

February 2024



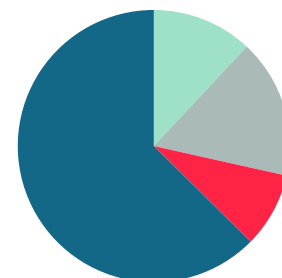
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	189,000	199,000	5.29%
Median Sale Price	188,000	180,000	-4.26%
Median Percent of Selling Price to List Price	96.96%	97.67%	0.74%
Median Days on Market to Sale	26.00	21.00	-19.23%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.26%** in February 2024 to \$180,000 versus the previous year at \$188,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 5.00 days or **19.23%** in February 2024 compared to last year's same month at **26.00** DOM.

Sales Success for February 2024 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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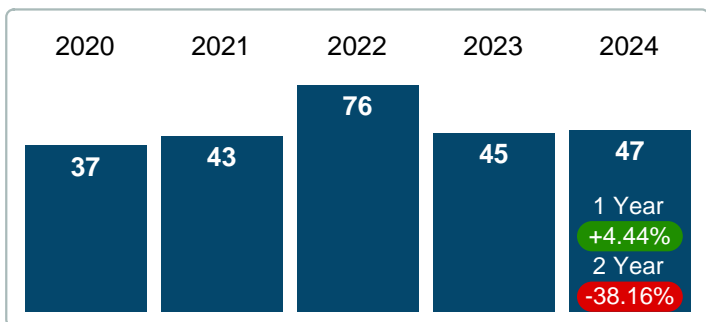
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



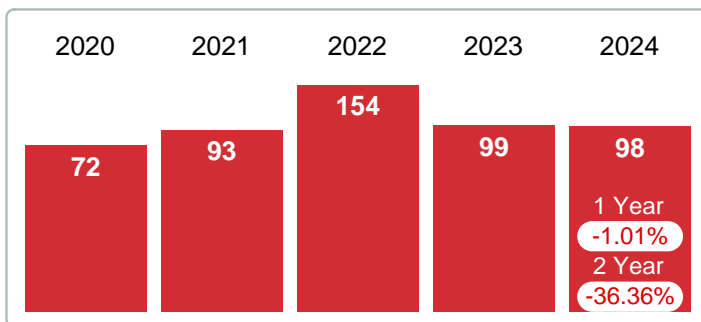
CLOSED LISTINGS

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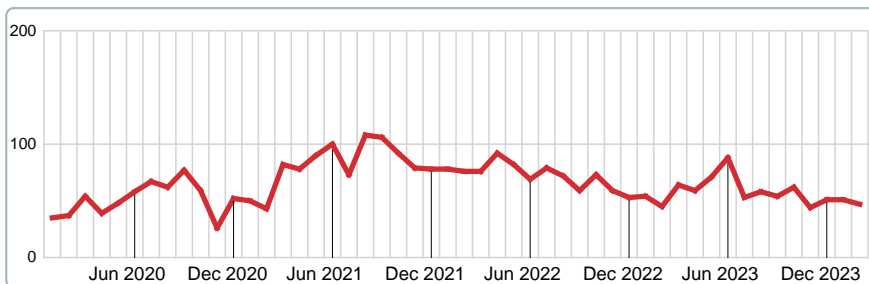
FEBRUARY



YEAR TO DATE (YTD)

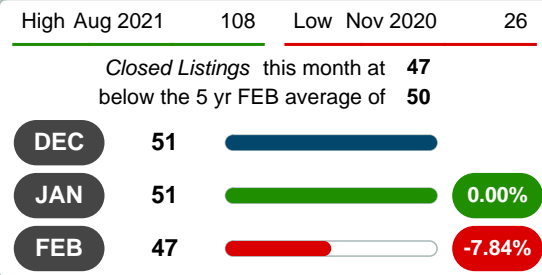


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	94.0	1	2	0	0
\$50,001 - \$100,000	5	10.64%	53.0	2	3	0	0
\$100,001 - \$150,000	7	14.89%	4.0	2	4	1	0
\$150,001 - \$225,000	13	27.66%	66.0	3	7	3	0
\$225,001 - \$300,000	9	19.15%	6.0	2	5	1	1
\$300,001 - \$475,000	5	10.64%	7.0	0	4	1	0
\$475,001 and up	5	10.64%	30.0	0	4	1	0
Total Closed Units	47			10	29	7	1
Total Closed Volume	10,543,488	100%	21.0	1.48M	6.95M	1.87M	246.00K
Median Closed Price	\$180,000			\$152,000	\$178,200	\$225,000	\$246,000

