

April 2024



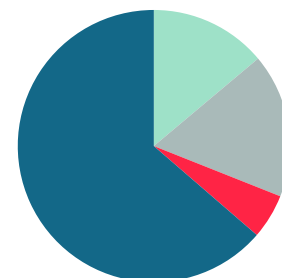
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	April 2024	+/-%
Closed Listings	59	60	1.69%
Pending Listings	72	74	2.78%
New Listings	98	112	14.29%
Average List Price	171,797	215,536	25.46%
Average Sale Price	163,379	205,416	25.73%
Average Percent of Selling Price to List Price	92.90%	95.39%	2.68%
Average Days on Market to Sale	34.54	59.62	72.59%
End of Month Inventory	207	275	32.85%
Months Supply of Inventory	3.23	4.72	45.96%



■ Closed (13.89%)
■ Pending (17.13%)
■ Other OffMarket (5.32%)
■ Active (63.66%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of April 30, 2024 = **275**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2024 rose **32.85%** to 275 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 **4.72** 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 **25.73%** in April 2024 to \$205,416 versus the previous year at \$163,379.

Average Days on Market Lengthens

The average number of **59.62** days that homes spent on the market before selling increased by 25.07 days or **72.59%** in April 2024 compared to last year's same month at **34.54** DOM.

Sales Success for April 2024 is Positive

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

There were 112 New Listings in April 2024, up **14.29%** from last year at 98. Furthermore, there were 60 Closed Listings this month versus last year at 59, a **1.69%** increase.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, April 2023, at **60.2%**, a **11.02%** 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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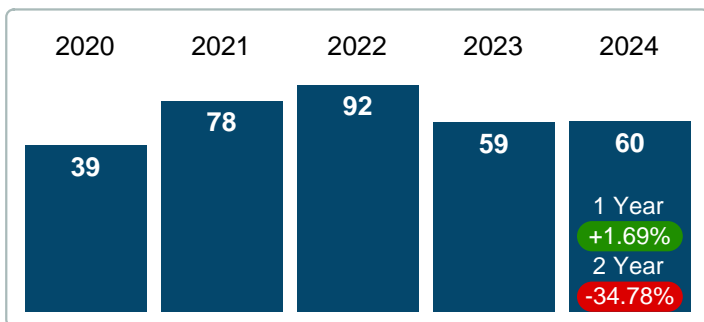
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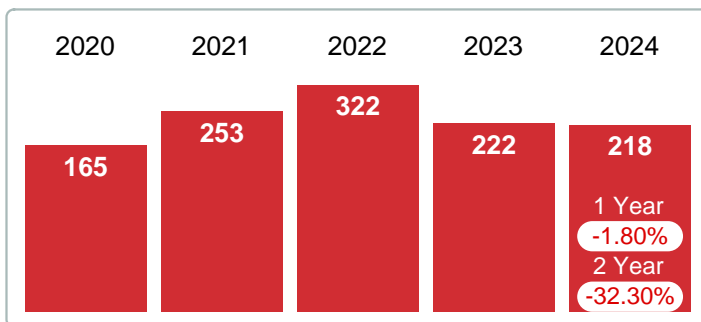
CLOSED LISTINGS

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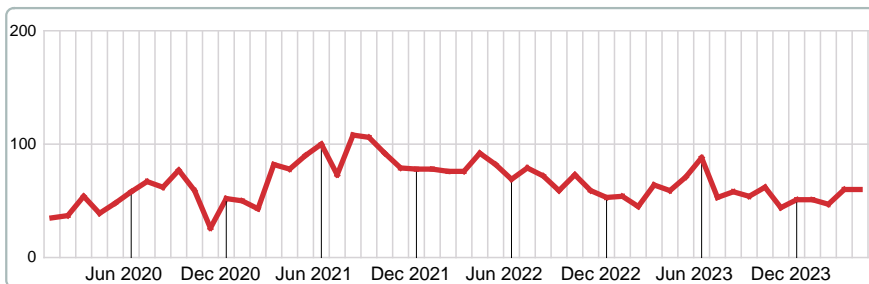
APRIL



YEAR TO DATE (YTD)

