

# February 2024



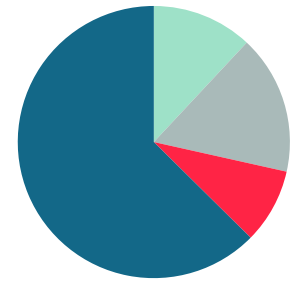
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	February 2024	+/-%
Closed Listings	45	47	4.44%
Pending Listings	59	65	10.17%
New Listings	86	97	12.79%
Average List Price	210,727	234,430	11.25%
Average Sale Price	201,428	224,330	11.37%
Average Percent of Selling Price to List Price	93.69%	94.83%	1.22%
Average Days on Market to Sale	42.51	43.04	1.25%
End of Month Inventory	206	246	19.42%
Months Supply of Inventory	3.04	4.21	38.30%



■ Closed (11.96%)  
■ Pending (16.54%)  
■ Other OffMarket (8.91%)  
■ Active (62.60%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of February 29, 2024 = **246**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2024 rose **19.42%** to 246 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **4.21** 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 **11.37%** in February 2024 to \$224,330 versus the previous year at \$201,428.

#### Average Days on Market Lengthens

The average number of **43.04** days that homes spent on the market before selling increased by 0.53 days or **1.25%** in February 2024 compared to last year's same month at **42.51** DOM.

#### Sales Success for February 2024 is Positive

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

There were 97 New Listings in February 2024, up **12.79%** from last year at 86. Furthermore, there were 47 Closed Listings this month versus last year at 45, a **4.44%** increase.

Closed versus Listed trends yielded a **48.5%** ratio, down from previous year's, February 2023, at **52.3%**, a **7.40%** 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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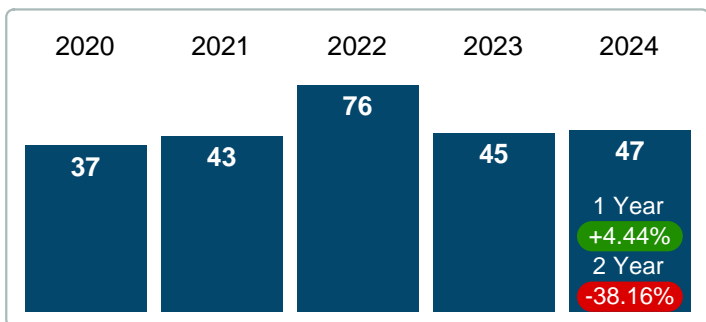
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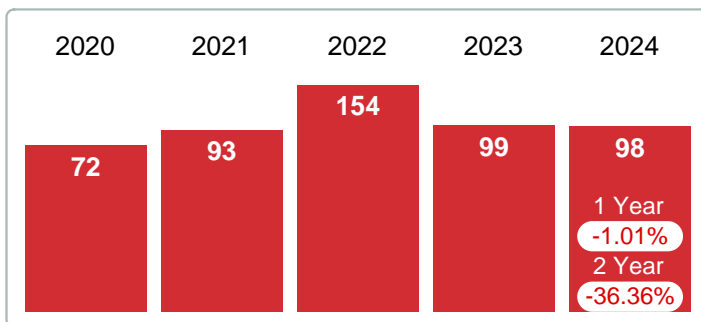
## CLOSED LISTINGS

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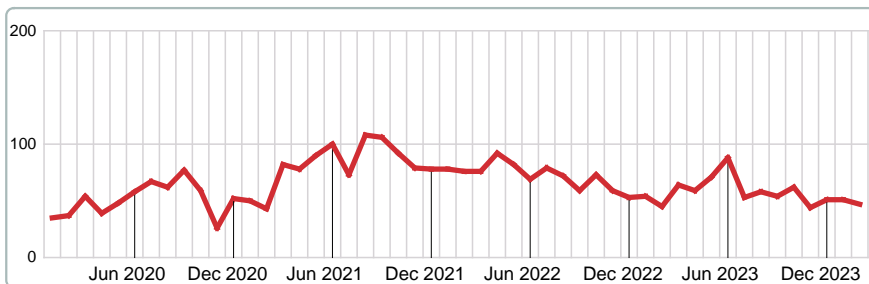
### FEBRUARY



### YEAR TO DATE (YTD)

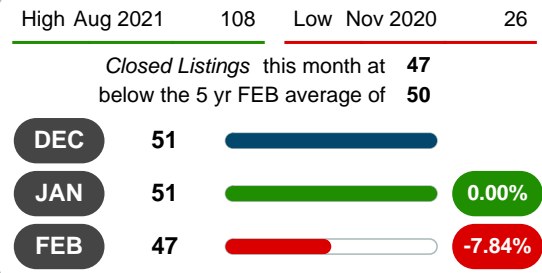


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 50



### 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	3	6.38%	73.3	1	2	0	0
\$50,001 - \$100,000	5	10.64%	66.4	2	3	0	0
\$100,001 - \$150,000	7	14.89%	29.7	2	4	1	0
\$150,001 - \$225,000	13	27.66%	60.0	3	7	3	0
\$225,001 - \$300,000	9	19.15%	34.7	2	5	1	1
\$300,001 - \$475,000	5	10.64%	9.2	0	4	1	0
\$475,001 and up	5	10.64%	25.0	0	4	1	0
<b>Total Closed Units</b>	<b>47</b>			<b>10</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,543,488</b>	<b>100%</b>	<b>43.0</b>	<b>1.48M</b>	<b>6.95M</b>	<b>1.87M</b>	<b>246.00K</b>
<b>Average Closed Price</b>	<b>\$224,330</b>			<b>\$148,100</b>	<b>\$239,620</b>	<b>\$266,786</b>	<b>\$246,000</b>