February 2024



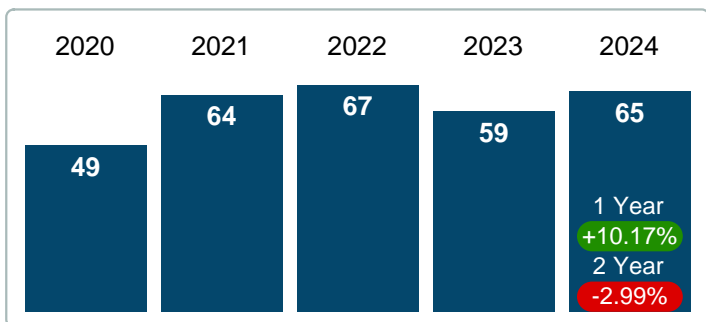
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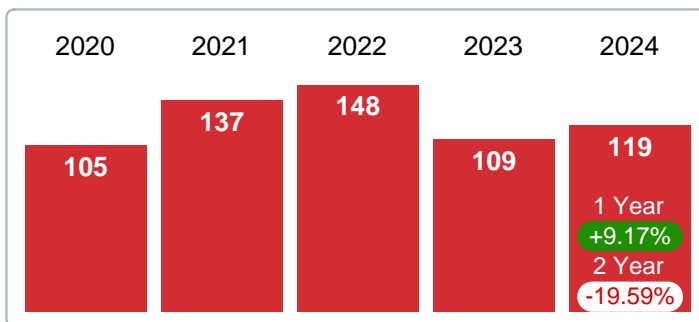
PENDING LISTINGS

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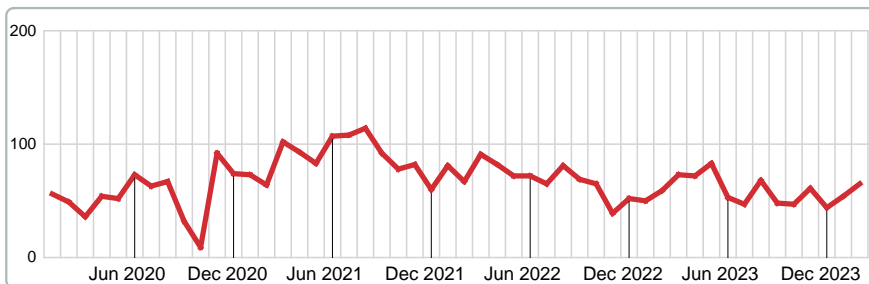
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

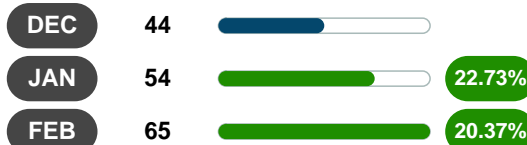


3 MONTHS

5 year FEB AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.69%	3.0	4	1	0	0
\$75,001 - \$100,000	2	3.08%	50.0	1	1	0	0
\$100,001 - \$125,000	12	18.46%	11.0	8	4	0	0
\$125,001 - \$200,000	20	30.77%	37.5	7	11	2	0
\$200,001 - \$250,000	9	13.85%	22.0	0	7	2	0
\$250,001 - \$450,000	11	16.92%	102.0	0	6	3	2
\$450,001 and up	6	9.23%	15.0	0	4	1	1
Total Pending Units	65			20	34	8	3
Total Pending Volume	13,902,239	100%	28.0	2.12M	8.16M	2.20M	1.42M
Median Listing Price	\$154,900			\$114,950	\$200,895	\$253,500	\$389,000

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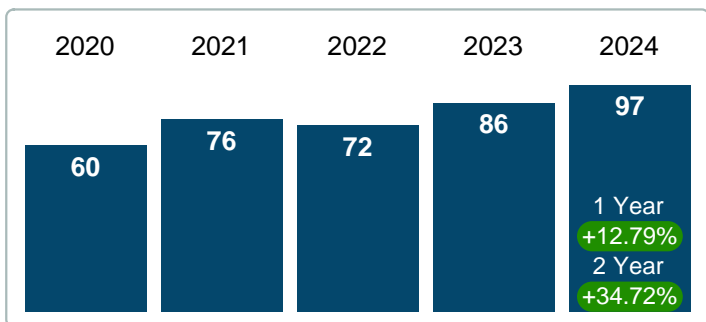
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



