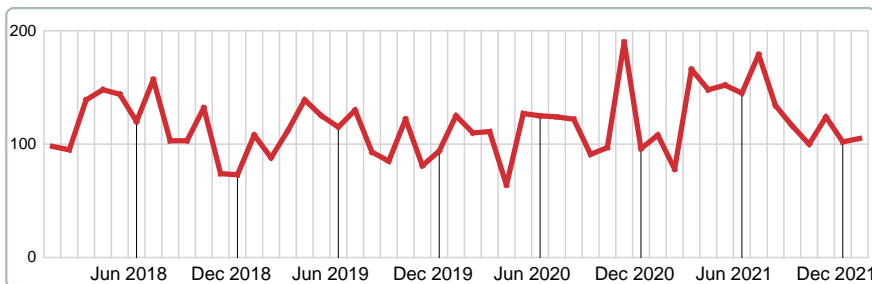
### JANUARY



### YEAR TO DATE (YTD)

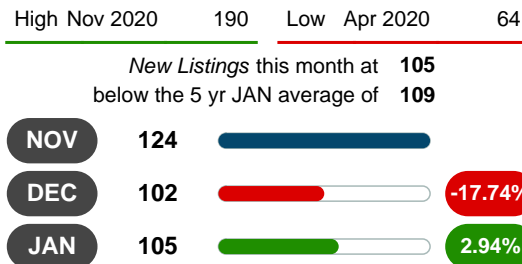


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$25,000 and less	7	6.67%	7	0	0	0
\$25,001 - \$50,000	15	14.29%	10	5	0	0
\$50,001 - \$75,000	12	11.43%	10	2	0	0
\$75,001 - \$200,000	32	30.48%	14	15	3	0
\$200,001 - \$275,000	16	15.24%	4	10	1	1
\$275,001 - \$450,000	13	12.38%	4	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>Average New Listed Listing Price</b>	<b>\$322,500</b>		<b>\$172,014</b>	<b>\$265,084</b>	<b>\$336,842</b>	<b>\$612,500</b>

# January 2022



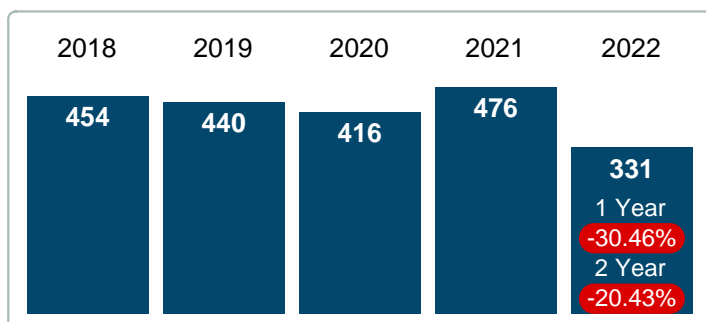
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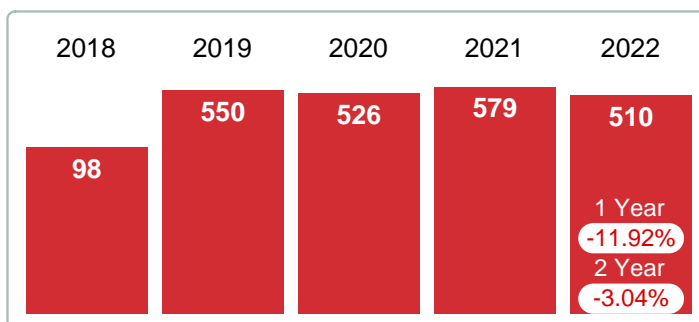
## ACTIVE INVENTORY

