

# March 2024



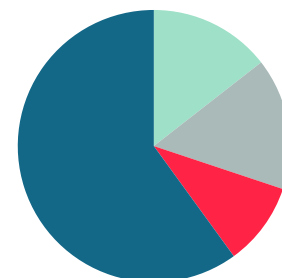
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	64	60	-6.25%
Pending Listings	73	65	-10.96%
New Listings	101	105	3.96%
Average List Price	205,539	212,421	3.35%
Average Sale Price	195,039	203,465	4.32%
Average Percent of Selling Price to List Price	93.71%	94.45%	0.80%
Average Days on Market to Sale	55.17	51.22	-7.17%
End of Month Inventory	205	249	21.46%
Months Supply of Inventory	3.07	4.28	39.39%



■ Closed (14.46%)  
■ Pending (15.66%)  
■ Other OffMarket (9.88%)  
■ Active (60.00%)

**Absorption:** Last 12 months, an Average of **58** Sales/Month  
**Active Inventory** as of March 31, 2024 = **249**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2024 rose **21.46%** to 249 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **4.28** 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 **4.32%** in March 2024 to \$203,465 versus the previous year at \$195,039.

#### Average Days on Market Shortens

The average number of **51.22** days that homes spent on the market before selling decreased by 3.96 days or **7.17%** in March 2024 compared to last year's same month at **55.17** DOM.

#### Sales Success for March 2024 is Positive

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

There were 105 New Listings in March 2024, up **3.96%** from last year at 101. Furthermore, there were 60 Closed Listings this month versus last year at 64, a **-6.25%** decrease.

Closed versus Listed trends yielded a **57.1%** ratio, down from previous year's, March 2023, at **63.4%**, a **9.82%** 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

# March 2024



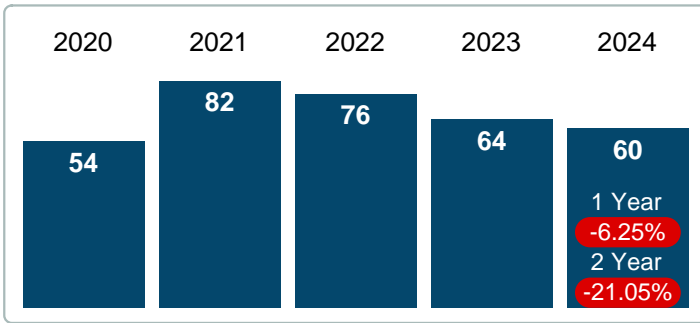
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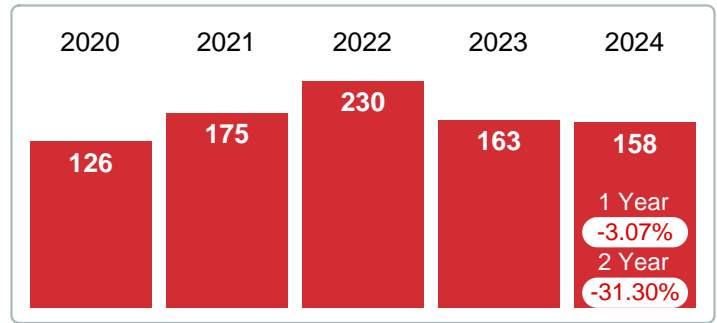
## CLOSED LISTINGS

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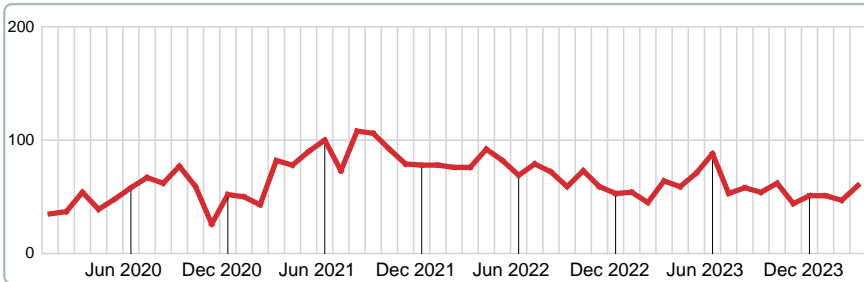
### MARCH



