

# April 2024



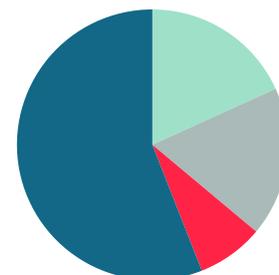
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	61	55	-9.84%
Pending Listings	69	54	-21.74%
New Listings	79	97	22.78%
Average List Price	192,203	207,980	8.21%
Average Sale Price	184,661	201,023	8.86%
Average Percent of Selling Price to List Price	95.45%	96.45%	1.05%
Average Days on Market to Sale	35.80	34.00	-5.04%
End of Month Inventory	150	169	12.67%
Months Supply of Inventory	2.75	3.31	20.39%



■ Closed (18.21%)  
■ Pending (17.88%)  
■ Other OffMarket (7.95%)  
■ Active (55.96%)

**Absorption:** Last 12 months, an Average of **51** Sales/Month  
**Active Inventory** as of April 30, 2024 = **169**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2024 rose **12.67%** to 169 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **3.31** 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 **8.86%** in April 2024 to \$201,023 versus the previous year at \$184,661.

#### Average Days on Market Shortens

The average number of **34.00** days that homes spent on the market before selling decreased by 1.80 days or **5.04%** in April 2024 compared to last year's same month at **35.80** DOM.

#### Sales Success for April 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 97 New Listings in April 2024, up **22.78%** from last year at 79. Furthermore, there were 55 Closed Listings this month versus last year at 61, a **-9.84%** decrease.

Closed versus Listed trends yielded a **56.7%** ratio, down from previous year's, April 2023, at **77.2%**, a **26.57%** downswing. This will certainly create pressure on an increasing 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>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

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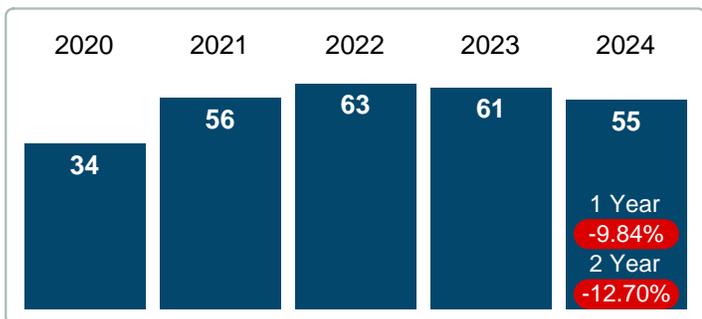
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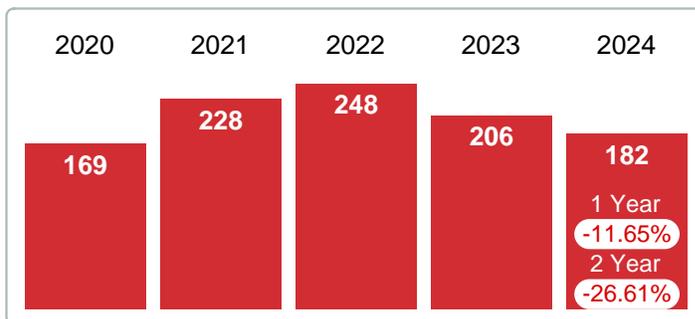
## CLOSED LISTINGS

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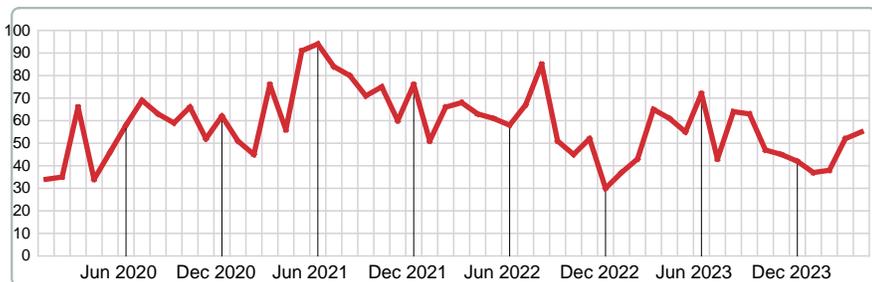
### APRIL



