

## March 2024



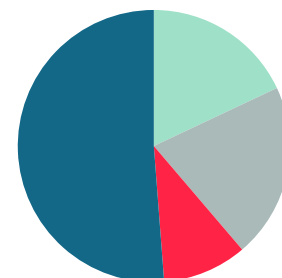
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



### 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%
Median List Price	179,000	170,250	-4.89%
Median Sale Price	168,000	166,250	-1.04%
Median Percent of Selling Price to List Price	95.85%	97.14%	1.35%
Median Days on Market to Sale	29.00	23.50	-18.97%
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.

##### 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 **1.04%** in March 2024 to \$166,250 versus the previous year at \$168,000.

##### Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 5.50 days or **18.97%** in March 2024 compared to last year's same month at **29.00** DOM.

##### Sales Success for March 2024 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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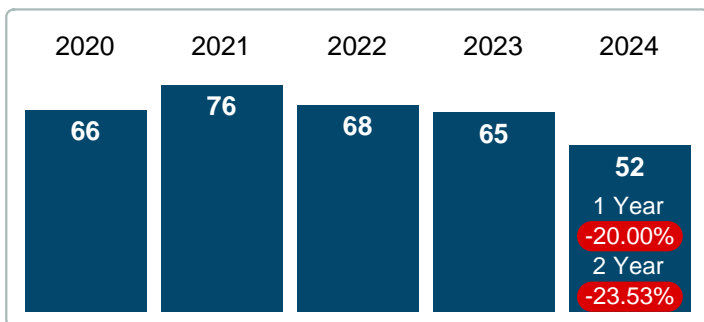
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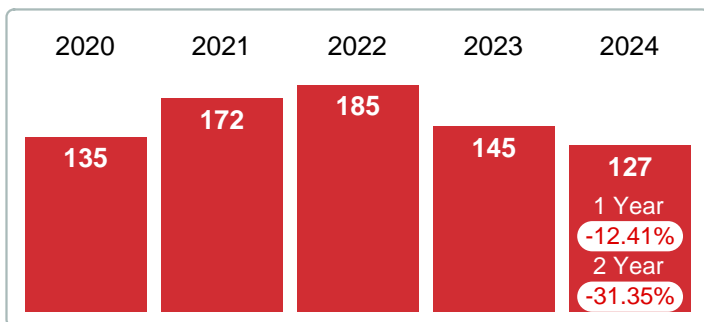
## CLOSED LISTINGS

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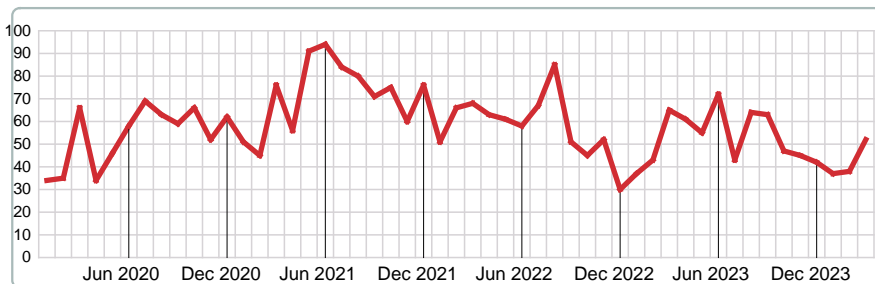
### MARCH



### YEAR TO DATE (YTD)

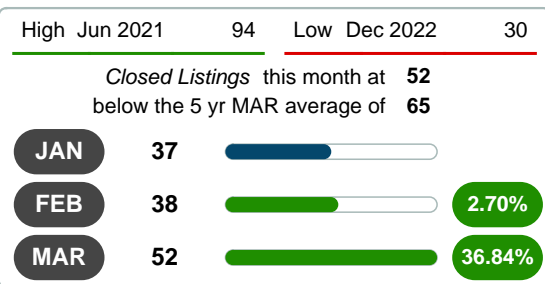


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 65



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.77%	1.0	2	1	0	0
\$50,001 - \$75,000	4	7.69%	32.0	4	0	0	0
\$75,001 - \$125,000	10	19.23%	20.0	2	4	4	0
\$125,001 - \$225,000	15	28.85%	49.0	2	11	2	0
\$225,001 - \$275,000	10	19.23%	17.5	0	7	1	2
\$275,001 - \$300,000	2	3.85%	87.0	0	2	0	0
\$300,001 and up	8	15.38%	27.0	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>23.5</b>	<b>829.10K</b>	<b>6.20M</b>	<b>2.47M</b>	<b>1.74M</b>
<b>Median Closed Price</b>	<b>\$166,250</b>			<b>\$72,500</b>	<b>\$199,900</b>	<b>\$173,750</b>	<b>\$250,000</b>

