

February 2024



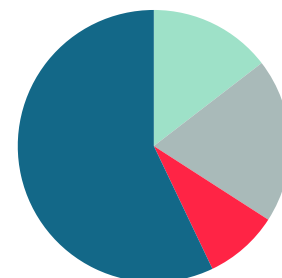
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	149,500	191,950	28.39%
Median Sale Price	137,000	192,500	40.51%
Median Percent of Selling Price to List Price	95.50%	97.07%	1.64%
Median Days on Market to Sale	29.00	29.50	1.72%
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.

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 **40.51%** in February 2024 to \$192,500 versus the previous year at \$137,000.

Median Days on Market Lengthens

The median number of **29.50** days that homes spent on the market before selling increased by 0.50 days or **1.72%** in February 2024 compared to last year's same month at **29.00** DOM.

Sales Success for February 2024 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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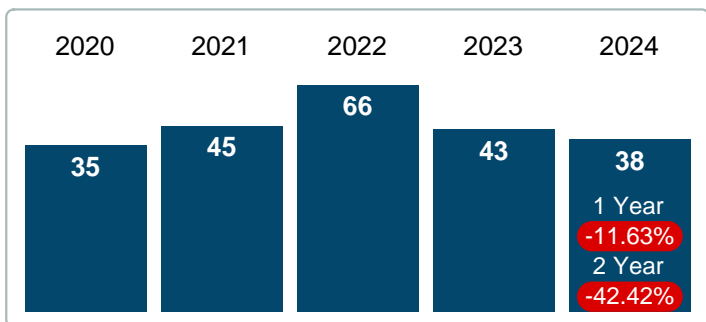
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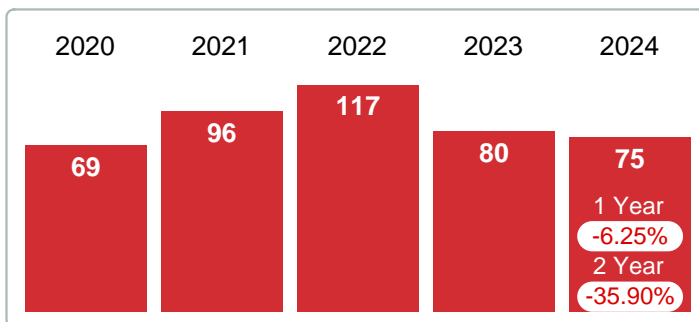
CLOSED LISTINGS

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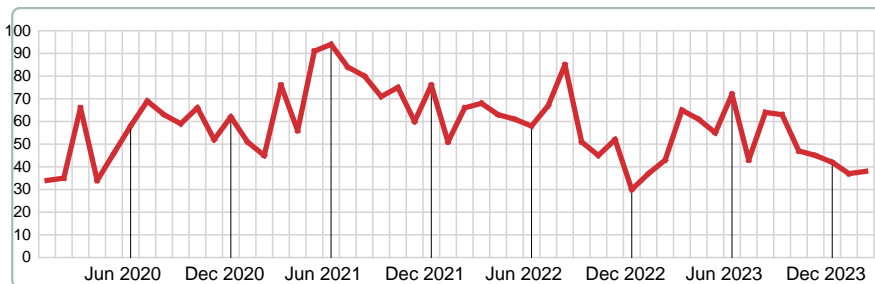
FEBRUARY



YEAR TO DATE (YTD)

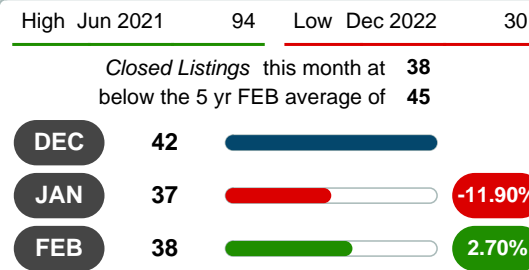


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	15.0	1	3	0	0
\$75,001 - \$150,000	9	23.68%	2.0	2	5	2	0
\$150,001 - \$225,000	7	18.42%	6.0	2	4	1	0
\$225,001 - \$275,000	7	18.42%	48.0	1	4	2	0
\$275,001 - \$400,000	7	18.42%	50.0	0	4	2	1
\$400,001 and up	3	7.89%	61.0	0	2	1	0
Total Closed Units	38			6	23	8	1
Total Closed Volume	8,110,900	100%	29.5	873.90K	4.82M	2.01M	400.00K
Median Closed Price	\$192,500			\$138,500	\$195,000	\$247,000	\$400,000