### YEAR TO DATE (YTD)

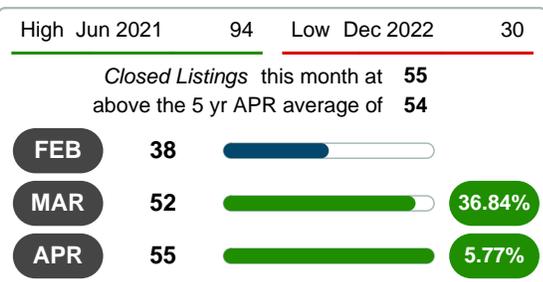


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 54



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	3.64%	6.5	2	0	0	0
\$25,001 - \$75,000	10	18.18%	17.1	2	8	0	0
\$75,001 - \$125,000	6	10.91%	23.7	2	4	0	0
\$125,001 - \$225,000	14	25.45%	21.6	3	10	0	1
\$225,001 - \$250,000	9	16.36%	53.7	0	7	2	0
\$250,001 - \$350,000	7	12.73%	28.1	0	5	2	0
\$350,001 and up	7	12.73%	80.1	0	3	3	1
<b>Total Closed Units</b>	<b>55</b>			<b>9</b>	<b>37</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>11,056,287</b>	<b>100%</b>	<b>34.0</b>	<b>792.40K</b>	<b>7.28M</b>	<b>2.33M</b>	<b>650.00K</b>
<b>Average Closed Price</b>	<b>\$201,023</b>			<b>\$88,044</b>	<b>\$196,740</b>	<b>\$333,500</b>	<b>\$325,000</b>

# April 2024



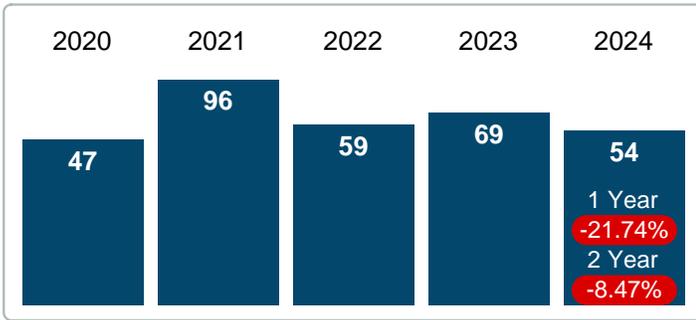
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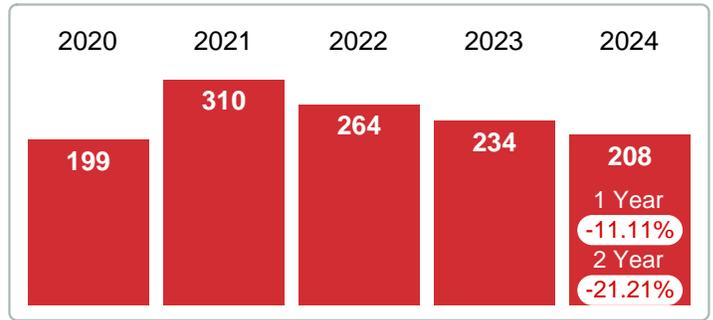
## PENDING LISTINGS

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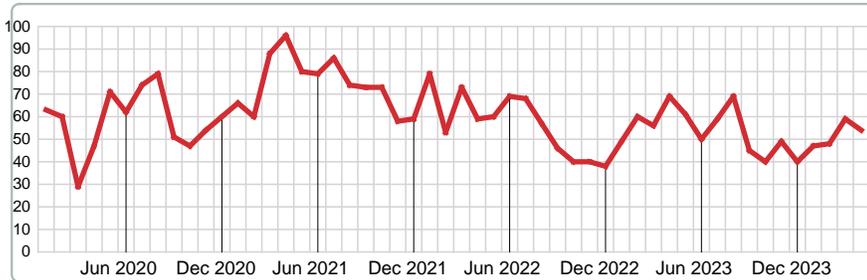
### APRIL



### YEAR TO DATE (YTD)

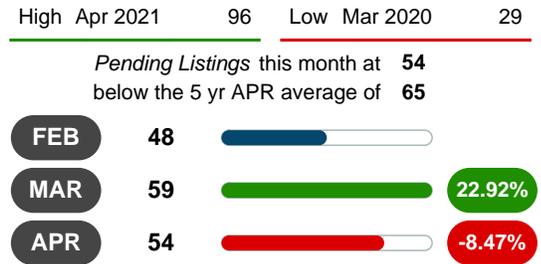


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 65



### 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	2	3.70%	71.5	1	1	0	0
\$50,001 - \$100,000	7	12.96%	7.4	2	5	0	0
\$100,001 - \$150,000	9	16.67%	15.0	3	6	0	0
\$150,001 - \$275,000	15	27.78%	43.3	2	12	1	0
\$275,001 - \$350,000	8	14.81%	34.3	0	5	3	0
\$350,001 - \$575,000	7	12.96%	30.6	1	4	2	0
\$575,001 and up	6	11.11%	30.8	1	4	0	1
<b>Total Pending Units</b>	<b>54</b>			<b>10</b>	<b>37</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>16,337,700</b>	<b>100%</b>	<b>10.1</b>	<b>2.84M</b>	<b>9.70M</b>	<b>2.11M</b>	<b>1.70M</b>
<b>Average Listing Price</b>	<b>\$162,738</b>			<b>\$284,030</b>	<b>\$262,041</b>	<b>\$351,150</b>	<b>\$1,695,000</b>