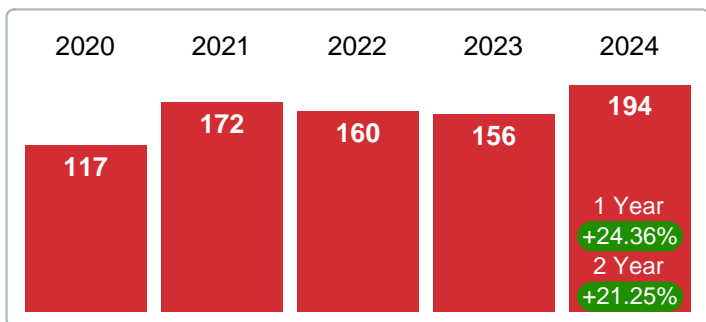
NEW LISTINGS

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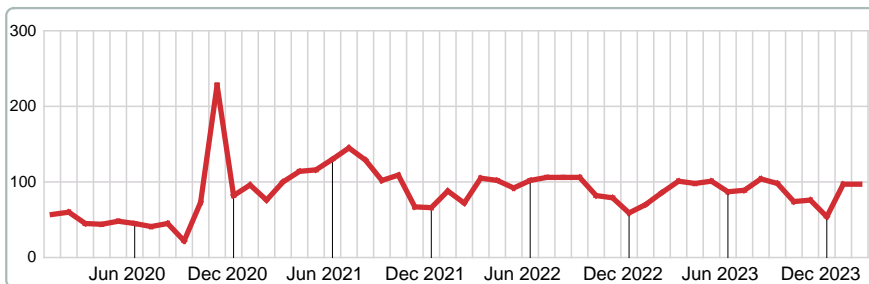
FEBRUARY



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**

- DEC 54
- JAN 97 (79.63%)
- FEB 97 (0.00%)

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
Total New Listed Units	97		27	55	13	2
Total New Listed Volume	22,789,838	100%	3.08M	13.89M	5.25M	564.00K
Median New Listed Listing Price	\$170,000		\$115,000	\$189,500	\$370,000	\$282,000

February 2024



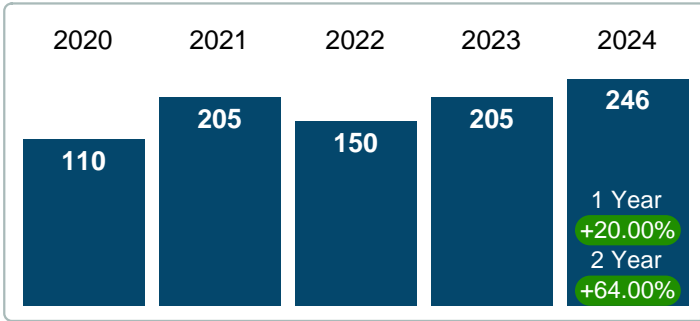
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



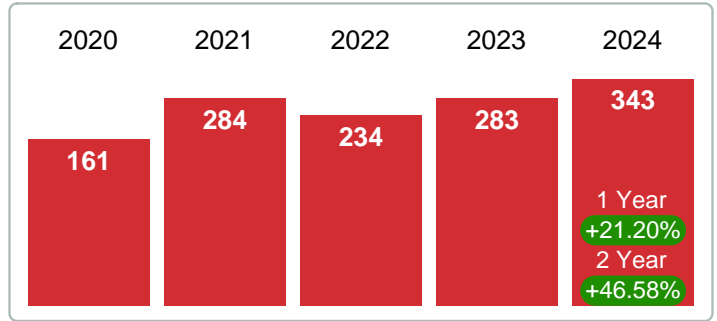
ACTIVE INVENTORY

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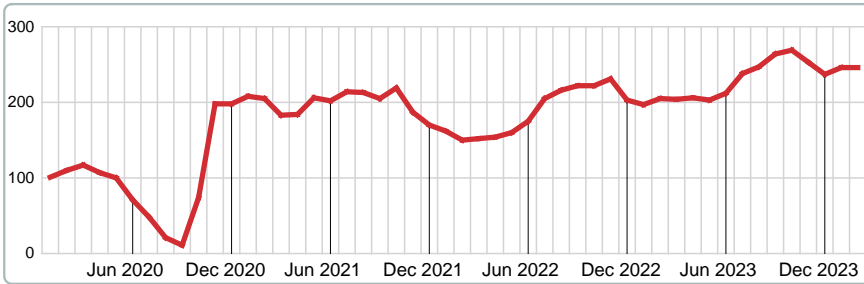
END OF FEBRUARY