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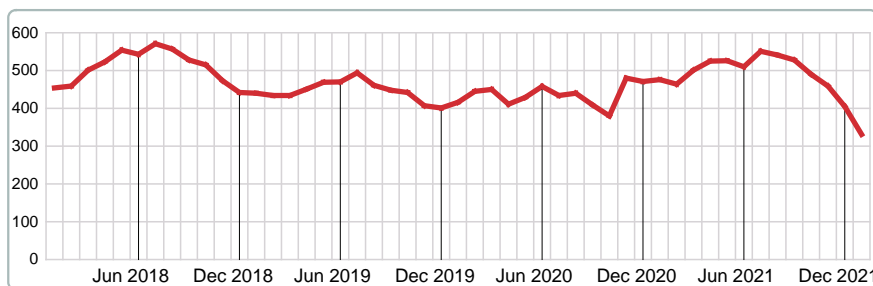
### END OF JANUARY



### ACTIVE DURING JANUARY

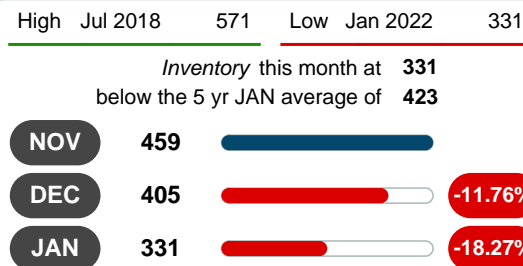


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 423



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	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	50	15.11%	92.8	50	0	0	0
\$25,001-\$50,000	62	18.73%	157.7	57	4	1	0
\$50,001-\$200,000	96	29.00%	90.0	59	31	6	0
\$200,001-\$350,000	52	15.71%	67.6	18	28	4	2
\$350,001-\$625,000	37	11.18%	129.5	20	7	9	1
\$625,001 and up	34	10.27%	111.4	22	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>106.2</b>	<b>56.44M</b>	<b>24.38M</b>	<b>8.30M</b>	<b>3.47M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$279,717</b>			<b>\$249,744</b>	<b>\$320,760</b>	<b>\$360,798</b>	<b>\$578,000</b>

# January 2022



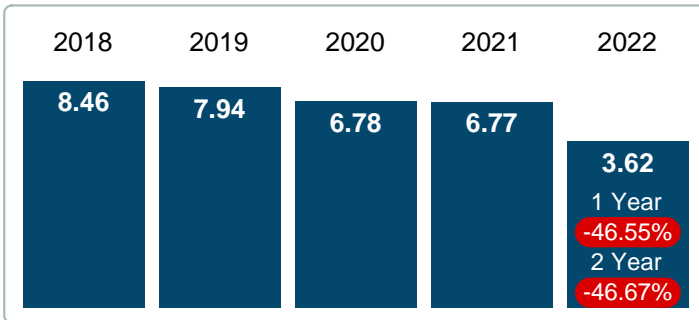
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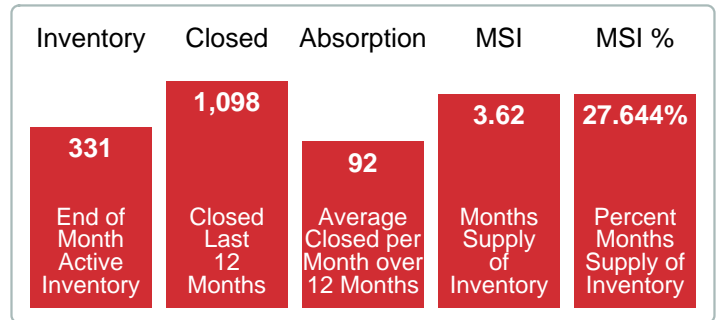
## MONTHS SUPPLY of INVENTORY (MSI)

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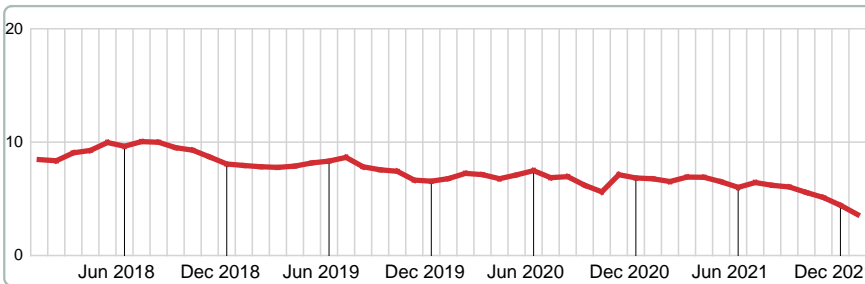
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