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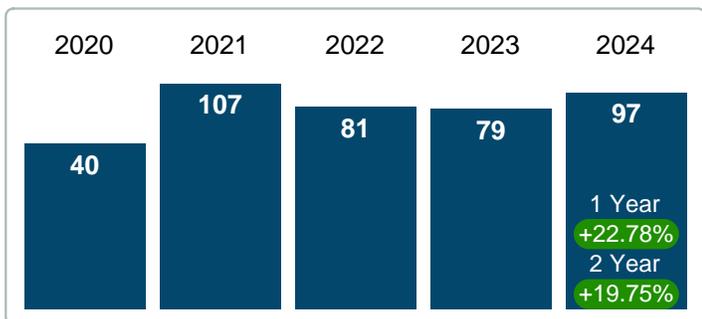
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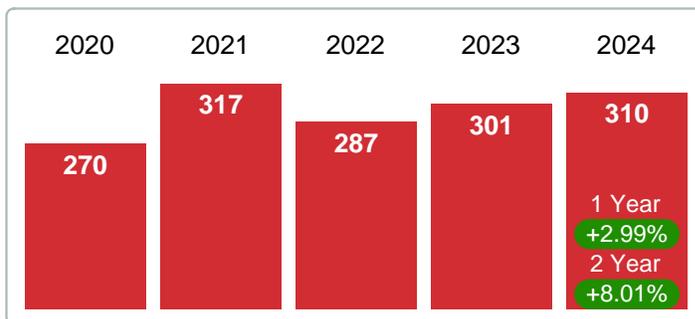
## NEW LISTINGS

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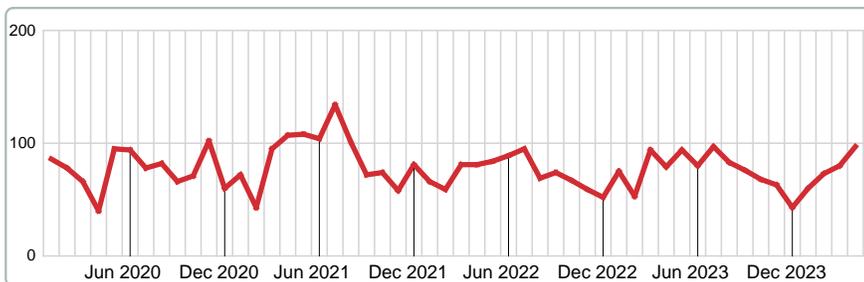
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 81

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 97  
above the 5 yr APR average of 81



### 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	3	3.09%	1				2				0				0			
\$50,001 - \$125,000	19	19.59%	6				12				1				0			
\$125,001 - \$150,000	10	10.31%	0				10				0				0			
\$150,001 - \$250,000	28	28.87%	6				20				2				0			
\$250,001 - \$325,000	12	12.37%	0				5				5				2			
\$325,001 - \$525,000	16	16.49%	2				8				4				2			
\$525,001 and up	9	9.28%	2				2				4				1			
<b>Total New Listed Units</b>	<b>97</b>		<b>17</b>				<b>59</b>				<b>16</b>				<b>5</b>			
<b>Total New Listed Volume</b>	<b>27,319,400</b>	<b>100%</b>	<b>6.35M</b>				<b>12.52M</b>				<b>5.93M</b>				<b>2.52M</b>			
<b>Average New Listed Listing Price</b>	<b>\$159,817</b>		<b>\$373,794</b>				<b>\$212,139</b>				<b>\$370,363</b>				<b>\$504,580</b>			

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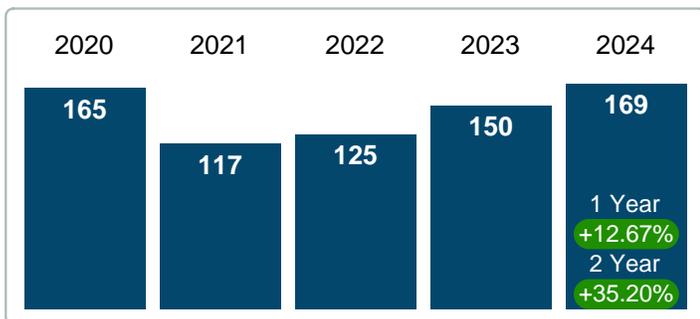
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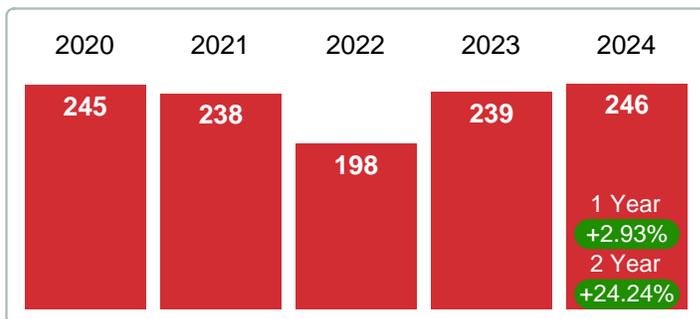
## ACTIVE INVENTORY