ACTIVE DURING FEBRUARY

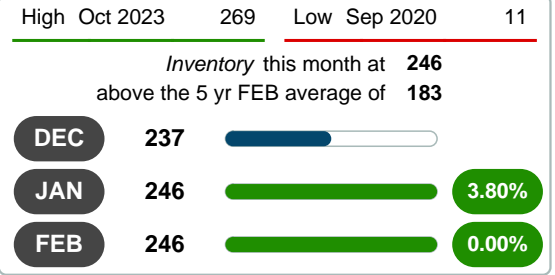


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 183



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	5.69%	20.0	11	2	1	0
\$75,001 - \$125,000	33	13.41%	45.0	19	13	0	1
\$125,001 - \$150,000	28	11.38%	52.0	10	15	2	1
\$150,001 - \$275,000	70	28.46%	57.5	9	52	9	0
\$275,001 - \$375,000	42	17.07%	44.0	4	24	12	2
\$375,001 - \$625,000	33	13.41%	78.0	0	15	14	4
\$625,001 and up	26	10.57%	111.5	3	14	6	3
Total Active Inventory by Units	246			56	135	44	11
Total Active Inventory by Volume	82,448,126	100%	55.0	9.80M	44.84M	21.85M	5.96M
Median Active Inventory Listing Price	\$236,900			\$119,950	\$245,000	\$369,500	\$465,000

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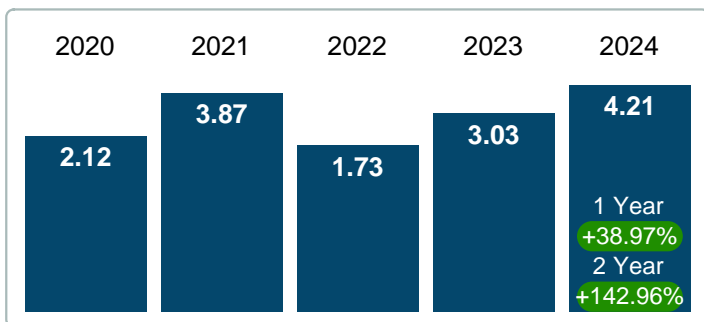
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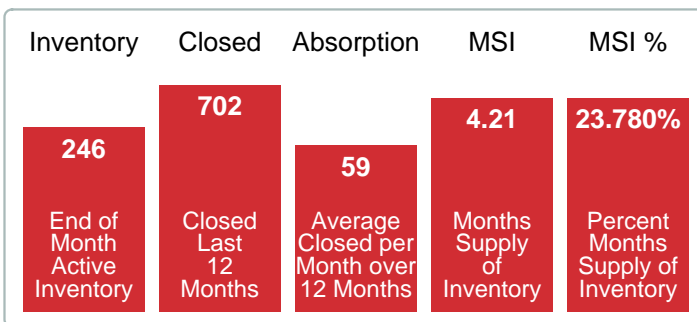
MONTHS SUPPLY of INVENTORY (MSI)

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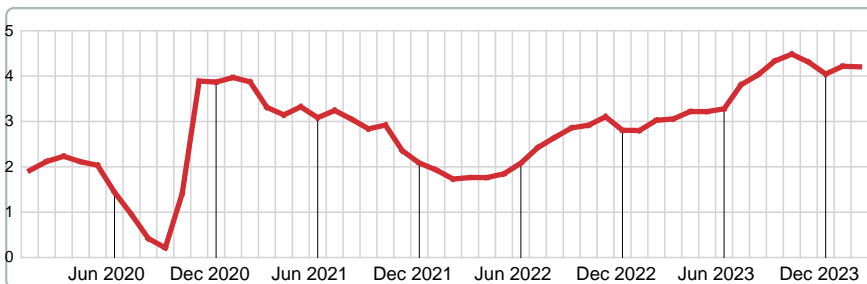
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024

