

March 2024



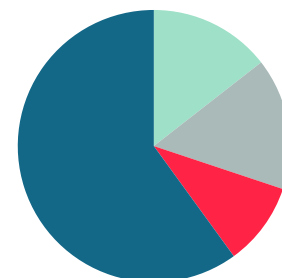
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	194,450	157,000	-19.26%
Median Sale Price	175,250	155,000	-11.55%
Median Percent of Selling Price to List Price	97.32%	96.29%	-1.06%
Median Days on Market to Sale	21.50	22.00	2.33%
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.

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 **11.55%** in March 2024 to \$155,000 versus the previous year at \$175,250.

Median Days on Market Lengthens

The median number of **22.00** days that homes spent on the market before selling increased by 0.50 days or **2.33%** in March 2024 compared to last year's same month at **21.50** DOM.

Sales Success for March 2024 is Positive

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

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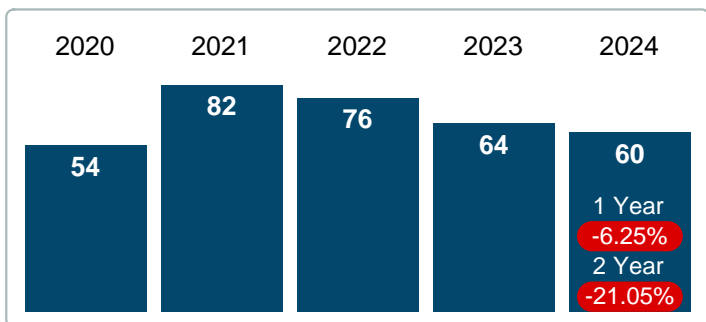
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



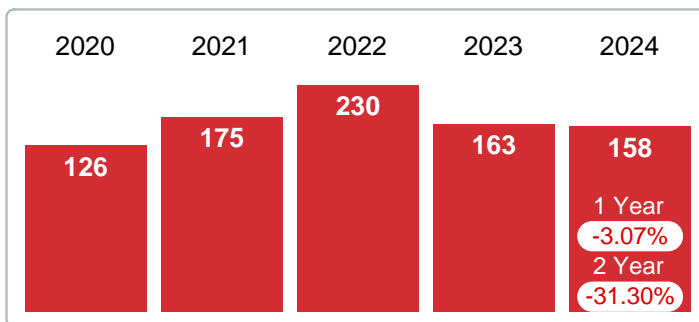
CLOSED LISTINGS

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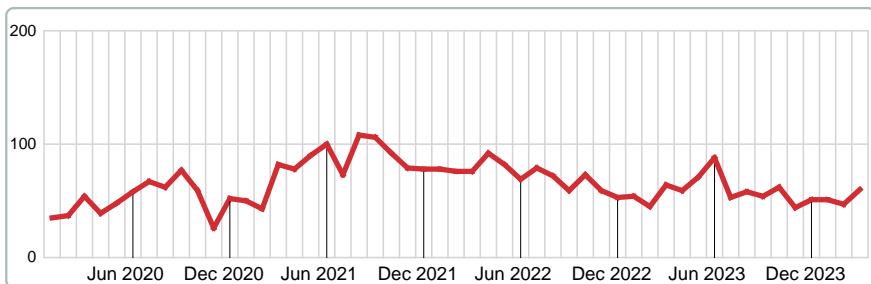
MARCH



YEAR TO DATE (YTD)

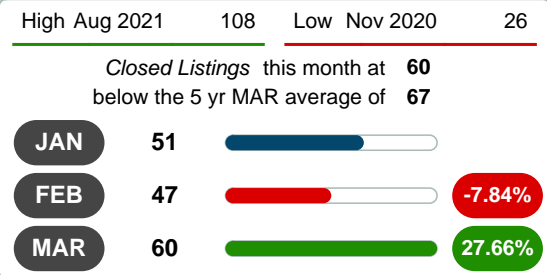


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	10.00%	15.5	4	1	1	0
\$75,001 - \$100,000	3	5.00%	74.0	3	0	0	0
\$100,001 - \$125,000	13	21.67%	5.0	4	8	0	1
\$125,001 - \$200,000	15	25.00%	34.0	4	11	0	0
\$200,001 - \$275,000	9	15.00%	55.0	0	9	0	0
\$275,001 - \$400,000	8	13.33%	85.5	0	4	3	1
\$400,001 and up	6	10.00%	14.0	0	5	1	0
Total Closed Units	60			15	38	5	2
Total Closed Volume	12,207,900	100%	22.0	1.39M	8.74M	1.58M	495.00K
Median Closed Price	\$155,000			\$105,000	\$193,000	\$315,000	\$247,500