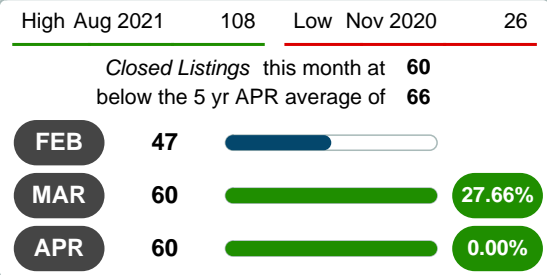


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66



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	5	8.33%	28.6	1	3	1	0
\$75,001 - \$100,000	4	6.67%	50.5	2	1	0	1
\$100,001 - \$150,000	13	21.67%	42.6	6	7	0	0
\$150,001 - \$225,000	15	25.00%	64.7	2	12	1	0
\$225,001 - \$275,000	10	16.67%	67.8	0	7	3	0
\$275,001 - \$350,000	8	13.33%	35.5	1	5	2	0
\$350,001 and up	5	8.33%	149.2	1	2	1	1
Total Closed Units	60			13	37	8	2
Total Closed Volume	12,324,963	100%	59.6	2.23M	7.49M	2.09M	519.00K
Average Closed Price	\$205,416			\$171,447	\$202,464	\$260,750	\$259,500

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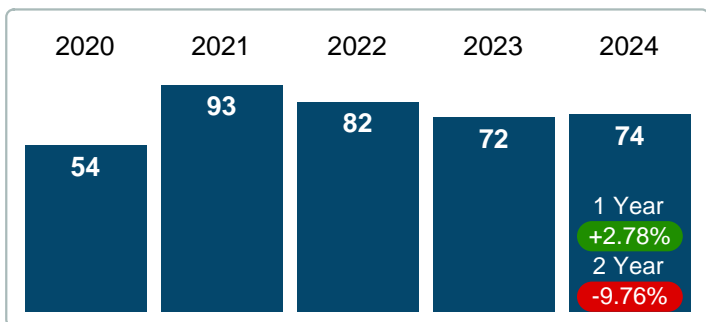
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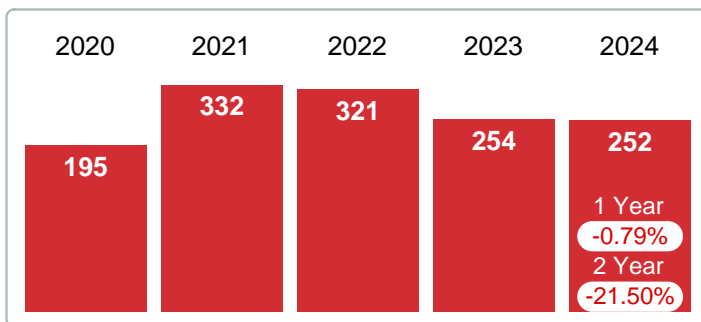
PENDING LISTINGS

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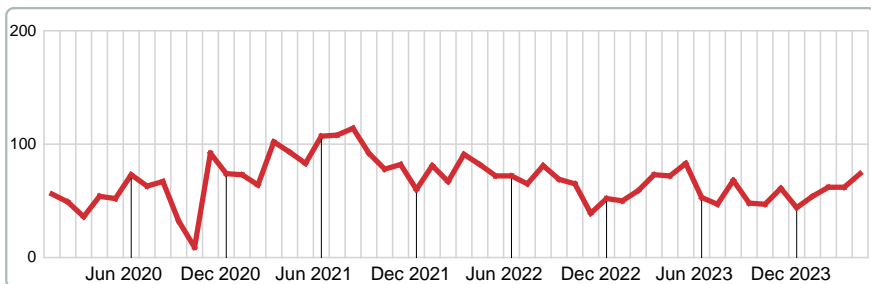
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 75

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 74 below the 5 yr APR average of 75