# March 2024



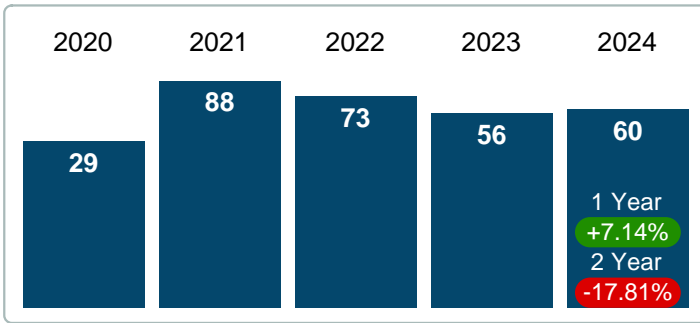
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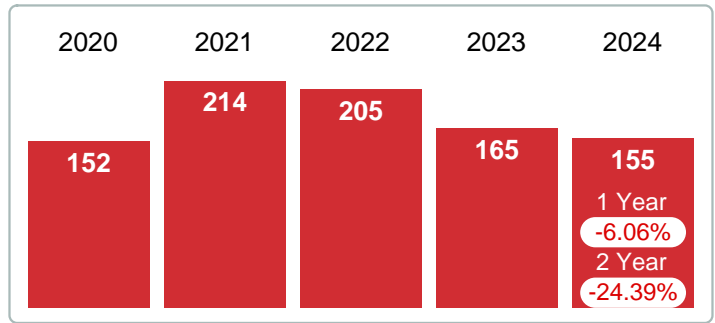
## PENDING LISTINGS

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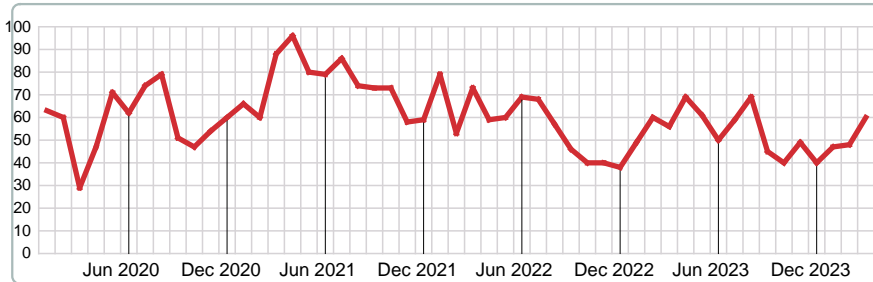
### MARCH



### YEAR TO DATE (YTD)

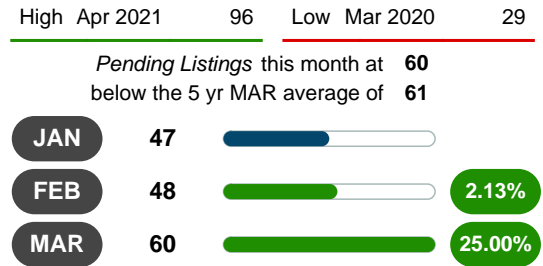


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 61



### 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	6	10.00%	4.0	2	4	0	0
\$50,001 - \$75,000	4	6.67%	13.0	2	2	0	0
\$75,001 - \$125,000	11	18.33%	23.0	6	5	0	0
\$125,001 - \$225,000	14	23.33%	29.5	2	10	1	1
\$225,001 - \$300,000	11	18.33%	29.0	0	11	0	0
\$300,001 - \$375,000	7	11.67%	8.0	0	3	4	0
\$375,001 and up	7	11.67%	56.0	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>21.0</b>	<b>1.16M</b>	<b>6.77M</b>	<b>3.98M</b>	<b>724.90K</b>
<b>Median Listing Price</b>	<b>\$188,450</b>			<b>\$99,750</b>	<b>\$201,000</b>	<b>\$376,500</b>	<b>\$362,450</b>