March 2024



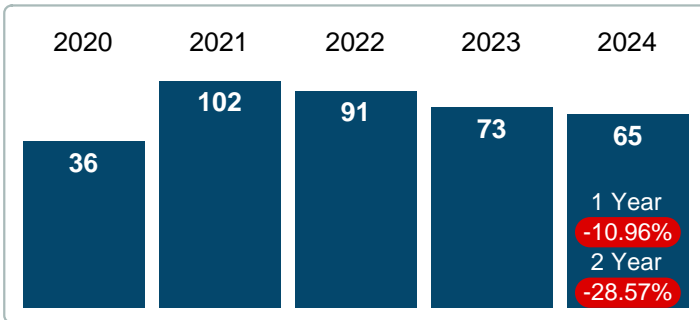
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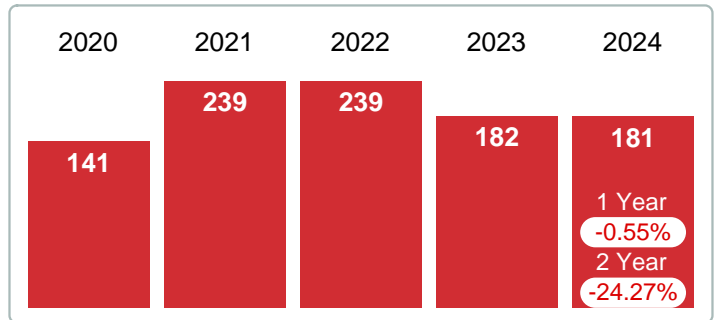
PENDING LISTINGS

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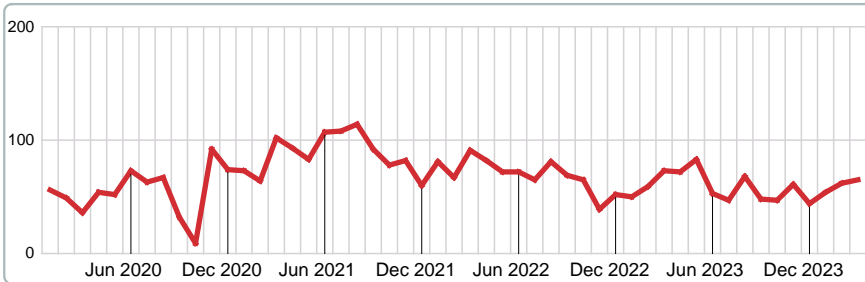
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

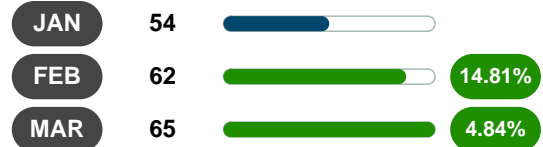


3 MONTHS

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**



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	2	3.08%	0.5	0	2	0	0
\$75,001 - \$100,000	9	13.85%	28.0	5	3	0	1
\$100,001 - \$150,000	13	20.00%	20.0	6	6	0	1
\$150,001 - \$225,000	13	20.00%	28.0	2	11	0	0
\$225,001 - \$275,000	10	15.38%	19.0	0	7	3	0
\$275,001 - \$375,000	10	15.38%	20.5	1	7	2	0
\$375,001 and up	8	12.31%	145.5	1	4	2	1
Total Pending Units	65			15	40	7	3
Total Pending Volume	14,775,000	100%	28.0	2.50M	9.24M	2.30M	733.90K
Median Listing Price	\$199,000			\$118,500	\$215,000	\$279,000	\$135,000