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	7	9.46%	56.4	5	2	0	0
\$75,001 - \$125,000	8	10.81%	53.4	5	3	0	0
\$125,001 - \$150,000	12	16.22%	37.9	4	7	1	0
\$150,001 - \$225,000	14	18.92%	44.6	4	10	0	0
\$225,001 - \$325,000	15	20.27%	36.7	1	9	5	0
\$325,001 - \$475,000	11	14.86%	47.3	0	9	1	1
\$475,001 and up	7	9.46%	28.0	0	6	1	0
Total Pending Units	74			19	46	8	1
Total Pending Volume	18,738,085	100%	96.2	2.27M	13.62M	2.48M	365.00K
Average Listing Price	\$164,860			\$119,484	\$296,096	\$310,311	\$365,000

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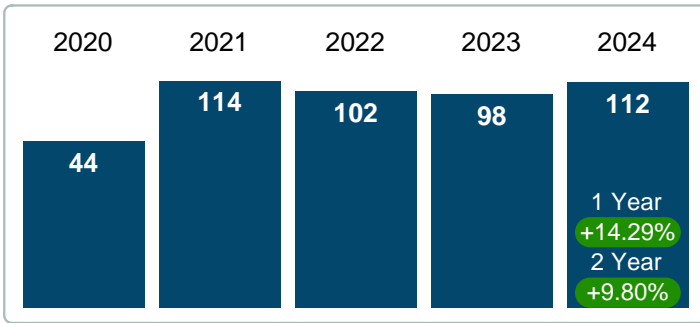
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



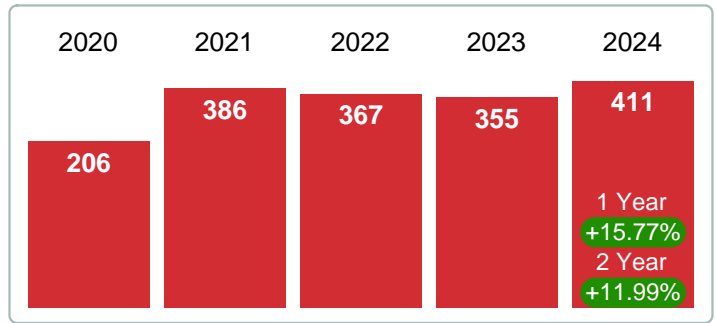
NEW LISTINGS

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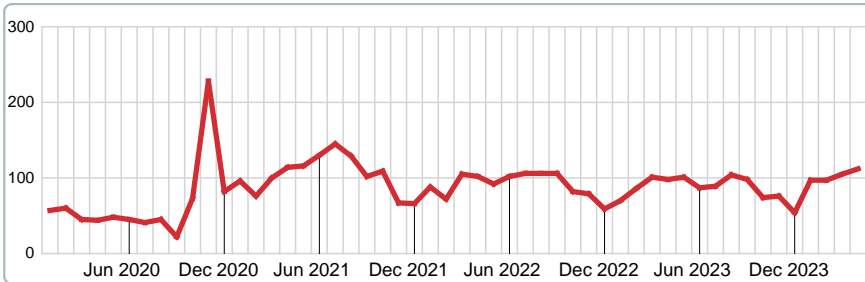
APRIL



YEAR TO DATE (YTD)

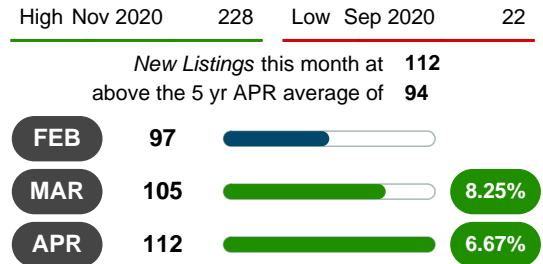


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 94



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	11	9.82%	7	4	0	0
\$90,001 - \$130,000	13	11.61%	9	4	0	0
\$130,001 - \$160,000	15	13.39%	4	11	0	0
\$160,001 - \$280,000	31	27.68%	5	21	5	0
\$280,001 - \$370,000	16	14.29%	1	9	6	0
\$370,001 - \$490,000	12	10.71%	2	6	4	0
\$490,001 and up	14	12.50%	1	4	6	3
Total New Listed Units	112		29	59	21	3
Total New Listed Volume	31,455,236	100%	4.54M	15.26M	9.63M	2.02M
Average New Listed Listing Price	\$0		\$156,493	\$258,719	\$458,645	\$673,667