# March 2024



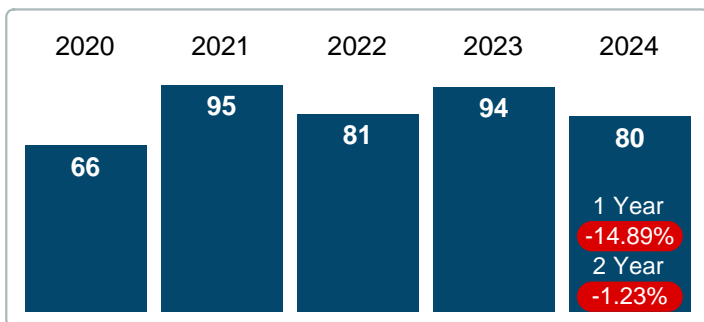
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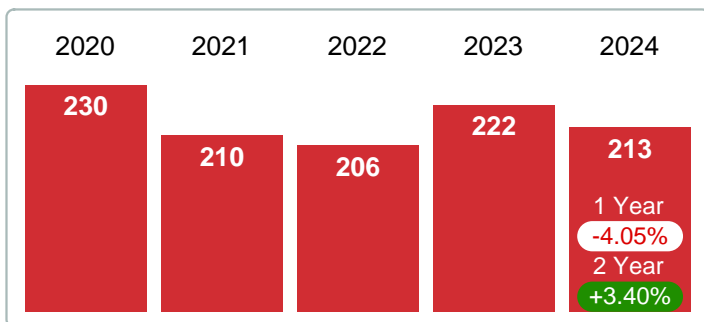
## NEW LISTINGS

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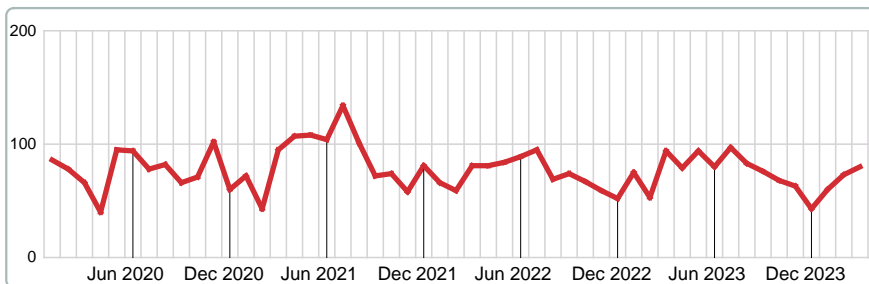
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

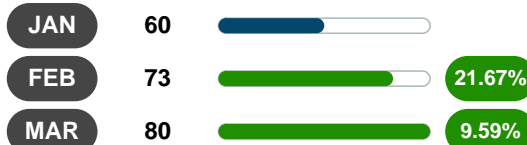


### 3 MONTHS

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**



### 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>Median New Listed Listing Price</b>	<b>\$184,500</b>		<b>\$117,450</b>	<b>\$177,000</b>	<b>\$394,950</b>	<b>\$1,038,750</b>

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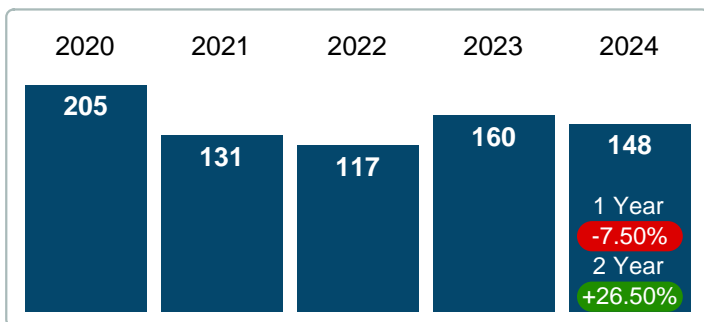
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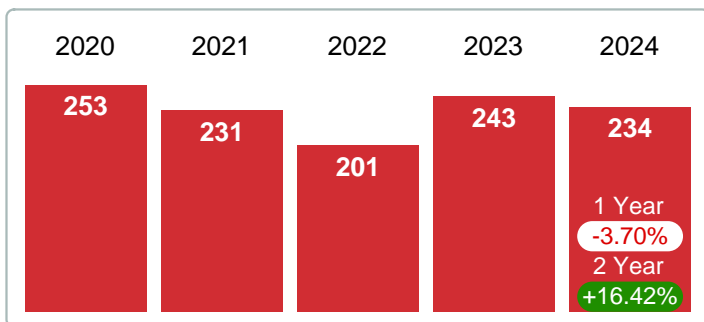
## ACTIVE INVENTORY

