

April 2024



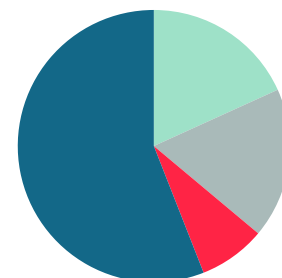
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	174,900	184,900	5.72%
Median Sale Price	166,250	184,900	11.22%
Median Percent of Selling Price to List Price	97.96%	99.31%	1.38%
Median Days on Market to Sale	14.00	13.00	-7.14%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **11.22%** in April 2024 to \$184,900 versus the previous year at \$166,250.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 1.00 days or **7.14%** in April 2024 compared to last year's same month at **14.00** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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.

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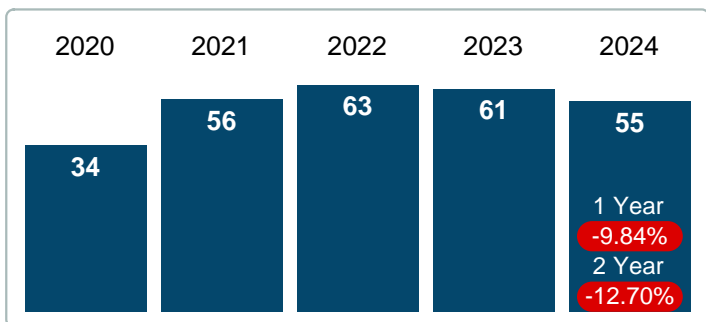
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



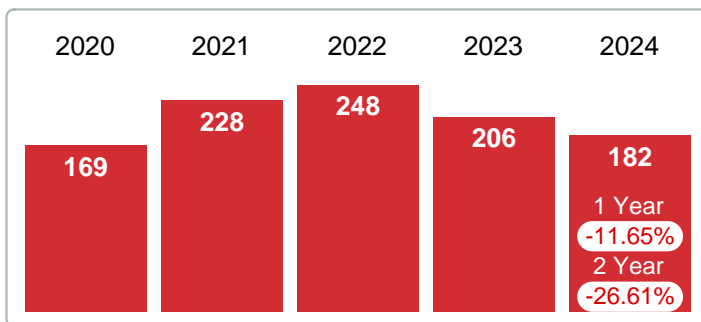
CLOSED LISTINGS

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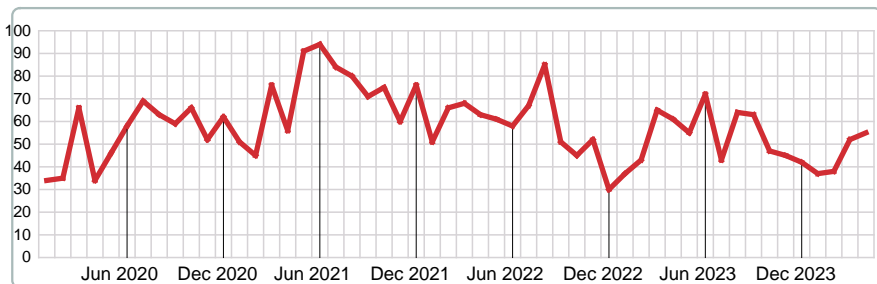
APRIL



YEAR TO DATE (YTD)

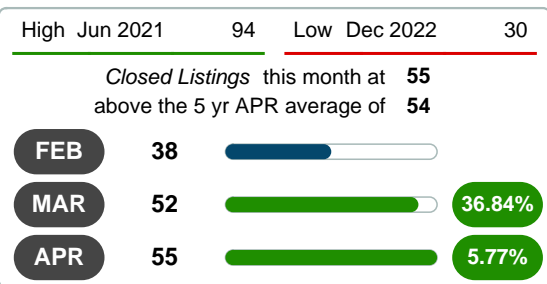


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	1.0	2	8	0	0
\$75,001 - \$125,000	6	10.91%	5.5	2	4	0	0
\$125,001 - \$225,000	14	25.45%	11.0	3	10	0	1
\$225,001 - \$250,000	9	16.36%	31.0	0	7	2	0
\$250,001 - \$350,000	7	12.73%	23.0	0	5	2	0
\$350,001 and up	7	12.73%	56.0	0	3	3	1
Total Closed Units	55			9	37	7	2
Total Closed Volume	11,056,287	100%	13.0	792.40K	7.28M	2.33M	650.00K
Median Closed Price	\$184,900			\$115,000	\$184,900	\$320,000	\$325,000