April 2024



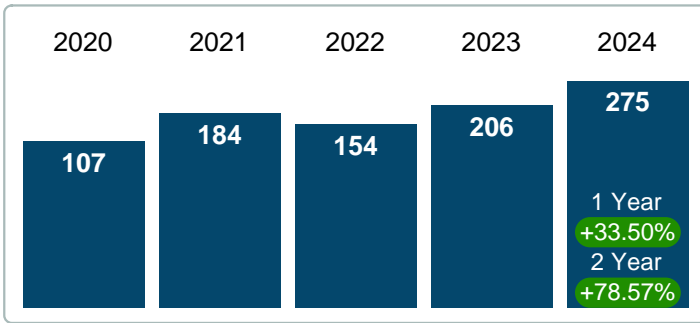
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



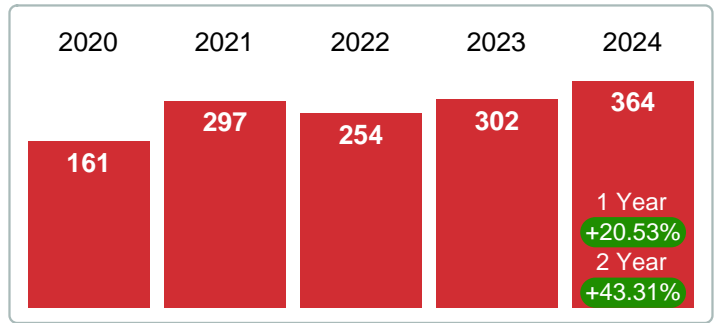
ACTIVE INVENTORY

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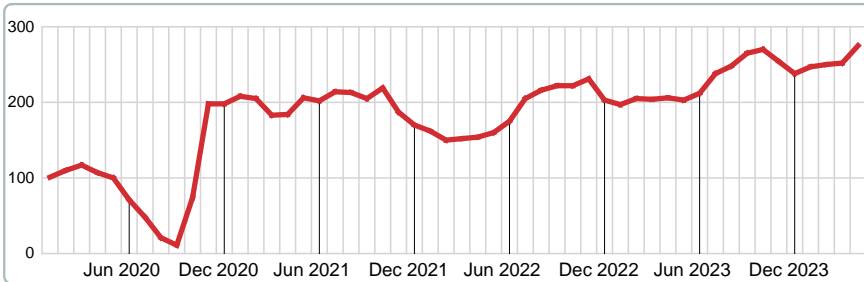
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 185

High Apr 2024 275 Low Sep 2020 11

Inventory this month at 275 above the 5 yr APR average of 185

- FEB 250
- MAR 252 (0.80%)
- APR 275 (9.13%)

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	23	8.36%	80.2	18	4	1	0
\$75,001 - \$125,000	33	12.00%	64.5	19	14	0	0
\$125,001 - \$175,000	48	17.45%	99.6	17	23	7	1
\$175,001 - \$275,000	59	21.45%	74.1	5	48	6	0
\$275,001 - \$400,000	49	17.82%	80.4	5	27	14	3
\$400,001 - \$575,000	30	10.91%	73.8	3	10	14	3
\$575,001 and up	33	12.00%	114.9	1	15	14	3
Total Active Inventory by Units	275			68	141	56	10
Total Active Inventory by Volume	89,567,886	100%	83.9	10.70M	44.57M	29.44M	4.85M
Average Active Inventory Listing Price	\$325,701			\$157,385	\$316,134	\$525,642	\$485,480

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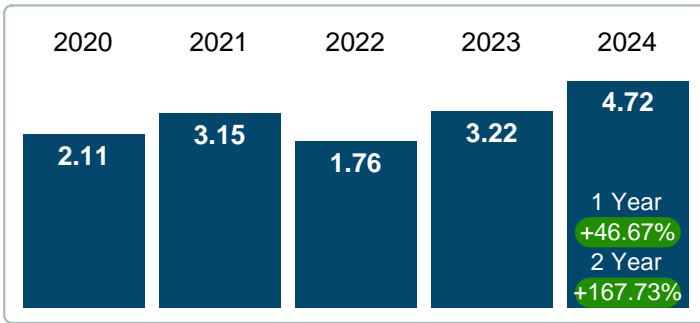
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