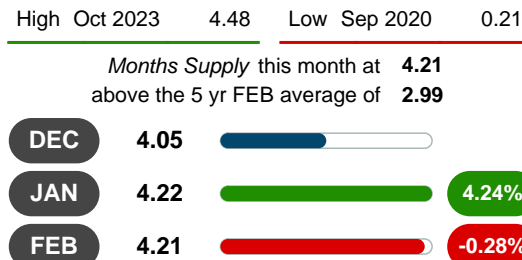


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.99



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	246	100%	4.21	56	135	44	11

February 2024



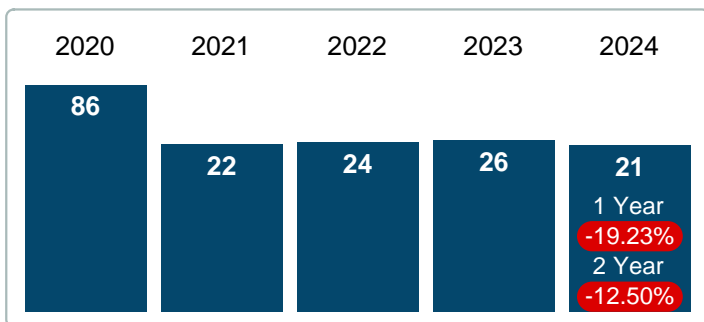
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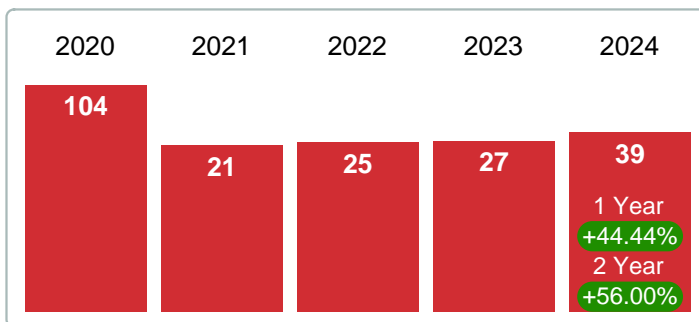
MEDIAN DAYS ON MARKET TO SALE

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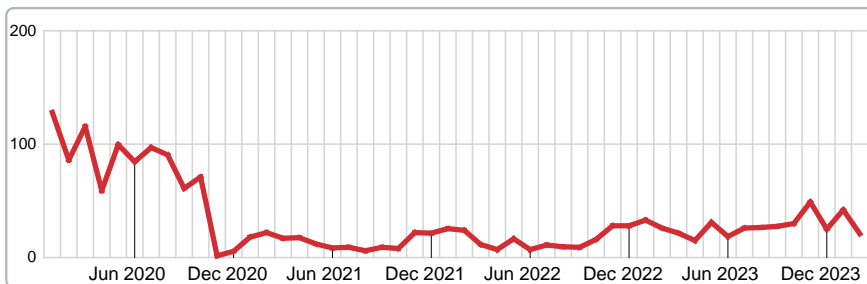
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

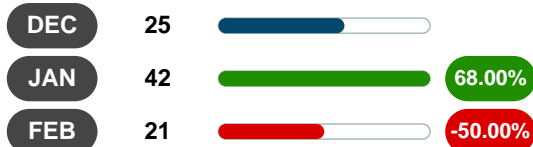


3 MONTHS

5 year FEB AVG = 36

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 21 below the 5 yr FEB average of 36



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	6.38%	94	1	110	0	0
\$50,001 - \$100,000	10.64%	53	55	53	0	0
\$100,001 - \$150,000	14.89%	4	10	4	109	0
\$150,001 - \$225,000	27.66%	66	41	72	54	0
\$225,001 - \$300,000	19.15%	6	8	6	1	135
\$300,001 - \$475,000	10.64%	7	0	10	7	0
\$475,001 and up	10.64%	30	0	16	42	0
Median Closed DOM		21	16	30	42	135
Total Closed Units	100%	21.0	10	29	7	1
Total Closed Volume		10,543,488	1.48M	6.95M	1.87M	246.00K

February 2024



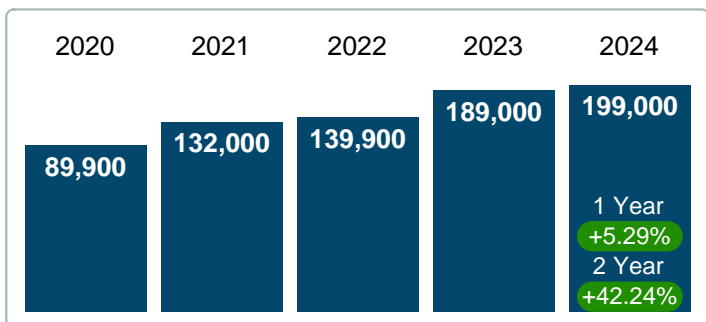
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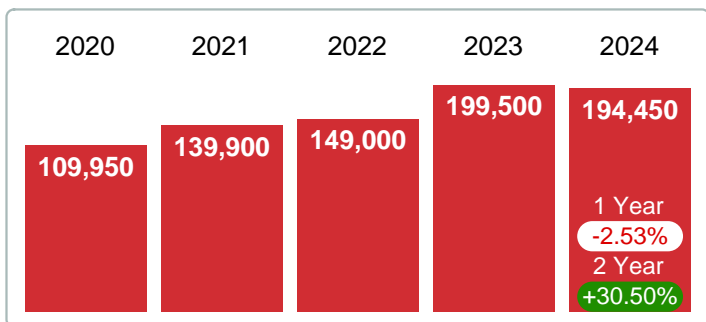
MEDIAN LIST PRICE AT CLOSING