# February 2024



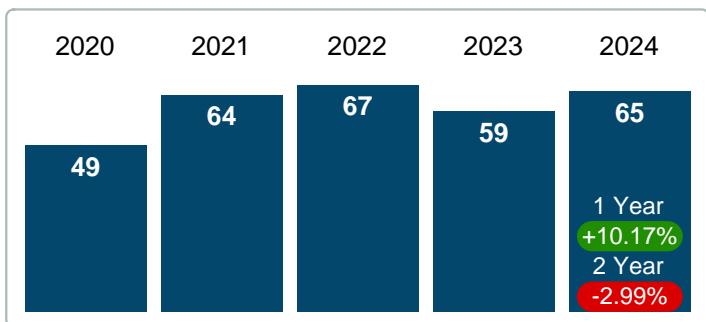
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



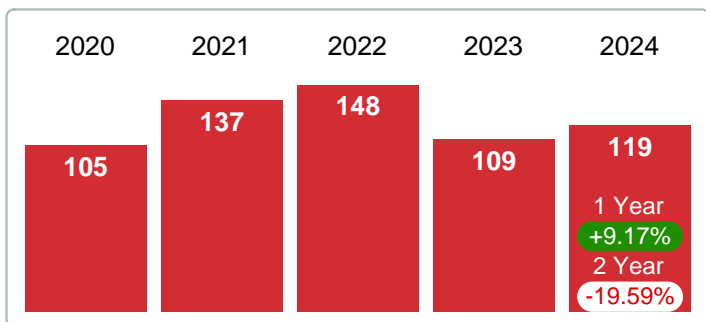
## PENDING LISTINGS

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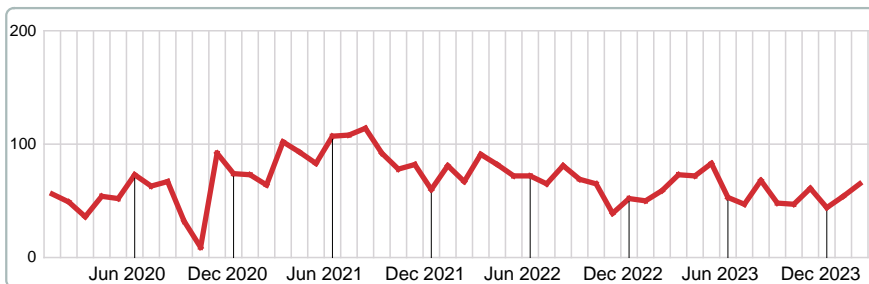
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

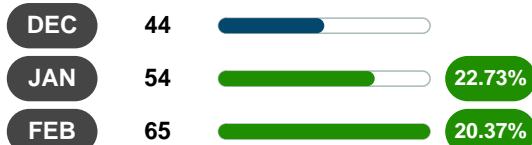


### 3 MONTHS

5 year FEB AVG = 61

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 65 above the 5 yr FEB average of 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.69%	6.2	4	1	0	0
\$75,001 - \$100,000	2	3.08%	50.0	1	1	0	0
\$100,001 - \$125,000	12	18.46%	21.9	8	4	0	0
\$125,001 - \$200,000	20	30.77%	64.2	7	11	2	0
\$200,001 - \$250,000	9	13.85%	64.3	0	7	2	0
\$250,001 - \$450,000	11	16.92%	106.5	0	6	3	2
\$450,001 and up	6	9.23%	37.7	0	4	1	1
<b>Total Pending Units</b>	<b>65</b>			<b>20</b>	<b>34</b>	<b>8</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>13,902,239</b>	<b>100%</b>	<b>2.8</b>	<b>2.12M</b>	<b>8.16M</b>	<b>2.20M</b>	<b>1.42M</b>
<b>Average Listing Price</b>	<b>\$189,600</b>			<b>\$106,230</b>	<b>\$240,107</b>	<b>\$274,375</b>	<b>\$473,000</b>

# February 2024



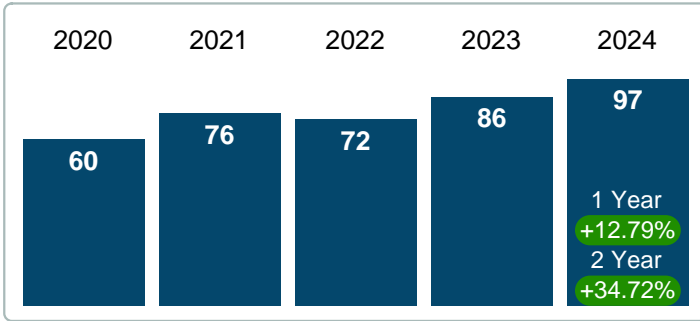
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