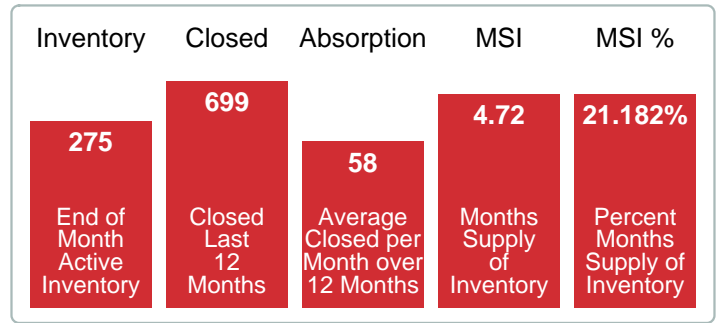
MONTHS SUPPLY of INVENTORY (MSI)

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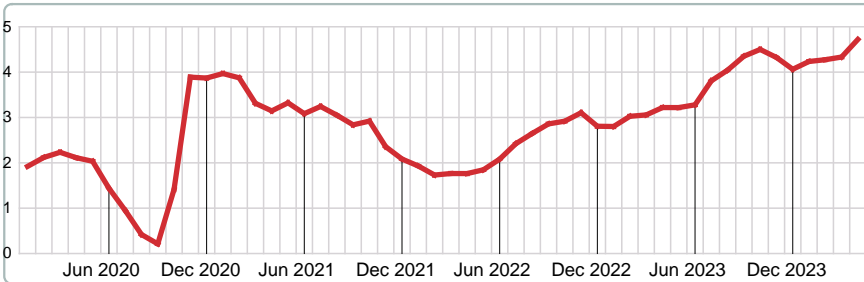
MSI FOR APRIL



INDICATORS FOR APRIL 2024

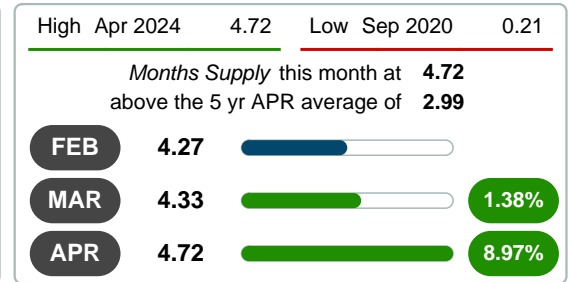


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.99



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	23	8.36%	3.33	4.32	1.92	1.71	0.00
\$75,001 - \$125,000	33	12.00%	3.44	3.86	3.36	0.00	0.00
\$125,001 - \$175,000	48	17.45%	4.68	6.18	3.63	6.46	12.00
\$175,001 - \$275,000	59	21.45%	3.40	2.73	4.06	1.80	0.00
\$275,001 - \$400,000	49	17.82%	6.00	10.00	5.31	6.72	6.00
\$400,001 - \$575,000	30	10.91%	7.06	18.00	4.29	8.40	36.00
\$575,001 and up	33	12.00%	18.86	12.00	30.00	18.67	7.20
Market Supply of Inventory (MSI)			4.72	4.72	4.36	5.69	6.00
Total Active Inventory by Units		100%	4.72	68	141	56	10