February 2024



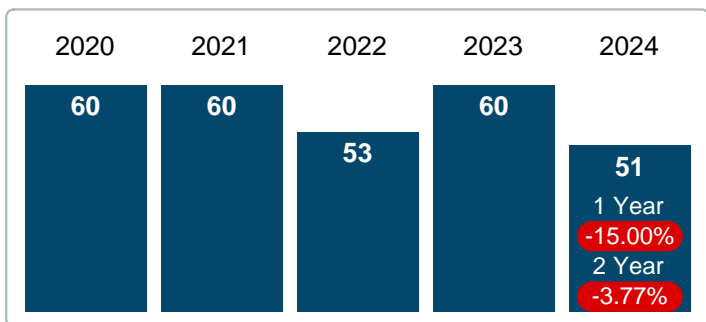
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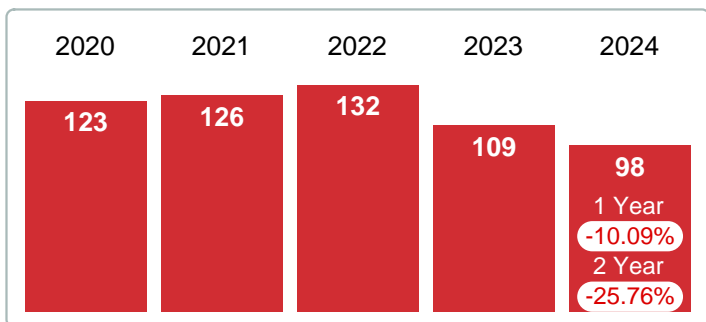
PENDING LISTINGS

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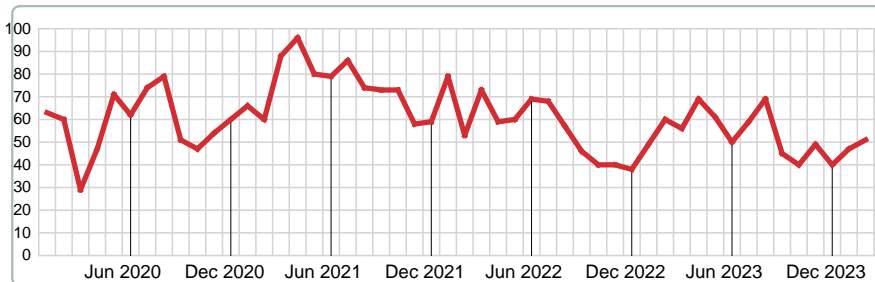
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

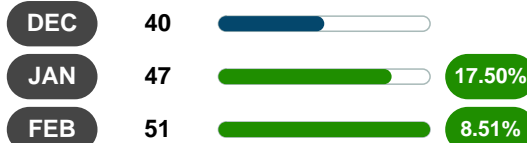


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.84%	6.5	2	2	0	0
\$50,001 - \$100,000	5	9.80%	2.0	2	1	2	0
\$100,001 - \$125,000	5	9.80%	20.0	2	2	1	0
\$125,001 - \$200,000	17	33.33%	18.0	3	12	2	0
\$200,001 - \$250,000	7	13.73%	13.0	0	6	1	0
\$250,001 - \$325,000	7	13.73%	23.0	0	4	2	1
\$325,001 and up	6	11.76%	32.0	0	4	2	0
Total Pending Units	51			9	31	10	1
Total Pending Volume	9,756,600	100%	18.0	917.80K	6.52M	2.05M	269.90K
Median Listing Price	\$169,900			\$119,000	\$199,900	\$198,000	\$269,900

February 2024



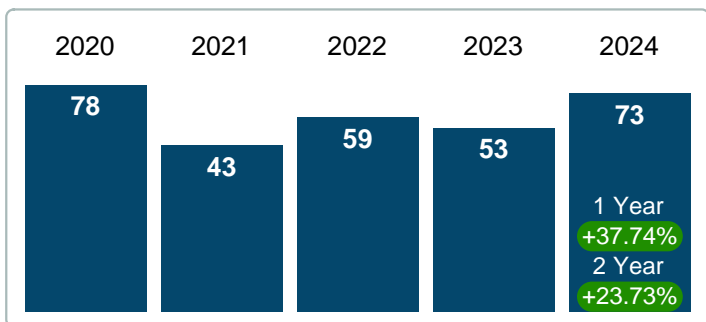
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