### YEAR TO DATE (YTD)

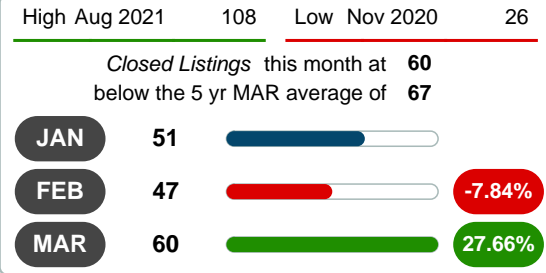


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.00%	53.7	4	1	1	0
\$75,001 - \$100,000	3	5.00%	61.7	3	0	0	0
\$100,001 - \$125,000	13	21.67%	17.6	4	8	0	1
\$125,001 - \$200,000	15	25.00%	59.7	4	11	0	0
\$200,001 - \$275,000	9	15.00%	64.9	0	9	0	0
\$275,001 - \$400,000	8	13.33%	92.0	0	4	3	1
\$400,001 and up	6	10.00%	20.2	0	5	1	0
<b>Total Closed Units</b>	<b>60</b>			<b>15</b>	<b>38</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>12,207,900</b>	<b>100%</b>	<b>51.2</b>	<b>1.39M</b>	<b>8.74M</b>	<b>1.58M</b>	<b>495.00K</b>
<b>Average Closed Price</b>	<b>\$203,465</b>			<b>\$92,760</b>	<b>\$230,105</b>	<b>\$315,500</b>	<b>\$247,500</b>

# March 2024



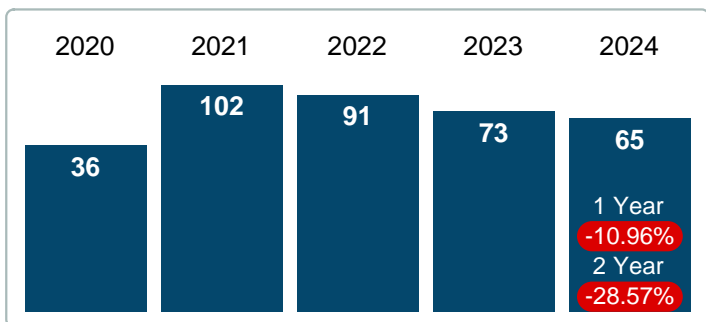
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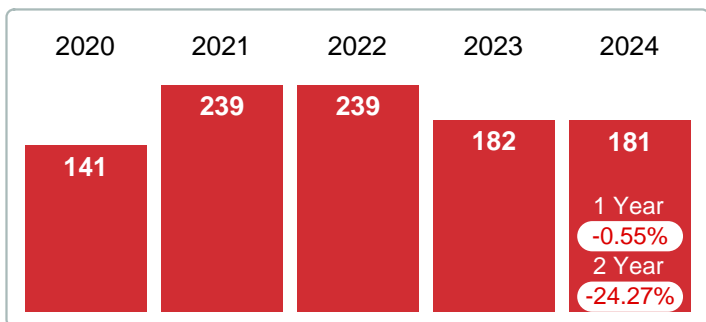
## PENDING LISTINGS

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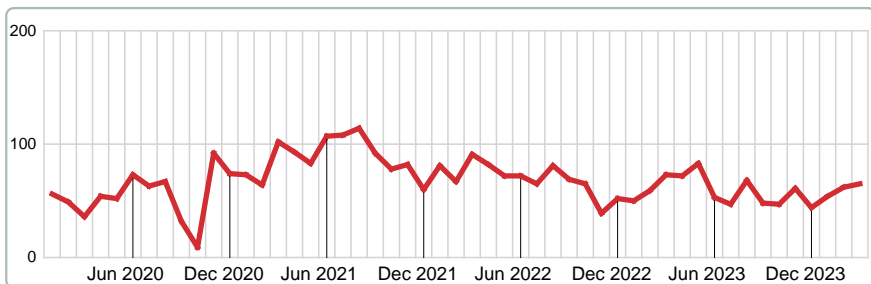
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 73

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **65**  
below the 5 yr MAR average of **73**

- JAN 54
- FEB 62 14.81%
- MAR 65 4.84%

### 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	2	3.08%	0.5	0	2	0	0
\$75,001 - \$100,000	9	13.85%	73.7	5	3	0	1
\$100,001 - \$150,000	13	20.00%	57.6	6	6	0	1
\$150,001 - \$225,000	13	20.00%	57.2	2	11	0	0
\$225,001 - \$275,000	10	15.38%	45.3	0	7	3	0
\$275,001 - \$375,000	10	15.38%	30.4	1	7	2	0
\$375,001 and up	8	12.31%	125.9	1	4	2	1
<b>Total Pending Units</b>	<b>65</b>			<b>15</b>	<b>40</b>	<b>7</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>14,775,000</b>	<b>100%</b>	<b>55.4</b>	<b>2.50M</b>	<b>9.24M</b>	<b>2.30M</b>	<b>733.90K</b>
<b>Average Listing Price</b>	<b>\$195,540</b>			<b>\$166,727</b>	<b>\$231,013</b>	<b>\$328,529</b>	<b>\$244,633</b>