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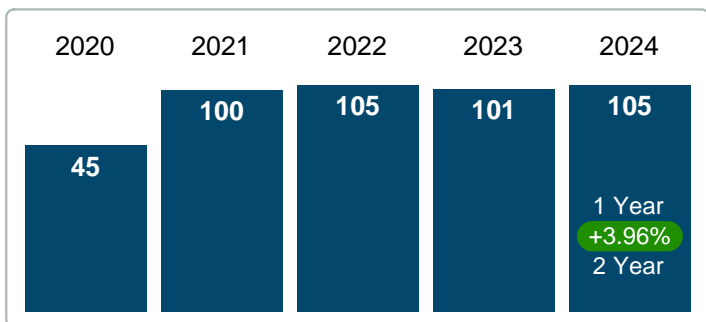
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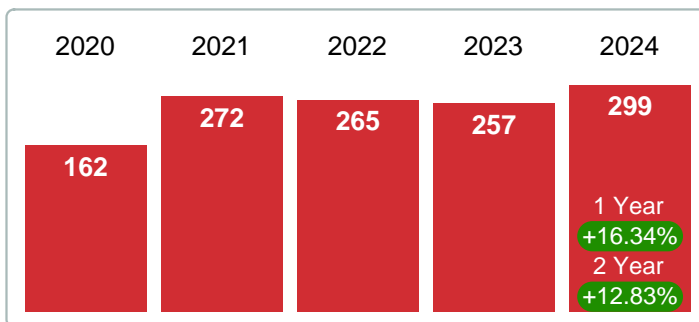
NEW LISTINGS

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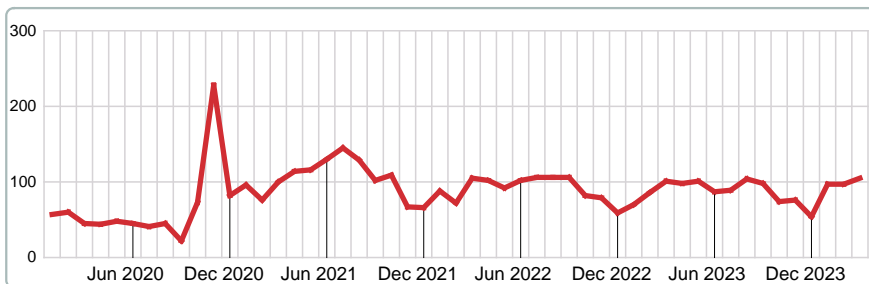
MARCH



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
Total New Listed Units	105		28	59	16	2
Total New Listed Volume	26,968,048	100%	4.39M	14.61M	7.51M	455.00K
Median New Listed Listing Price	\$215,000		\$125,000	\$225,000	\$373,950	\$227,500

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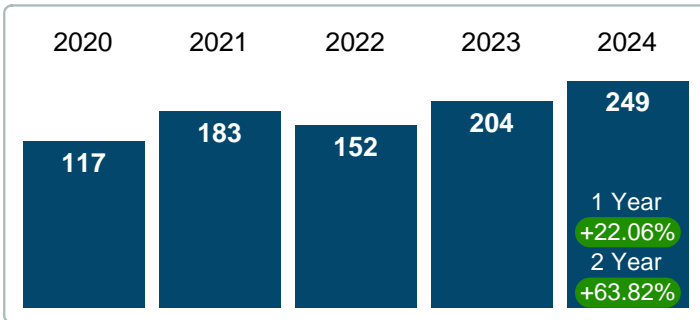
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



