

# March 2024



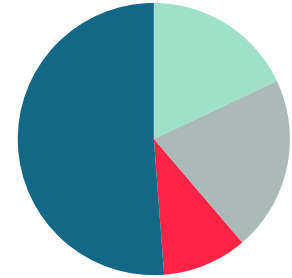
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	65	52	-20.00%
Pending Listings	56	60	7.14%
New Listings	94	80	-14.89%
Average List Price	250,479	225,772	-9.86%
Average Sale Price	229,986	216,078	-6.05%
Average Percent of Selling Price to List Price	85.89%	95.95%	11.71%
Average Days on Market to Sale	48.38	49.96	3.26%
End of Month Inventory	160	148	-7.50%
Months Supply of Inventory	2.92	2.87	-1.82%



- Closed (17.99%)
- Pending (20.76%)
- Other OffMarket (10.03%)
- Active (51.21%)

**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of March 31, 2024 = **148**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 decreased **7.50%** to 148 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.87** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.05%** in March 2024 to \$216,078 versus the previous year at \$229,986.

#### Average Days on Market Lengthens

The average number of **49.96** days that homes spent on the market before selling increased by 1.58 days or **3.26%** in March 2024 compared to last year's same month at **48.38** DOM.

#### Sales Success for March 2024 is Positive

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

There were 80 New Listings in March 2024, down **14.89%** from last year at 94. Furthermore, there were 52 Closed Listings this month versus last year at 65, a **-20.00%** decrease.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, March 2023, at **69.1%**, a **6.00%** downswing. 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

# March 2024



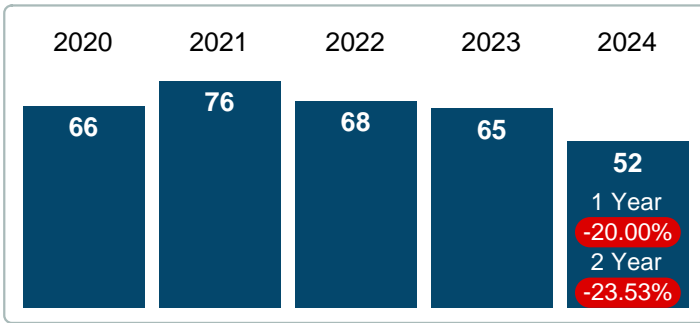
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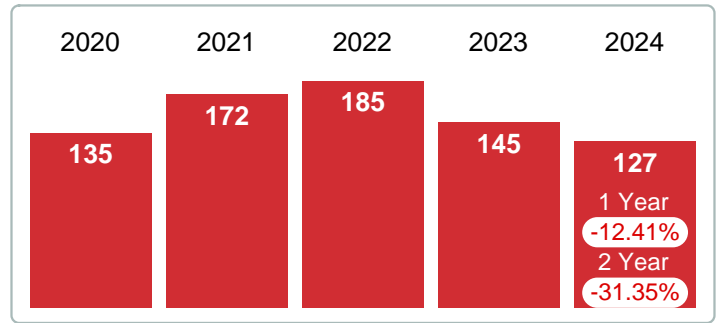
## CLOSED LISTINGS

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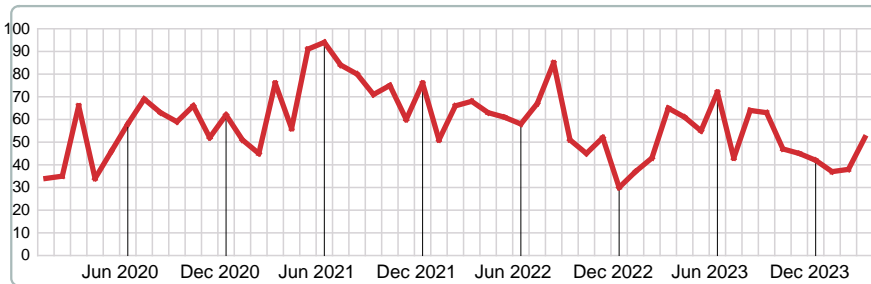
### MARCH



### YEAR TO DATE (YTD)

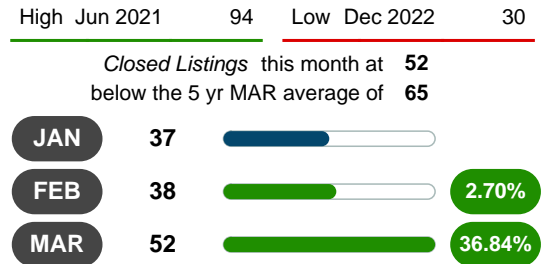


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 65



### 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	5.77%	32.7	2	1	0	0
\$50,001 - \$75,000	4	7.69%	31.3	4	0	0	0
\$75,001 - \$125,000	10	19.23%	59.3	2	4	4	0
\$125,001 - \$225,000	15	28.85%	55.9	2	11	2	0
\$225,001 - \$275,000	10	19.23%	28.1	0	7	1	2
\$275,001 - \$300,000	2	3.85%	87.0	0	2	0	0
\$300,001 and up	8	15.38%	61.1	0	4	3	1
<b>Total Closed Units</b>	<b>52</b>			<b>10</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>11,236,050</b>	<b>100%</b>	<b>50.0</b>	<b>829.10K</b>	<b>6.20M</b>	<b>2.47M</b>	<b>1.74M</b>
<b>Average Closed Price</b>	<b>\$216,078</b>			<b>\$82,910</b>	<b>\$213,933</b>	<b>\$246,540</b>	<b>\$579,167</b>

