

## February 2024



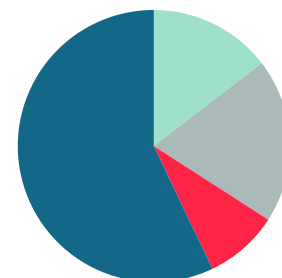
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2024 for MLS Technology Inc.

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	43	38	-11.63%
Pending Listings	60	51	-15.00%
New Listings	53	73	37.74%
Average List Price	199,831	222,526	11.36%
Average Sale Price	186,306	213,445	14.57%
Average Percent of Selling Price to List Price	91.85%	94.83%	3.25%
Average Days on Market to Sale	43.95	41.79	-4.92%
End of Month Inventory	148	149	0.68%
Months Supply of Inventory	2.69	2.83	5.14%



**Absorption:** Last 12 months, an Average of **53** Sales/Month  
**Active Inventory** as of February 29, 2024 = **149**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2024 rose **0.68%** to 149 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **2.83** 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 **14.57%** in February 2024 to \$213,445 versus the previous year at \$186,306.

##### Average Days on Market Shortens

The average number of **41.79** days that homes spent on the market before selling decreased by 2.16 days or **4.92%** in February 2024 compared to last year's same month at **43.95** DOM.

##### Sales Success for February 2024 is Positive

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

There were 73 New Listings in February 2024, up **37.74%** from last year at 53. Furthermore, there were 38 Closed Listings this month versus last year at 43, a **-11.63%** decrease.

Closed versus Listed trends yielded a **52.1%** ratio, down from previous year's, February 2023, at **81.1%**, a **35.84%** downswing. This will certainly create pressure on an increasing 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

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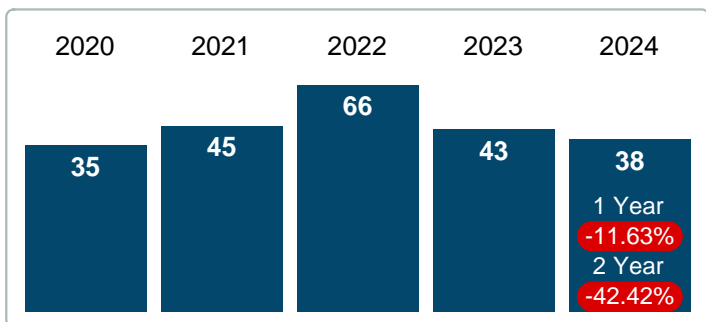
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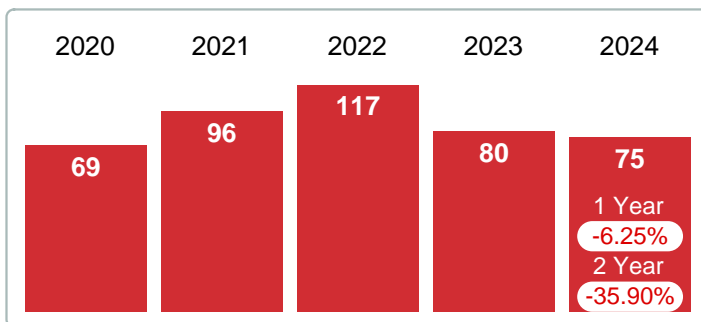
## CLOSED LISTINGS

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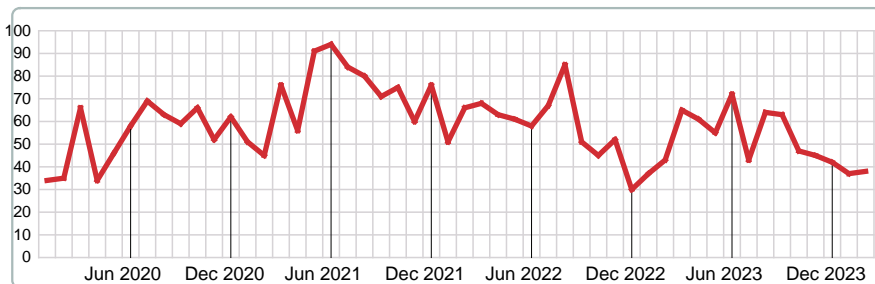
### FEBRUARY



### YEAR TO DATE (YTD)

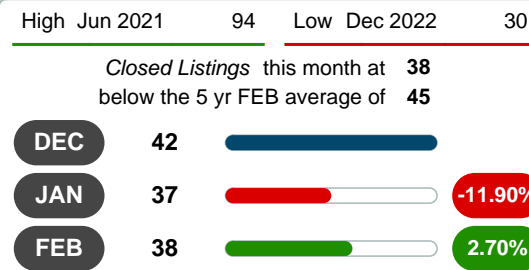


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 45



### 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	1	2.63%	117.0	0	1	0	0
\$50,001 - \$75,000	4	10.53%	15.5	1	3	0	0
\$75,001 - \$150,000	9	23.68%	24.6	2	5	2	0
\$150,001 - \$225,000	7	18.42%	35.3	2	4	1	0
\$225,001 - \$275,000	7	18.42%	47.3	1	4	2	0
\$275,001 - \$400,000	7	18.42%	57.1	0	4	2	1
\$400,001 and up	3	7.89%	70.0	0	2	1	0
<b>Total Closed Units</b>	<b>38</b>			<b>6</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,110,900</b>	<b>100%</b>	<b>41.8</b>	<b>873.90K</b>	<b>4.82M</b>	<b>2.01M</b>	<b>400.00K</b>
<b>Average Closed Price</b>	<b>\$213,445</b>			<b>\$145,650</b>	<b>\$209,739</b>	<b>\$251,625</b>	<b>\$400,000</b>