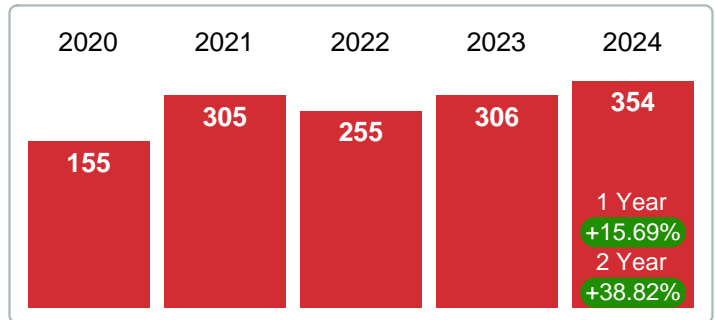
ACTIVE INVENTORY

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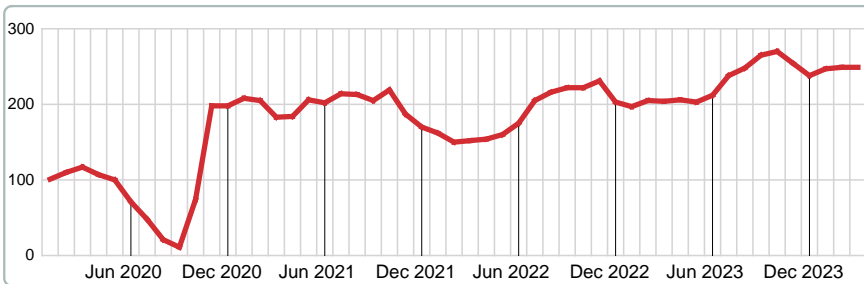
END OF MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	8.43%	44.0	16	4	1	0
\$75,001 - \$125,000	28	11.24%	51.5	18	10	0	0
\$125,001 - \$175,000	45	18.07%	67.0	16	21	7	1
\$175,001 - \$275,000	55	22.09%	34.0	7	44	4	0
\$275,001 - \$375,000	40	16.06%	65.5	4	21	12	3
\$375,001 - \$625,000	36	14.46%	64.0	2	16	15	3
\$625,001 and up	24	9.64%	71.5	2	14	8	0
Total Active Inventory by Units	249			65	130	47	7
Total Active Inventory by Volume	81,838,773	100%	54.0	10.89M	43.74M	24.37M	2.84M
Median Active Inventory Listing Price	\$225,000			\$120,000	\$245,000	\$375,000	\$375,000

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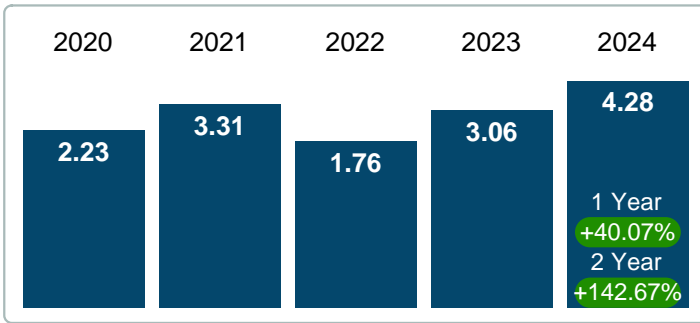
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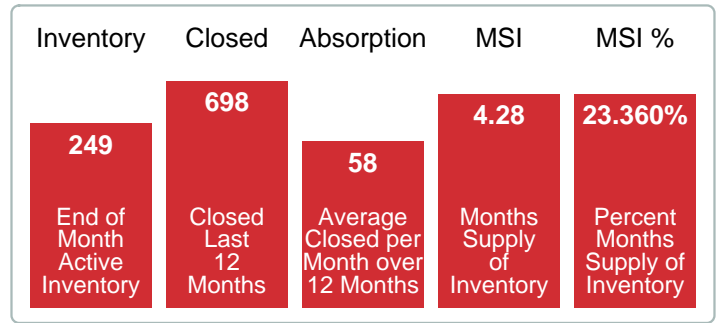
MONTHS SUPPLY of INVENTORY (MSI)

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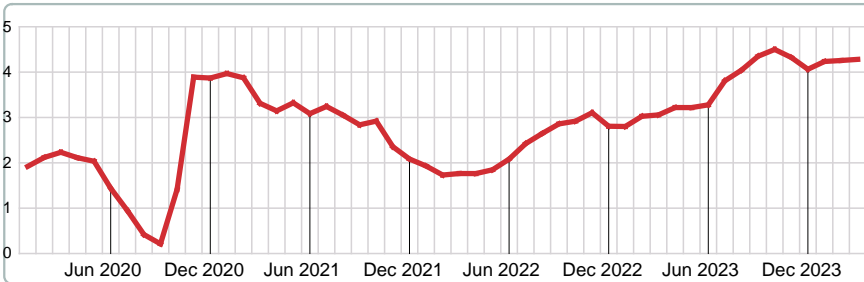
MSI FOR MARCH