# March 2024



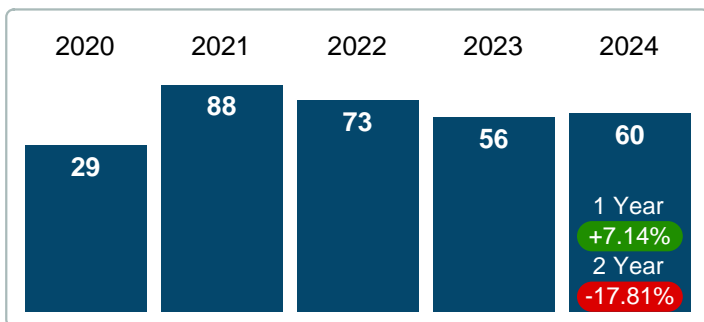
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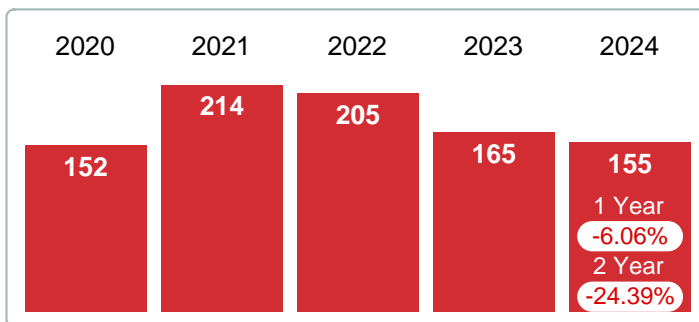
## PENDING LISTINGS

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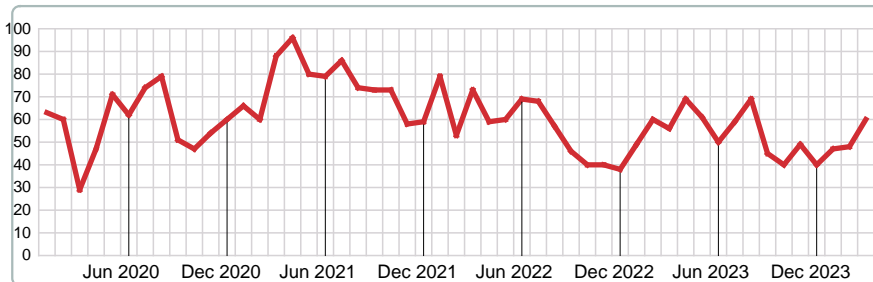
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 61

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at **60**  
below the 5 yr MAR average of **61**

Month	Pending Listings	% Change
JAN	47	
FEB	48	2.13%
MAR	60	25.00%

### 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	6	10.00%	11.2	2	4	0	0
\$50,001 - \$75,000	4	6.67%	21.8	2	2	0	0
\$75,001 - \$125,000	11	18.33%	43.0	6	5	0	0
\$125,001 - \$225,000	14	23.33%	52.1	2	10	1	1
\$225,001 - \$300,000	11	18.33%	47.4	0	11	0	0
\$300,001 - \$375,000	7	11.67%	13.6	0	3	4	0
\$375,001 and up	7	11.67%	77.1	0	1	5	1
<b>Total Pending Units</b>	<b>60</b>			<b>12</b>	<b>36</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,625,499</b>	<b>100%</b>	<b>24.1</b>	<b>1.16M</b>	<b>6.77M</b>	<b>3.98M</b>	<b>724.90K</b>
<b>Average Listing Price</b>	<b>\$299,643</b>			<b>\$96,308</b>	<b>\$187,969</b>	<b>\$397,800</b>	<b>\$362,450</b>