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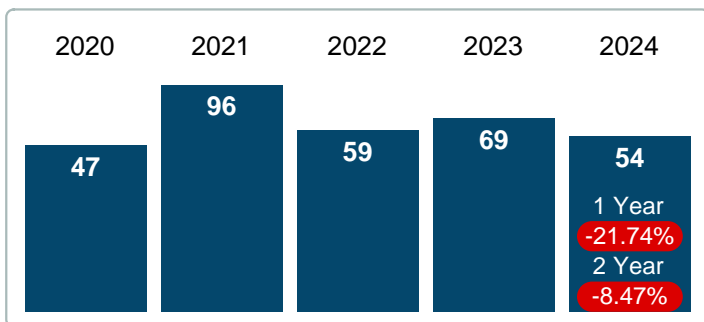
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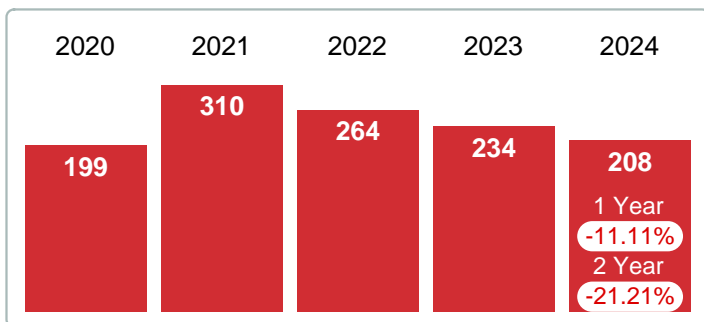
PENDING LISTINGS

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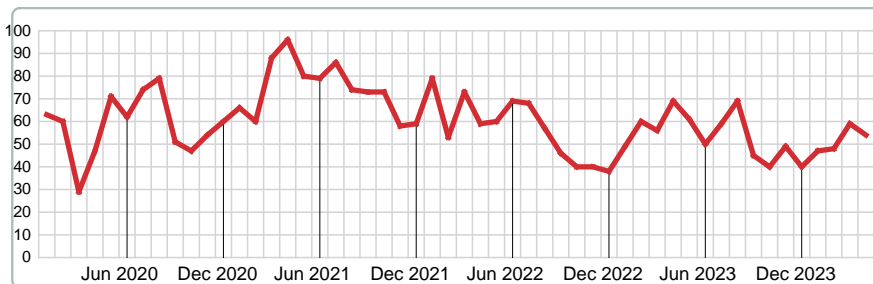
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 65

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 54 below the 5 yr APR average of 65

- FEB 48
- MAR 59 (22.92%)
- APR 54 (-8.47%)

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	2	3.70%	71.5	1	1	0	0
\$50,001 - \$100,000	7	12.96%	0.0	2	5	0	0
\$100,001 - \$150,000	9	16.67%	3.0	3	6	0	0
\$150,001 - \$275,000	15	27.78%	10.0	2	12	1	0
\$275,001 - \$350,000	8	14.81%	12.0	0	5	3	0
\$350,001 - \$575,000	7	12.96%	18.0	1	4	2	0
\$575,001 and up	6	11.11%	25.5	1	4	0	1
Total Pending Units	54			10	37	6	1
Total Pending Volume	16,337,700	100%	10.0	2.84M	9.70M	2.11M	1.70M
Median Listing Price	\$197,500			\$121,450	\$200,000	\$334,000	\$1,695,000

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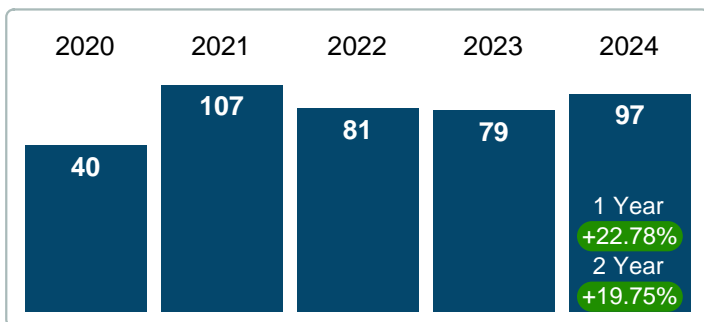
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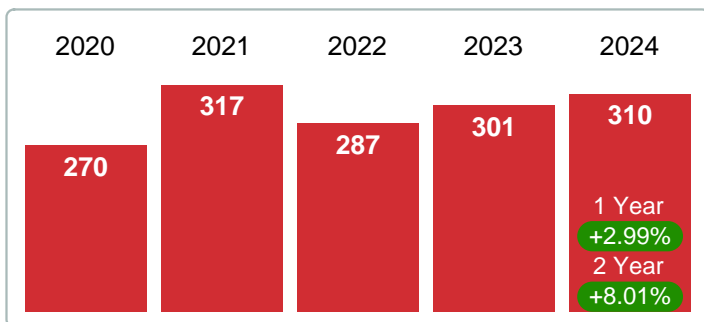
NEW LISTINGS