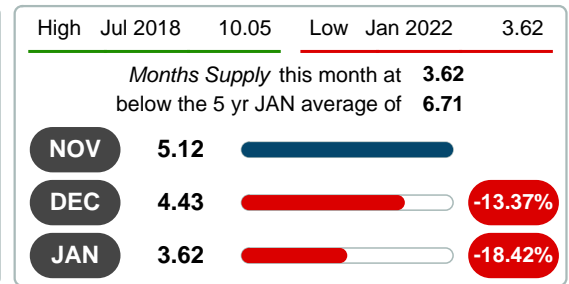


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



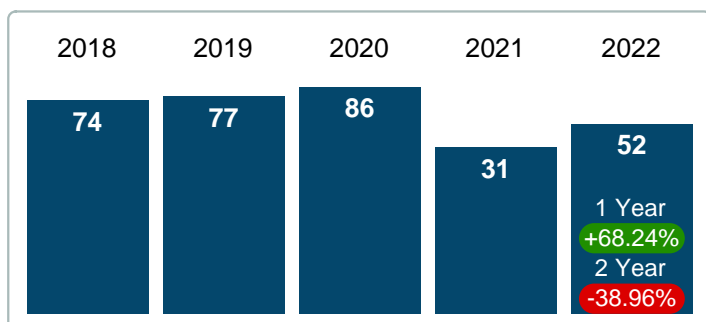
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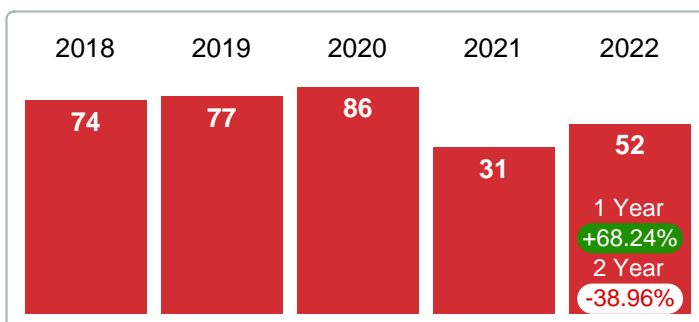
## AVERAGE DAYS ON MARKET TO SALE

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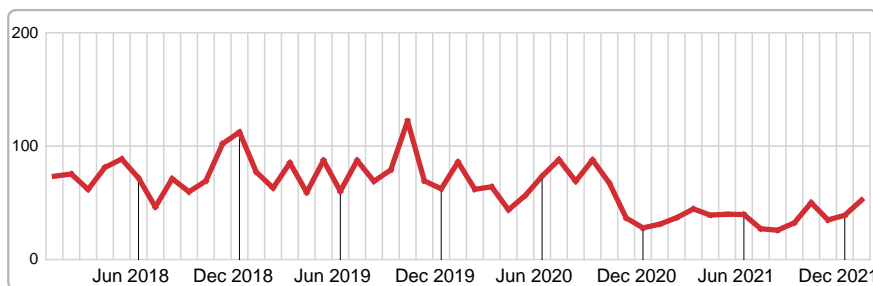
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