# February 2024



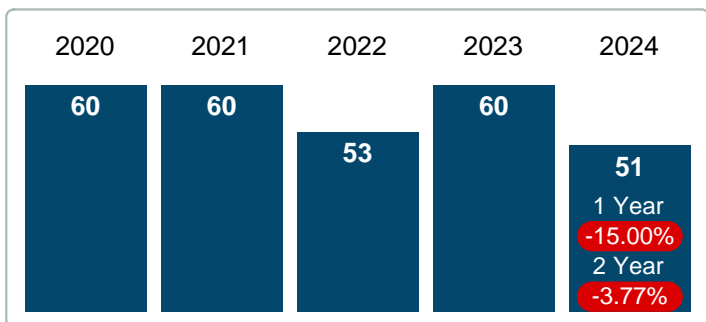
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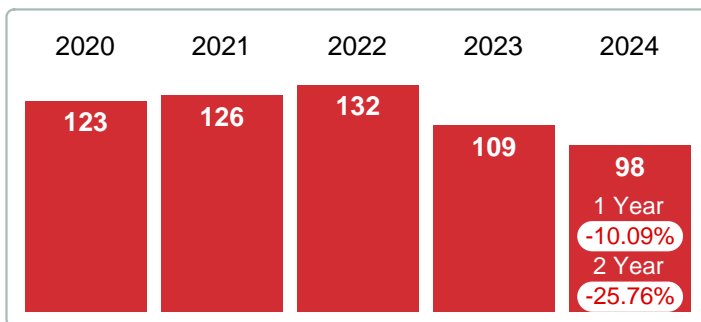
## PENDING LISTINGS

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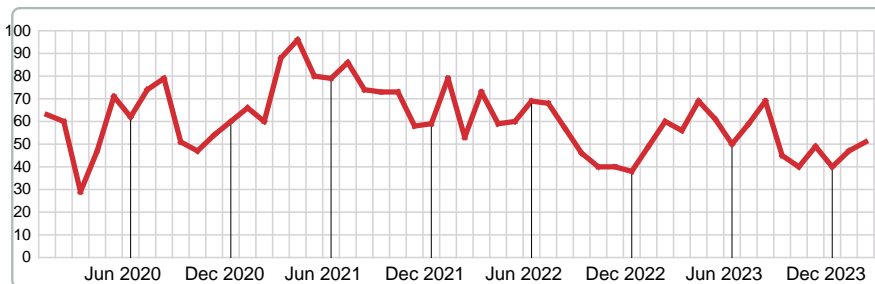
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

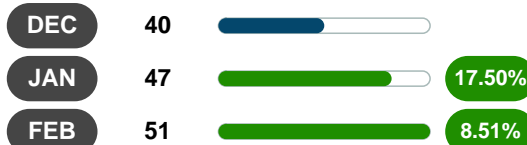


### 3 MONTHS

5 year FEB AVG = 57

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 51 below the 5 yr FEB 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
\$60,000 and less	5	9.80%	21.2	2	3	0	0
\$60,001 - \$110,000	5	9.80%	34.0	2	0	3	0
\$110,001 - \$130,000	8	15.69%	44.8	2	5	1	0
\$130,001 - \$200,000	13	25.49%	31.5	3	9	1	0
\$200,001 - \$260,000	9	17.65%	55.8	0	7	2	0
\$260,001 - \$320,000	4	7.84%	40.0	0	2	1	1
\$320,001 and up	7	13.73%	45.3	0	5	2	0
<b>Total Pending Units</b>	<b>51</b>			<b>9</b>	<b>31</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,756,600</b>	<b>100%</b>	<b>8.8</b>	<b>917.80K</b>	<b>6.52M</b>	<b>2.05M</b>	<b>269.90K</b>
<b>Average Listing Price</b>	<b>\$118,967</b>			<b>\$101,978</b>	<b>\$210,245</b>	<b>\$205,130</b>	<b>\$269,900</b>

# February 2024



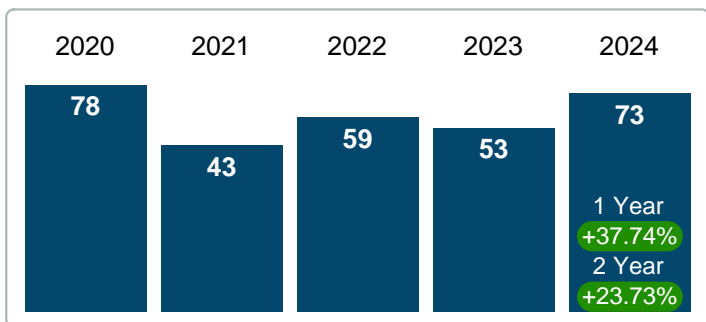
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