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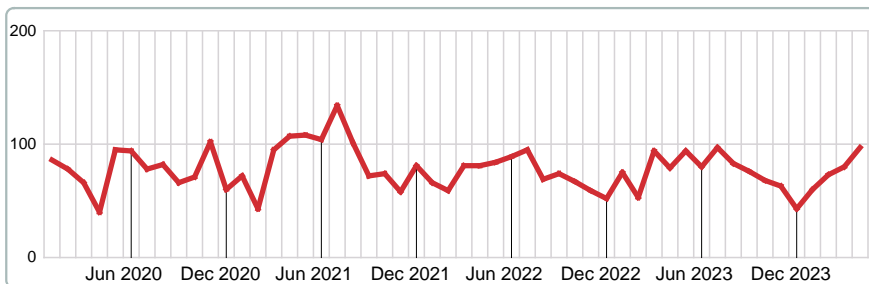
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

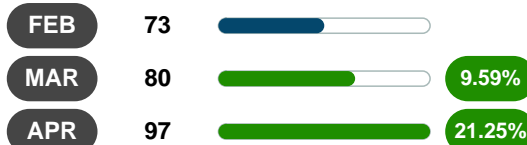


3 MONTHS

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
Total New Listed Units	97		17	59	16	5
Total New Listed Volume	27,319,400	100%	6.35M	12.52M	5.93M	2.52M
Median New Listed Listing Price	\$225,000		\$165,000	\$175,000	\$329,500	\$499,000

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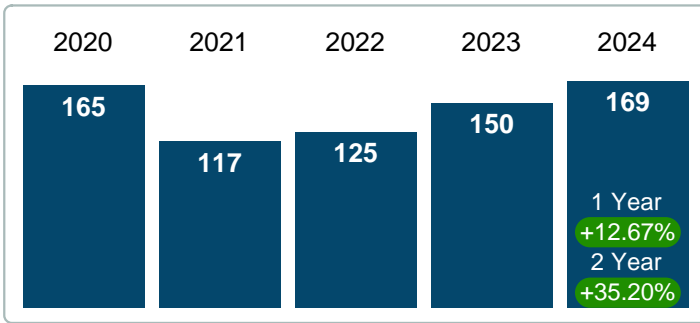
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



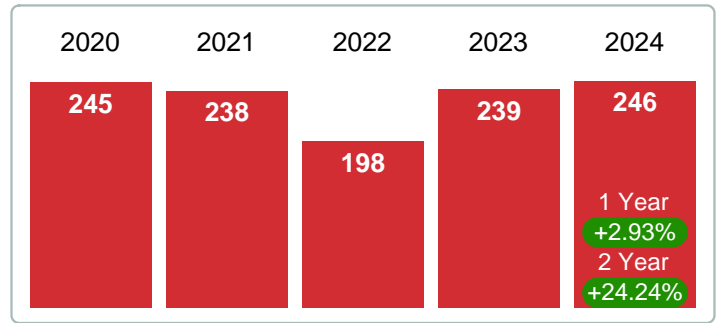
ACTIVE INVENTORY

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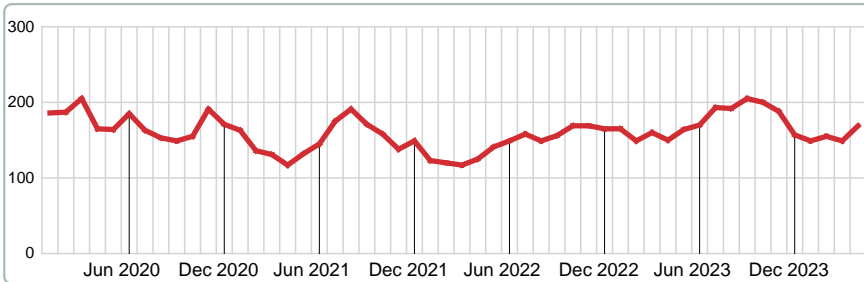
END OF APRIL