# March 2024



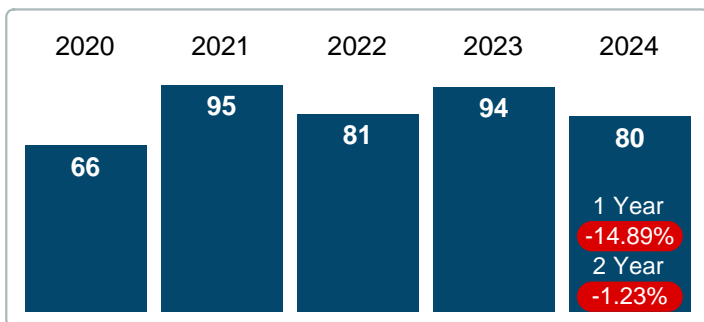
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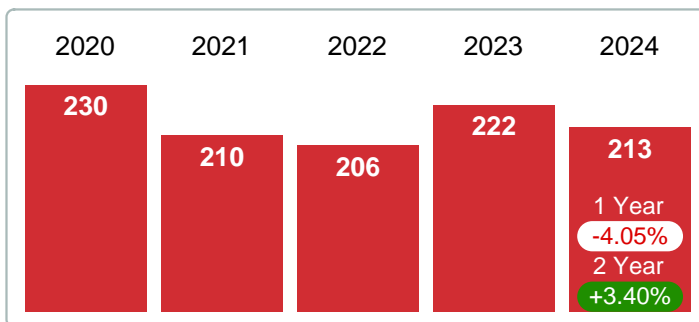
## NEW LISTINGS

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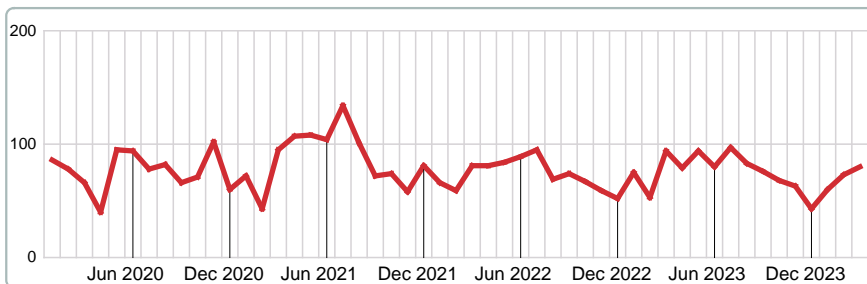
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 83

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **80**  
below the 5 yr MAR average of **83**

- JAN: 60 (Progress bar)
- FEB: 73 (Progress bar, +21.67%)
- MAR: 80 (Progress bar, +9.59%)

### 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	6	7.50%	2	4	0	0
\$50,001 - \$100,000	12	15.00%	5	7	0	0
\$100,001 - \$125,000	8	10.00%	5	3	0	0
\$125,001 - \$275,000	25	31.25%	4	20	1	0
\$275,001 - \$350,000	11	13.75%	1	6	4	0
\$350,001 - \$575,000	10	12.50%	1	3	5	1
\$575,001 and up	8	10.00%	2	3	2	1
<b>Total New Listed Units</b>	<b>80</b>		<b>20</b>	<b>46</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>29,089,600</b>	<b>100%</b>	<b>8.20M</b>	<b>11.43M</b>	<b>7.38M</b>	<b>2.08M</b>
<b>Average New Listed Listing Price</b>	<b>\$307,800</b>		<b>\$410,005</b>	<b>\$248,528</b>	<b>\$614,975</b>	<b>\$1,038,750</b>

# March 2024



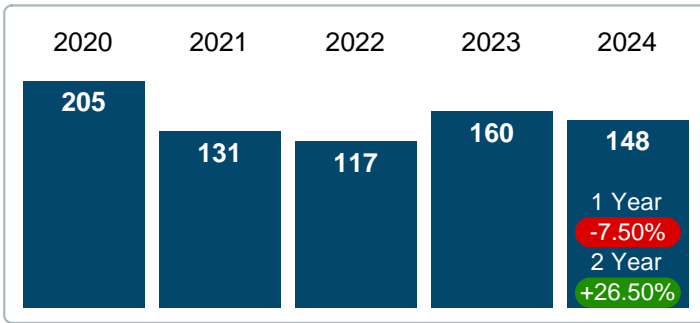
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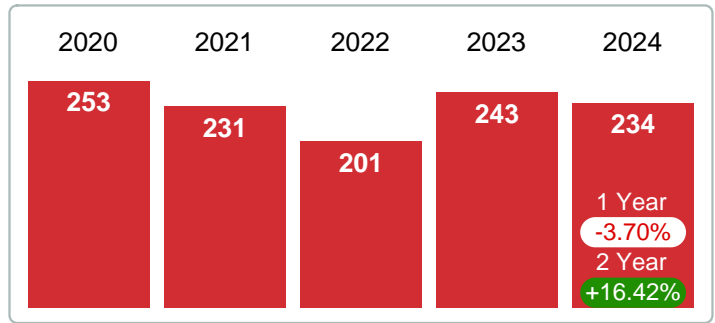
## ACTIVE INVENTORY