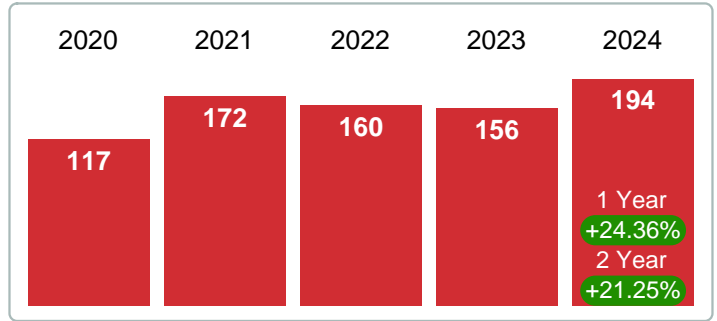
## NEW LISTINGS

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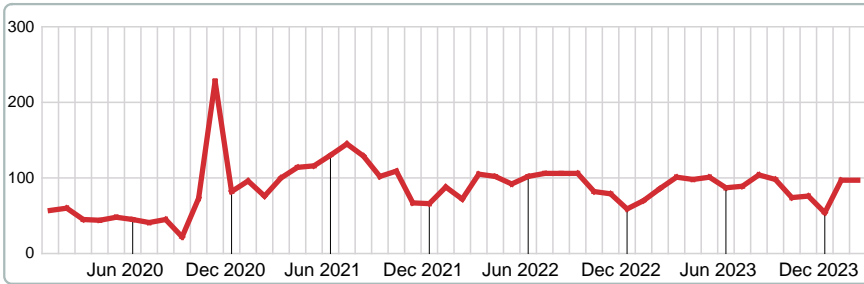
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

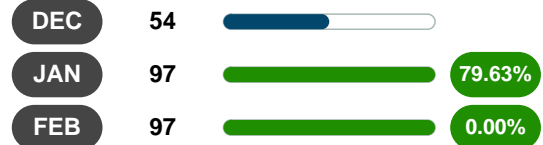


### 3 MONTHS

5 year FEB AVG = 78

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **97**  
above the 5 yr FEB average of **78**



### 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	4	4.12%	3	1	0	0
\$25,001 - \$100,000	13	13.40%	8	4	0	1
\$100,001 - \$125,000	16	16.49%	6	10	0	0
\$125,001 - \$225,000	27	27.84%	7	16	4	0
\$225,001 - \$300,000	16	16.49%	2	13	1	0
\$300,001 - \$475,000	12	12.37%	1	7	3	1
\$475,001 and up	9	9.28%	0	4	5	0
<b>Total New Listed Units</b>	<b>97</b>		<b>27</b>	<b>55</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>22,789,838</b>	<b>100%</b>	<b>3.08M</b>	<b>13.89M</b>	<b>5.25M</b>	<b>564.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$223,250</b>		<b>\$114,148</b>	<b>\$252,585</b>	<b>\$403,976</b>	<b>\$282,000</b>

# February 2024



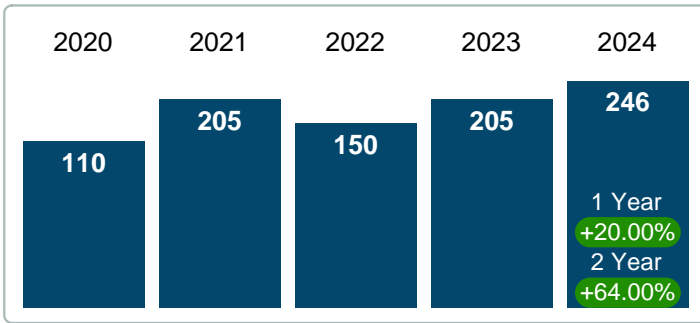
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