ACTIVE DURING APRIL

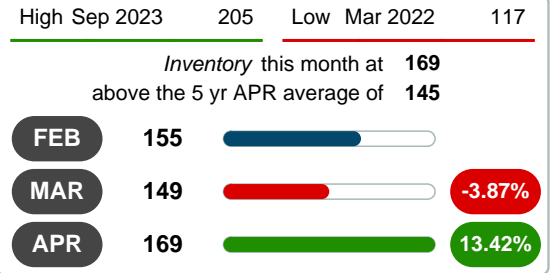


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 145



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	2.96%	33.0	3	2	0	0
\$50,001 - \$100,000	29	17.16%	57.0	17	11	1	0
\$100,001 - \$150,000	24	14.20%	37.5	5	19	0	0
\$150,001 - \$275,000	41	24.26%	32.0	6	29	6	0
\$275,001 - \$375,000	30	17.75%	47.5	1	17	8	4
\$375,001 - \$575,000	20	11.83%	37.0	2	6	10	2
\$575,001 and up	20	11.83%	59.5	2	6	6	6
Total Active Inventory by Units	169			36	90	31	12
Total Active Inventory by Volume	57,110,750	100%	42.0	8.30M	23.70M	14.96M	10.15M
Median Active Inventory Listing Price	\$235,000			\$92,450	\$225,000	\$405,000	\$555,000

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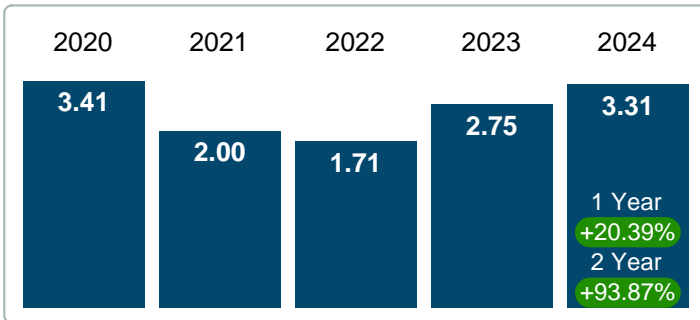
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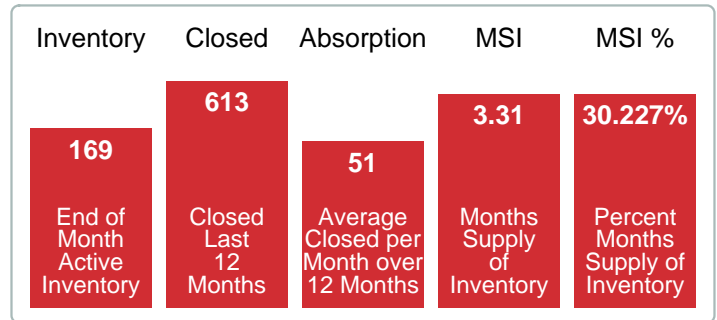
MONTHS SUPPLY of INVENTORY (MSI)

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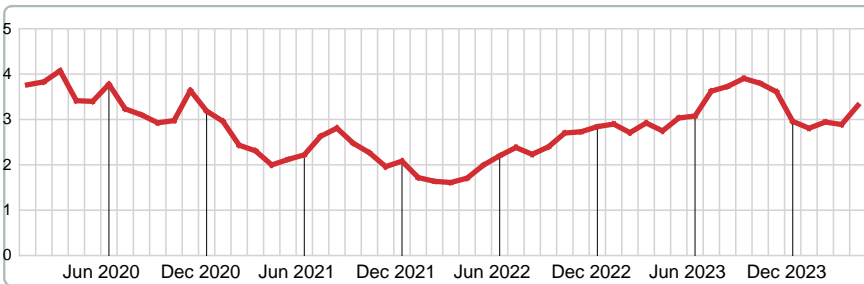
MSI FOR APRIL