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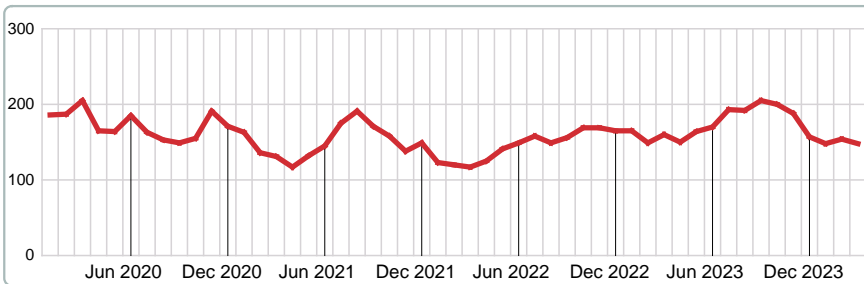
### END OF MARCH



### ACTIVE DURING MARCH

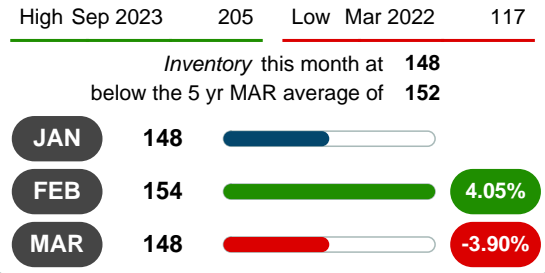


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 152



## 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	5	3.38%	86.8	3	2	0	0
\$50,001 - \$100,000	25	16.89%	70.2	15	10	0	0
\$100,001 - \$150,000	22	14.86%	48.6	9	13	0	0
\$150,001 - \$275,000	32	21.62%	119.5	5	25	2	0
\$275,001 - \$400,000	29	19.59%	61.4	2	17	8	2
\$400,001 - \$675,000	19	12.84%	72.6	1	5	11	2
\$675,001 and up	16	10.81%	59.0	2	7	3	4
<b>Total Active Inventory by Units</b>	<b>148</b>			<b>37</b>	<b>79</b>	<b>24</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>56,881,657</b>	<b>100%</b>	<b>75.6</b>	<b>10.23M</b>	<b>24.35M</b>	<b>12.89M</b>	<b>9.41M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$384,336</b>			<b>\$276,565</b>	<b>\$308,237</b>	<b>\$537,146</b>	<b>\$1,175,813</b>

# March 2024



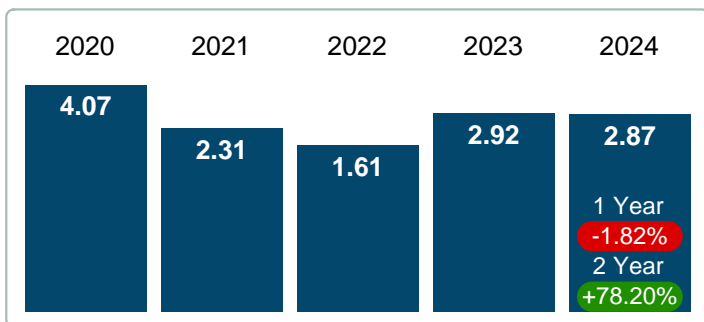
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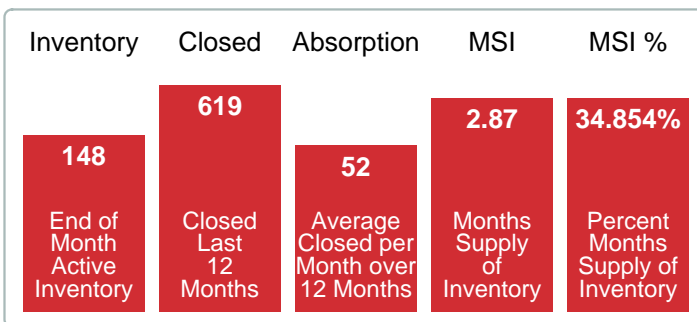
## MONTHS SUPPLY of INVENTORY (MSI)

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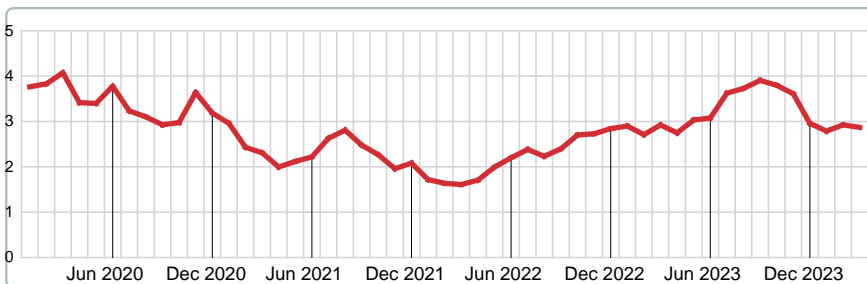
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024