# March 2024



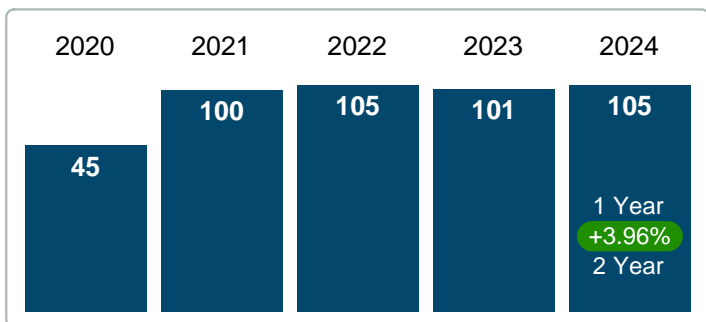
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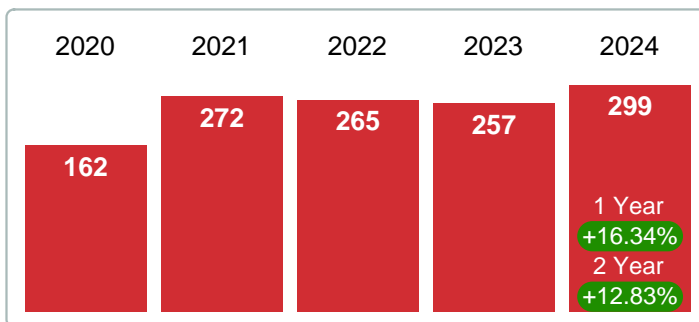
## NEW LISTINGS

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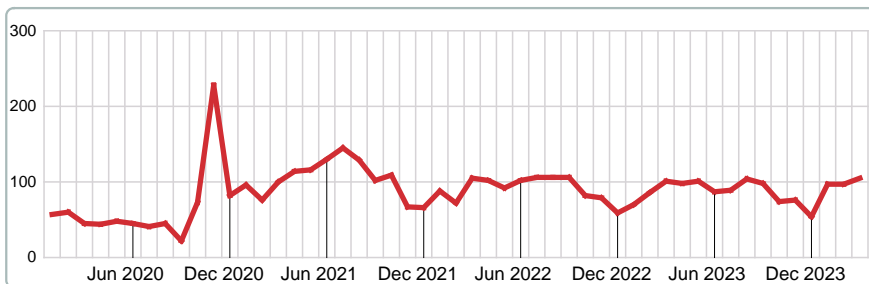
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 91

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **105**  
above the 5 yr MAR average of **91**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	8.57%	5	4	0	0
\$75,001 - \$125,000	17	16.19%	10	7	0	0
\$125,001 - \$150,000	10	9.52%	3	5	1	1
\$150,001 - \$225,000	20	19.05%	5	14	1	0
\$225,001 - \$325,000	26	24.76%	3	18	4	1
\$325,001 - \$475,000	11	10.48%	1	6	4	0
\$475,001 and up	12	11.43%	1	5	6	0
<b>Total New Listed Units</b>	<b>105</b>		<b>28</b>	<b>59</b>	<b>16</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>26,968,048</b>	<b>100%</b>	<b>4.39M</b>	<b>14.61M</b>	<b>7.51M</b>	<b>455.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$151,625</b>		<b>\$156,902</b>	<b>\$247,620</b>	<b>\$469,388</b>	<b>\$227,500</b>

# March 2024



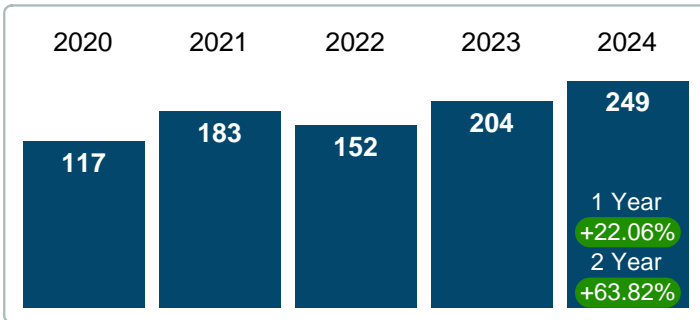
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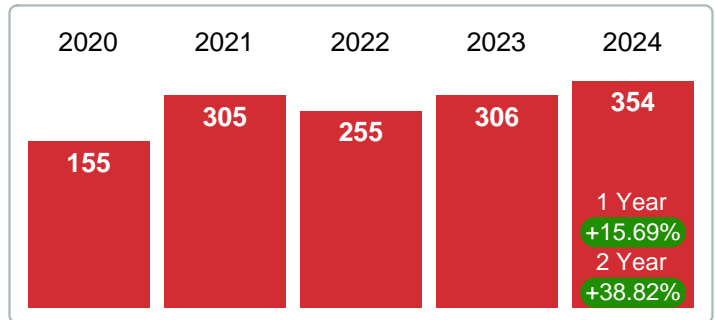
## ACTIVE INVENTORY