INDICATORS FOR APRIL 2024

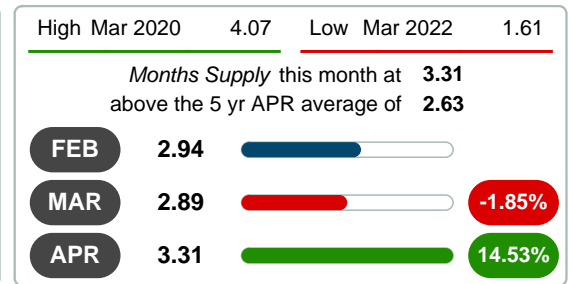


5 YEAR MARKET ACTIVITY TRENDS



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

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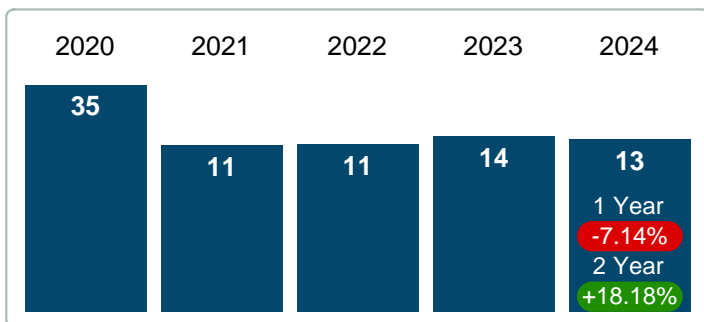
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



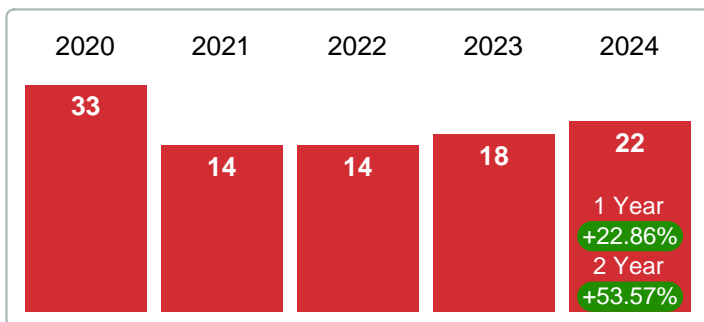
MEDIAN DAYS ON MARKET TO SALE

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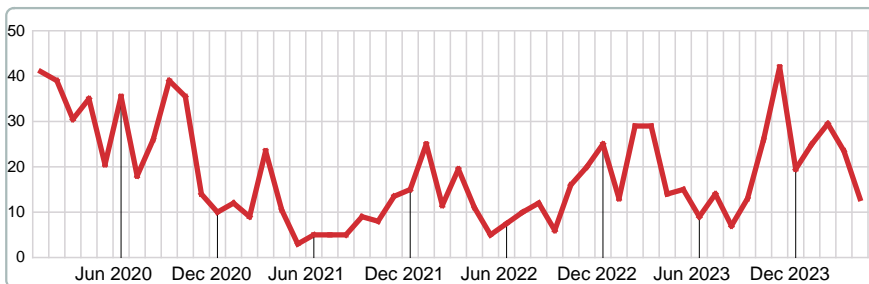
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

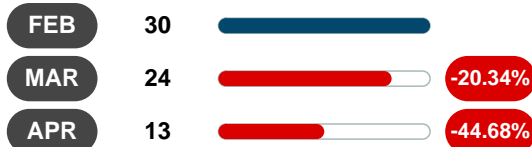


3 MONTHS

5 year APR AVG = 17

High Nov 2023 42 Low May 2021 3

Median Days on Market to Sale this month at 13 below the 5 yr APR average of 17



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
\$25,000 and less	3.64%	7	7	0	0	0
\$25,001 - \$75,000	18.18%	1	51	1	0	0
\$75,001 - \$125,000	10.91%	6	5	20	0	0
\$125,001 - \$225,000	25.45%	11	37	6	0	42
\$225,001 - \$250,000	16.36%	31	0	4	162	0
\$250,001 - \$350,000	12.73%	23	0	23	39	0
\$350,001 and up	12.73%	56	0	149	24	164
Median Closed DOM		13	9	5	56	103
Total Closed Units	100%	55	9	37	7	2
Total Closed Volume		11,056,287	792.40K	7.28M	2.33M	650.00K