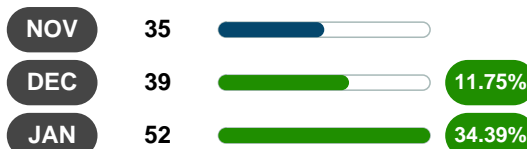


### 3 MONTHS

5 year JAN AVG = 64

High Oct 2019 122 Low Aug 2021 26

Average Days on Market to Sale this month at 52 below the 5 yr JAN average of 64



### 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	2.94%	85	85	0	0	0
\$25,001 - \$75,000	16.18%	72	87	2	0	0
\$75,001 - \$125,000	13.24%	43	65	15	0	0
\$125,001 - \$225,000	27.94%	30	30	25	70	12
\$225,001 - \$325,000	16.18%	53	64	58	40	0
\$325,001 - \$575,000	13.24%	65	59	75	33	105
\$575,001 and up	10.29%	70	108	30	1	0
Average Closed DOM		52	76	35	41	59
Total Closed Units	100%	68	27	30	9	2
Total Closed Volume		19,114,700	7.64M	8.09M	2.90M	480.00K

# January 2022



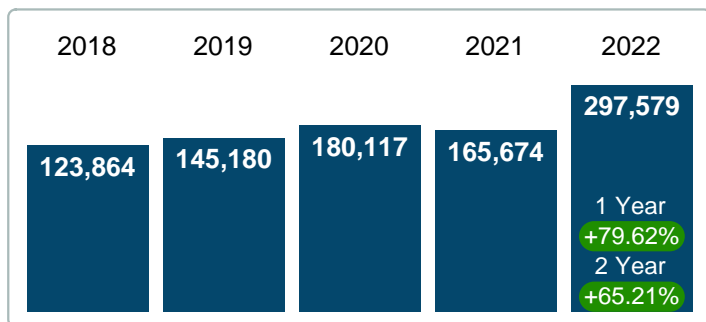
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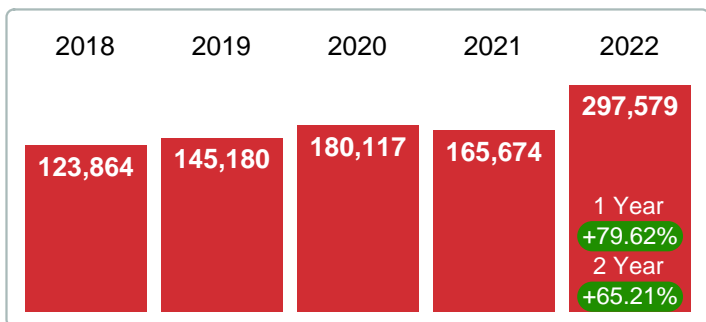
## AVERAGE LIST PRICE AT CLOSING

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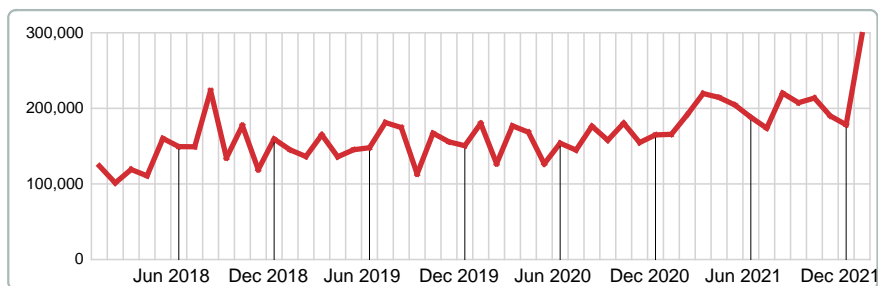
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 182,483

High Jan 2022 297,579    Low Feb 2018 101,340

Average List Price at Closing this month at **297,579**  
above the 5 yr JAN average of **182,483**

NOV	189,995	<div style="width: 100%;"></div>
DEC	178,287	<div style="width: 100%;"></div> -6.16%
JAN	297,579	<div style="width: 100%;"></div> 66.91%