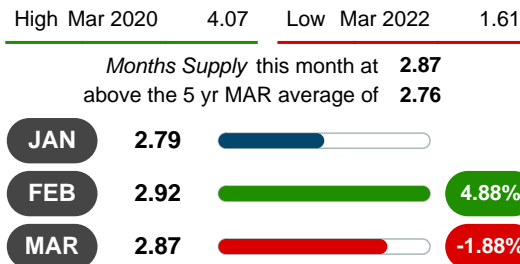


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.76



### 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	5	3.38%	1.33	1.24	1.71	0.00	0.00
\$50,001 - \$100,000	25	16.89%	3.00	4.09	2.73	0.00	0.00
\$100,001 - \$150,000	22	14.86%	2.36	4.15	2.14	0.00	0.00
\$150,001 - \$275,000	32	21.62%	1.68	2.00	1.96	0.57	0.00
\$275,001 - \$400,000	29	19.59%	3.82	6.00	3.92	3.10	6.00
\$400,001 - \$675,000	19	12.84%	6.91	0.00	4.00	7.76	24.00
\$675,001 and up	16	10.81%	21.33	0.00	42.00	36.00	8.00
Market Supply of Inventory (MSI)			2.87	3.34	2.69	2.46	6.00
Total Active Inventory by Units		100%	2.87	37	79	24	8

# March 2024



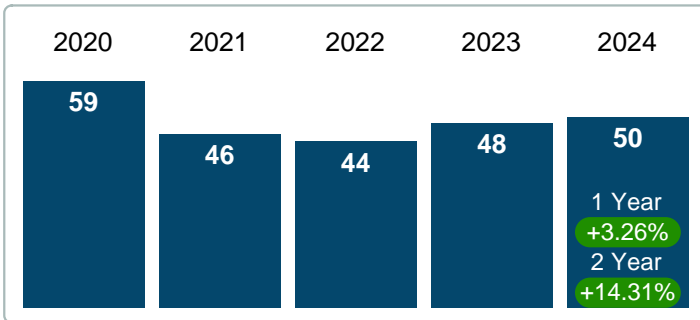
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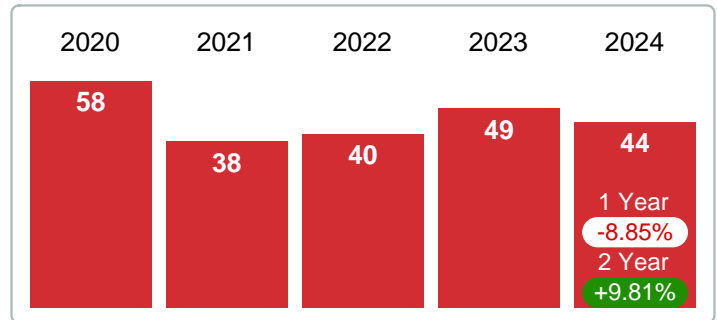
## AVERAGE DAYS ON MARKET TO SALE

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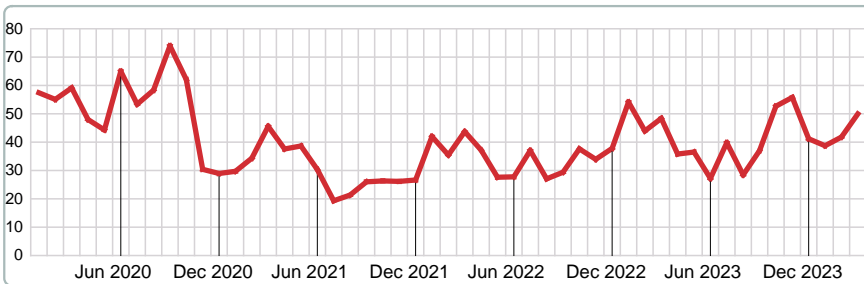
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 49

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 50 above the 5 yr MAR average of 49

JAN	39	<div style="width: 78%;"></div>	
FEB	42	<div style="width: 84%;"></div>	7.90%
MAR	50	<div style="width: 100%;"></div>	19.56%

### 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	3	5.77%	33	1	96	0	
\$50,001 - \$75,000	4	7.69%	31	31	0	0	
\$75,001 - \$125,000	10	19.23%	59	11	87	57	
\$125,001 - \$225,000	15	28.85%	56	46	55	69	
\$225,001 - \$275,000	10	19.23%	28	0	24	3	
\$275,001 - \$300,000	2	3.85%	87	0	87	0	
\$300,001 and up	8	15.38%	61	0	43	46	
Average Closed DOM		50		24	54	50	
Total Closed Units		52	100%	50	10	29	10
Total Closed Volume		11,236,050		829.10K	6.20M	2.47M	1.74M