INDICATORS FOR MARCH 2024

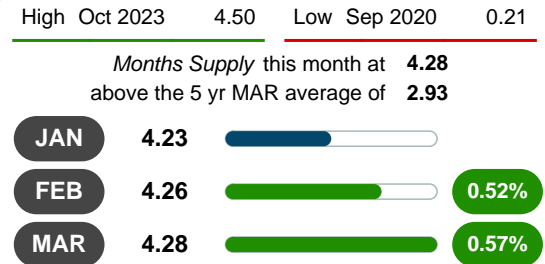


5 YEAR MARKET ACTIVITY TRENDS



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

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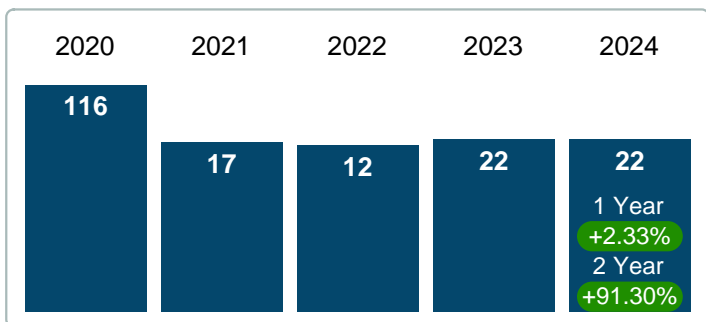
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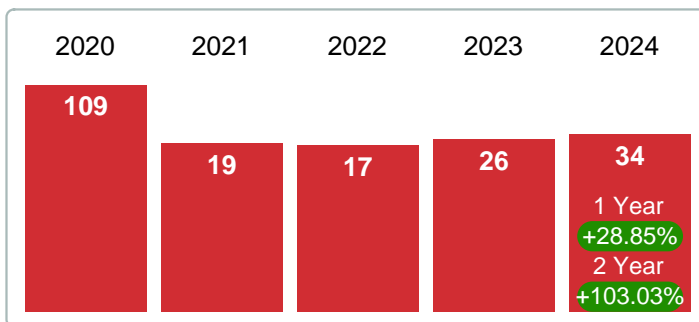
MEDIAN DAYS ON MARKET TO SALE

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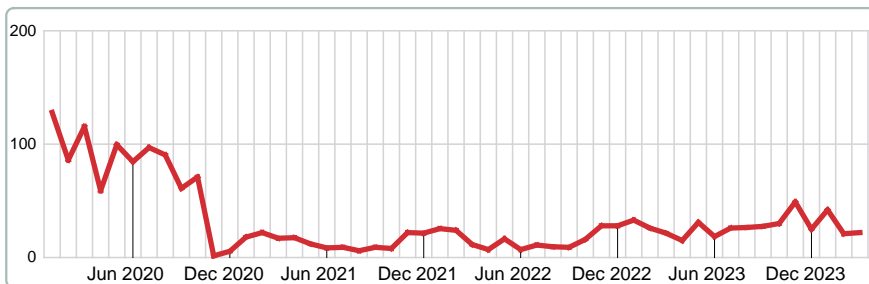
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

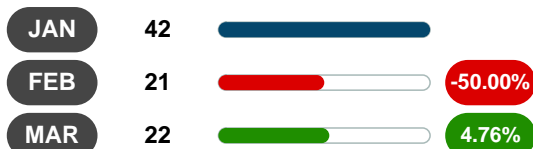


3 MONTHS

5 year MAR AVG = 38

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 22 below the 5 yr MAR average of 38



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
\$75,000 and less	10.00%	16	31	1	28	0
\$75,001 - \$100,000	5.00%	74	74	0	0	0
\$100,001 - \$125,000	21.67%	5	7	6	0	2
\$125,001 - \$200,000	25.00%	34	65	34	0	0
\$200,001 - \$275,000	15.00%	55	0	55	0	0
\$275,001 - \$400,000	13.33%	86	0	94	99	69
\$400,001 and up	10.00%	14	0	15	4	0
Median Closed DOM		22	21	19	66	36
Total Closed Units	100%	60	15	38	5	2
Total Closed Volume		12,207,900	1.39M	8.74M	1.58M	495.00K