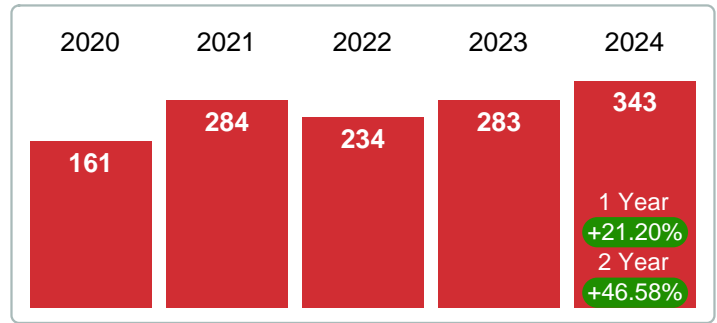
## ACTIVE INVENTORY

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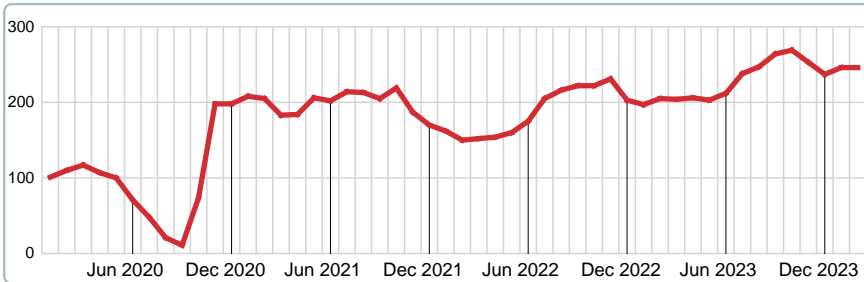
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

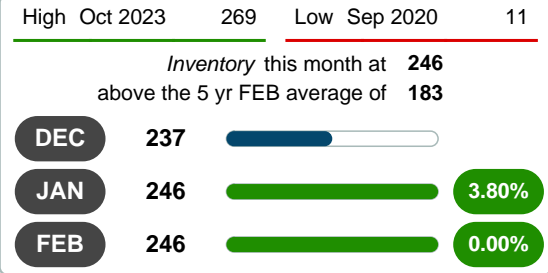


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 183



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	5.69%	71.1	11	2	1	0
\$75,001 - \$125,000	33	13.41%	80.5	19	13	0	1
\$125,001 - \$150,000	28	11.38%	88.8	10	15	2	1
\$150,001 - \$275,000	70	28.46%	88.0	9	52	9	0
\$275,001 - \$375,000	42	17.07%	83.7	4	24	12	2
\$375,001 - \$625,000	33	13.41%	84.9	0	15	14	4
\$625,001 and up	26	10.57%	128.7	3	14	6	3
<b>Total Active Inventory by Units</b>	<b>246</b>			<b>56</b>	<b>135</b>	<b>44</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>82,448,126</b>	<b>100%</b>	<b>89.3</b>	<b>9.80M</b>	<b>44.84M</b>	<b>21.85M</b>	<b>5.96M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$335,155</b>			<b>\$174,939</b>	<b>\$332,164</b>	<b>\$496,664</b>	<b>\$541,473</b>

# February 2024



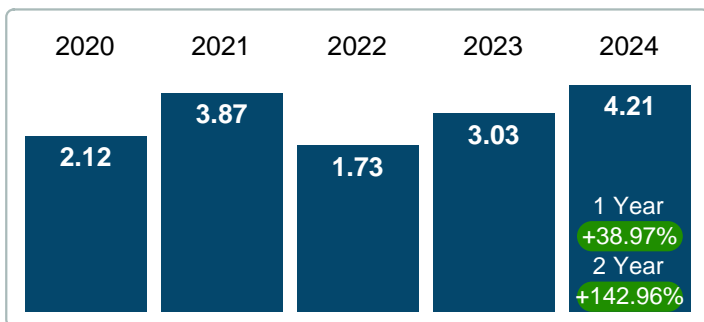
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



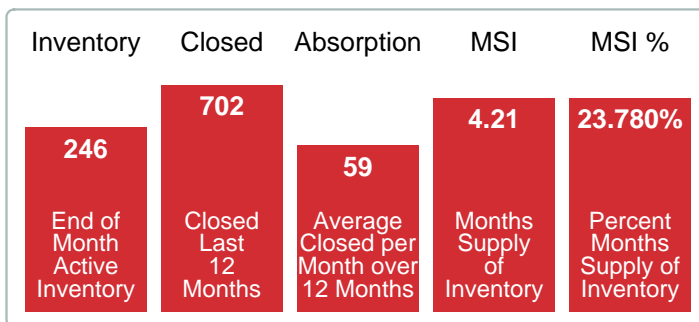
## MONTHS SUPPLY of INVENTORY (MSI)

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

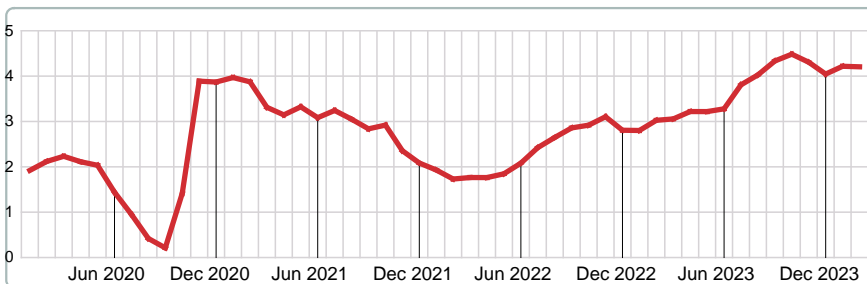
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2024