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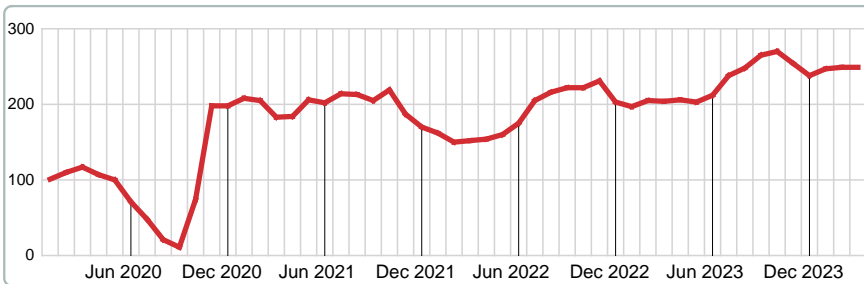
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 181

High Oct 2023 270 Low Sep 2020 11

Inventory this month at **249**  
above the 5 yr MAR average of **181**

Month	Inventory	Change
JAN	247	
FEB	249	+0.81%
MAR	249	+0.00%

## 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	21	8.43%	73.5	16	4	1	0
\$75,001 - \$125,000	28	11.24%	65.4	18	10	0	0
\$125,001 - \$175,000	45	18.07%	85.0	16	21	7	1
\$175,001 - \$275,000	55	22.09%	71.7	7	44	4	0
\$275,001 - \$375,000	40	16.06%	87.7	4	21	12	3
\$375,001 - \$625,000	36	14.46%	84.6	2	16	15	3
\$625,001 and up	24	9.64%	106.6	2	14	8	0
<b>Total Active Inventory by Units</b>	<b>249</b>			<b>65</b>	<b>130</b>	<b>47</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>81,838,773</b>	<b>100%</b>	<b>81.3</b>	<b>10.89M</b>	<b>43.74M</b>	<b>24.37M</b>	<b>2.84M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$328,670</b>			<b>\$167,532</b>	<b>\$336,463</b>	<b>\$518,409</b>	<b>\$406,257</b>

# March 2024



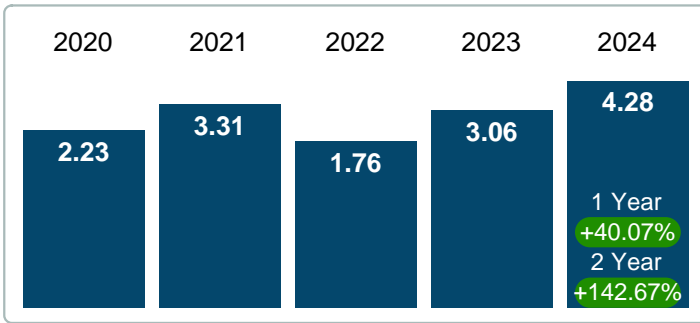
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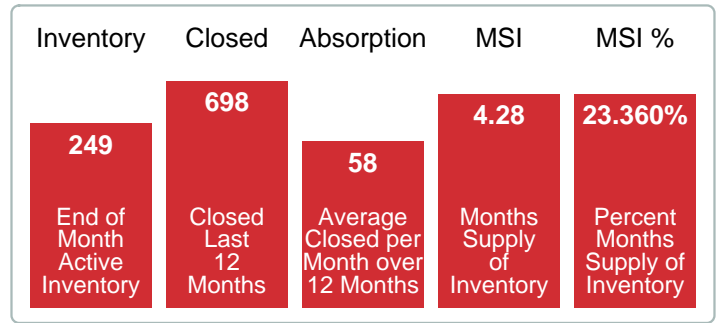
## MONTHS SUPPLY of INVENTORY (MSI)

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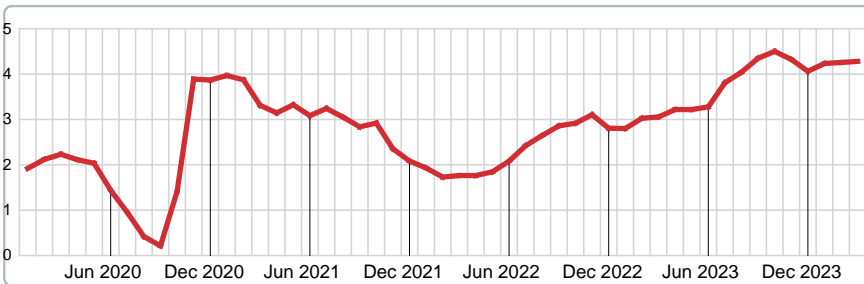
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024