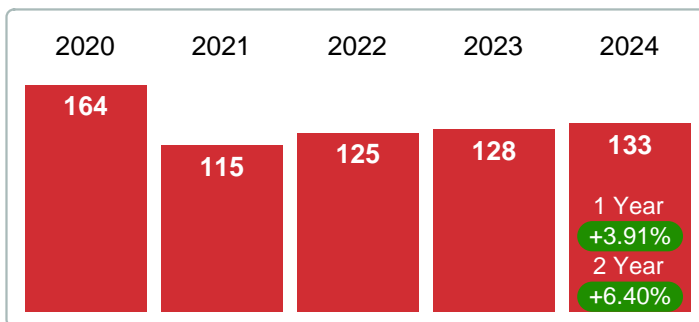
NEW LISTINGS

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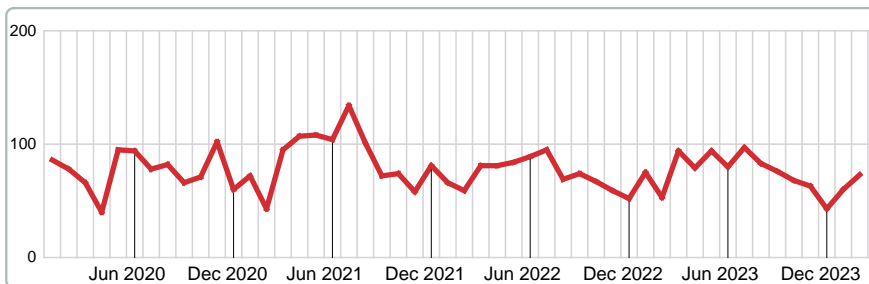
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

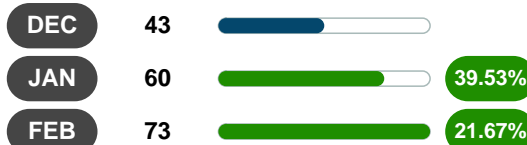


3 MONTHS

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
\$50,000 and less	4	5.48%	3	1	0	0
\$50,001 - \$100,000	12	16.44%	7	5	0	0
\$100,001 - \$150,000	12	16.44%	5	6	1	0
\$150,001 - \$225,000	14	19.18%	1	12	0	1
\$225,001 - \$325,000	15	20.55%	1	13	1	0
\$325,001 - \$575,000	8	10.96%	0	4	4	0
\$575,001 and up	8	10.96%	0	3	1	4
Total New Listed Units	73		17	44	7	5
Total New Listed Volume	20,639,899	100%	1.72M	12.67M	2.85M	3.40M
Median New Listed Listing Price	\$199,900		\$89,500	\$214,900	\$359,900	\$639,900

February 2024



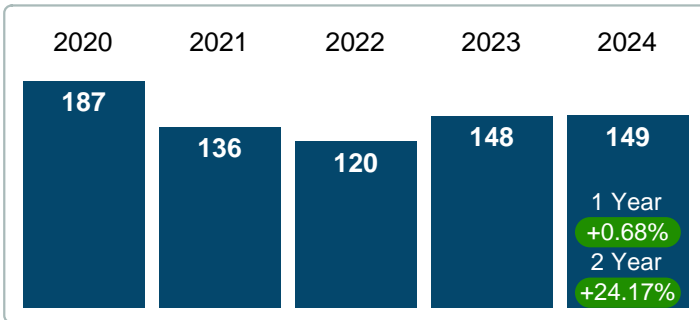
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



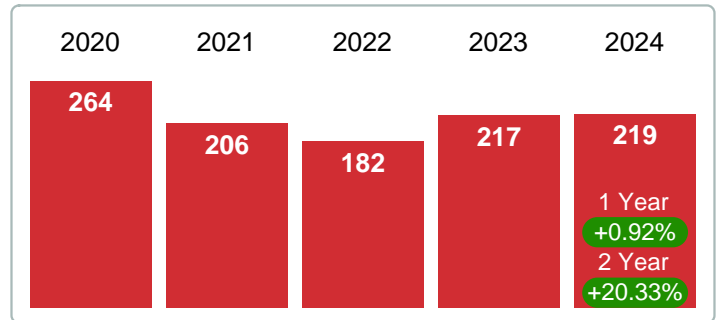
ACTIVE INVENTORY

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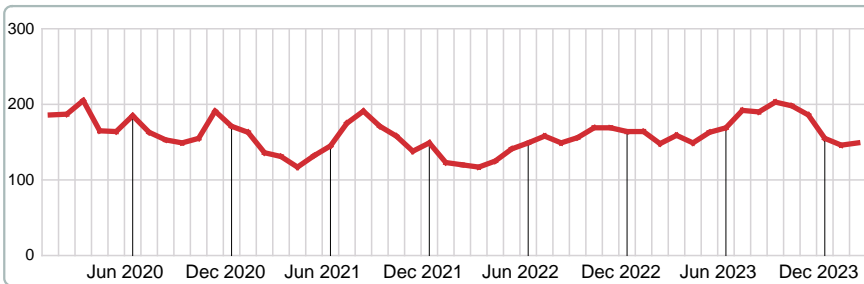
END OF FEBRUARY