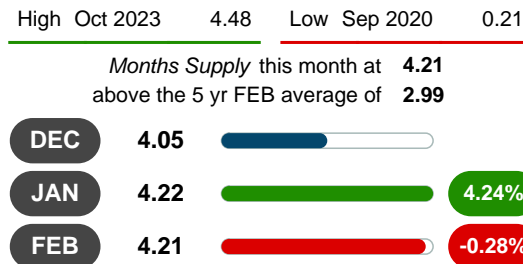


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.99



### 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
\$75,000 and less	14	5.69%	1.75	2.24	0.83	2.00	0.00
\$75,001 - \$125,000	33	13.41%	3.54	3.86	3.39	0.00	0.00
\$125,001 - \$150,000	28	11.38%	5.33	4.80	5.29	8.00	12.00
\$150,001 - \$275,000	70	28.46%	3.13	3.48	3.53	1.96	0.00
\$275,001 - \$375,000	42	17.07%	6.55	8.00	5.54	9.00	8.00
\$375,001 - \$625,000	33	13.41%	5.58	0.00	4.74	6.22	12.00
\$625,001 and up	26	10.57%	20.80	0.00	42.00	9.00	12.00
Market Supply of Inventory (MSI)			4.21	3.69	4.26	4.33	7.33
Total Active Inventory by Units		100%	4.21	56	135	44	11

# February 2024



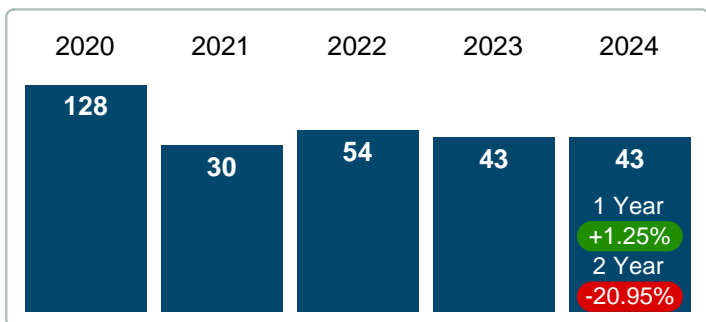
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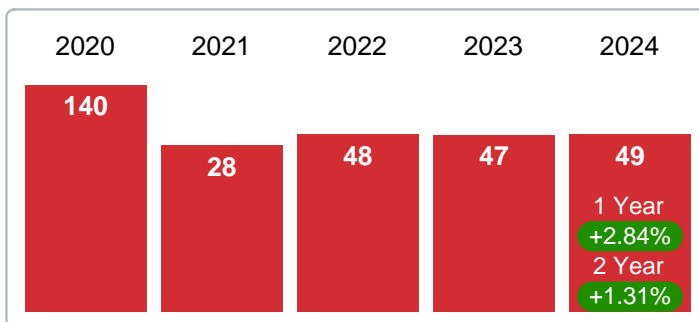
## AVERAGE DAYS ON MARKET TO SALE

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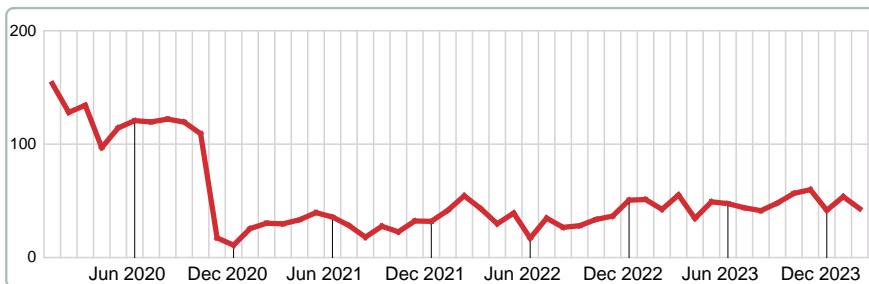
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

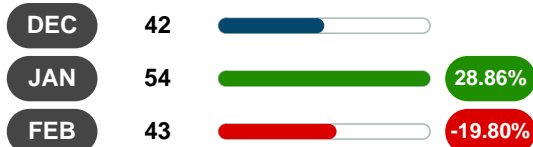


### 3 MONTHS

5 year FEB AVG = 60

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 43 below the 5 yr FEB average of 60



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6.38%	73	1	110	0	0
\$50,001 - \$100,000	10.64%	66	55	74	0	0
\$100,001 - \$150,000	14.89%	30	10	20	109	0
\$150,001 - \$225,000	27.66%	60	62	66	43	0
\$225,001 - \$300,000	19.15%	35	8	32	1	135
\$300,001 - \$475,000	10.64%	9	0	10	7	0
\$475,001 and up	10.64%	25	0	21	42	0
<b>Average Closed DOM</b>		<b>43</b>	<b>33</b>	<b>44</b>	<b>41</b>	<b>135</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>43</b>	<b>10</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,543,488</b>	<b>1.48M</b>	<b>6.95M</b>	<b>1.87M</b>	<b>246.00K</b>