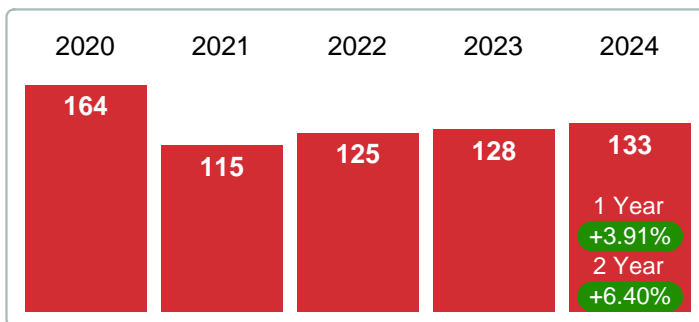
## NEW LISTINGS

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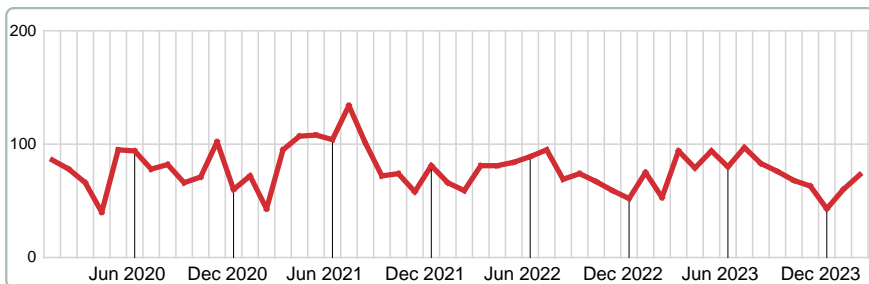
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

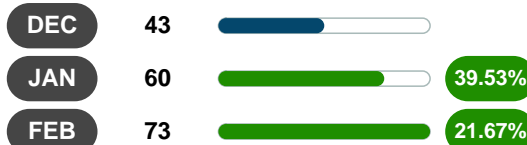


### 3 MONTHS

5 year FEB AVG = 61

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 73  
above the 5 yr FEB average of 61



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	7	9.59%	5	2	0	0
\$60,001 - \$100,000	9	12.33%	5	4	0	0
\$100,001 - \$150,000	12	16.44%	5	6	1	0
\$150,001 - \$240,000	16	21.92%	1	14	0	1
\$240,001 - \$320,000	9	12.33%	1	8	0	0
\$320,001 - \$580,000	12	16.44%	0	7	5	0
\$580,001 and up	8	10.96%	0	3	1	4
<b>Total New Listed Units</b>	<b>73</b>		<b>17</b>	<b>44</b>	<b>7</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>20,639,899</b>	<b>100%</b>	<b>1.72M</b>	<b>12.67M</b>	<b>2.85M</b>	<b>3.40M</b>
<b>Average New Listed Listing Price</b>	<b>\$118,725</b>		<b>\$100,965</b>	<b>\$287,959</b>	<b>\$407,771</b>	<b>\$679,780</b>

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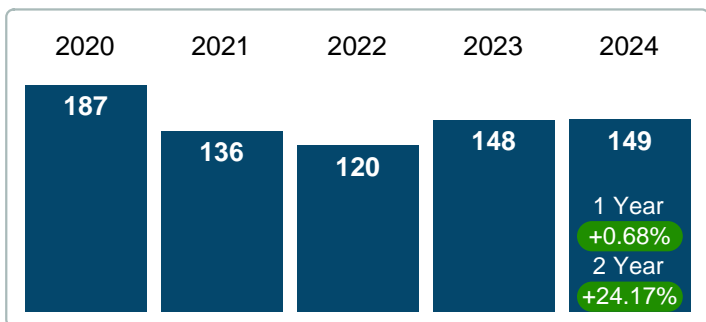
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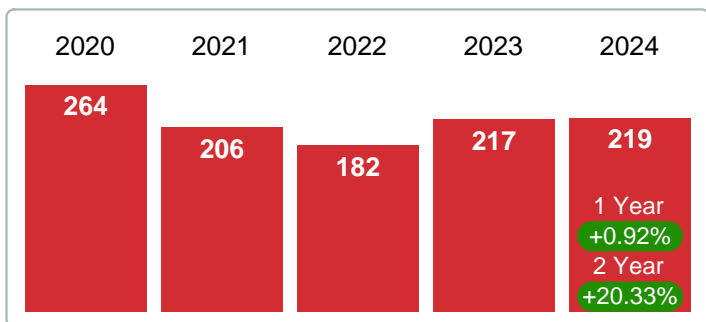
## ACTIVE INVENTORY