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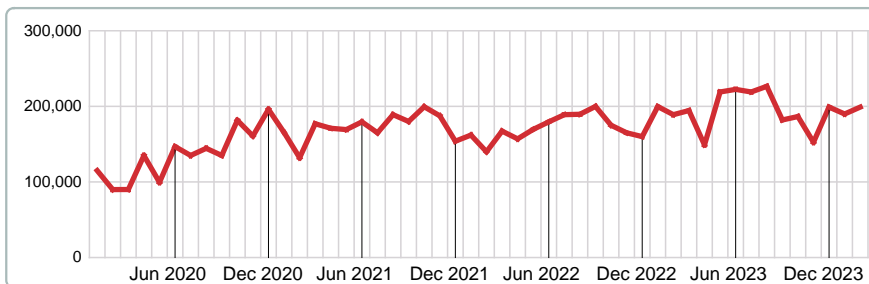
FEBRUARY



YEAR TO DATE (YTD)

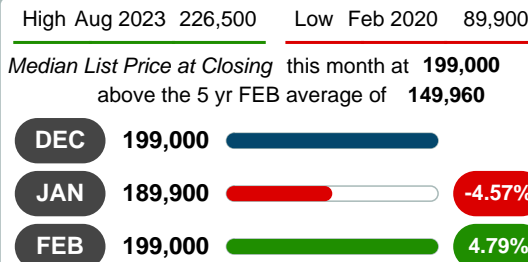


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 149,960



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	6.38%	45,000	18,000	47,000	0	0
\$50,001 - \$100,000	6.38%	80,000	77,000	80,000	0	0
\$100,001 - \$150,000	19.15%	130,000	149,000	130,000	129,000	0
\$150,001 - \$225,000	27.66%	179,500	220,000	179,000	179,500	0
\$225,001 - \$300,000	19.15%	275,000	298,000	267,450	250,000	275,000
\$300,001 - \$475,000	10.64%	349,900	0	349,394	449,000	0
\$475,001 and up	10.64%	535,000	0	540,000	499,900	0
Median List Price		199,000	149,450	199,000	225,000	275,000
Total Closed Units	100%	199,000	10	29	7	1
Total Closed Volume		11,018,187	1.54M	7.30M	1.90M	275.00K

February 2024



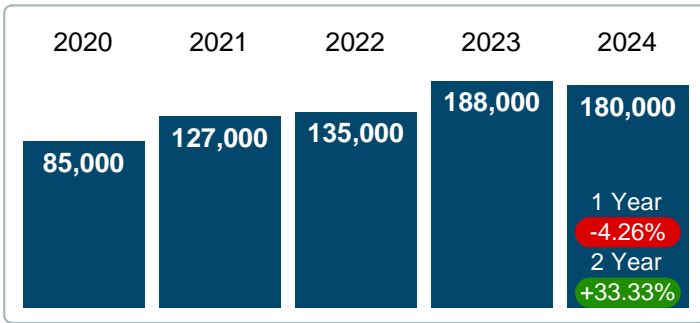
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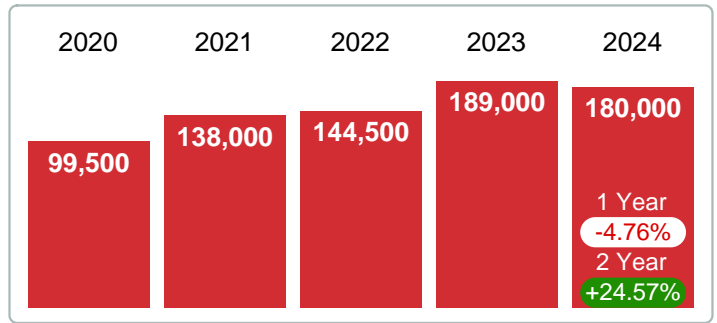
MEDIAN SOLD PRICE AT CLOSING