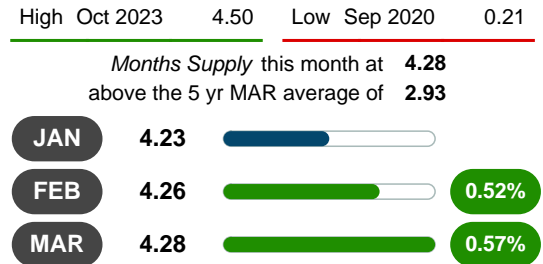


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.93



### 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	21	8.43%	2.83	3.43	2.00	1.71	0.00
\$75,001 - \$125,000	28	11.24%	2.82	3.48	2.45	0.00	0.00
\$125,001 - \$175,000	45	18.07%	4.22	5.49	3.32	5.60	6.00
\$175,001 - \$275,000	55	22.09%	3.33	3.82	3.94	1.26	0.00
\$275,001 - \$375,000	40	16.06%	6.15	9.60	5.04	7.58	9.00
\$375,001 - \$625,000	36	14.46%	6.00	12.00	4.92	6.67	9.00
\$625,001 and up	24	9.64%	20.57	0.00	42.00	13.71	0.00
Market Supply of Inventory (MSI)			4.28	4.29	4.15	4.70	4.20
Total Active Inventory by Units		100%	4.28	65	130	47	7

# March 2024



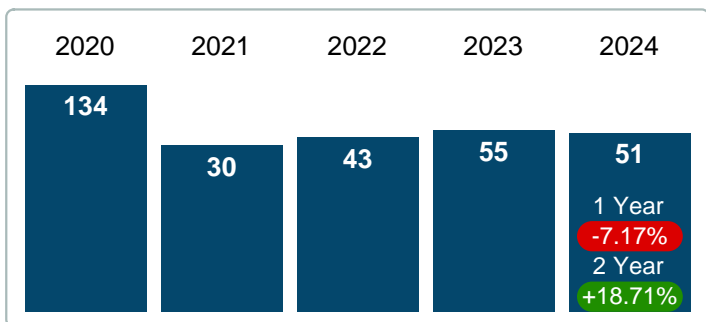
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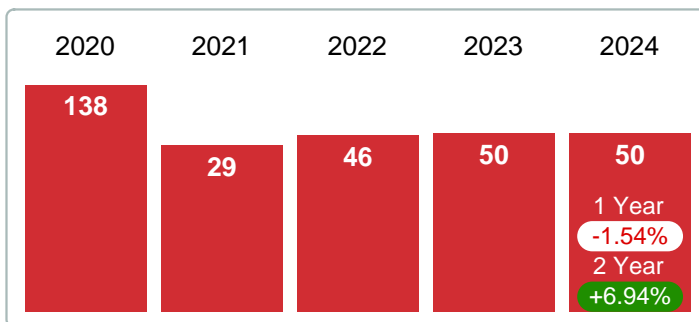
## AVERAGE DAYS ON MARKET TO SALE

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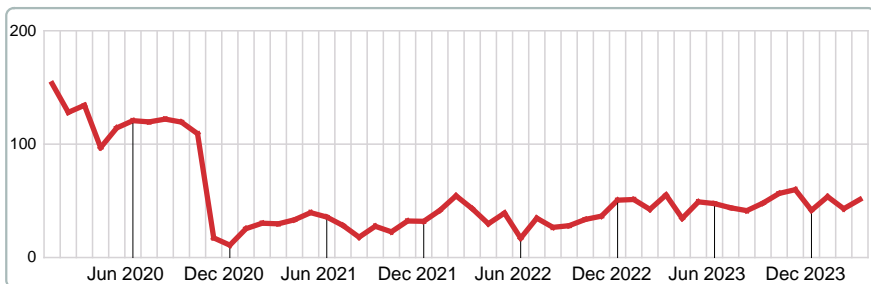
### MARCH



### YEAR TO DATE (YTD)

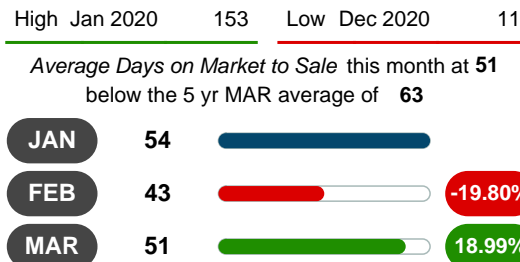


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 63



### 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
\$75,000 and less	10.00%	54	73	1	28	0
\$75,001 - \$100,000	5.00%	62	62	0	0	0
\$100,001 - \$125,000	21.67%	18	17	20	0	2
\$125,001 - \$200,000	25.00%	60	79	53	0	0
\$200,001 - \$275,000	15.00%	65	0	65	0	0
\$275,001 - \$400,000	13.33%	92	0	90	102	69
\$400,001 and up	10.00%	20	0	23	4	0
<b>Average Closed DOM</b>		<b>51</b>	<b>57</b>	<b>47</b>	<b>68</b>	<b>36</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>51</b>	<b>15</b>	<b>38</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,207,900</b>	<b>1.39M</b>	<b>8.74M</b>	<b>1.58M</b>	<b>495.00K</b>