# March 2024



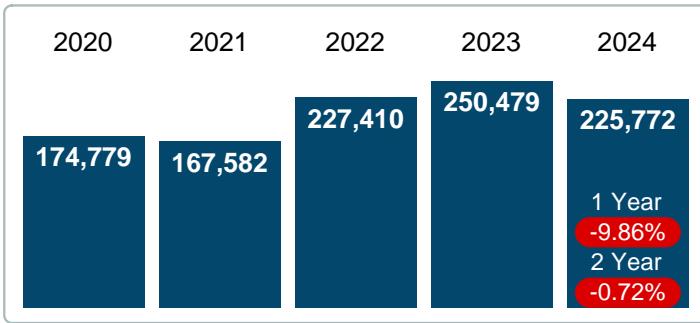
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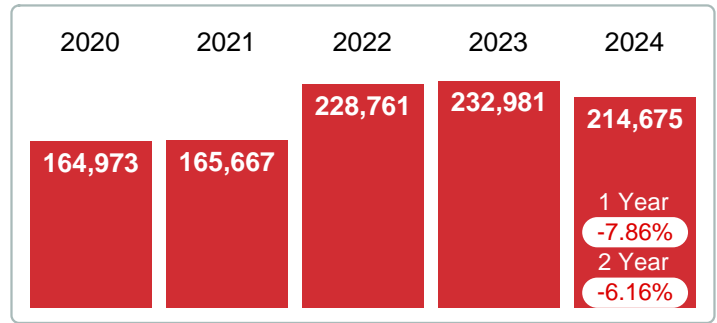
## AVERAGE LIST PRICE AT CLOSING

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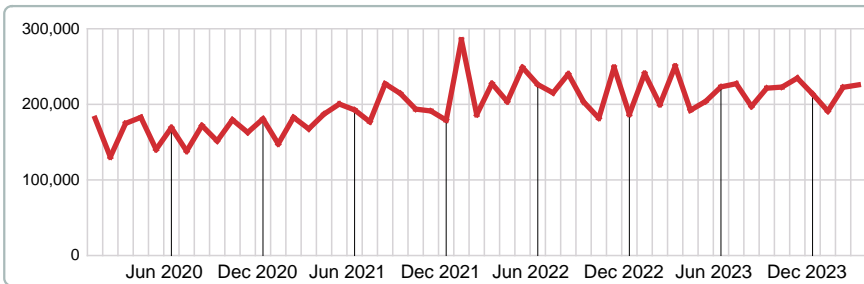
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

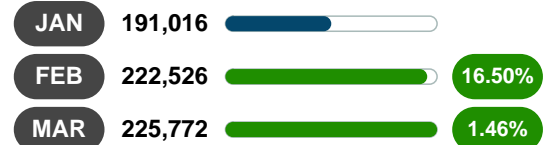


### 3 MONTHS

5 year MAR AVG = 209,204

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

Average List Price at Closing this month at **225,772** above the 5 yr MAR average of **209,204**



### 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	5.77%	31,167	37,500	18,500	0	0
\$50,001 - \$75,000	5.77%	64,967	68,725	0	0	0
\$75,001 - \$125,000	17.31%	100,644	114,500	109,600	104,100	0
\$125,001 - \$225,000	32.69%	161,459	157,000	166,027	173,250	0
\$225,001 - \$275,000	13.46%	264,186	0	272,271	285,000	257,450
\$275,001 - \$300,000	11.54%	290,075	0	292,000	0	0
\$300,001 and up	13.46%	601,629	0	406,213	503,833	1,375,000
<b>Average List Price</b>		<b>225,772</b>	<b>89,290</b>	<b>220,619</b>	<b>255,940</b>	<b>629,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,772</b>	<b>10</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,740,150</b>	<b>892.90K</b>	<b>6.40M</b>	<b>2.56M</b>	<b>1.89M</b>



# March 2024



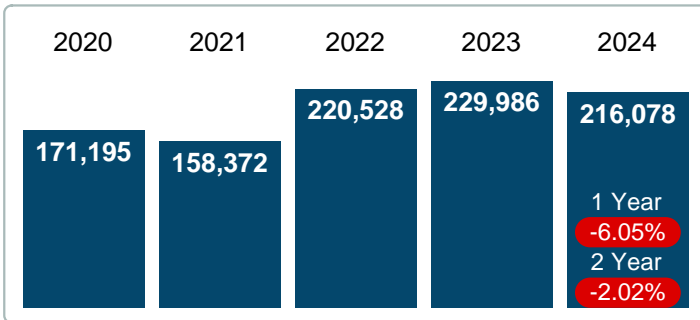
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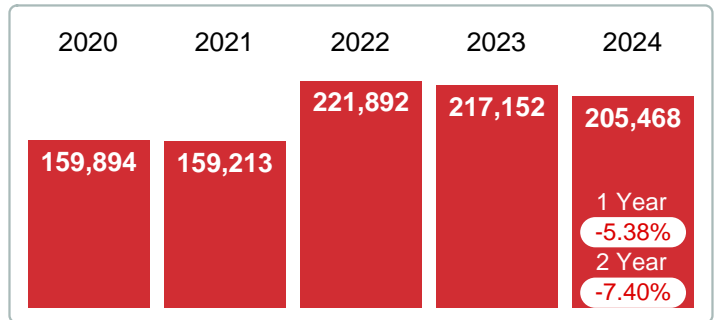
## AVERAGE SOLD PRICE AT CLOSING