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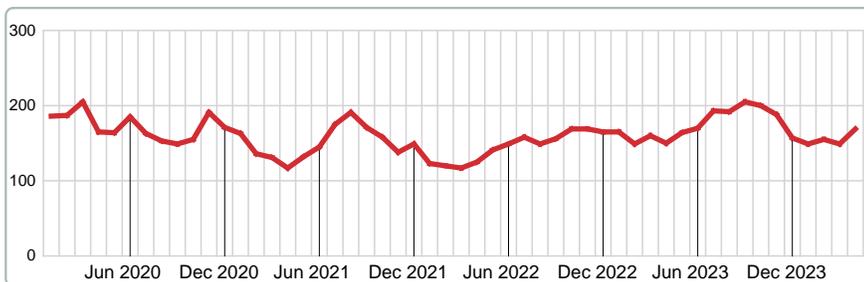
### END OF APRIL



### ACTIVE DURING APRIL

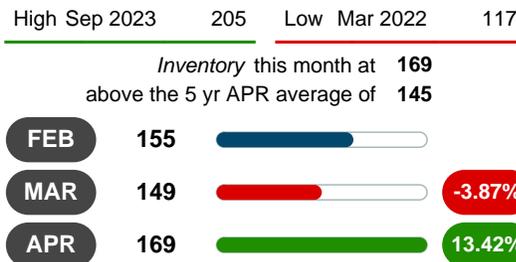


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 145



### 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	2.96%	52.0	3	2	0	0
\$50,001 - \$100,000	29	17.16%	67.1	17	11	1	0
\$100,001 - \$150,000	24	14.20%	54.1	5	19	0	0
\$150,001 - \$275,000	41	24.26%	71.0	6	29	6	0
\$275,001 - \$375,000	30	17.75%	61.0	1	17	8	4
\$375,001 - \$575,000	20	11.83%	54.8	2	6	10	2
\$575,001 and up	20	11.83%	79.5	2	6	6	6
<b>Total Active Inventory by Units</b>	<b>169</b>			<b>36</b>	<b>90</b>	<b>31</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>57,110,750</b>	<b>100%</b>	<b>64.7</b>	<b>8.30M</b>	<b>23.70M</b>	<b>14.96M</b>	<b>10.15M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$337,933</b>			<b>\$230,606</b>	<b>\$263,378</b>	<b>\$482,516</b>	<b>\$845,575</b>

# April 2024



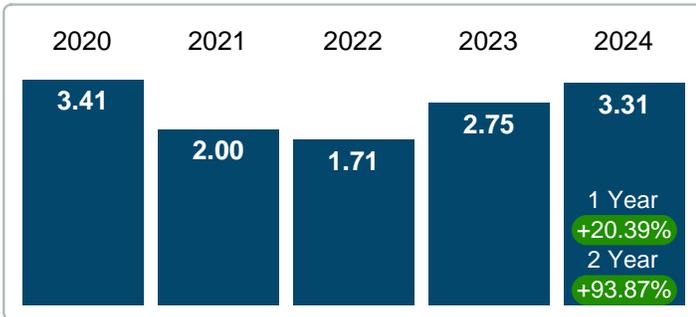
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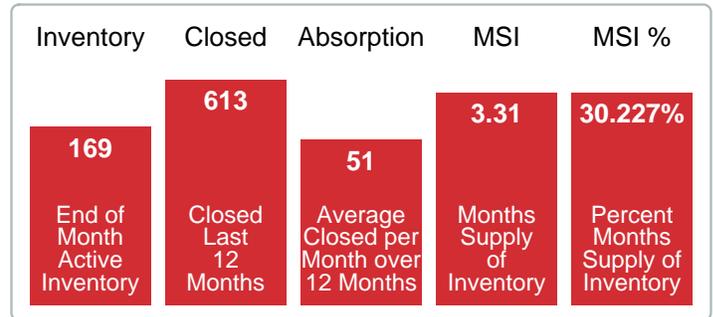
## MONTHS SUPPLY of INVENTORY (MSI)

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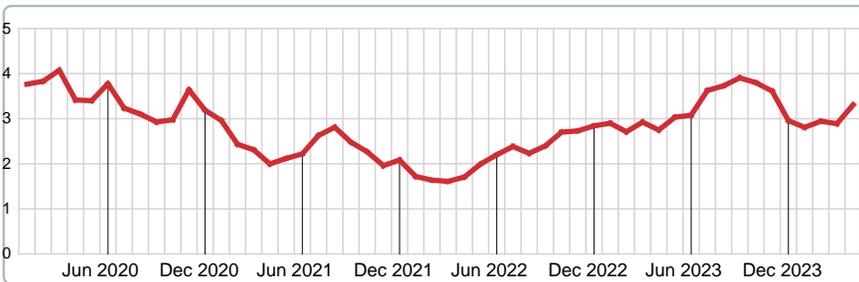
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