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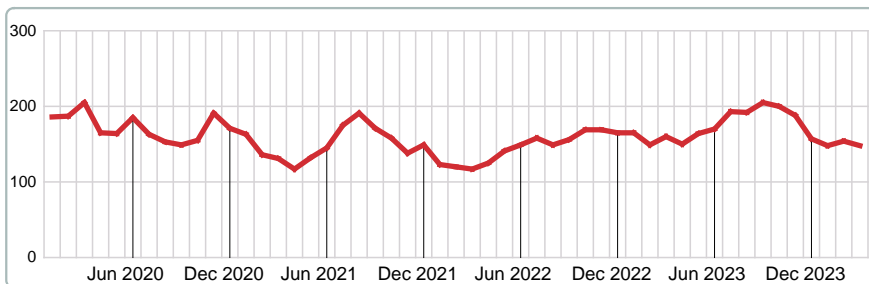
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 152

High Sep 2023: 205 | Low Mar 2022: 117

Inventory this month at **148**  
 below the 5 yr MAR average of **152**

Month	Inventory	Change
JAN	148	
FEB	154	+4.05%
MAR	148	-3.90%

### 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	5	3.38%	104.0	3	2	0	0
\$50,001 - \$100,000	25	16.89%	47.0	15	10	0	0
\$100,001 - \$150,000	22	14.86%	38.0	9	13	0	0
\$150,001 - \$275,000	32	21.62%	76.0	5	25	2	0
\$275,001 - \$400,000	29	19.59%	45.0	2	17	8	2
\$400,001 - \$675,000	19	12.84%	56.0	1	5	11	2
\$675,001 and up	16	10.81%	36.0	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>47.5</b>	<b>10.23M</b>	<b>24.35M</b>	<b>12.89M</b>	<b>9.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$244,250</b>			<b>\$105,000</b>	<b>\$227,000</b>	<b>\$420,450</b>	<b>\$949,500</b>

# March 2024



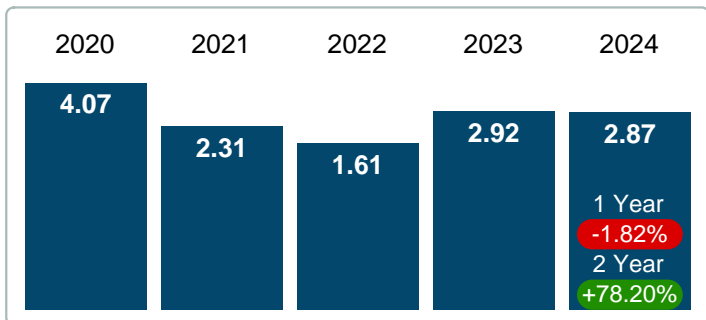
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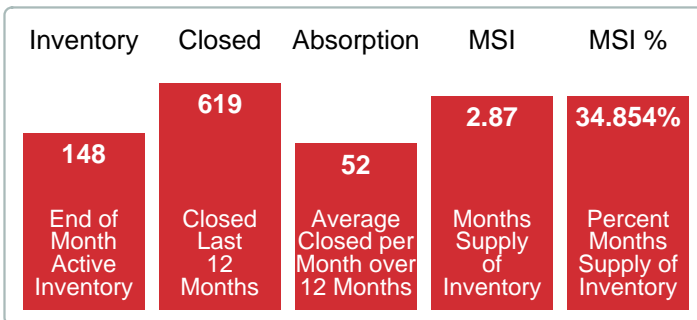
## MONTHS SUPPLY of INVENTORY (MSI)

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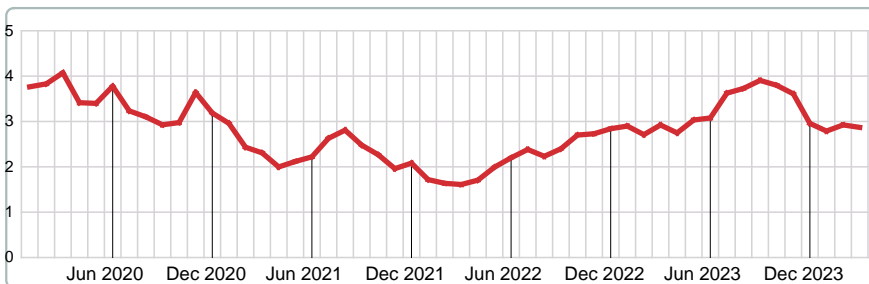
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024