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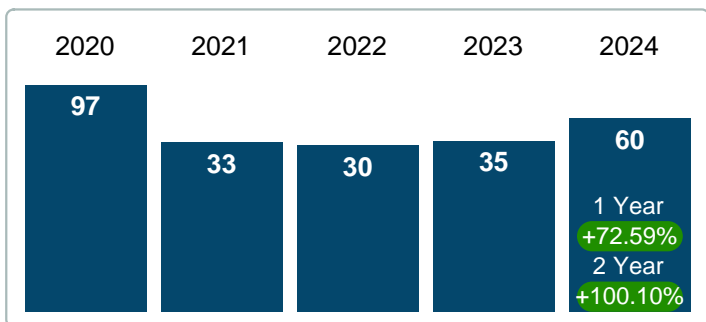
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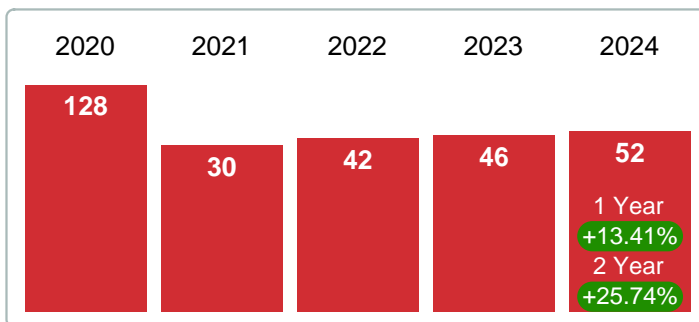
AVERAGE DAYS ON MARKET TO SALE

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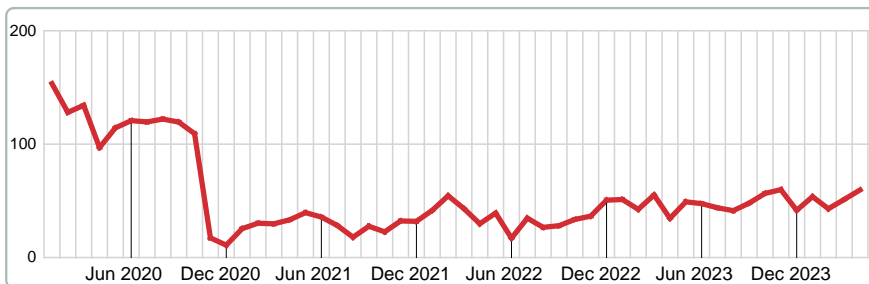
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

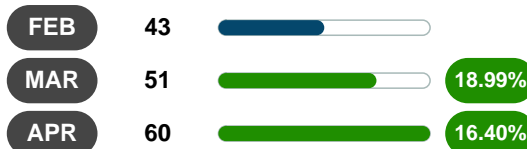


3 MONTHS

5 year APR AVG = 51

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 60 above the 5 yr APR average of 51



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	8.33%	29	35	9	81	0
\$75,001 - \$100,000	6.67%	51	77	17	0	31
\$100,001 - \$150,000	21.67%	43	23	60	0	0
\$150,001 - \$225,000	25.00%	65	31	61	183	0
\$225,001 - \$275,000	16.67%	68	0	50	108	0
\$275,001 - \$350,000	13.33%	36	7	40	38	0
\$350,001 and up	8.33%	149	288	145	4	164
Average Closed DOM		60	52	55	84	98
Total Closed Units	100%	60	13	37	8	2
Total Closed Volume		12,324,963	2.23M	7.49M	2.09M	519.00K

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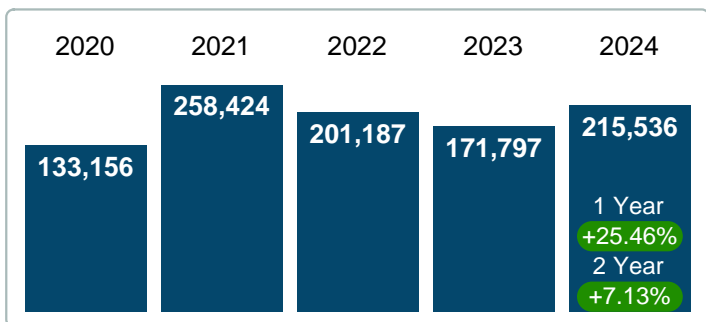
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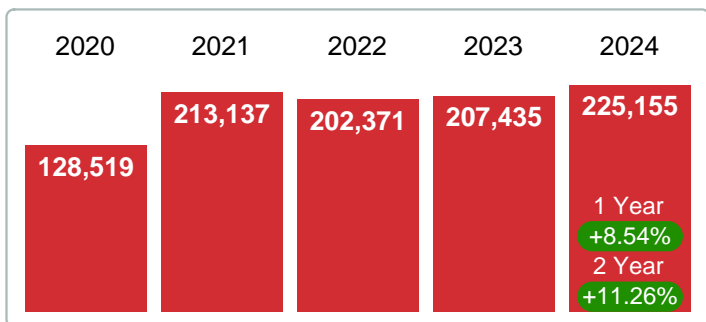
AVERAGE LIST PRICE AT CLOSING