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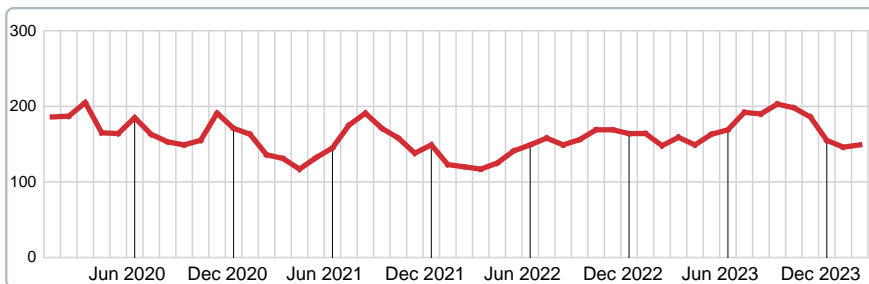
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

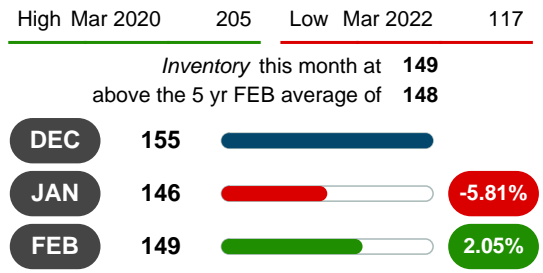


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 148



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.03%	84.5	4	2	0	0
\$50,001 - \$100,000	23	15.44%	73.4	14	9	0	0
\$100,001 - \$150,000	19	12.75%	95.8	8	11	0	0
\$150,001 - \$275,000	41	27.52%	100.0	5	31	4	1
\$275,001 - \$375,000	22	14.77%	48.3	1	14	6	1
\$375,001 - \$575,000	22	14.77%	68.9	1	8	11	2
\$575,001 and up	16	10.74%	66.7	0	7	3	6
<b>Total Active Inventory by Units</b>	<b>149</b>			<b>33</b>	<b>82</b>	<b>24</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>46,857,524</b>	<b>100%</b>	<b>78.9</b>	<b>4.14M</b>	<b>23.44M</b>	<b>10.20M</b>	<b>9.08M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$314,480</b>			<b>\$125,358</b>	<b>\$285,894</b>	<b>\$424,942</b>	<b>\$907,880</b>

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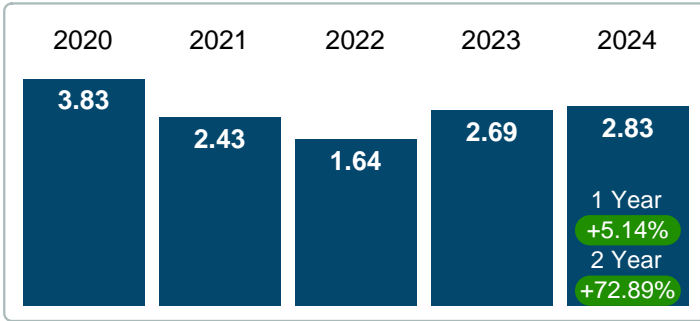
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



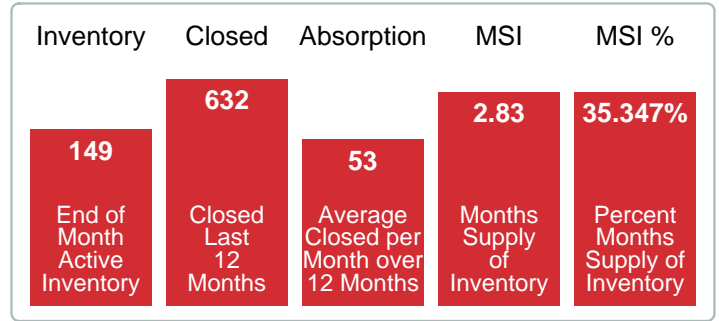
## MONTHS SUPPLY of INVENTORY (MSI)

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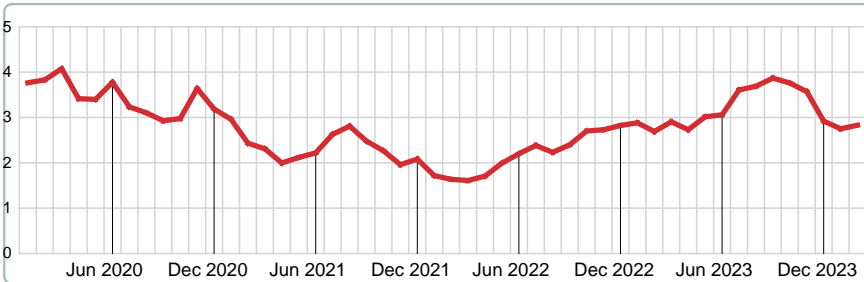
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.68