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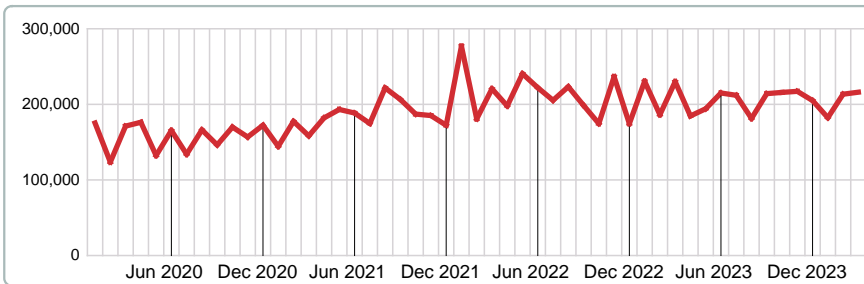
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

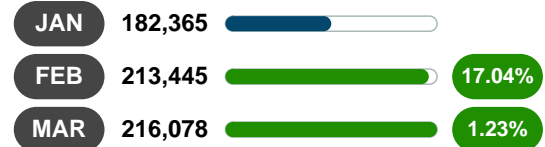


### 3 MONTHS

5 year MAR AVG = 199,232

High Jan 2022 276,918 Low Feb 2020 123,607

Average Sold Price at Closing this month at **216,078** above the 5 yr MAR average of **199,232**



### 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	5.77%	31,000	37,500	18,000	0	0
\$50,001 - \$75,000	7.69%	64,375	64,375	0	0	0
\$75,001 - \$125,000	19.23%	98,365	103,500	95,938	98,225	0
\$125,001 - \$225,000	28.85%	163,393	144,800	164,891	173,750	0
\$225,001 - \$275,000	19.23%	260,400	0	265,214	260,000	243,750
\$275,001 - \$300,000	3.85%	285,500	0	285,500	0	0
\$300,001 and up	15.38%	534,500	0	390,250	488,333	1,250,000
<b>Average Sold Price</b>		<b>216,078</b>	<b>82,910</b>	<b>213,933</b>	<b>246,540</b>	<b>579,167</b>
<b>Total Closed Units</b>		<b>52</b>	<b>10</b>	<b>29</b>	<b>10</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,236,050</b>	<b>829.10K</b>	<b>6.20M</b>	<b>2.47M</b>	<b>1.74M</b>

# March 2024



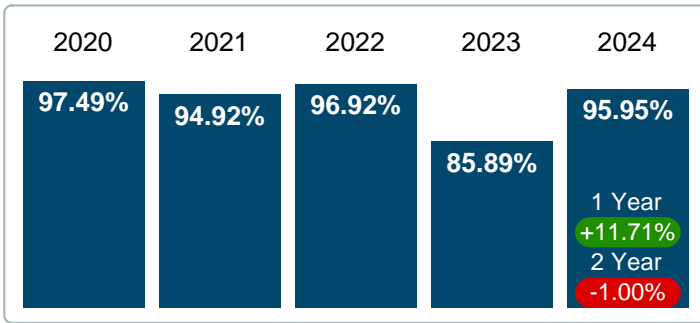
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



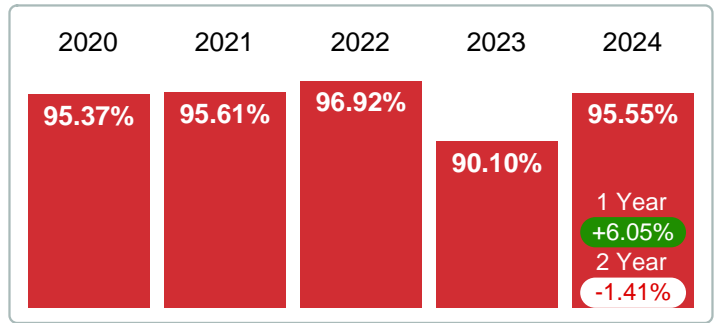
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

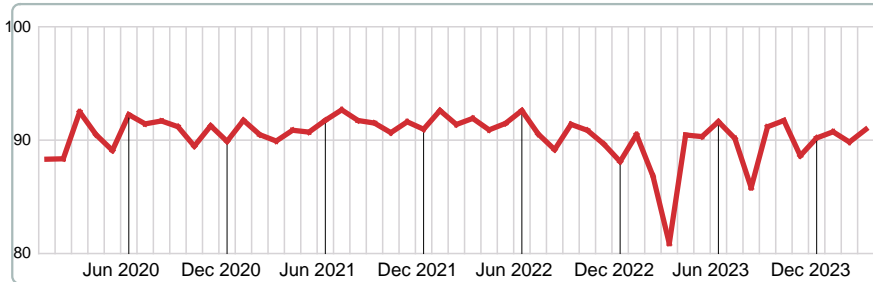
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