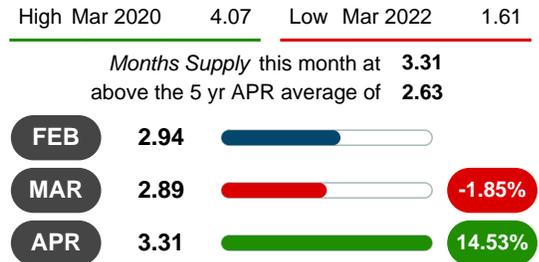


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.63



### 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	2.96%	1.33	1.38	1.41	0.00	0.00
\$50,001 - \$100,000	29	17.16%	3.55	4.98	2.87	1.20	0.00
\$100,001 - \$150,000	24	14.20%	2.57	2.22	3.12	0.00	0.00
\$150,001 - \$275,000	41	24.26%	2.22	2.57	2.32	1.85	0.00
\$275,001 - \$375,000	30	17.75%	4.29	3.00	4.08	3.43	24.00
\$375,001 - \$575,000	20	11.83%	6.32	0.00	4.24	6.67	8.00
\$575,001 and up	20	11.83%	17.14	0.00	18.00	18.00	12.00
Market Supply of Inventory (MSI)			3.31	3.43	3.03	3.29	8.47
Total Active Inventory by Units		100%	3.31	36	90	31	12

# April 2024



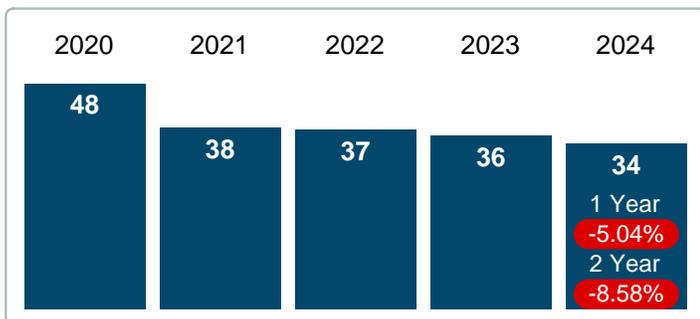
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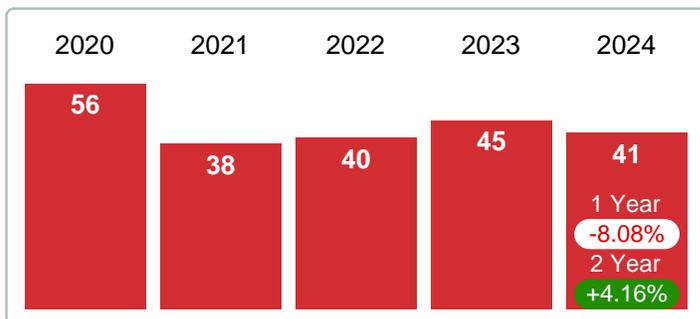
## AVERAGE DAYS ON MARKET TO SALE

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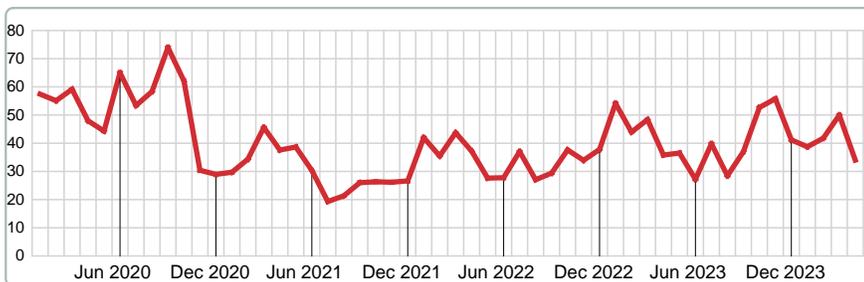
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 39

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 34 below the 5 yr APR average of 39

- FEB 42 (Progress bar)
- MAR 50 (Progress bar, +19.56%)
- APR 34 (Progress bar, -31.95%)

### 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
\$25,000 and less	3.64%	7	7	0	0	0
\$25,001 - \$75,000	18.18%	17	51	9	0	0
\$75,001 - \$125,000	10.91%	24	5	33	0	0
\$125,001 - \$225,000	25.45%	22	43	13	0	42
\$225,001 - \$250,000	16.36%	54	0	23	162	0
\$250,001 - \$350,000	12.73%	28	0	24	39	0
\$350,001 and up	12.73%	80	0	104	29	164
<b>Average Closed DOM</b>		<b>34</b>	<b>28</b>	<b>25</b>	<b>70</b>	<b>103</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>9</b>	<b>37</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,056,287</b>	<b>792.40K</b>	<b>7.28M</b>	<b>2.33M</b>	<b>650.00K</b>