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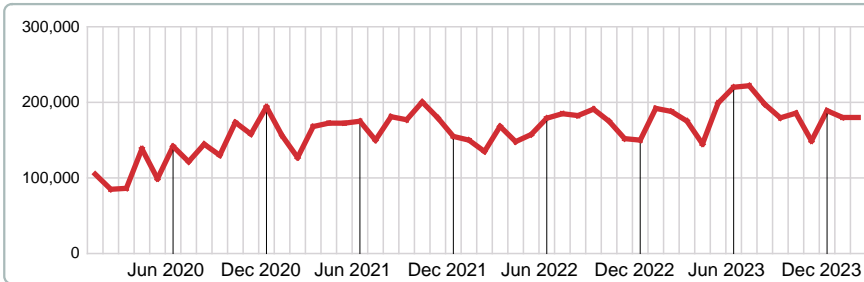
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

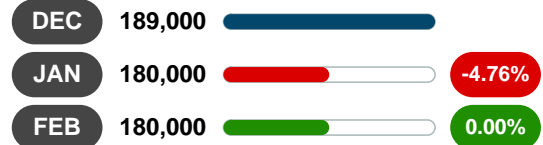


3 MONTHS

5 year FEB AVG = 143,000

High Jul 2023 222,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **180,000** above the 5 yr FEB average of **143,000**



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	6.38%	25,000	18,000	30,000	0	0
\$50,001 - \$100,000	10.64%	80,000	62,500	100,000	0	0
\$100,001 - \$150,000	14.89%	135,000	132,000	135,000	118,000	0
\$150,001 - \$225,000	27.66%	178,200	205,000	170,000	180,000	0
\$225,001 - \$300,000	19.15%	256,500	252,000	275,000	250,000	246,000
\$300,001 - \$475,000	10.64%	348,888	0	346,944	430,000	0
\$475,001 and up	10.64%	499,000	0	509,500	485,000	0
Median Sold Price		180,000	152,000	178,200	225,000	246,000
Total Closed Units	100%	180,000	10	29	7	1
Total Closed Volume		10,543,488	1.48M	6.95M	1.87M	246.00K

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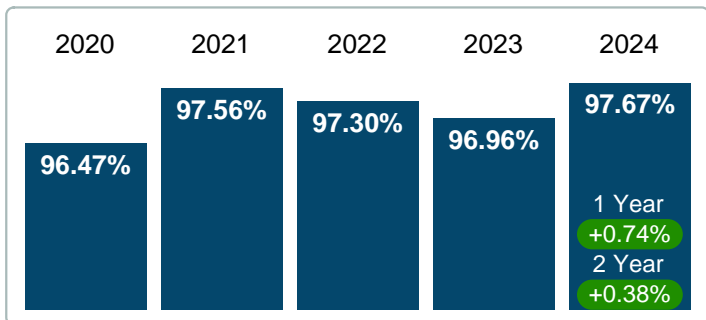
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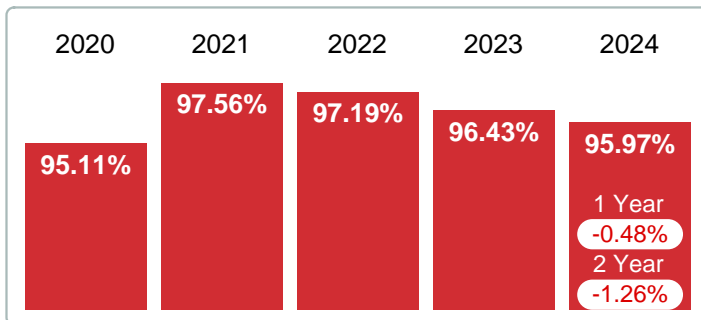
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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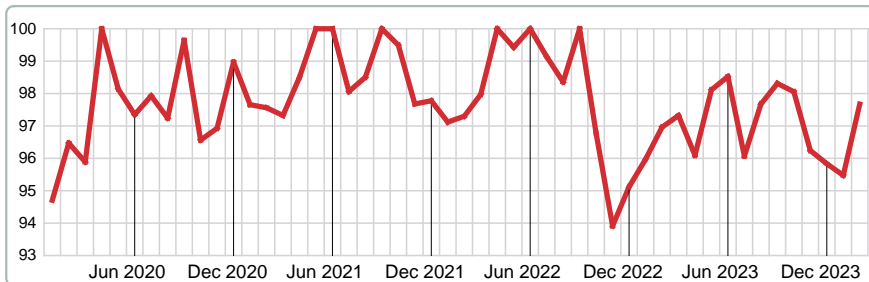
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