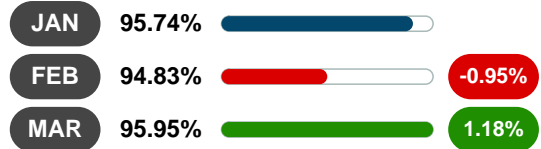


### 3 MONTHS

5 year MAR AVG = 94.23%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.95%** above the 5 yr MAR average of **94.23%**



### 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	5.77%	99.10%	100.00%	97.30%	0.00%	0.00%
\$50,001 - \$75,000	4	7.69%	93.97%	93.97%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	10	19.23%	91.46%	90.76%	88.44%	94.84%	0.00%
\$125,001 - \$225,000	15	28.85%	98.50%	91.98%	99.36%	100.29%	0.00%
\$225,001 - \$275,000	10	19.23%	96.32%	0.00%	97.48%	91.23%	94.78%
\$275,001 - \$300,000	2	3.85%	97.79%	0.00%	97.79%	0.00%	0.00%
\$300,001 and up	8	15.38%	95.67%	0.00%	96.32%	96.38%	90.91%
Average Sold/List Ratio		95.90%		94.13%	96.80%	96.03%	93.49%
Total Closed Units		52	100%	10	29	10	3
Total Closed Volume		11,236,050		829.10K	6.20M	2.47M	1.74M

# March 2024



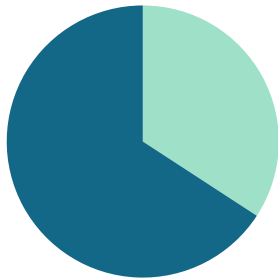
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

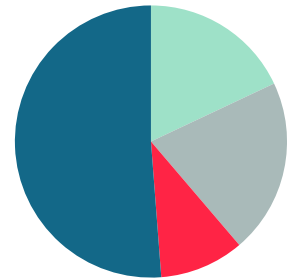


**Inventory**  
 New Listings  
**80 = 34.19%**  
 Start Inventory  
**154**  
 Total Inventory Units  
**234**  
 Volume  
**\$76,935,456**

### Market Activity

Closed Sales  
**52 = 17.99%**  
 Pending Sales  
**60 = 20.76%**  
 Other Off Market  
**29 = 10.03%**  
 Active Inventory  
**148 = 51.21%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	65	52	-20.00%	145	127	-12.41%
Pending Sales	56	60	7.14%	165	155	-6.06%
New Listings	94	80	-14.89%	222	213	-4.05%
Average List Price	250,479	225,772	-9.86%	232,981	214,675	-7.86%
Average Sale Price	229,986	216,078	-6.05%	217,152	205,468	-5.38%
Average Percent of Selling Price to List Price	85.89%	95.95%	11.71%	90.10%	95.55%	6.05%
Average Days on Market to Sale	48.38	49.96	3.26%	48.54	44.24	-8.85%
Monthly Inventory	160	148	-7.50%	160	148	-7.50%
Months Supply of Inventory	2.92	2.87	-1.82%	2.92	2.87	-1.82%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

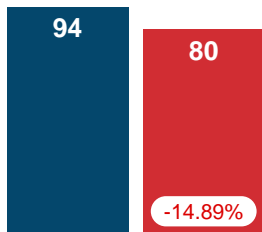
**Inventory** on March 31, 2024 = **148**

**2023** **2024**

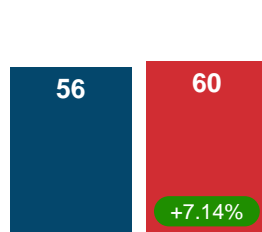
### MARCH MARKET

### AVERAGE PRICES

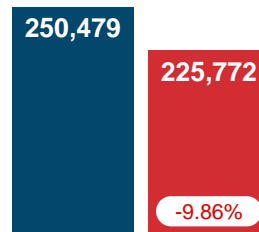
#### New Listings



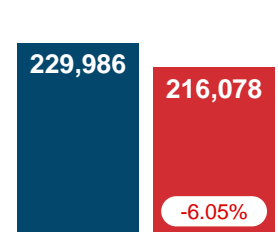
#### Pending Listings



#### List Price



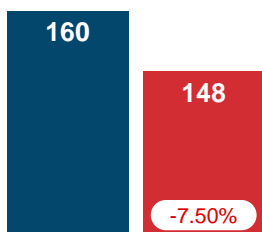
#### Sale Price



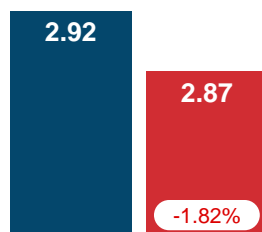
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

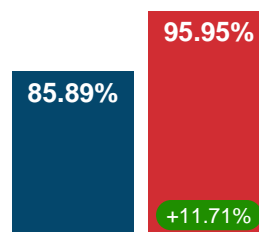
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