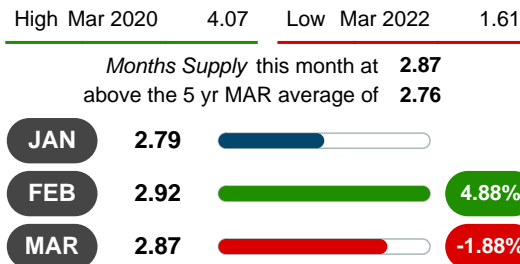


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



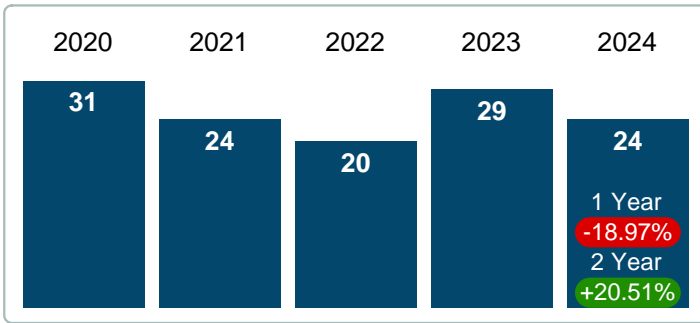
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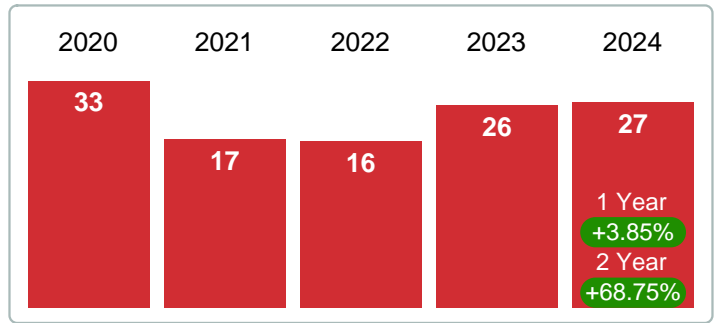
## MEDIAN DAYS ON MARKET TO SALE

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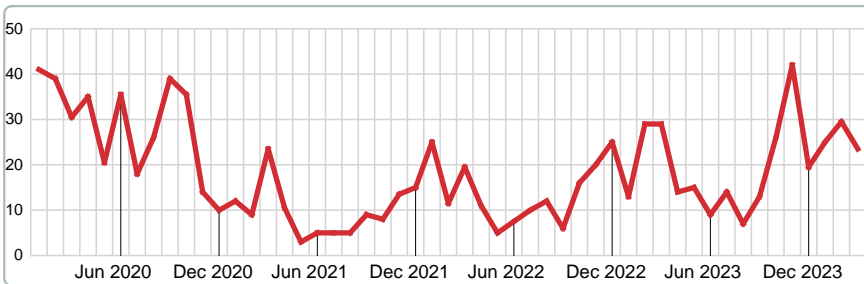
### MARCH



### YEAR TO DATE (YTD)

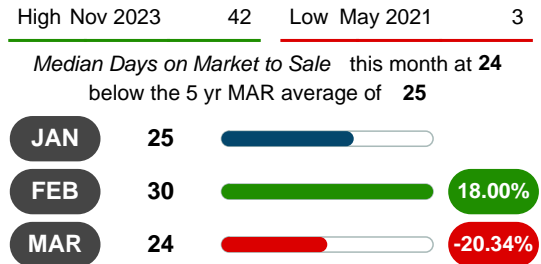


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 25



### 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	5.77%	1	1	96	0	0
\$50,001 - \$75,000	7.69%	32	32	0	0	0
\$75,001 - \$125,000	19.23%	20	11	54	45	0
\$125,001 - \$225,000	28.85%	49	46	49	69	0
\$225,001 - \$275,000	19.23%	18	0	16	3	55
\$275,001 - \$300,000	3.85%	87	0	87	0	0
\$300,001 and up	15.38%	27	0	14	37	179
Median Closed DOM		24	15	27	29	73
Total Closed Units	100%	23.5	10	29	10	3
Total Closed Volume		11,236,050	829.10K	6.20M	2.47M	1.74M