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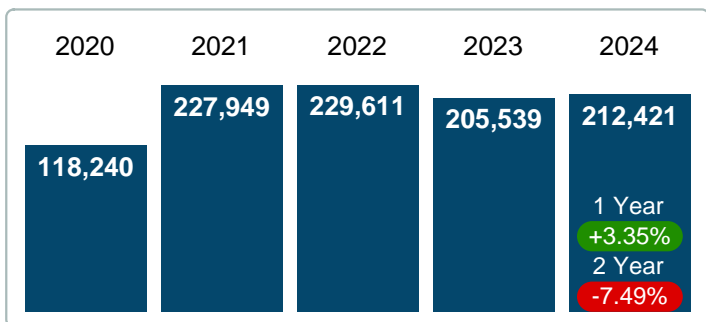
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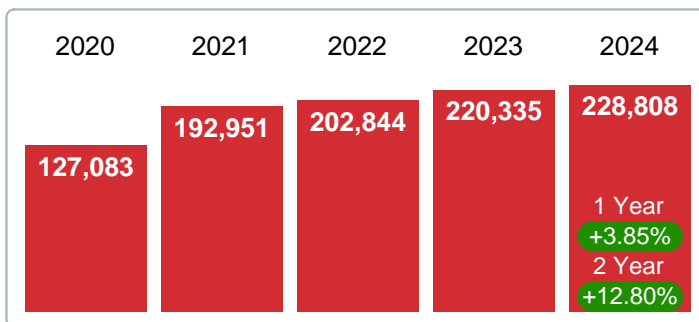
## AVERAGE LIST PRICE AT CLOSING

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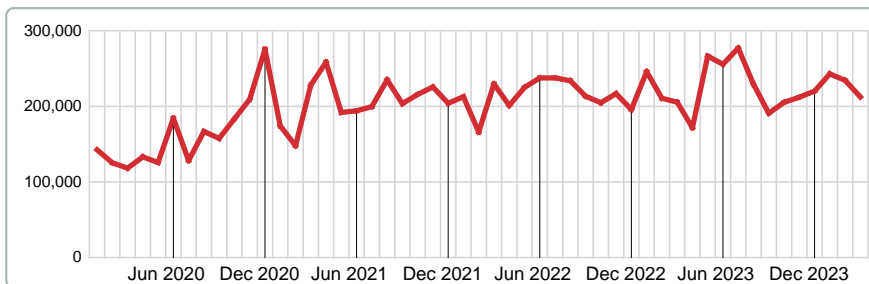
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 198,752

High Jul 2023 277,091 Low Mar 2020 118,240

Average List Price at Closing this month at **212,421** above the 5 yr MAR average of **198,752**

- JAN 242,906
- FEB 234,430 -3.49%
- MAR 212,421 -9.39%

### 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
\$75,000 and less	8.33%	42,700	44,875	69,000	45,000	0
\$75,001 - \$100,000	6.67%	92,200	105,600	0	0	0
\$100,001 - \$125,000	15.00%	115,400	118,050	116,862	0	135,000
\$125,001 - \$200,000	30.00%	154,822	138,875	172,963	0	0
\$200,001 - \$275,000	15.00%	249,232	0	258,089	0	0
\$275,001 - \$400,000	15.00%	332,944	0	340,625	320,833	389,000
\$400,001 and up	10.00%	516,333	0	499,800	599,000	0
<b>Average List Price</b>		<b>212,421</b>	<b>101,600</b>	<b>239,231</b>	<b>321,300</b>	<b>262,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,421</b>	<b>15</b>	<b>38</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,745,289</b>	<b>1.52M</b>	<b>9.09M</b>	<b>1.61M</b>	<b>524.00K</b>



# March 2024



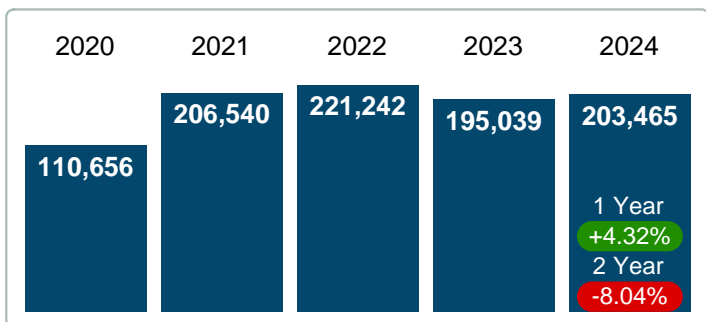
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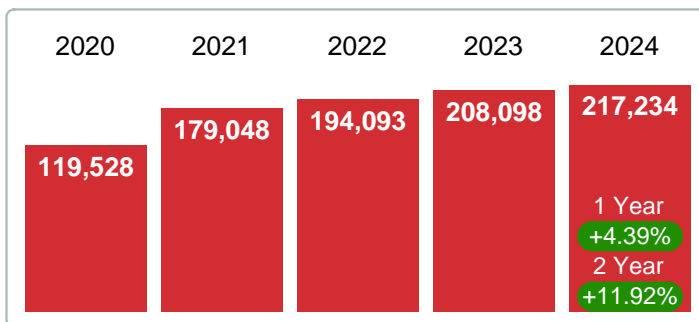
## AVERAGE SOLD PRICE AT CLOSING