ACTIVE DURING FEBRUARY

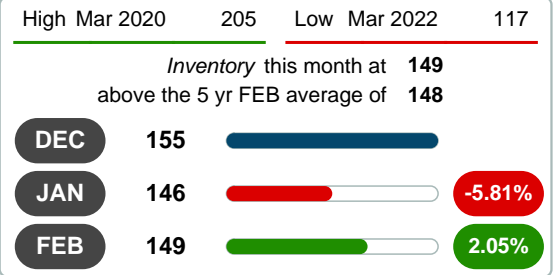


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 148



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	4.03%	79.5	4	2	0	0
\$50,001 - \$100,000	23	15.44%	43.0	14	9	0	0
\$100,001 - \$150,000	19	12.75%	52.0	8	11	0	0
\$150,001 - \$275,000	41	27.52%	108.0	5	31	4	1
\$275,001 - \$375,000	22	14.77%	25.5	1	14	6	1
\$375,001 - \$575,000	22	14.77%	50.5	1	8	11	2
\$575,001 and up	16	10.74%	31.5	0	7	3	6
Total Active Inventory by Units				33	82	24	10
Total Active Inventory by Volume				4.14M	23.44M	10.20M	9.08M
Median Active Inventory Listing Price				\$89,900	\$234,700	\$404,000	\$612,450

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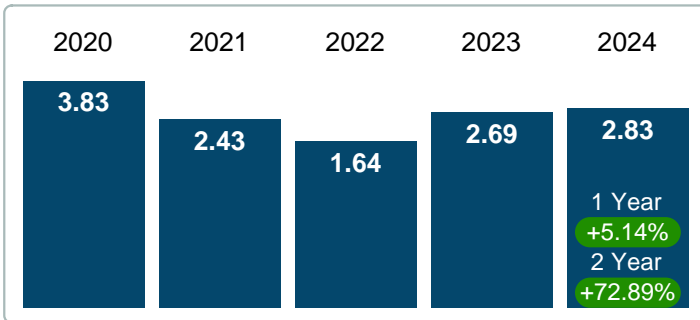
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



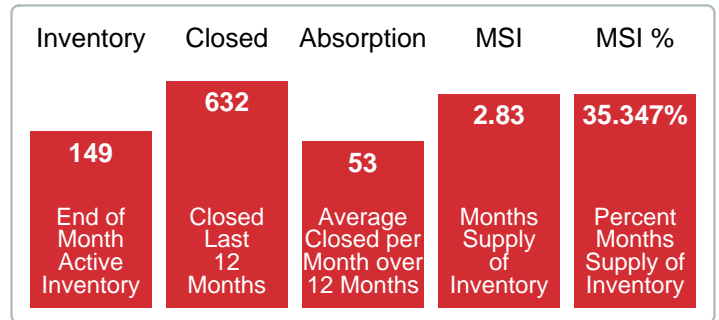
MONTHS SUPPLY of INVENTORY (MSI)

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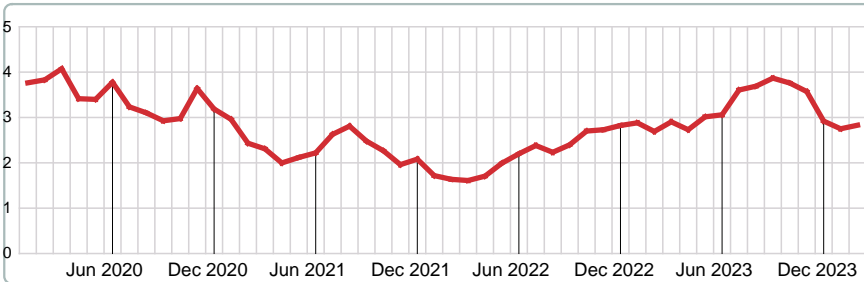
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024