### 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	1	1.47%	750	13,125	0	0	
\$25,001 - \$75,000	13	19.12%	56,415	55,878	65,000	0	
\$75,001 - \$125,000	9	13.24%	111,811	102,480	113,475	0	
\$125,001 - \$225,000	18	26.47%	179,239	153,000	179,485	192,000	
\$225,001 - \$325,000	9	13.24%	267,156	294,500	268,280	288,475	
\$325,001 - \$575,000	10	14.71%	420,940	540,000	478,625	427,500	
\$575,001 and up	8	11.76%	1,081,850	1,322,450	1,060,000	595,000	
<b>Average List Price</b>		<b>297,579</b>		<b>313,309</b>	<b>276,437</b>	<b>331,989</b>	<b>247,500</b>
<b>Total Closed Units</b>		<b>68</b>	<b>100%</b>	<b>27</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>20,235,350</b>		<b>8.46M</b>	<b>8.29M</b>	<b>2.99M</b>	<b>495.00K</b>



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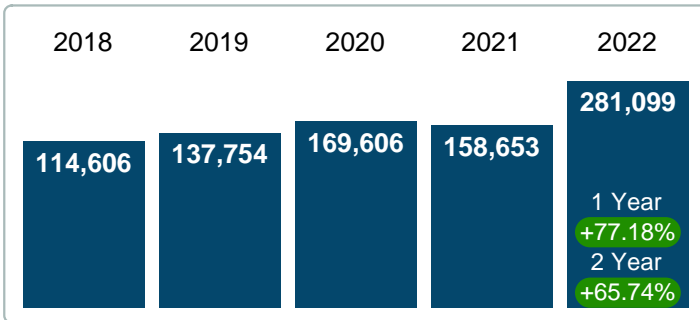
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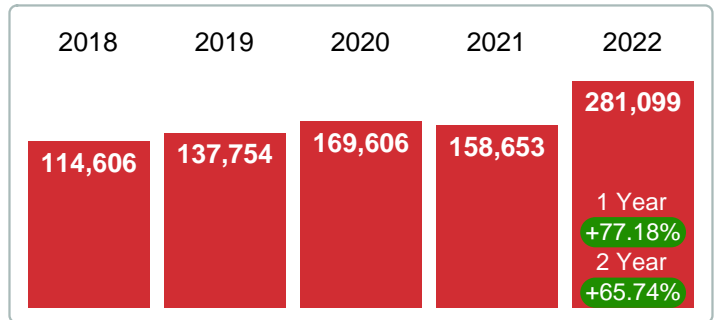
## AVERAGE SOLD PRICE AT CLOSING

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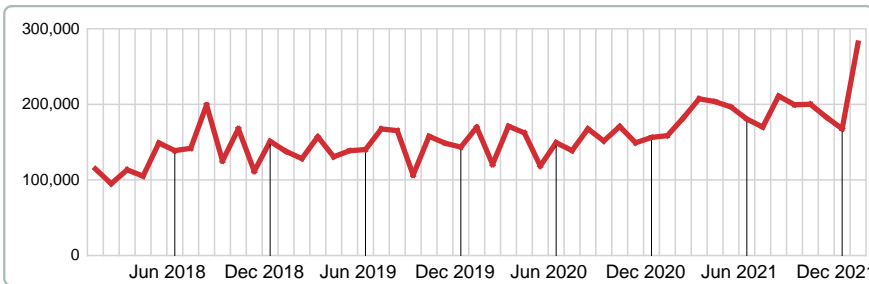
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

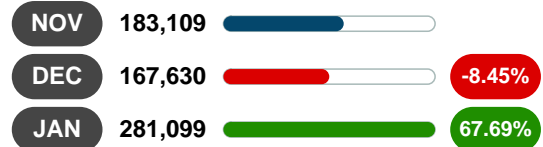


### 3 MONTHS

5 year JAN AVG = 172,344

High Jan 2022 281,099 Low Feb 2018 94,989

Average Sold Price at Closing this month at **281,099** above the 5 yr JAN average of **172,344**