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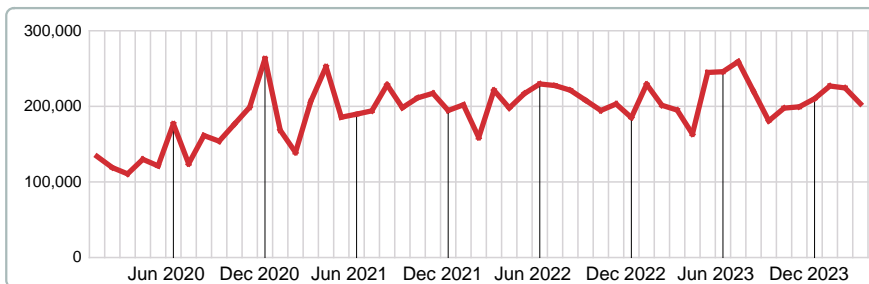
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

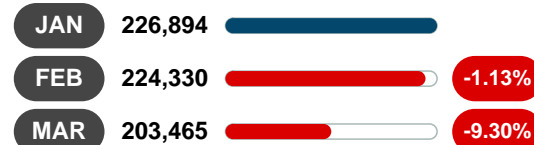


### 3 MONTHS

5 year MAR AVG = 187,389

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

Average Sold Price at Closing this month at **203,465** above the 5 yr MAR average of **187,389**



### 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
\$75,000 and less	10.00%	38,750	32,250	65,000	38,500	0
\$75,001 - \$100,000	5.00%	91,667	91,667	0	0	0
\$100,001 - \$125,000	21.67%	111,415	109,225	111,438	0	120,000
\$125,001 - \$200,000	25.00%	159,500	137,625	167,455	0	0
\$200,001 - \$275,000	15.00%	248,889	0	248,889	0	0
\$275,001 - \$400,000	13.33%	325,438	0	322,125	313,333	375,000
\$400,001 and up	10.00%	502,667	0	483,400	599,000	0
<b>Average Sold Price</b>		<b>203,465</b>	<b>92,760</b>	<b>230,105</b>	<b>315,500</b>	<b>247,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,465</b>	<b>15</b>	<b>38</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>12,207,900</b>	<b>1.39M</b>	<b>8.74M</b>	<b>1.58M</b>	<b>495.00K</b>

# March 2024



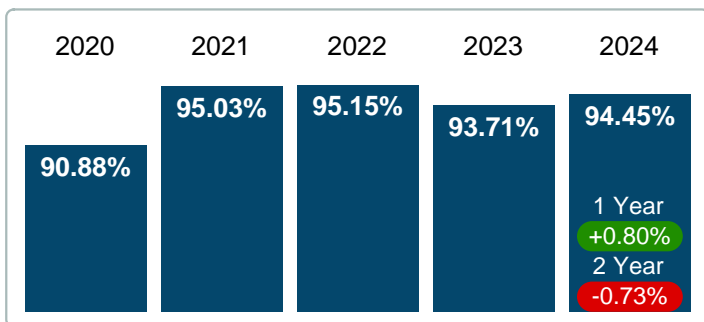
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



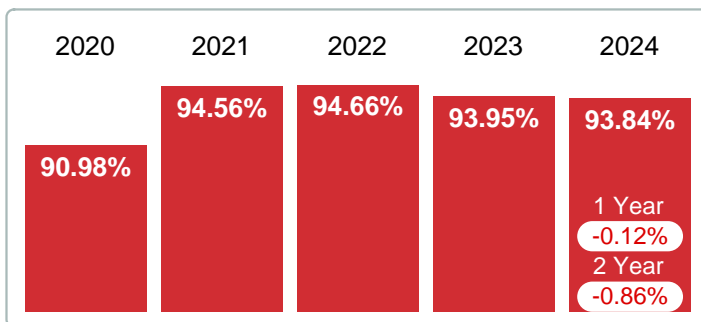
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

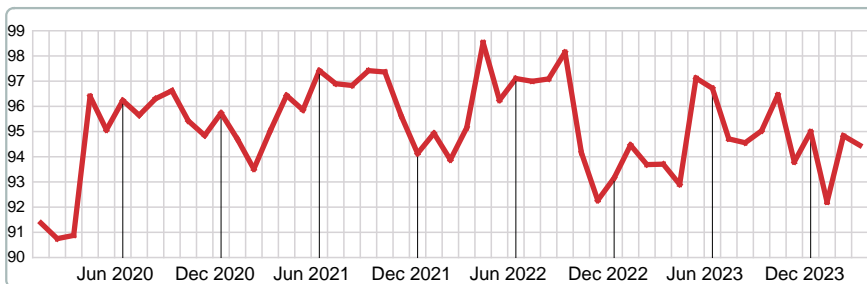
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