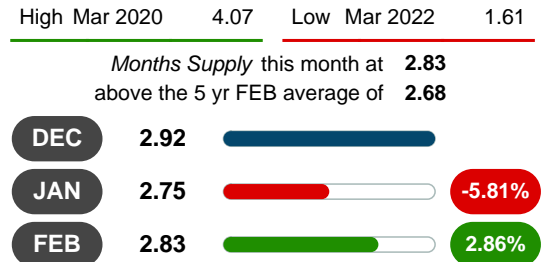


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.68



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

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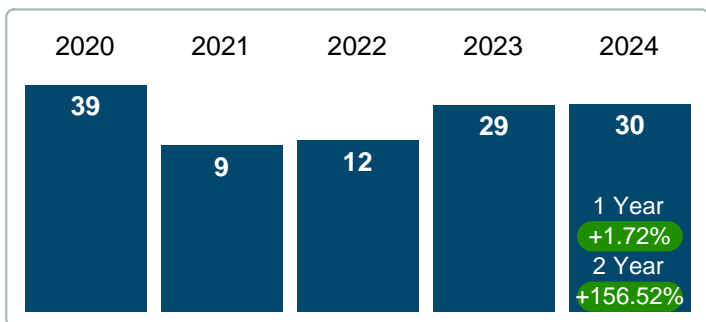
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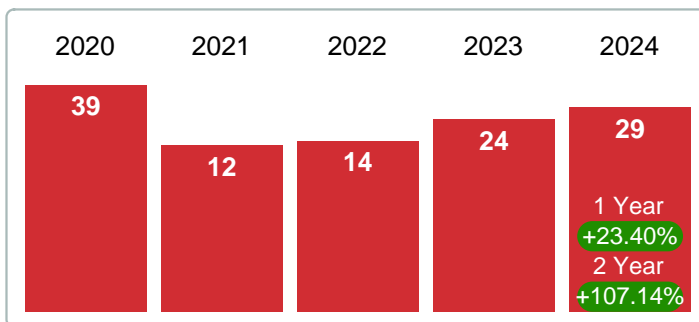
MEDIAN DAYS ON MARKET TO SALE

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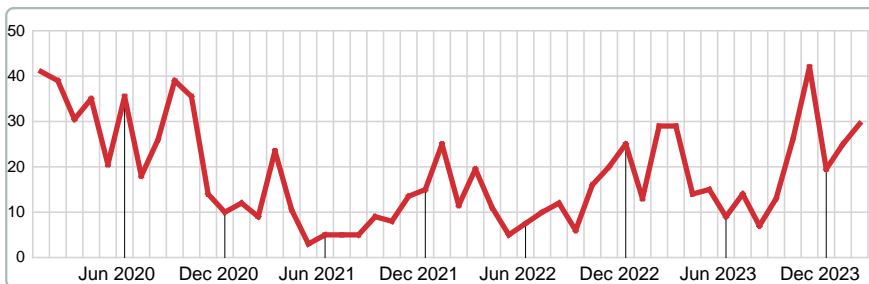
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

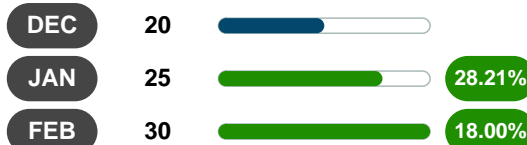


3 MONTHS

5 year FEB AVG = 24

High Nov 2023 42 Low May 2021 3

Median Days on Market to Sale this month at 30 above the 5 yr FEB average of 24



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.63%	117	0	117	0	0
\$50,001 - \$75,000	4	10.53%	15	1	29	0	0
\$75,001 - \$150,000	9	23.68%	2	2	2	73	0
\$150,001 - \$225,000	7	18.42%	6	24	47	1	0
\$225,001 - \$275,000	7	18.42%	48	11	71	28	0
\$275,001 - \$400,000	7	18.42%	50	0	15	110	50
\$400,001 and up	3	7.89%	61	0	75	61	0
Median Closed DOM			30	4	29	55	50
Total Closed Units		100%	29.5	6	23	8	1
Total Closed Volume			8,110,900	873.90K	4.82M	2.01M	400.00K