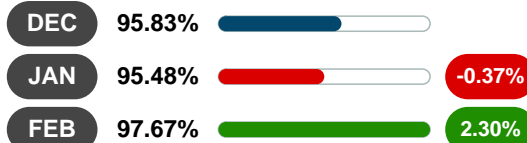


3 MONTHS

5 year FEB AVG = 97.19%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.67%**
above the 5 yr FEB average of **97.19%**



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	<div style="width: 6.38%;"></div> 3	6.38%	71.43%	100.00%	63.49%	0.00%	0.00%	
\$50,001 - \$100,000	<div style="width: 10.64%;"></div> 5	10.64%	95.24%	87.37%	95.24%	0.00%	0.00%	
\$100,001 - \$150,000	<div style="width: 14.89%;"></div> 7	14.89%	96.77%	100.00%	94.94%	91.47%	0.00%	
\$150,001 - \$225,000	<div style="width: 27.66%;"></div> 13	27.66%	98.74%	97.67%	97.77%	100.00%	0.00%	
\$225,001 - \$300,000	<div style="width: 19.15%;"></div> 9	19.15%	100.00%	97.03%	100.00%	100.00%	89.45%	
\$300,001 - \$475,000	<div style="width: 10.64%;"></div> 5	10.64%	95.77%	0.00%	96.54%	95.77%	0.00%	
\$475,001 and up	<div style="width: 10.64%;"></div> 5	10.64%	95.41%	0.00%	94.34%	97.02%	0.00%	
Median Sold/List Ratio		97.67%		100.00%	95.65%	100.00%	89.45%	
Total Closed Units		47	100%	97.67%	10	29	7	1
Total Closed Volume		10,543,488			1.48M	6.95M	1.87M	246.00K

February 2024



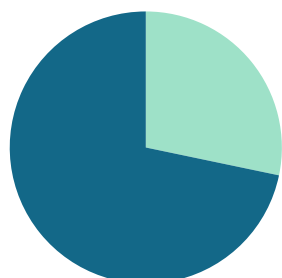
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

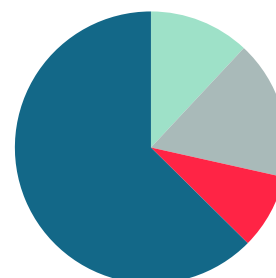


Inventory
 New Listings
97 = 28.28%
 Start Inventory
246
 Total Inventory Units
343
 Volume
\$108,203,963

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%
Median List Price	189,000	199,000	5.29%	199,500	194,450	-2.53%
Median Sale Price	188,000	180,000	-4.26%	189,000	180,000	-4.76%
Median Percent of Selling Price to List Price	96.96%	97.67%	0.74%	96.43%	95.97%	-0.48%
Median Days on Market to Sale	26.00	21.00	-19.23%	27.00	39.00	44.44%
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

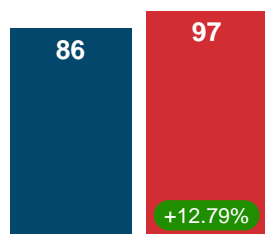
Inventory on February 29, 2024 = **246**

2023 **2024**

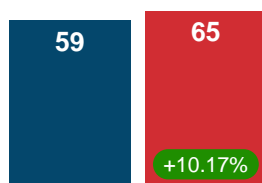
FEBRUARY MARKET

MEDIAN PRICES

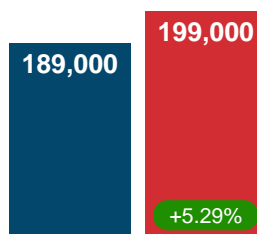
New Listings



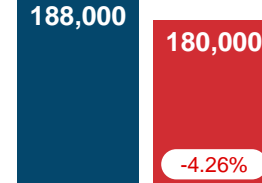
Pending Listings



List Price



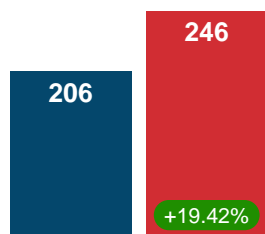
Sale Price



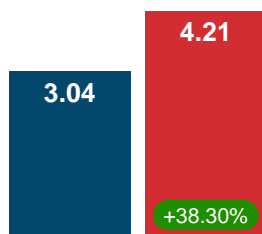
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

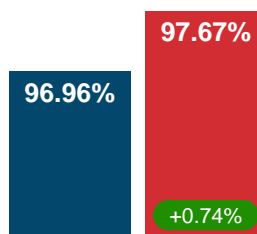
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