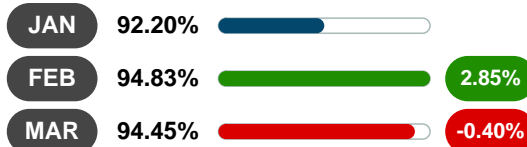


### 3 MONTHS

5 year MAR AVG = 93.84%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.45%** equal to 5 yr MAR average of **93.84%**



### 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
\$75,000 and less	6	10.00%	81.75%	77.68%	94.20%	85.56%	0.00%
\$75,001 - \$100,000	3	5.00%	88.00%	88.00%	0.00%	0.00%	0.00%
\$100,001 - \$125,000	13	21.67%	94.60%	93.45%	95.89%	0.00%	88.89%
\$125,001 - \$200,000	15	25.00%	97.49%	99.15%	96.88%	0.00%	0.00%
\$200,001 - \$275,000	9	15.00%	96.46%	0.00%	96.46%	0.00%	0.00%
\$275,001 - \$400,000	8	13.33%	96.08%	0.00%	94.77%	97.72%	96.40%
\$400,001 and up	6	10.00%	97.30%	0.00%	96.76%	100.00%	0.00%
Average Sold/List Ratio		94.50%		89.68%	96.27%	95.74%	92.64%
Total Closed Units		60	100%	15	38	5	2
Total Closed Volume		12,207,900		1.39M	8.74M	1.58M	495.00K

# March 2024



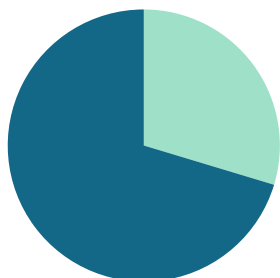
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

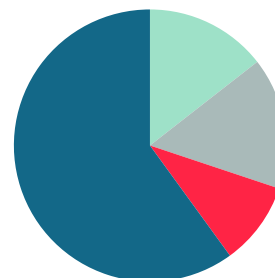


**Inventory**  
 New Listings  
**105 = 29.66%**  
 Start Inventory  
**249**  
 Total Inventory Units  
**354**  
 Volume  
**\$109,067,473**

### Market Activity

Closed Sales  
**60 = 14.46%**  
 Pending Sales  
**65 = 15.66%**  
 Other Off Market  
**41 = 9.88%**  
 Active Inventory  
**249 = 60.00%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	64	60	-6.25%	163	158	-3.07%
Pending Sales	73	65	-10.96%	182	181	-0.55%
New Listings	101	105	3.96%	257	299	16.34%
Average List Price	205,539	212,421	3.35%	220,335	228,808	3.85%
Average Sale Price	195,039	203,465	4.32%	208,098	217,234	4.39%
Average Percent of Selling Price to List Price	93.71%	94.45%	0.80%	93.95%	93.84%	-0.12%
Average Days on Market to Sale	55.17	51.22	-7.17%	50.35	49.58	-1.54%
Monthly Inventory	205	249	21.46%	205	249	21.46%
Months Supply of Inventory	3.07	4.28	39.39%	3.07	4.28	39.39%

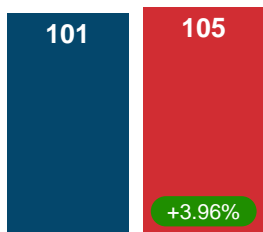
**Absorption:** Last 12 months, an Average of **58** Sales/Month

**Inventory** on March 31, 2024 = **249** 2023 2024

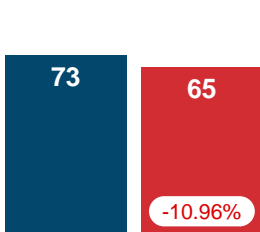
### MARCH MARKET

### AVERAGE PRICES

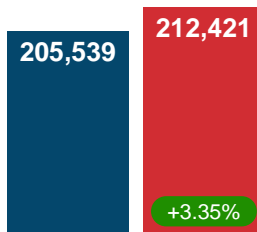
#### New Listings



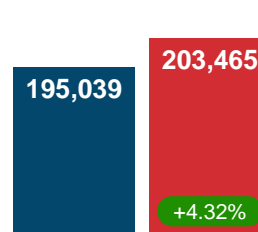
#### Pending Listings



#### List Price



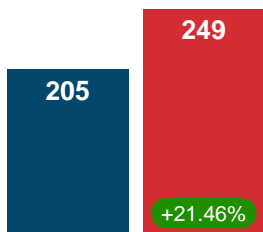
#### Sale Price



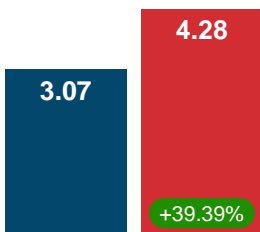
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

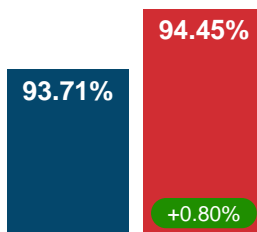
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