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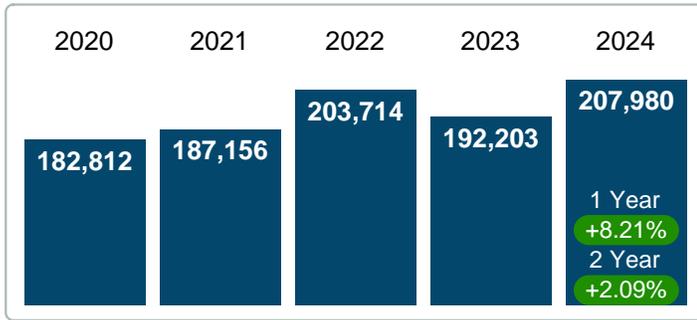
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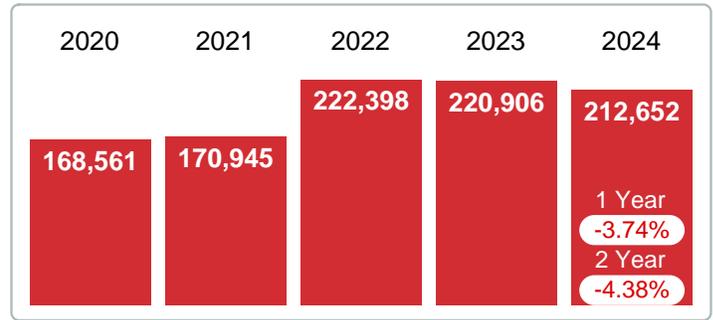
## AVERAGE LIST PRICE AT CLOSING

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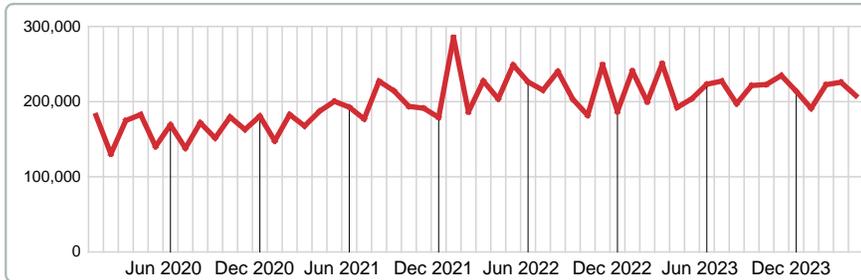
### APRIL



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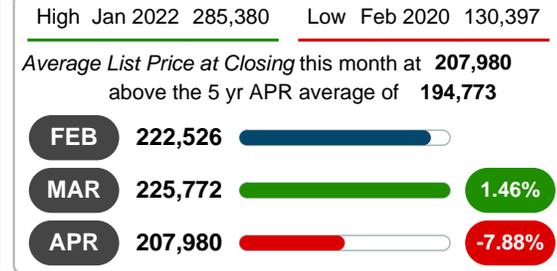


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 194,773



### 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
\$25,000 and less	1	1.82%	10,000	22,450	0	0	0
\$25,001 - \$75,000	10	18.18%	48,570	67,000	49,475	0	0
\$75,001 - \$125,000	7	12.73%	107,914	116,750	112,975	0	0
\$125,001 - \$225,000	15	27.27%	177,500	136,333	179,960	0	225,000
\$225,001 - \$250,000	7	12.73%	241,486	0	237,614	253,500	0
\$250,001 - \$350,000	8	14.55%	296,000	0	287,800	334,500	0
\$350,001 and up	7	12.73%	495,271	0	578,333	410,667	499,900
<b>Average List Price</b>			<b>207,980</b>	<b>91,267</b>	<b>202,286</b>	<b>344,000</b>	<b>362,450</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>207,980</b>	<b>9</b>	<b>37</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>11,438,900</b>	<b>821.40K</b>	<b>7.48M</b>	<b>2.41M</b>	<b>724.90K</b>

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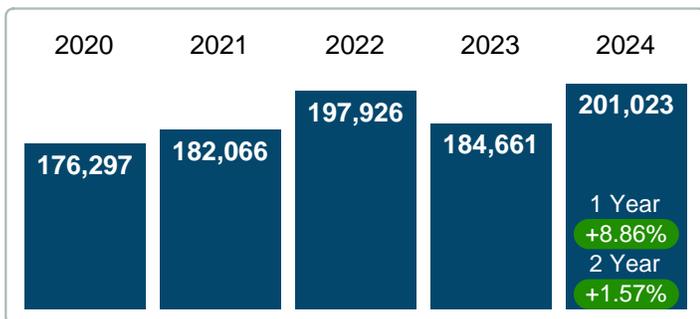
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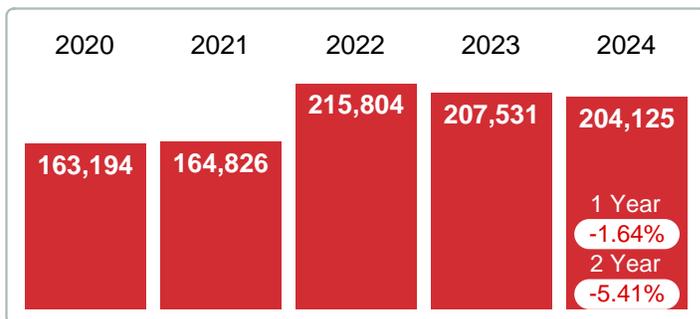
## AVERAGE SOLD PRICE AT CLOSING