# March 2024



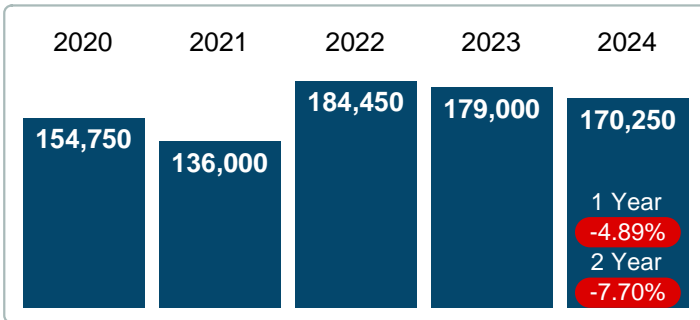
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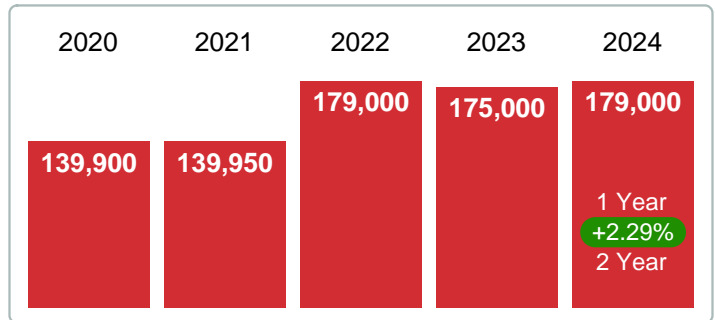
## MEDIAN LIST PRICE AT CLOSING

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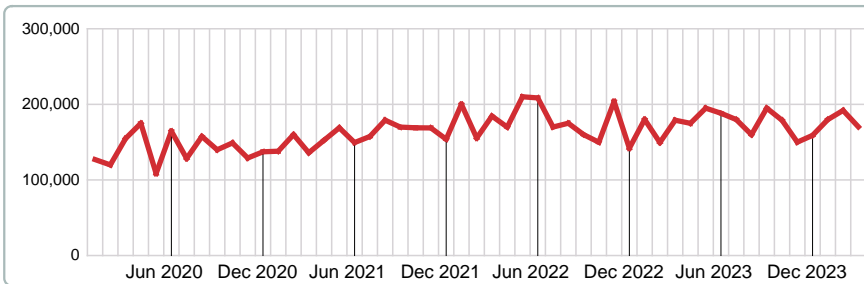
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

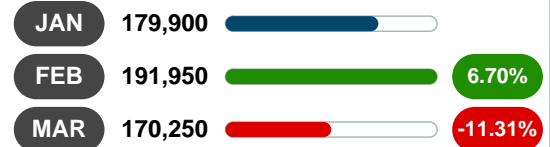


### 3 MONTHS

5 year MAR AVG = 164,890

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

Median List Price at Closing this month at **170,250**  
above the 5 yr MAR average of **164,890**



### 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	3	5.77%	25,000	37,500	18,500	0	0
\$50,001 - \$75,000	3	5.77%	65,000	65,000	0	0	0
\$75,001 - \$125,000	9	17.31%	101,500	110,000	114,900	99,000	0
\$125,001 - \$225,000	17	32.69%	149,500	157,000	149,250	171,500	0
\$225,001 - \$275,000	7	13.46%	269,900	0	269,900	0	257,450
\$275,001 - \$300,000	6	11.54%	287,000	0	289,000	285,000	0
\$300,001 and up	7	13.46%	479,000	0	450,000	479,000	1,375,000
Median List Price			170,250	77,500	199,900	173,250	269,900
Total Closed Units		100%	170,250	10	29	10	3
Total Closed Volume			11,740,150	892.90K	6.40M	2.56M	1.89M



# March 2024



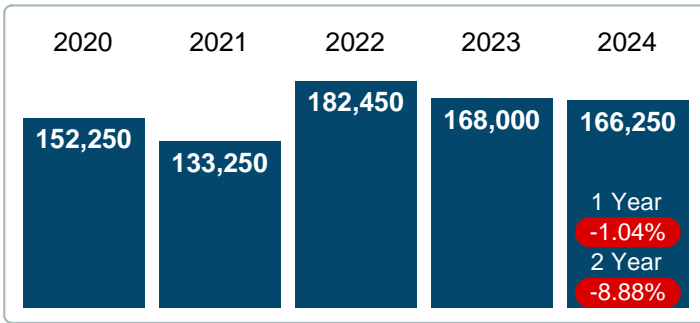
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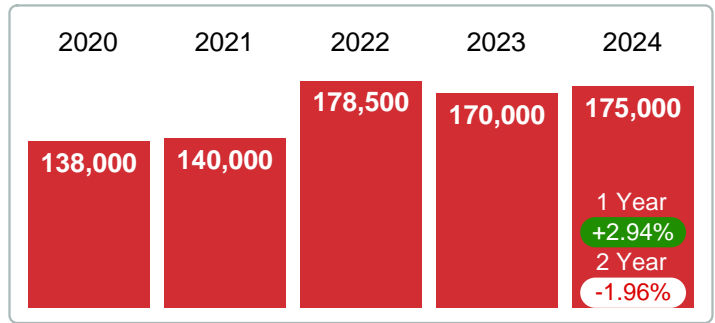
## MEDIAN SOLD PRICE AT CLOSING