# February 2024



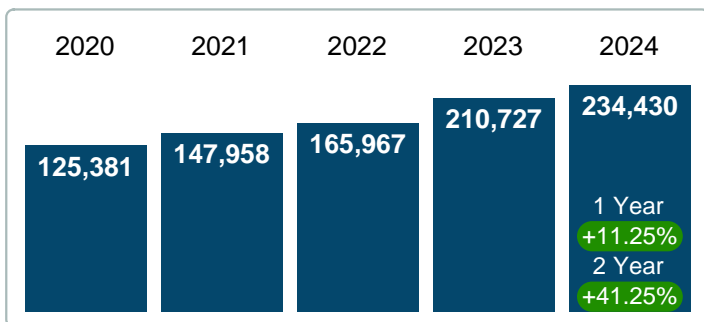
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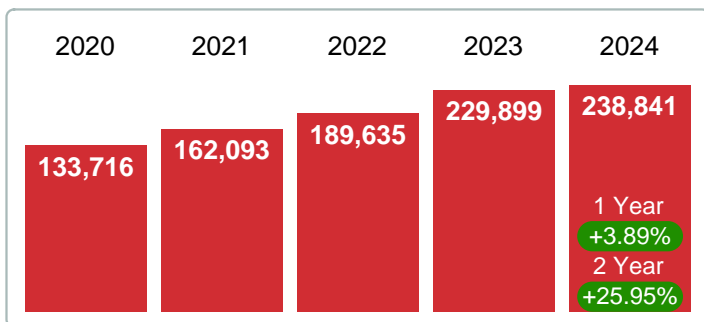
## AVERAGE LIST PRICE AT CLOSING

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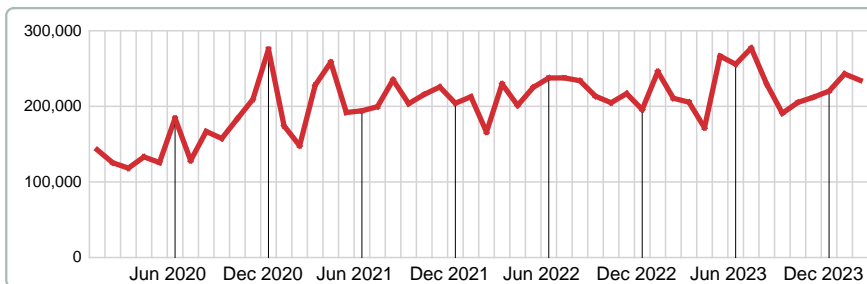
### FEBRUARY



### YEAR TO DATE (YTD)

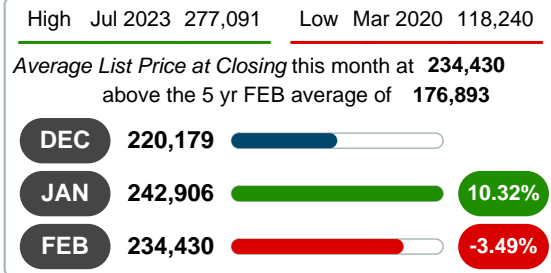


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 176,893



### 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	6.38%	37,333	18,000	47,000	0	0
\$50,001 - \$100,000	6.38%	78,000	77,000	101,333	0	0
\$100,001 - \$150,000	19.15%	130,867	132,000	141,475	129,000	0
\$150,001 - \$225,000	27.66%	188,408	194,967	184,271	191,467	0
\$225,001 - \$300,000	19.15%	267,989	261,500	271,780	250,000	275,000
\$300,001 - \$475,000	10.64%	378,558	0	360,947	449,000	0
\$475,001 and up	10.64%	548,080	0	560,125	499,900	0
<b>Average List Price</b>		<b>234,430</b>	<b>154,390</b>	<b>251,620</b>	<b>271,757</b>	<b>275,000</b>
<b>Total Closed Units</b>	100%	<b>234,430</b>	<b>10</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,018,187</b>	<b>1.54M</b>	<b>7.30M</b>	<b>1.90M</b>	<b>275.00K</b>



# February 2024



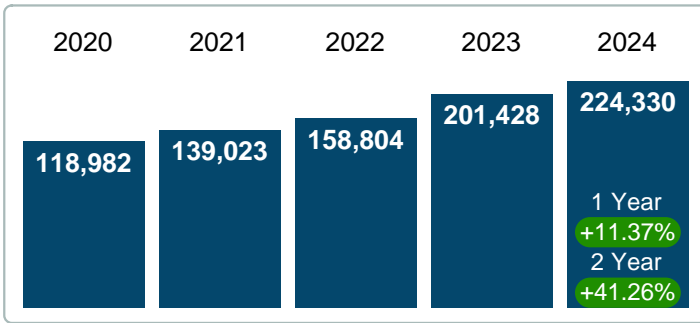
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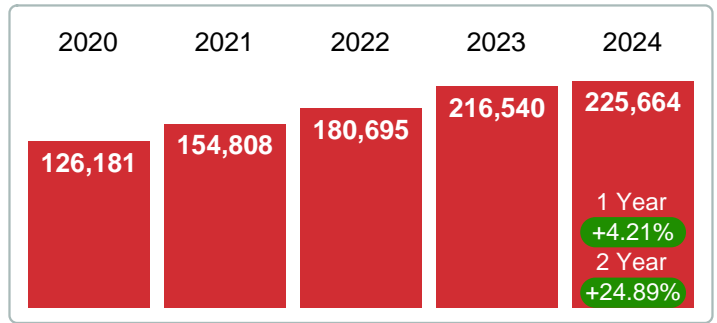
## AVERAGE SOLD PRICE AT CLOSING