High Mar 2020 4.07 Low Mar 2022 1.61

Months Supply this month at **2.83**  
above the 5 yr FEB average of **2.68**



### 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
\$50,000 and less	6	4.03%	1.29	1.37	1.26	0.00	0.00
\$50,001 - \$100,000	23	15.44%	2.79	3.91	2.30	0.00	0.00
\$100,001 - \$150,000	19	12.75%	2.13	4.00	1.89	0.00	0.00
\$150,001 - \$275,000	41	27.52%	2.13	1.94	2.40	1.12	6.00
\$275,001 - \$375,000	22	14.77%	3.11	2.00	3.29	2.77	6.00
\$375,001 - \$575,000	22	14.77%	6.77	0.00	5.33	6.95	12.00
\$575,001 and up	16	10.74%	12.80	0.00	21.00	9.00	10.29
Market Supply of Inventory (MSI)			2.83	2.85	2.70	2.50	8.57
Total Active Inventory by Units		100%	2.83	33	82	24	10

# February 2024



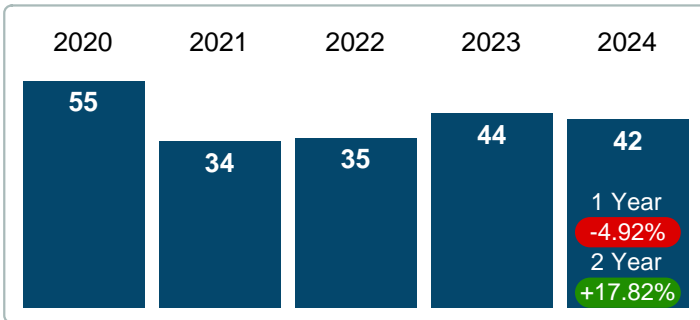
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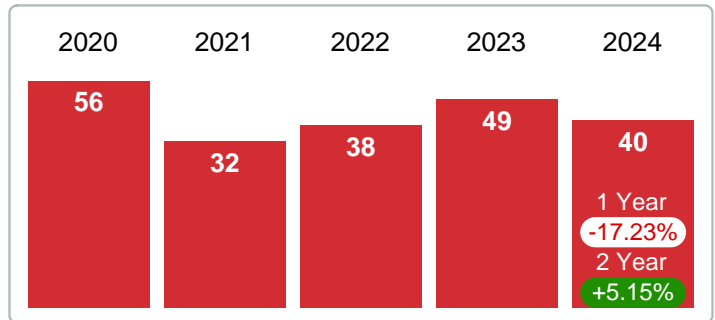
## AVERAGE DAYS ON MARKET TO SALE

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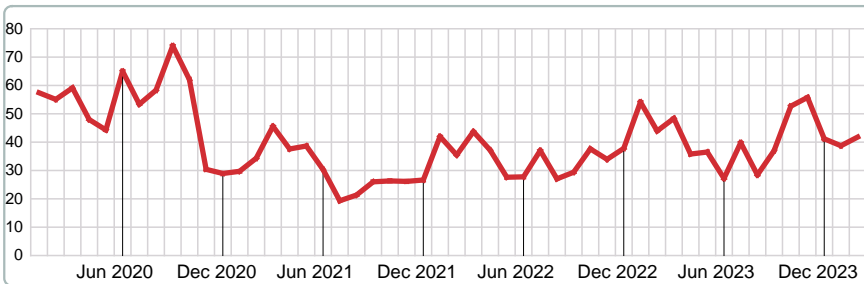
### FEBRUARY



### YEAR TO DATE (YTD)

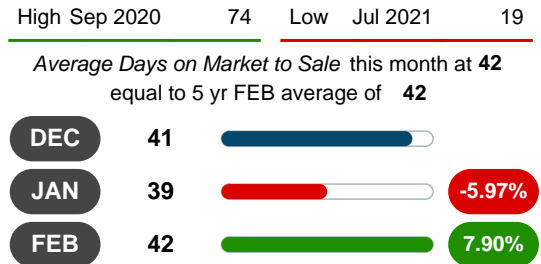


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 42



### 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	2.63%	117	0	117	0	0
\$50,001 - \$75,000	10.53%	16	1	20	0	0
\$75,001 - \$150,000	23.68%	25	2	14	73	0
\$150,001 - \$225,000	18.42%	35	24	50	1	0
\$225,001 - \$275,000	18.42%	47	11	66	28	0
\$275,001 - \$400,000	18.42%	57	0	33	110	50
\$400,001 and up	7.89%	70	0	75	61	0
<b>Average Closed DOM</b>		<b>42</b>	<b>10</b>	<b>43</b>	<b>61</b>	<b>50</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>6</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,110,900</b>	<b>873.90K</b>	<b>4.82M</b>	<b>2.01M</b>	<b>400.00K</b>