April 2024



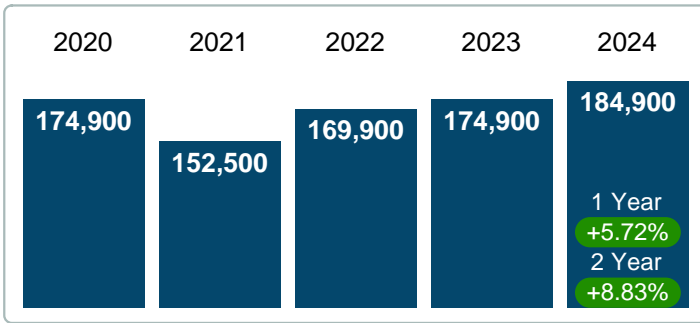
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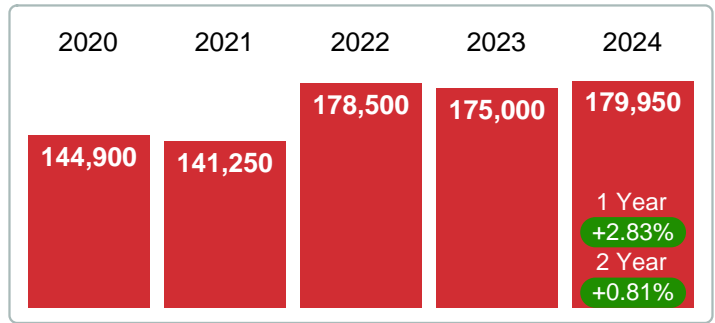
MEDIAN LIST PRICE AT CLOSING

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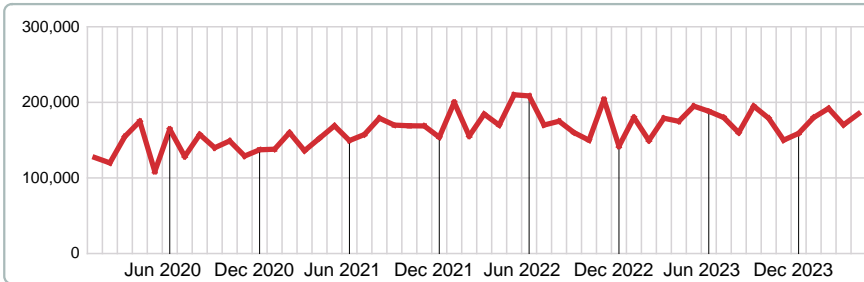
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 171,420

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

Median List Price at Closing this month at **184,900**
above the 5 yr APR average of **171,420**



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
\$25,000 and less	1	1.82%	10,000	10,000	0	0	0
\$25,001 - \$75,000	10	18.18%	47,500	44,950	47,500	0	0
\$75,001 - \$125,000	7	12.73%	115,000	116,750	115,000	0	0
\$125,001 - \$225,000	15	27.27%	179,000	145,000	180,500	0	225,000
\$225,001 - \$250,000	7	12.73%	239,900	0	239,700	247,000	0
\$250,001 - \$350,000	8	14.55%	300,000	0	275,000	329,000	0
\$350,001 and up	7	12.73%	379,000	0	379,000	379,000	499,900
Median List Price			184,900	115,000	184,900	340,000	362,450
Total Closed Units		100%	184,900	9	37	7	2
Total Closed Volume			11,438,900	821.40K	7.48M	2.41M	724.90K

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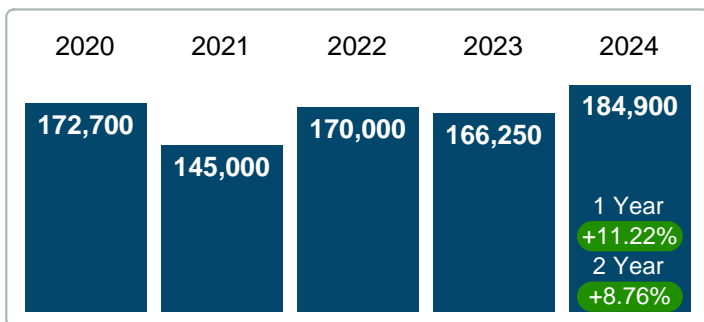
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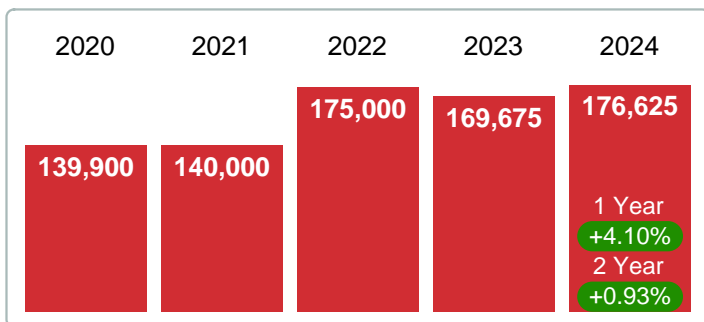
MEDIAN SOLD PRICE AT CLOSING