February 2024



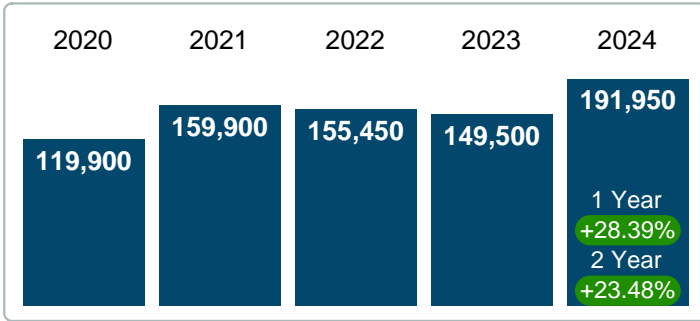
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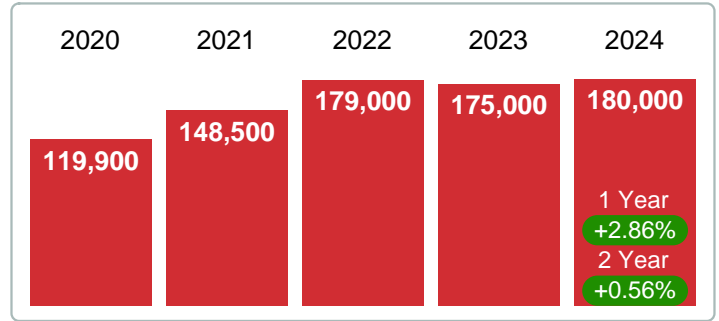
MEDIAN LIST PRICE AT CLOSING

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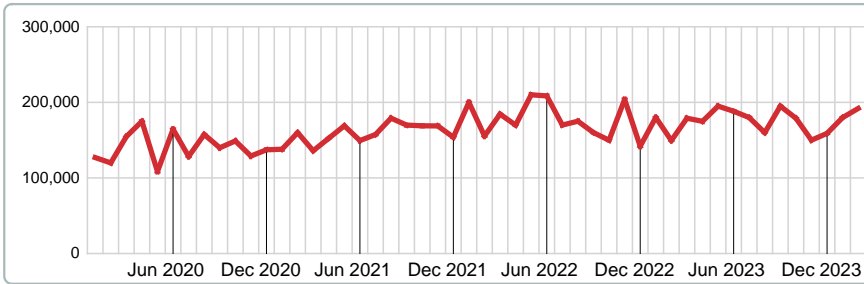
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

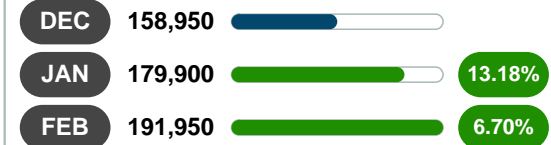


3 MONTHS

5 year FEB AVG = 155,340

High May 2022 210,000 Low May 2020 108,500

Median List Price at Closing this month at **191,950**
above the 5 yr FEB average of **155,340**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2.63%	24,900	0	24,900	0	0
\$50,001 - \$75,000	10.53%	68,500	65,000	72,000	0	0
\$75,001 - \$150,000	23.68%	119,000	120,000	109,900	149,000	0
\$150,001 - \$225,000	15.79%	174,450	169,900	179,000	179,400	0
\$225,001 - \$275,000	15.79%	254,900	0	244,900	259,950	0
\$275,001 - \$400,000	21.05%	306,500	298,000	319,000	306,500	0
\$400,001 and up	10.53%	489,000	0	587,000	479,000	415,000
Median List Price		191,950	134,950	185,000	259,950	415,000
Total Closed Units	100%	191,950	6	23	8	1
Total Closed Volume		8,456,000	892.70K	5.03M	2.12M	415.00K

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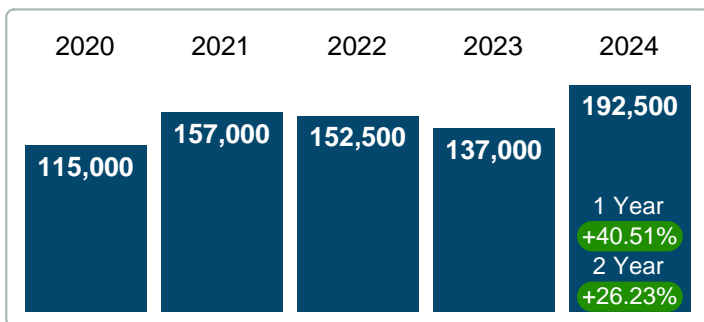
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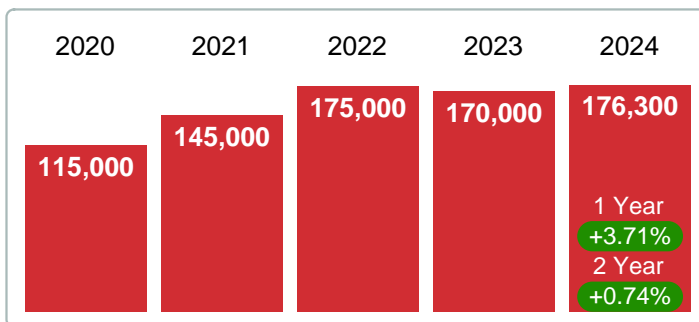
MEDIAN SOLD PRICE AT CLOSING