# February 2024



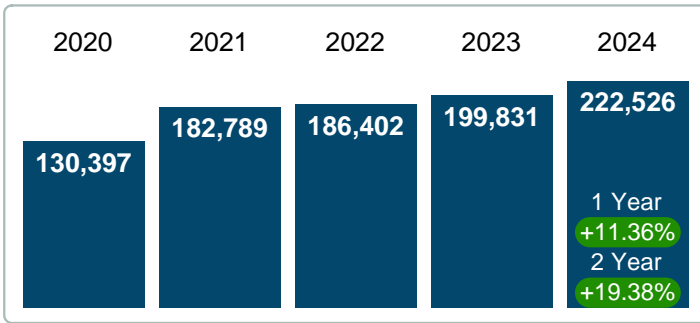
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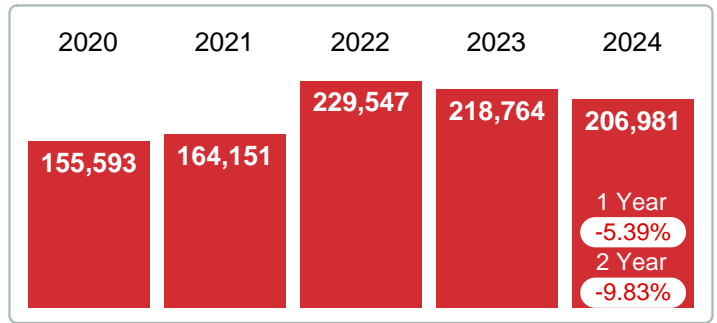
## AVERAGE LIST PRICE AT CLOSING

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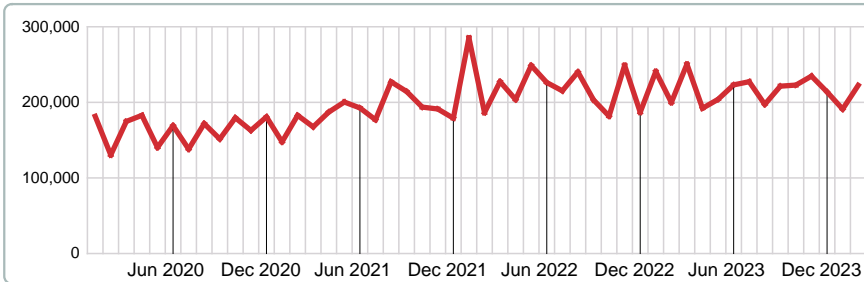
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

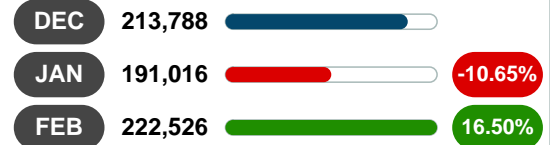


### 3 MONTHS

5 year FEB AVG = 184,389

High Jan 2022 285,380 Low Feb 2020 130,397

Average List Price at Closing this month at **222,526** above the 5 yr FEB average of **184,389**



### 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	2.63%	24,900	0	24,900	0	0
\$50,001 - \$75,000	10.53%	66,750	65,000	67,333	0	0
\$75,001 - \$150,000	23.68%	116,522	104,950	107,980	154,450	0
\$150,001 - \$225,000	15.79%	175,283	159,900	190,725	198,900	0
\$225,001 - \$275,000	15.79%	253,283	298,000	259,725	259,950	0
\$275,001 - \$400,000	21.05%	309,500	0	321,500	306,500	415,000
\$400,001 and up	10.53%	517,000	0	587,000	479,000	0
<b>Average List Price</b>		<b>222,526</b>	<b>148,783</b>	<b>218,635</b>	<b>264,963</b>	<b>415,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>222,526</b>	<b>6</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,456,000</b>	<b>892.70K</b>	<b>5.03M</b>	<b>2.12M</b>	<b>415.00K</b>



# February 2024



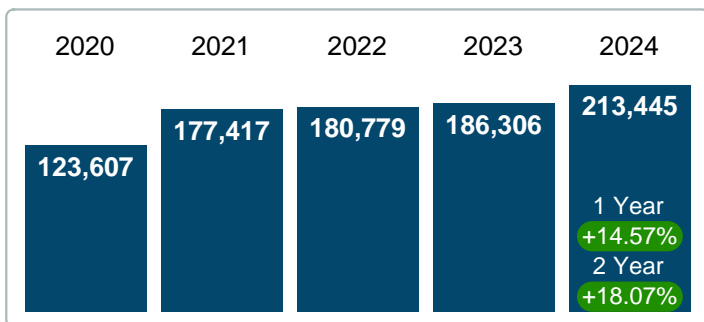
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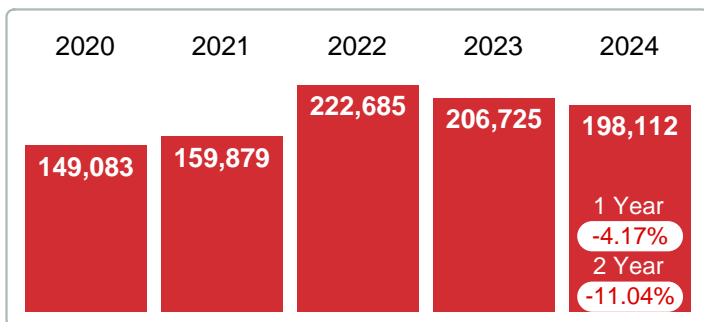
## AVERAGE SOLD PRICE AT CLOSING