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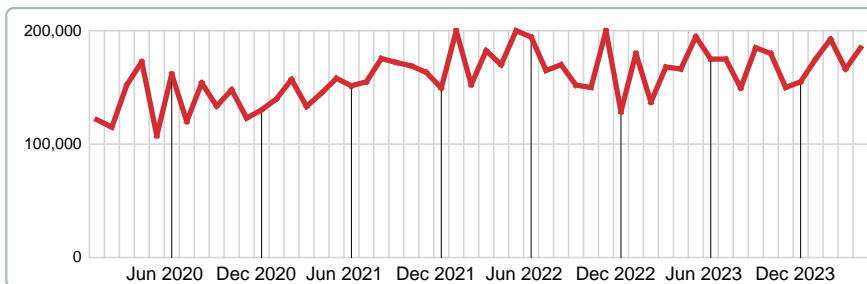
APRIL



YEAR TO DATE (YTD)

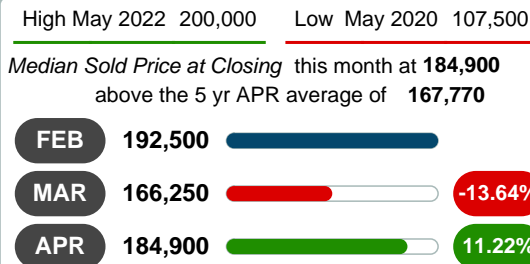


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 167,770



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
\$25,000 and less	2	3.64%	17,450	17,450	0	0	0
\$25,001 - \$75,000	10	18.18%	49,000	57,500	47,000	0	0
\$75,001 - \$125,000	6	10.91%	115,270	116,750	107,770	0	0
\$125,001 - \$225,000	14	25.45%	165,475	129,000	177,975	0	225,000
\$225,001 - \$250,000	9	16.36%	239,500	0	239,500	240,000	0
\$250,001 - \$350,000	7	12.73%	300,000	0	275,000	320,000	0
\$350,001 and up	7	12.73%	374,000	0	360,797	374,000	425,000
Median Sold Price			184,900	115,000	184,900	320,000	325,000
Total Closed Units		100%	184,900	9	37	7	2
Total Closed Volume			11,056,287	792.40K	7.28M	2.33M	650.00K

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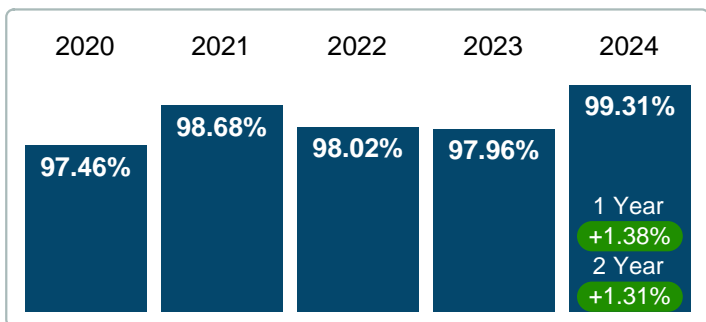
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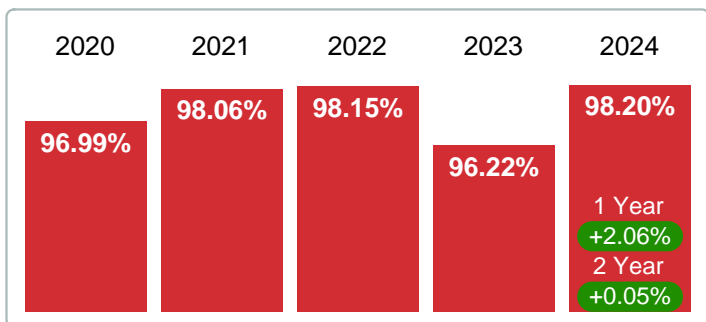
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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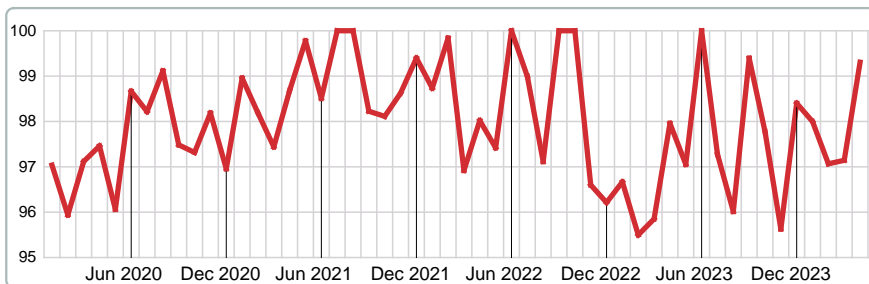
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