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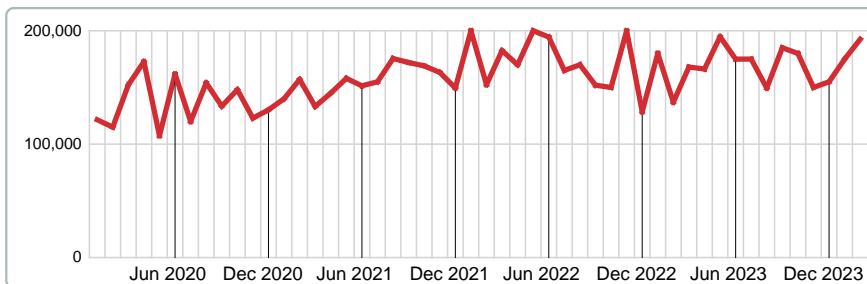
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

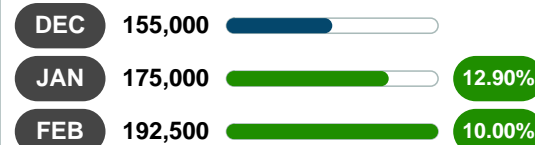


3 MONTHS

5 year FEB AVG = 150,800

High May 2022 200,000 Low May 2020 107,500

Median Sold Price at Closing this month at **192,500** above the 5 yr FEB average of **150,800**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2.63%	16,500	0	16,500	0	0
\$50,001 - \$75,000	10.53%	57,500	60,000	55,000	0	0
\$75,001 - \$150,000	23.68%	100,000	107,000	92,500	145,000	0
\$150,001 - \$225,000	18.42%	178,200	162,450	186,600	190,000	0
\$225,001 - \$275,000	18.42%	250,000	275,000	260,000	247,000	0
\$275,001 - \$400,000	18.42%	305,000	0	316,000	302,000	400,000
\$400,001 and up	7.89%	494,000	0	554,500	435,000	0
Median Sold Price		192,500	138,500	195,000	247,000	400,000
Total Closed Units	100%	192,500	6	23	8	1
Total Closed Volume		8,110,900	873.90K	4.82M	2.01M	400.00K

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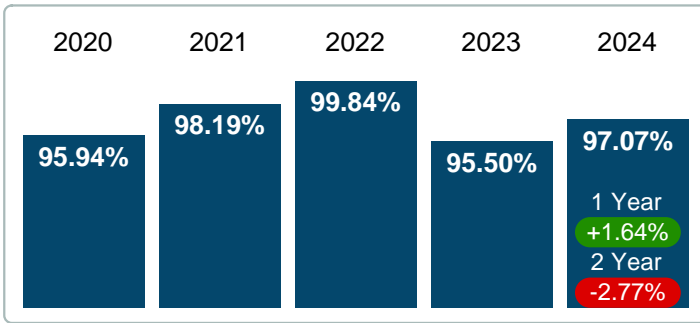
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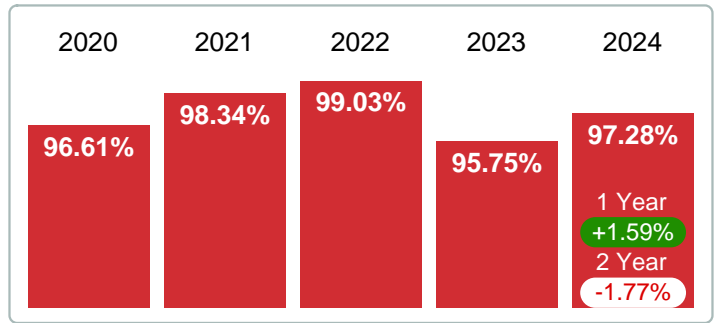
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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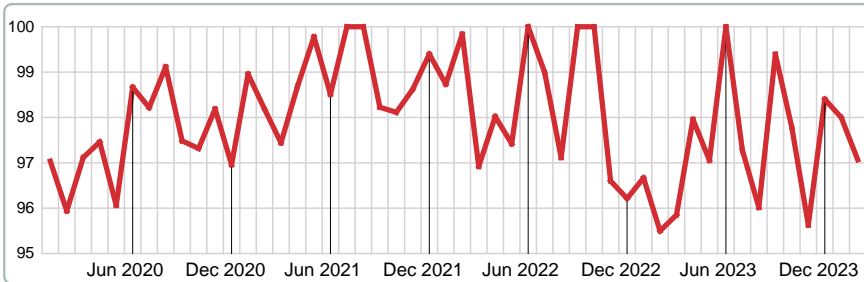
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