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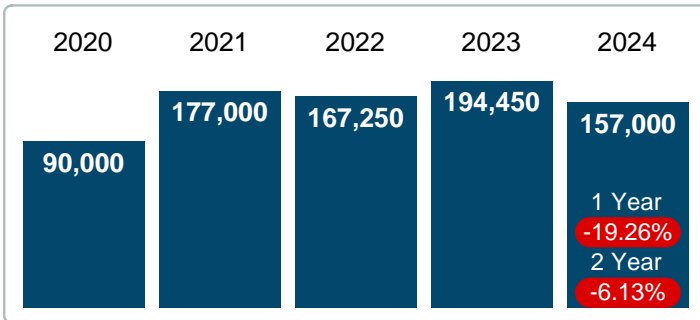
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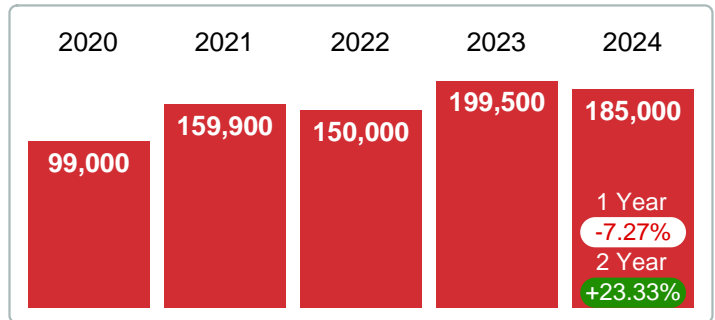
MEDIAN LIST PRICE AT CLOSING

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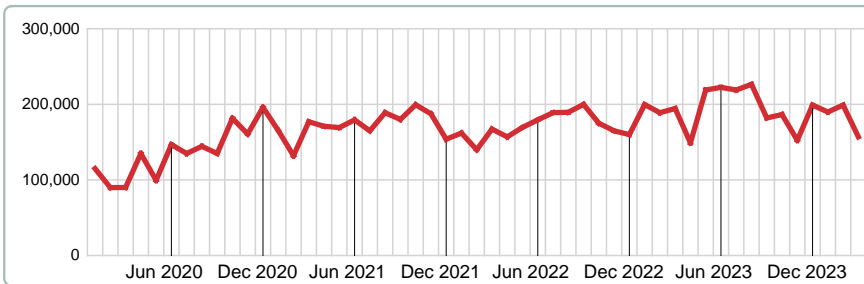
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

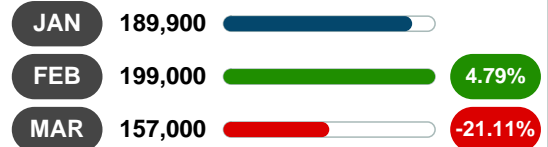


3 MONTHS

5 year MAR AVG = 157,140

High Aug 2023 226,500 Low Feb 2020 89,900

Median List Price at Closing this month at 157,000 below the 5 yr MAR average of 157,140



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
\$75,000 and less	8.33%	44,500	30,000	69,000	45,000	0
\$75,001 - \$100,000	6.67%	94,450	96,900	92,000	0	0
\$100,001 - \$125,000	15.00%	114,900	112,400	115,000	0	0
\$125,001 - \$200,000	30.00%	149,750	137,500	157,000	0	135,000
\$200,001 - \$275,000	15.00%	259,900	0	259,900	0	0
\$275,001 - \$400,000	15.00%	332,500	0	350,000	325,000	389,000
\$400,001 and up	10.00%	500,000	0	495,000	599,000	0
Median List Price		157,000	109,900	201,345	325,000	262,000
Total Closed Units	100%	157,000	15	38	5	2
Total Closed Volume		12,745,289	1.52M	9.09M	1.61M	524.00K

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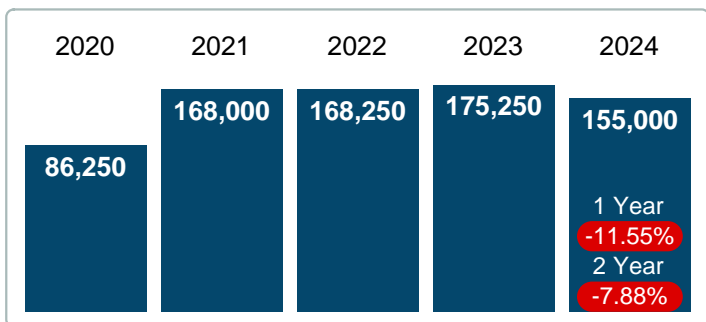
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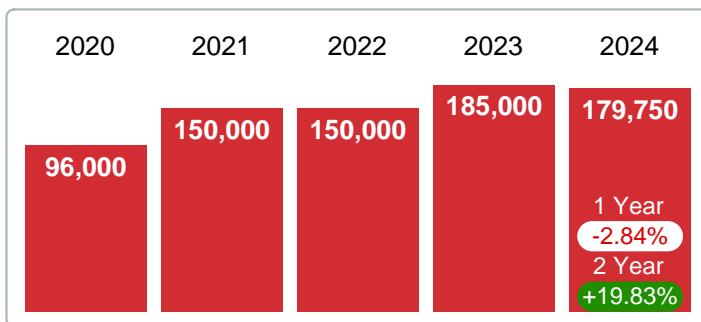
MEDIAN SOLD PRICE AT CLOSING