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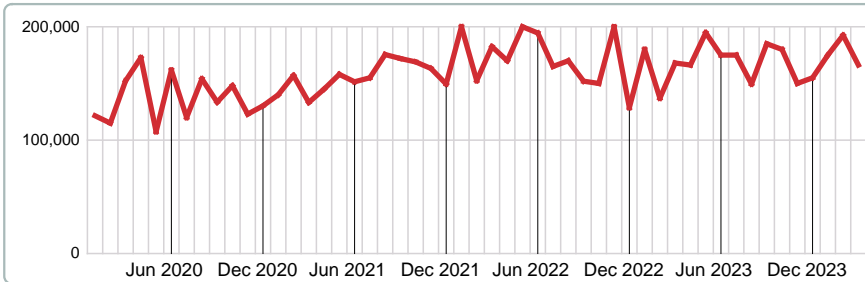
### MARCH



### YEAR TO DATE (YTD)

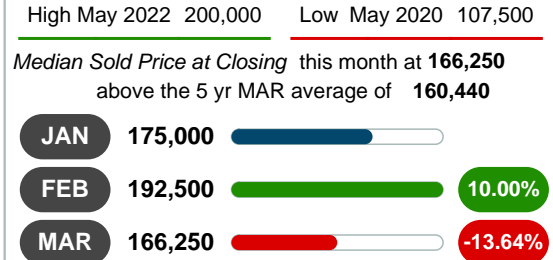


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 160,440



### 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	3	5.77%	25,000	37,500	18,000	0	0
\$50,001 - \$75,000	4	7.69%	64,250	64,250	0	0	0
\$75,001 - \$125,000	10	19.23%	99,500	103,500	101,500	94,500	0
\$125,001 - \$225,000	15	28.85%	158,000	144,800	154,000	173,750	0
\$225,001 - \$275,000	10	19.23%	260,000	0	260,000	260,000	243,750
\$275,001 - \$300,000	2	3.85%	285,500	0	285,500	0	0
\$300,001 and up	8	15.38%	422,500	0	357,500	445,000	1,250,000
Median Sold Price			166,250	72,500	199,900	173,750	250,000
Total Closed Units		100%	166,250	10	29	10	3
Total Closed Volume			11,236,050	829.10K	6.20M	2.47M	1.74M

# March 2024



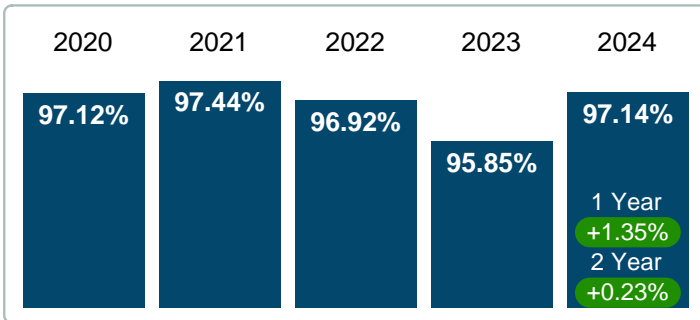
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



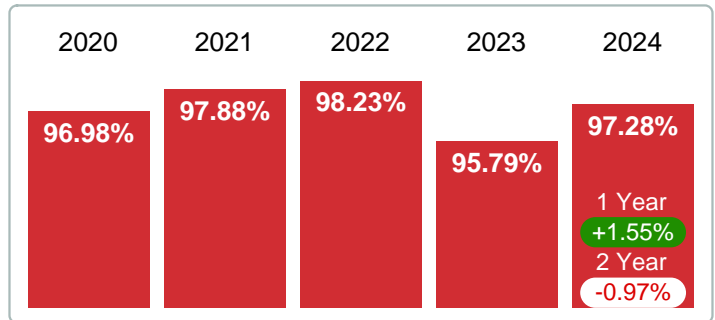
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

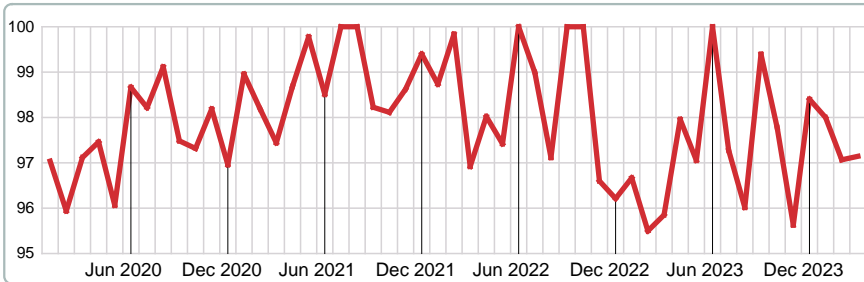
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