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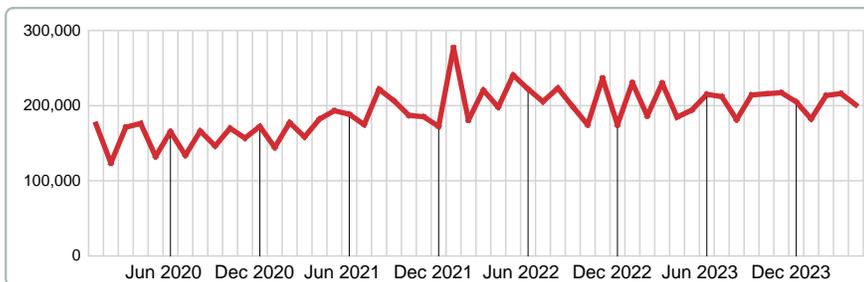
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 188,395

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

Average Sold Price at Closing this month at **201,023** above the 5 yr APR average of **188,395**

- FEB** 213,445
- MAR** 216,078 +1.23%
- APR** 201,023 -6.97%

### 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
\$25,000 and less	3.64%	17,450	17,450	0	0	0
\$25,001 - \$75,000	18.18%	49,290	57,500	47,238	0	0
\$75,001 - \$125,000	10.91%	110,490	116,750	107,360	0	0
\$125,001 - \$225,000	25.45%	170,911	136,333	175,875	0	225,000
\$225,001 - \$250,000	16.36%	239,833	0	239,786	240,000	0
\$250,001 - \$350,000	12.73%	291,286	0	279,800	320,000	0
\$350,001 and up	12.73%	467,900	0	545,266	404,833	425,000
<b>Average Sold Price</b>		<b>201,023</b>	<b>88,044</b>	<b>196,740</b>	<b>333,500</b>	<b>325,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>201,023</b>	<b>9</b>	<b>37</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,056,287</b>	<b>792.40K</b>	<b>7.28M</b>	<b>2.33M</b>	<b>650.00K</b>

# April 2024



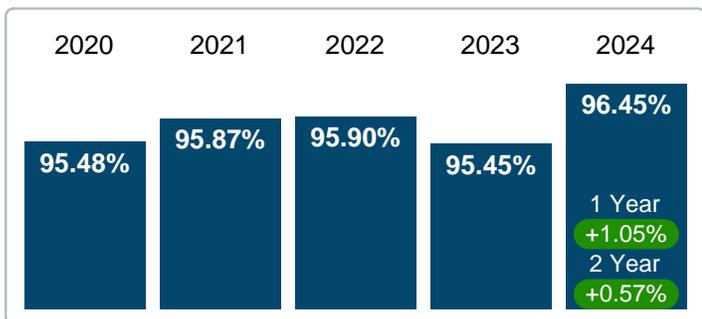
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



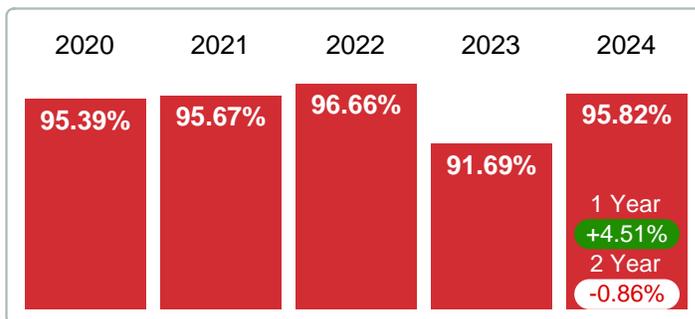
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

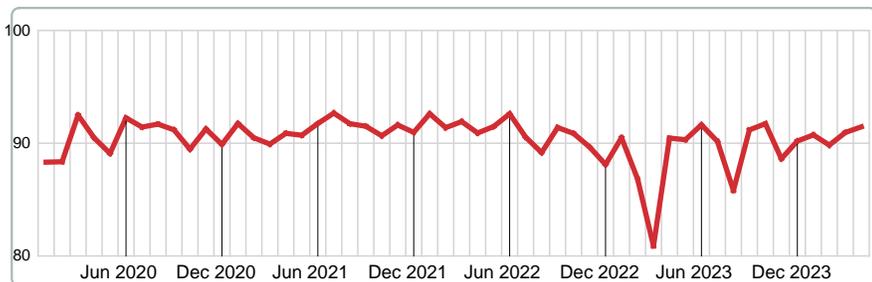
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