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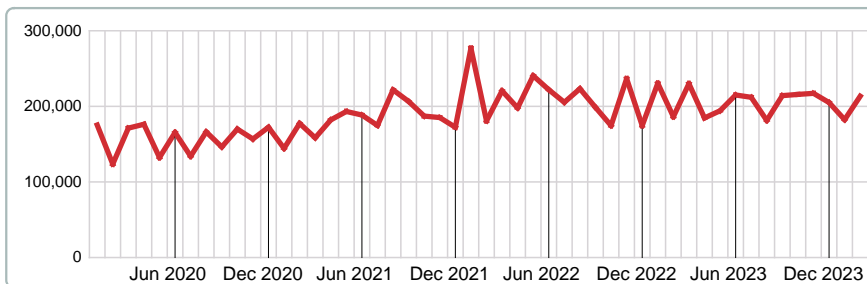
### FEBRUARY



### YEAR TO DATE (YTD)

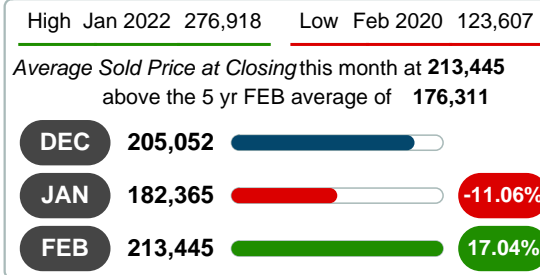


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 176,311



### 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	1	2.63%	16,500	0	16,500	0	0
\$50,001 - \$75,000	4	10.53%	59,250	60,000	59,000	0	0
\$75,001 - \$150,000	9	23.68%	109,500	107,000	96,300	145,000	0
\$150,001 - \$225,000	7	18.42%	180,443	162,450	187,050	190,000	0
\$225,001 - \$275,000	7	18.42%	256,786	275,000	257,125	247,000	0
\$275,001 - \$400,000	7	18.42%	323,900	0	315,825	302,000	400,000
\$400,001 and up	3	7.89%	514,667	0	554,500	435,000	0
Average Sold Price			213,445	145,650	209,739	251,625	400,000
Total Closed Units		100%	213,445	6	23	8	1
Total Closed Volume			8,110,900	873.90K	4.82M	2.01M	400.00K

# February 2024



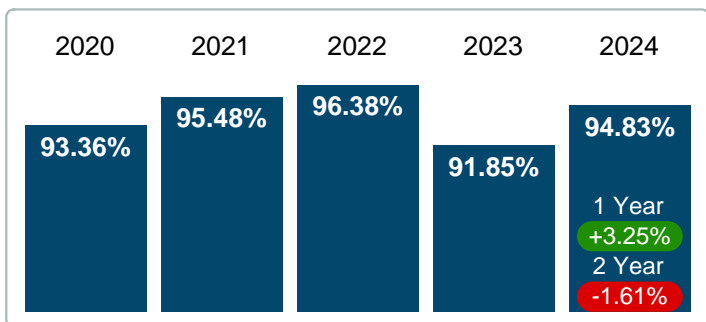
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



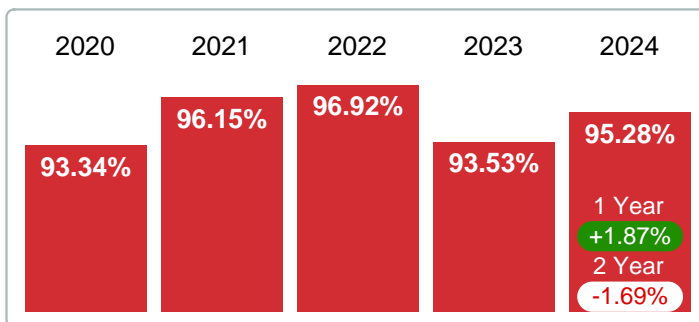
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 11, 2024 for MLS Technology Inc.

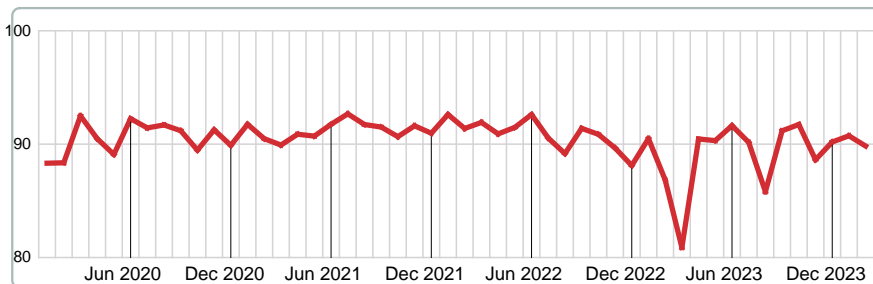
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