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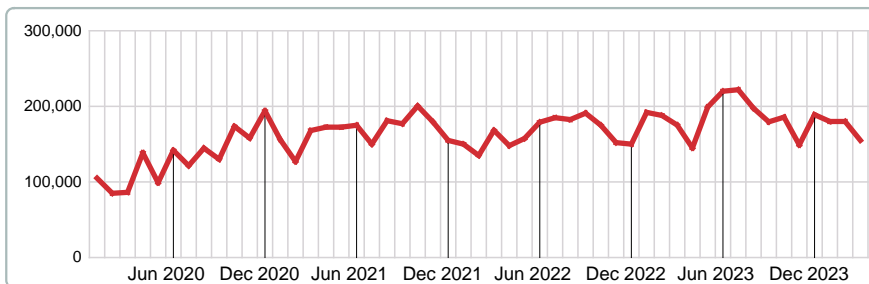
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

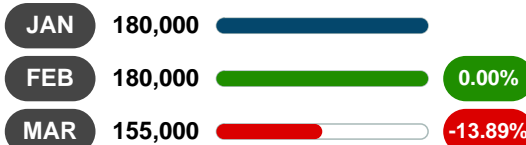


3 MONTHS

5 year MAR AVG = 150,550

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

Median Sold Price at Closing this month at 155,000 above the 5 yr MAR average of 150,550



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
\$75,000 and less	10.00%	36,750	30,000	65,000	38,500	0
\$75,001 - \$100,000	5.00%	94,000	94,000	0	0	0
\$100,001 - \$125,000	21.67%	110,000	108,500	109,500	0	120,000
\$125,001 - \$200,000	25.00%	155,000	137,250	163,000	0	0
\$200,001 - \$275,000	15.00%	255,000	0	255,000	0	0
\$275,001 - \$400,000	13.33%	317,500	0	321,250	315,000	375,000
\$400,001 and up	10.00%	490,500	0	485,000	599,000	0
Median Sold Price		155,000	105,000	193,000	315,000	247,500
Total Closed Units	100%	155,000	15	38	5	2
Total Closed Volume		12,207,900	1.39M	8.74M	1.58M	495.00K

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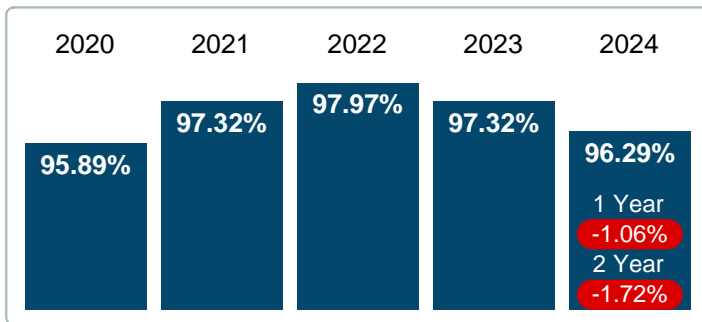
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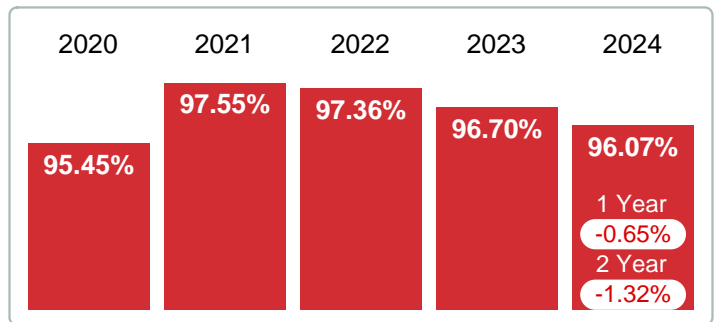
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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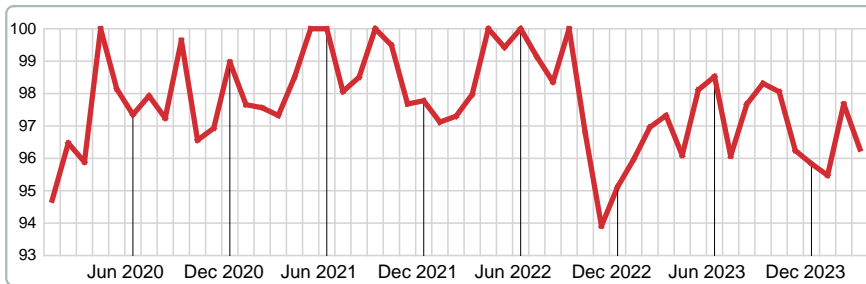
MARCH