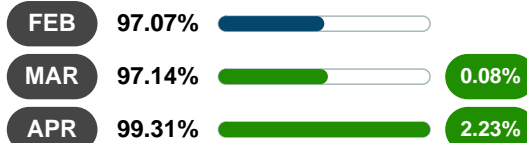


3 MONTHS

5 year APR AVG = 98.29%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **99.31%**
above the 5 yr APR average of **98.29%**



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
\$25,000 and less	2	3.64%	85.67%	85.67%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	10	18.18%	100.00%	84.66%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	6	10.91%	100.00%	100.00%	98.44%	0.00%	0.00%
\$125,001 - \$225,000	14	25.45%	99.33%	99.35%	98.94%	0.00%	100.00%
\$225,001 - \$250,000	9	16.36%	100.00%	0.00%	100.00%	94.79%	0.00%
\$250,001 - \$350,000	7	12.73%	97.26%	0.00%	98.07%	95.69%	0.00%
\$350,001 and up	7	12.73%	97.49%	0.00%	94.99%	98.33%	85.02%
Median Sold/List Ratio		99.31%		99.35%	100.00%	97.49%	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



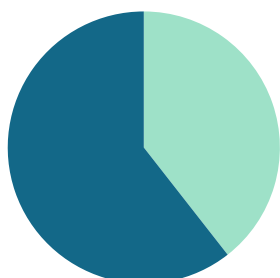
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

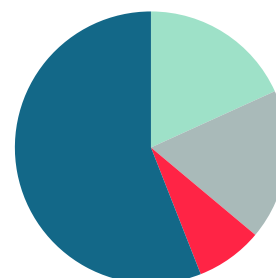


Inventory
 New Listings
97 = 39.43%
 Start Inventory
149
 Total Inventory Units
246
 Volume
\$84,073,857

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%
Median List Price	174,900	184,900	5.72%	175,000	179,950	2.83%
Median Sale Price	166,250	184,900	11.22%	169,675	176,625	4.10%
Median Percent of Selling Price to List Price	97.96%	99.31%	1.38%	96.22%	98.20%	2.06%
Median Days on Market to Sale	14.00	13.00	-7.14%	17.50	21.50	22.86%
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

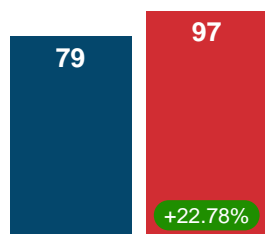
Inventory on April 30, 2024 = **169**

2023 **2024**

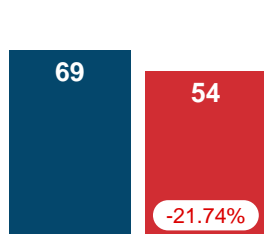
APRIL MARKET

MEDIAN PRICES

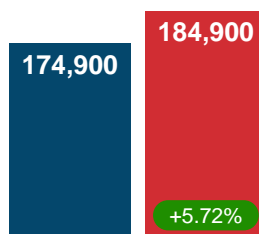
New Listings



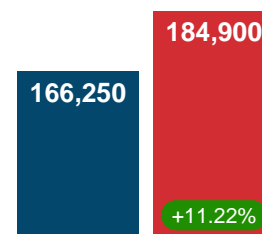
Pending Listings



List Price



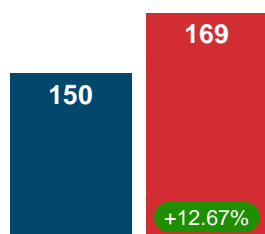
Sale Price



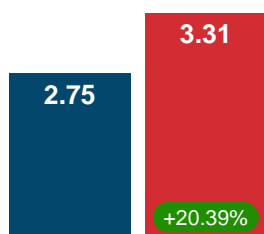
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

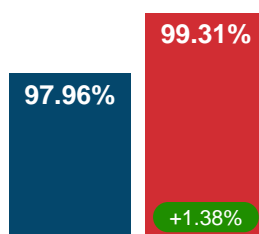
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