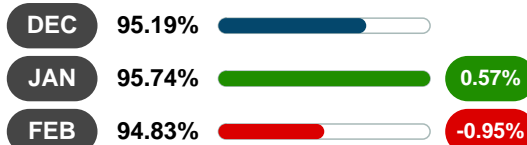


### 3 MONTHS

5 year FEB AVG = 94.38%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **94.83%** above the 5 yr FEB average of **94.38%**



### 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	1	2.63%	66.27%	0.00%	66.27%	0.00%	0.00%
\$50,001 - \$75,000	4	10.53%	89.67%	92.31%	88.80%	0.00%	0.00%
\$75,001 - \$150,000	9	23.68%	93.27%	102.00%	89.53%	93.88%	0.00%
\$150,001 - \$225,000	7	18.42%	99.07%	101.70%	98.64%	95.53%	0.00%
\$225,001 - \$275,000	7	18.42%	96.95%	92.28%	99.08%	95.02%	0.00%
\$275,001 - \$400,000	7	18.42%	98.02%	0.00%	98.15%	98.57%	96.39%
\$400,001 and up	3	7.89%	93.64%	0.00%	95.05%	90.81%	0.00%
Average Sold/List Ratio		94.80%		98.67%	93.65%	95.16%	96.39%
Total Closed Units		38	100%	6	23	8	1
Total Closed Volume		8,110,900		873.90K	4.82M	2.01M	400.00K

# February 2024



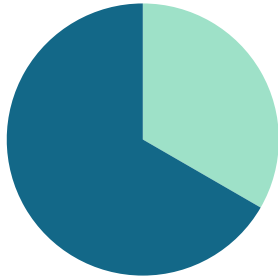
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on Mar 11, 2024 for MLS Technology Inc.

### INVENTORY

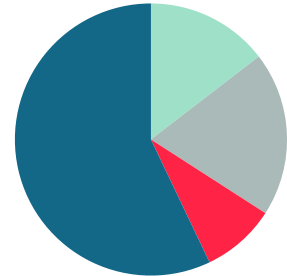


**Inventory**  
 New Listings  
**73 = 33.33%**  
 Start Inventory  
**146**  
 Total Inventory Units  
**219**  
 Volume  
**\$61,316,324**

### Market Activity

Closed Sales  
**38 = 14.56%**  
 Pending Sales  
**51 = 19.54%**  
 Other Off Market  
**23 = 8.81%**  
 Active Inventory  
**149 = 57.09%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	43	38	-11.63%	80	75	-6.25%
Pending Sales	60	51	-15.00%	109	98	-10.09%
New Listings	53	73	37.74%	128	133	3.91%
Average List Price	199,831	222,526	11.36%	218,764	206,981	-5.39%
Average Sale Price	186,306	213,445	14.57%	206,725	198,112	-4.17%
Average Percent of Selling Price to List Price	91.85%	94.83%	3.25%	93.53%	95.28%	1.87%
Average Days on Market to Sale	43.95	41.79	-4.92%	48.66	40.28	-17.23%
Monthly Inventory	148	149	0.68%	148	149	0.68%
Months Supply of Inventory	2.69	2.83	5.14%	2.69	2.83	5.14%

**Absorption:** Last 12 months, an Average of **53** Sales/Month

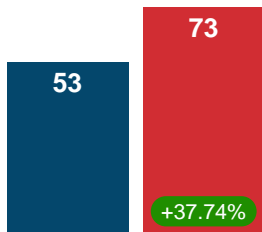
**Inventory** on February 29, 2024 = **149**

**2023** **2024**

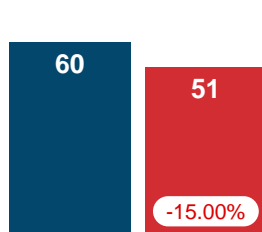
### FEBRUARY MARKET

### AVERAGE PRICES

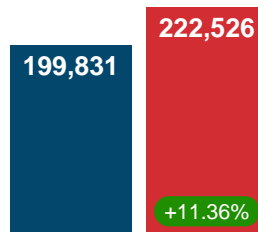
#### New Listings



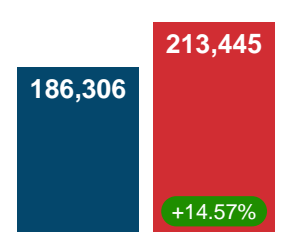
#### Pending Listings



#### List Price



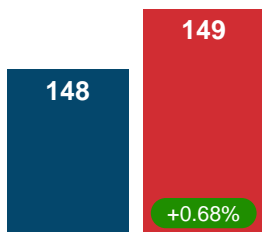
#### Sale Price



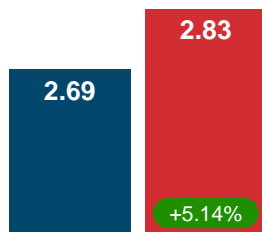
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

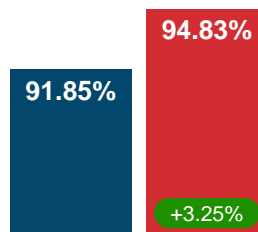
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