YEAR TO DATE (YTD)

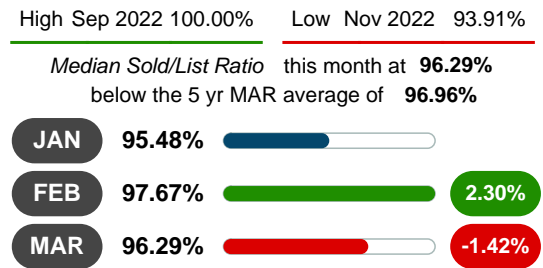


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 96.96%



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	
\$75,000 and less	6	10.00%	82.10%	75.99%	94.20%	85.56%	0.00%	
\$75,001 - \$100,000	3	5.00%	94.09%	94.09%	0.00%	0.00%	0.00%	
\$100,001 - \$125,000	13	21.67%	95.54%	97.77%	95.03%	0.00%	88.89%	
\$125,001 - \$200,000	15	25.00%	99.61%	99.80%	95.48%	0.00%	0.00%	
\$200,001 - \$275,000	9	15.00%	96.33%	0.00%	96.33%	0.00%	0.00%	
\$275,001 - \$400,000	8	13.33%	96.66%	0.00%	94.35%	96.92%	96.40%	
\$400,001 and up	6	10.00%	98.10%	0.00%	97.98%	100.00%	0.00%	
Median Sold/List Ratio		96.29%		96.99%	95.66%	96.92%	92.64%	
Total Closed Units		60	100%	96.29%	15	38	5	2
Total Closed Volume		12,207,900			1.39M	8.74M	1.58M	495.00K

March 2024



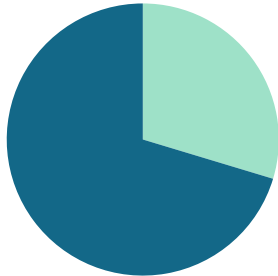
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

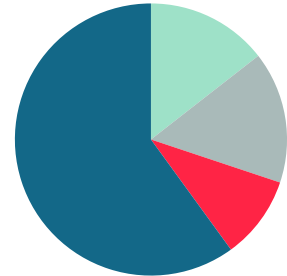


Inventory
 New Listings
105 = 29.66%
 Start Inventory
249
 Total Inventory Units
354
 Volume
\$109,067,473

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%
Median List Price	194,450	157,000	-19.26%	199,500	185,000	-7.27%
Median Sale Price	175,250	155,000	-11.55%	185,000	179,750	-2.84%
Median Percent of Selling Price to List Price	97.32%	96.29%	-1.06%	96.70%	96.07%	-0.65%
Median Days on Market to Sale	21.50	22.00	2.33%	26.00	33.50	28.85%
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

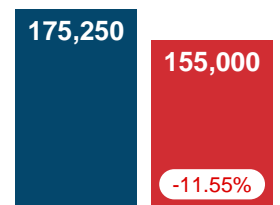
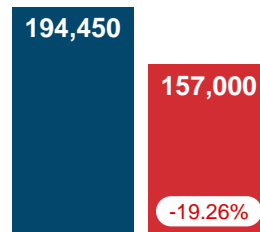
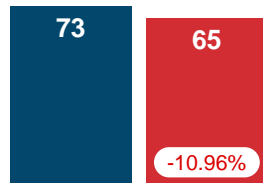
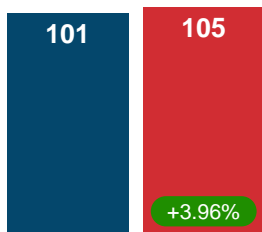
MEDIAN PRICES

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