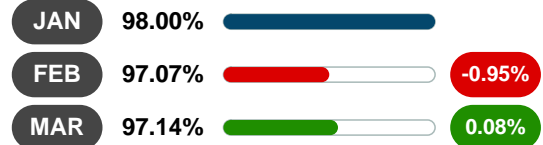


### 3 MONTHS

5 year MAR AVG = 96.89%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **97.14%**  
equal to 5 yr MAR average of **96.89%**



### 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	3	5.77%	100.00%	100.00%	97.30%	0.00%	0.00%
\$50,001 - \$75,000	4	7.69%	94.18%	94.18%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	10	19.23%	91.04%	90.76%	90.47%	95.35%	0.00%
\$125,001 - \$225,000	15	28.85%	100.00%	91.98%	100.00%	100.29%	0.00%
\$225,001 - \$275,000	10	19.23%	96.64%	0.00%	98.07%	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%	96.58%	0.00%	98.02%	96.24%	90.91%
Median Sold/List Ratio		97.14%		96.81%	98.07%	98.12%	92.63%
Total Closed Units		52	100%	10	29	10	3
Total Closed Volume		11,236,050		829.10K	6.20M	2.47M	1.74M

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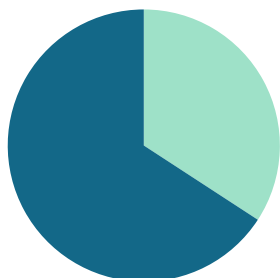
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

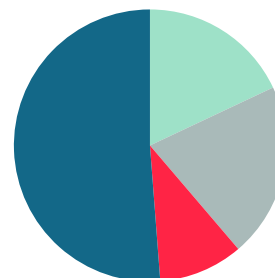


**Inventory**  
 New Listings  
**80 = 34.19%**  
 Start Inventory  
**154**  
 Total Inventory Units  
**234**  
 Volume  
**\$76,935,456**

### 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%
Median List Price	179,000	170,250	-4.89%	175,000	179,000	2.29%
Median Sale Price	168,000	166,250	-1.04%	170,000	175,000	2.94%
Median Percent of Selling Price to List Price	95.85%	97.14%	1.35%	95.79%	97.28%	1.55%
Median Days on Market to Sale	29.00	23.50	-18.97%	26.00	27.00	3.85%
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

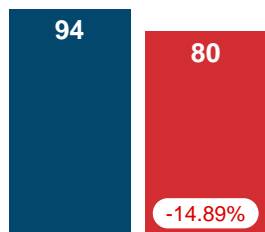
**Inventory** on March 31, 2024 = **148**

**2023** **2024**

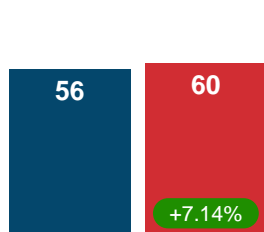
### MARCH MARKET

### MEDIAN PRICES

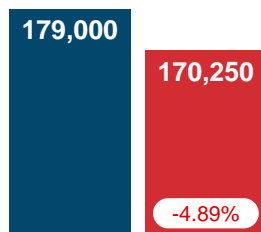
#### New Listings



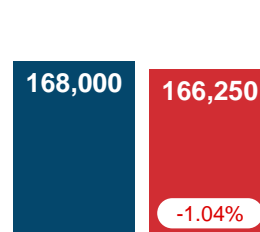
#### Pending Listings



#### List Price



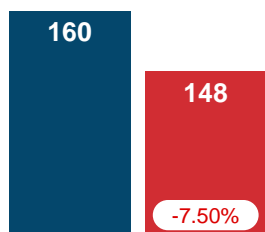
#### Sale Price



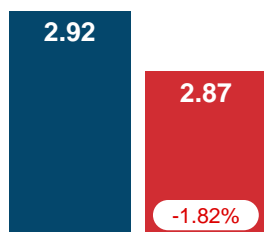
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

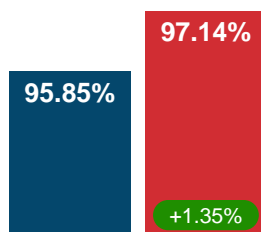
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