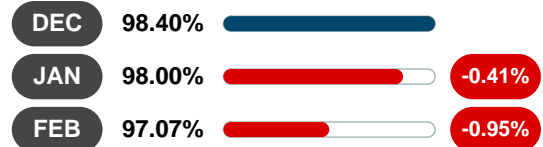


3 MONTHS

5 year FEB AVG = 97.31%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **97.07%**
equal to 5 yr FEB average of **97.31%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	2.63%	66.27%	0.00%	66.27%	0.00%	0.00%
\$50,001 - \$75,000	4	10.53%	92.68%	92.31%	93.06%	0.00%	0.00%
\$75,001 - \$150,000	9	23.68%	93.96%	102.00%	84.17%	93.88%	0.00%
\$150,001 - \$225,000	7	18.42%	99.55%	101.70%	99.15%	95.53%	0.00%
\$225,001 - \$275,000	7	18.42%	97.67%	92.28%	99.11%	95.02%	0.00%
\$275,001 - \$400,000	7	18.42%	97.13%	0.00%	98.50%	98.57%	96.39%
\$400,001 and up	3	7.89%	91.11%	0.00%	95.05%	90.81%	0.00%
Median Sold/List Ratio		97.07%		100.83%	98.18%	94.88%	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



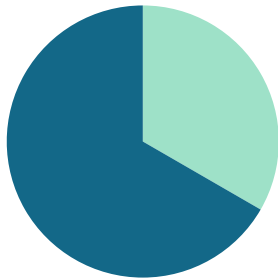
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

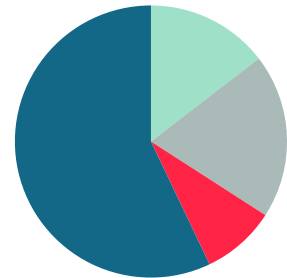


Inventory
 New Listings
73 = 33.33%
 Start Inventory
146
 Total Inventory Units
219
 Volume
\$61,316,324

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%
Median List Price	149,500	191,950	28.39%	175,000	180,000	2.86%
Median Sale Price	137,000	192,500	40.51%	170,000	176,300	3.71%
Median Percent of Selling Price to List Price	95.50%	97.07%	1.64%	95.75%	97.28%	1.59%
Median Days on Market to Sale	29.00	29.50	1.72%	23.50	29.00	23.40%
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

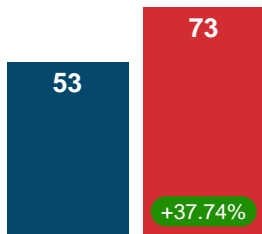
Inventory on February 29, 2024 = **149**

2023 **2024**

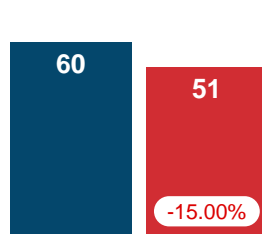
FEBRUARY MARKET

MEDIAN PRICES

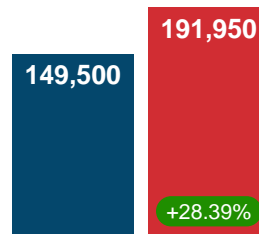
New Listings



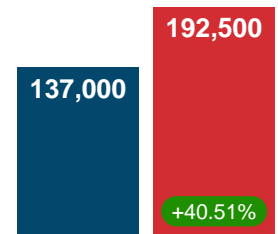
Pending Listings



List Price



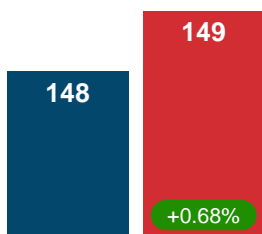
Sale Price



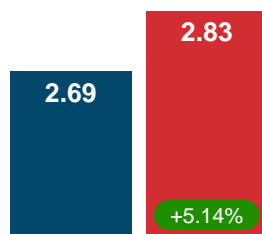
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

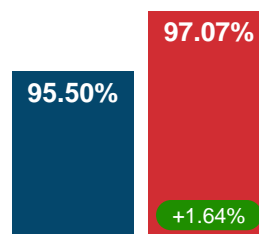
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