### 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 <b>2</b>	2.94%	11,375	11,375	0	0	0
\$25,001 - \$75,000 <b>11</b>	16.18%	52,200	50,467	60,000	0	0
\$75,001 - \$125,000 <b>9</b>	13.24%	106,333	101,800	112,000	0	0
\$125,001 - \$225,000 <b>19</b>	27.94%	174,042	150,000	179,369	187,500	150,000
\$225,001 - \$325,000 <b>11</b>	16.18%	272,455	277,500	260,600	284,750	0
\$325,001 - \$575,000 <b>9</b>	13.24%	442,272	497,225	465,250	397,500	330,000
\$575,001 and up <b>7</b>	10.29%	1,039,500	1,164,125	1,012,500	595,000	0
<b>Average Sold Price</b>		<b>281,099</b>	<b>283,033</b>	<b>269,627</b>	<b>322,667</b>	<b>240,000</b>
<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>7.64M</b>	<b>8.09M</b>	<b>2.90M</b>	<b>480.00K</b>

# January 2022



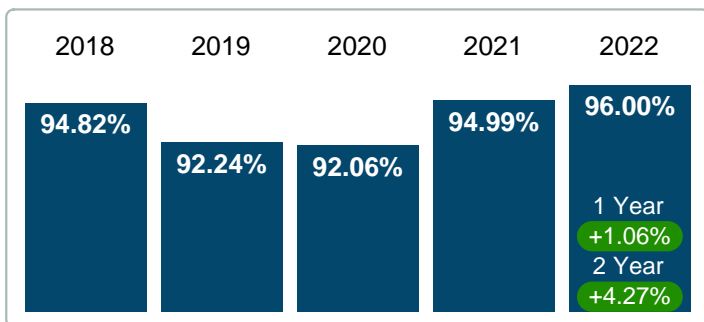
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



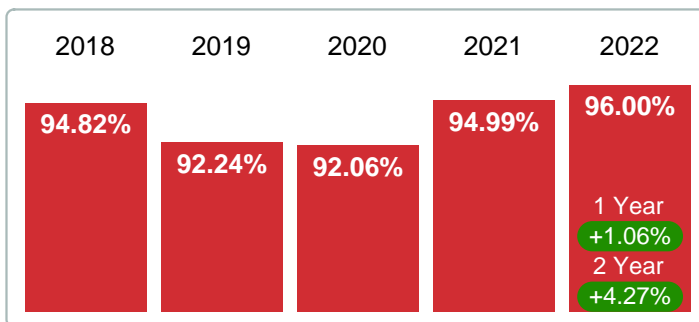
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

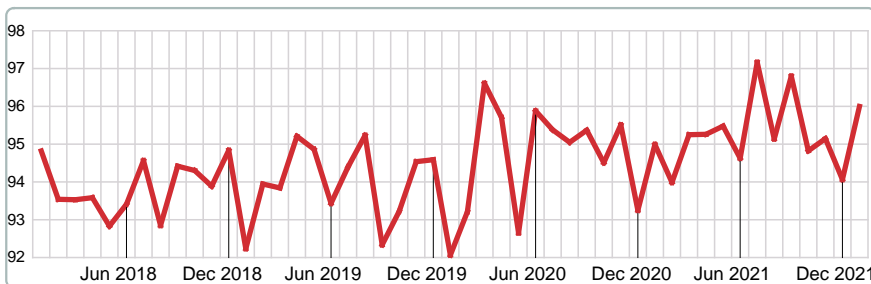
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

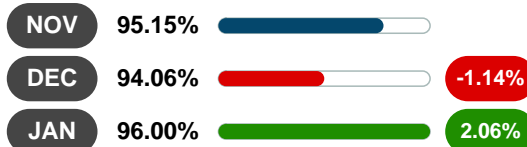


### 3 MONTHS

5 year JAN AVG = 94.02%

High Jul 2021 97.16% Low Jan 2020 92.06%

Average Sold/List Ratio this month at **96.00%**  
above the 5 yr JAN average of **94.02%**