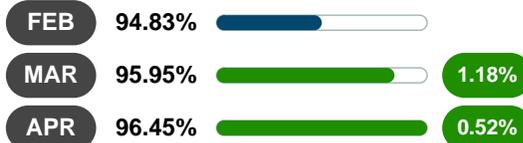


### 3 MONTHS

5 year APR AVG = 95.83%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.45%** equal to 5 yr APR average of **95.83%**



### 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
\$25,000 and less	2	3.64%	85.67%	85.67%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	10	18.18%	92.86%	84.66%	94.91%	0.00%	0.00%
\$75,001 - \$125,000	6	10.91%	96.90%	100.00%	95.34%	0.00%	0.00%
\$125,001 - \$225,000	14	25.45%	98.59%	100.26%	97.95%	0.00%	100.00%
\$225,001 - \$250,000	9	16.36%	99.61%	0.00%	100.99%	94.79%	0.00%
\$250,001 - \$350,000	7	12.73%	96.95%	0.00%	97.46%	95.69%	0.00%
\$350,001 and up	7	12.73%	95.44%	0.00%	95.75%	98.61%	85.02%
Average Sold/List Ratio		96.50%		93.50%	97.34%	96.68%	92.51%
Total Closed Units		55	100%	9	37	7	2
Total Closed Volume		11,056,287		792.40K	7.28M	2.33M	650.00K

# April 2024



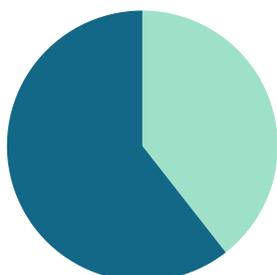
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

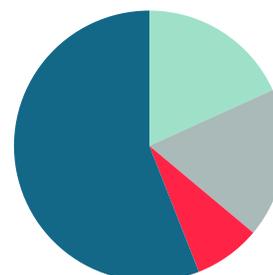


**Inventory**  
 New Listings  
**97 = 39.43%**  
 Start Inventory  
**149**  
 Total Inventory Units  
**246**  
 Volume  
**\$84,073,857**

### Market Activity

Closed Sales  
**55 = 18.21%**  
 Pending Sales  
**54 = 17.88%**  
 Other Off Market  
**24 = 7.95%**  
 Active Inventory  
**169 = 55.96%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	61	55	-9.84%	206	182	-11.65%
Pending Sales	69	54	-21.74%	234	208	-11.11%
New Listings	79	97	22.78%	301	310	2.99%
Average List Price	192,203	207,980	8.21%	220,906	212,652	-3.74%
Average Sale Price	184,661	201,023	8.86%	207,531	204,125	-1.64%
Average Percent of Selling Price to List Price	95.45%	96.45%	1.05%	91.69%	95.82%	4.51%
Average Days on Market to Sale	35.80	34.00	-5.04%	44.77	41.15	-8.08%
Monthly Inventory	150	169	12.67%	150	169	12.67%
Months Supply of Inventory	2.75	3.31	20.39%	2.75	3.31	20.39%

**Absorption:** Last 12 months, an Average of **51** Sales/Month

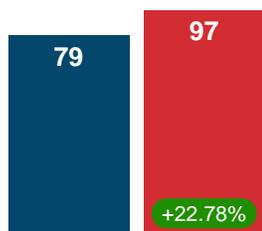
**Inventory** on April 30, 2024 = **169**

**2023** **2024**

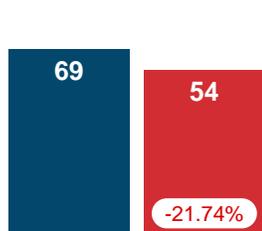
### APRIL MARKET

### AVERAGE PRICES

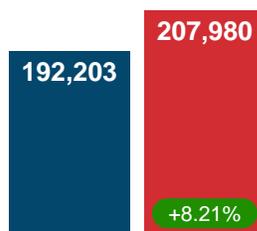
#### New Listings



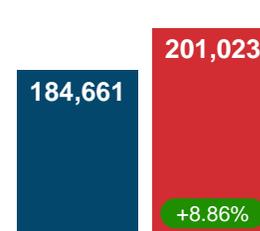
#### Pending Listings



#### List Price



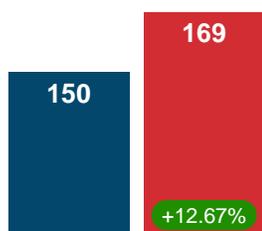
#### Sale Price



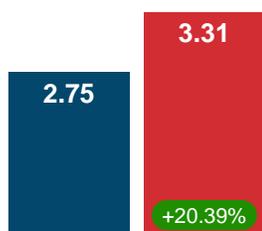
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

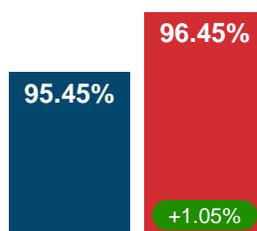
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