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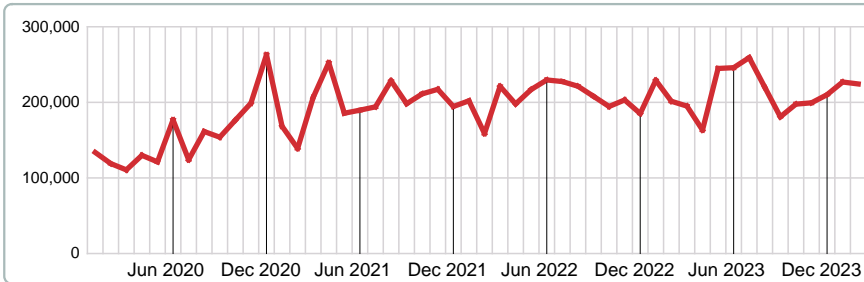
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

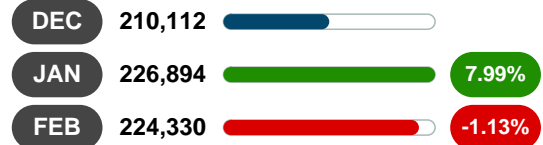


### 3 MONTHS

5 year FEB AVG = 168,513

High Dec 2020 262,997 Low Mar 2020 110,656

Average Sold Price at Closing this month at **224,330** above the 5 yr FEB average of **168,513**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6.38%	26,000	18,000	30,000	0	0
\$50,001 - \$100,000	10.64%	81,000	62,500	93,333	0	0
\$100,001 - \$150,000	14.89%	132,286	132,000	136,000	118,000	0
\$150,001 - \$225,000	27.66%	182,969	190,000	174,871	194,833	0
\$225,001 - \$300,000	19.15%	260,444	252,000	268,800	250,000	246,000
\$300,001 - \$475,000	10.64%	362,178	0	345,222	430,000	0
\$475,001 and up	10.64%	520,200	0	529,000	485,000	0
<b>Average Sold Price</b>		<b>224,330</b>	<b>148,100</b>	<b>239,620</b>	<b>266,786</b>	<b>246,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>224,330</b>	<b>10</b>	<b>29</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,543,488</b>	<b>1.48M</b>	<b>6.95M</b>	<b>1.87M</b>	<b>246.00K</b>

# February 2024



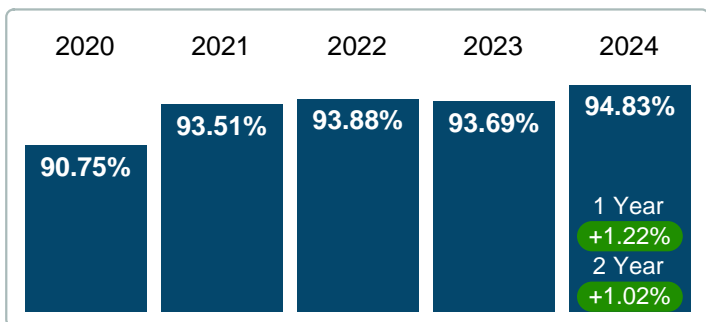
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



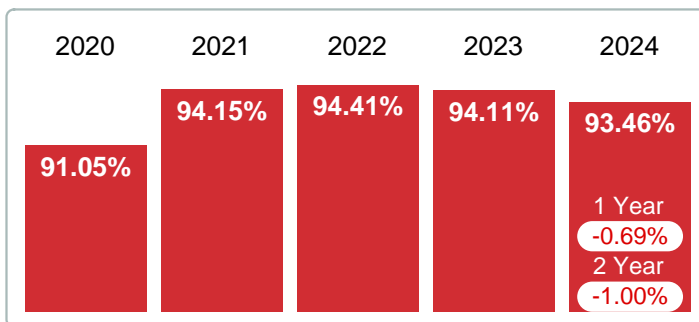
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

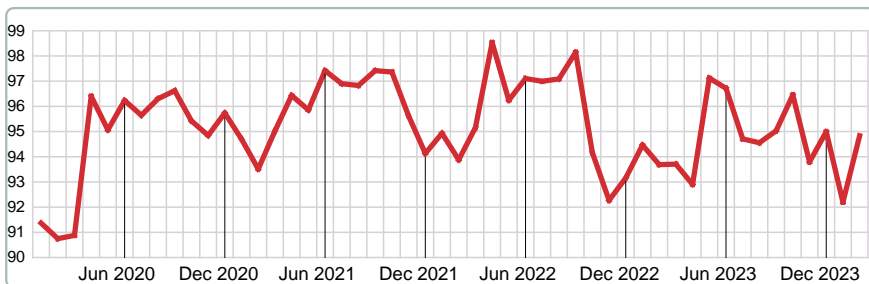
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