### 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	2	2.94%	93.14%	93.14%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	11	16.18%	90.50%	90.14%	92.12%	0.00%	0.00%
\$75,001 - \$125,000	9	13.24%	99.73%	100.27%	99.05%	0.00%	0.00%
\$125,001 - \$225,000	19	27.94%	99.16%	98.17%	100.27%	97.49%	90.91%
\$225,001 - \$325,000	11	16.18%	97.21%	94.55%	97.14%	98.61%	0.00%
\$325,001 - \$575,000	9	13.24%	95.69%	93.42%	97.30%	92.59%	100.00%
\$575,001 and up	7	10.29%	90.58%	86.46%	94.09%	100.00%	0.00%
<b>Average Sold/List Ratio</b>			<b>96.00%</b>	<b>93.16%</b>	<b>98.24%</b>	<b>97.18%</b>	<b>95.45%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>96.00%</b>	<b>27</b>	<b>30</b>	<b>9</b>	<b>2</b>
<b>Total Closed Volume</b>				<b>7.64M</b>	<b>8.09M</b>	<b>2.90M</b>	<b>480.00K</b>

# January 2022



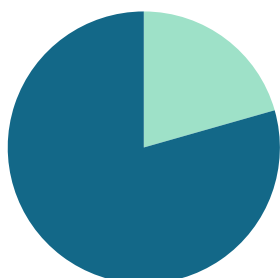
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc



## MARKET SUMMARY

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

### INVENTORY

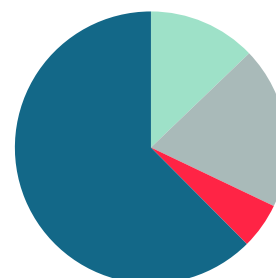


**Inventory**  
 New Listings  
**105 = 20.59%**  
 Start Inventory  
**405**  
 Total Inventory Units  
**510**  
 Volume  
**\$137,467,842**

### 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%
Average List Price	165,674	297,579	79.62%	165,674	297,579	79.62%
Average Sale Price	158,653	281,099	77.18%	158,653	281,099	77.18%
Average Percent of Selling Price to List Price	94.99%	96.00%	1.06%	94.99%	96.00%	1.06%
Average Days on Market to Sale	31.20	52.49	68.24%	31.20	52.49	68.24%
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

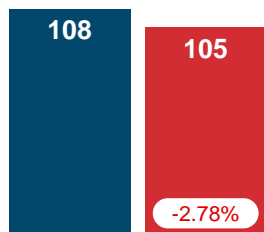
**Inventory** on January 31, 2022 = **331**

**2021** **2022**

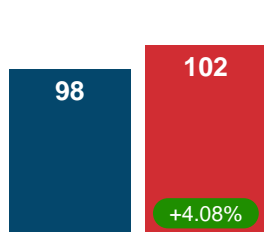
### JANUARY MARKET

### AVERAGE PRICES

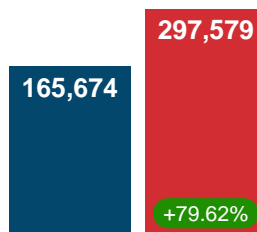
#### New Listings



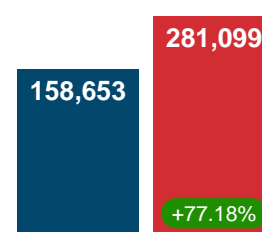
#### Pending Listings



#### List Price



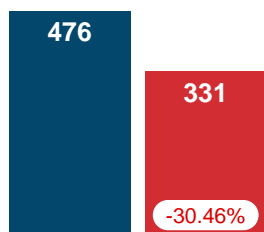
#### Sale Price



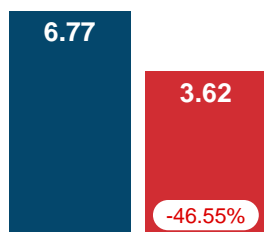
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

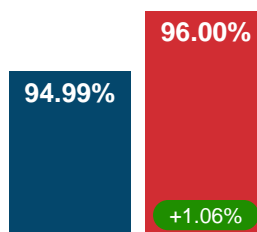
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