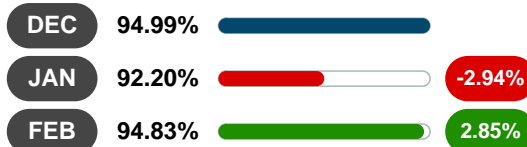


### 3 MONTHS

5 year FEB AVG = 93.33%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.83%**  
above the 5 yr FEB average of **93.33%**



### 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	3	6.38%	75.66%	100.00%	63.49%	0.00%	0.00%
\$50,001 - \$100,000	5	10.64%	90.80%	87.37%	93.09%	0.00%	0.00%
\$100,001 - \$150,000	7	14.89%	96.63%	100.00%	96.24%	91.47%	0.00%
\$150,001 - \$225,000	13	27.66%	97.44%	98.09%	95.22%	101.98%	0.00%
\$225,001 - \$300,000	9	19.15%	97.60%	97.03%	98.98%	100.00%	89.45%
\$300,001 - \$475,000	5	10.64%	95.69%	0.00%	95.67%	95.77%	0.00%
\$475,001 and up	5	10.64%	95.22%	0.00%	94.77%	97.02%	0.00%
Average Sold/List Ratio		94.80%		96.31%	93.60%	98.60%	89.45%
Total Closed Units		47	100%	10	29	7	1
Total Closed Volume		10,543,488		1.48M	6.95M	1.87M	246.00K

# February 2024



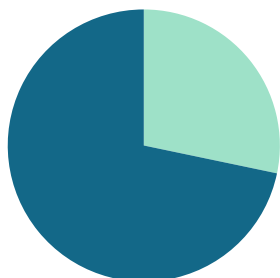
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

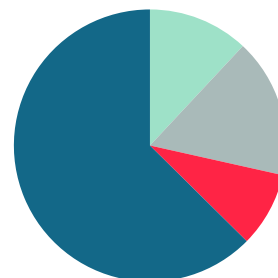


**Inventory**  
 New Listings  
**97 = 28.28%**  
 Start Inventory  
**246**  
 Total Inventory Units  
**343**  
 Volume  
**\$108,203,963**

### Market Activity

Closed Sales  
**47 = 11.96%**  
 Pending Sales  
**65 = 16.54%**  
 Other Off Market  
**35 = 8.91%**  
 Active Inventory  
**246 = 62.60%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	45	47	4.44%	99	98	-1.01%
Pending Sales	59	65	10.17%	109	119	9.17%
New Listings	86	97	12.79%	156	194	24.36%
Average List Price	210,727	234,430	11.25%	229,899	238,841	3.89%
Average Sale Price	201,428	224,330	11.37%	216,540	225,664	4.21%
Average Percent of Selling Price to List Price	93.69%	94.83%	1.22%	94.11%	93.46%	-0.69%
Average Days on Market to Sale	42.51	43.04	1.25%	47.23	48.57	2.84%
Monthly Inventory	206	246	19.42%	206	246	19.42%
Months Supply of Inventory	3.04	4.21	38.30%	3.04	4.21	38.30%

**Absorption:** Last 12 months, an Average of **59** Sales/Month

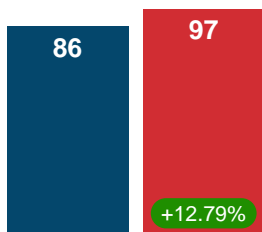
**Inventory** on February 29, 2024 = **246**

**2023** **2024**

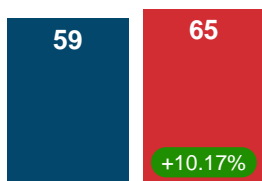
### FEBRUARY MARKET

### AVERAGE PRICES

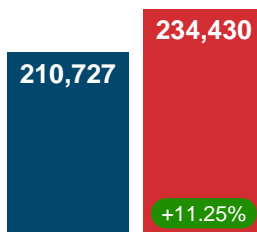
#### New Listings



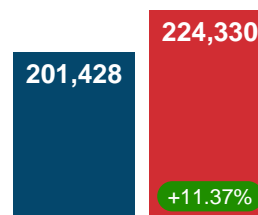
#### Pending Listings



#### List Price



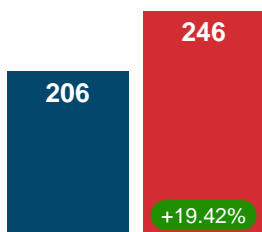
#### Sale Price



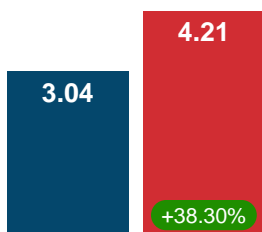
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

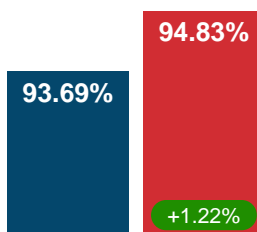
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