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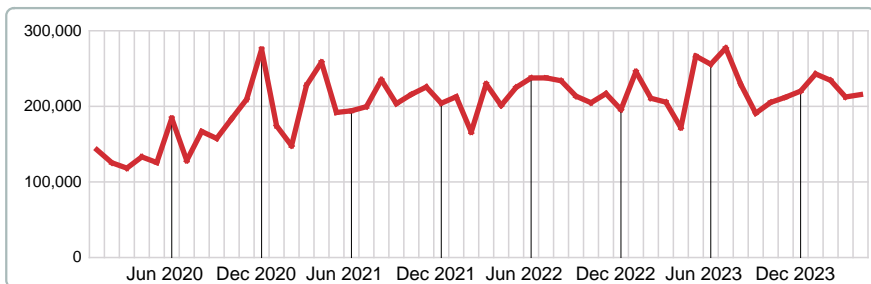
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

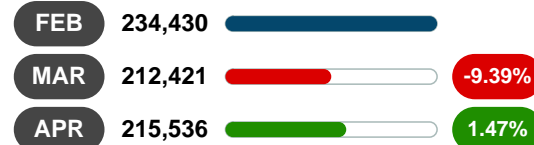


3 MONTHS

5 year APR AVG = 196,020

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

Average List Price at Closing this month at **215,536** above the 5 yr APR average of **196,020**



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	5.00%	38,000	47,000	49,167	145,000	0
\$75,001 - \$100,000	6.67%	88,600	87,450	119,000	0	99,000
\$100,001 - \$150,000	25.00%	128,267	123,050	131,671	0	0
\$150,001 - \$225,000	23.33%	196,639	189,950	197,754	238,900	0
\$225,001 - \$275,000	16.67%	248,120	0	255,629	247,300	0
\$275,001 - \$350,000	15.00%	320,211	350,000	324,780	309,500	0
\$350,001 and up	8.33%	484,740	639,900	377,450	529,000	499,900
Average List Price		215,536	179,231	208,904	284,225	299,450
Total Closed Units	100%	215,536	13	37	8	2
Total Closed Volume		12,932,149	2.33M	7.73M	2.27M	598.90K

April 2024



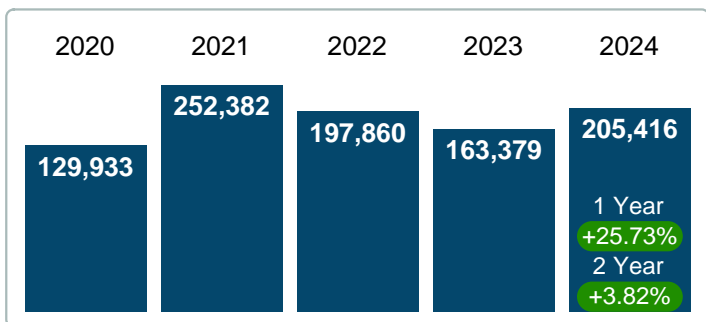
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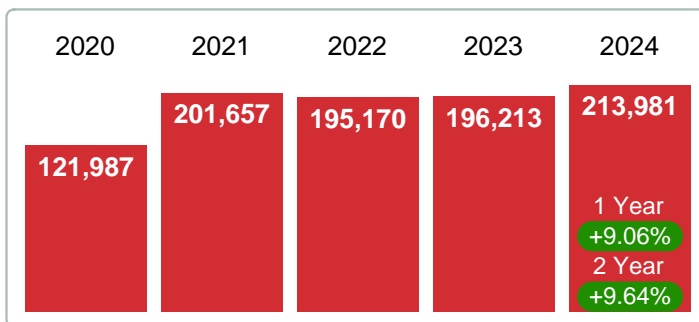
AVERAGE SOLD PRICE AT CLOSING

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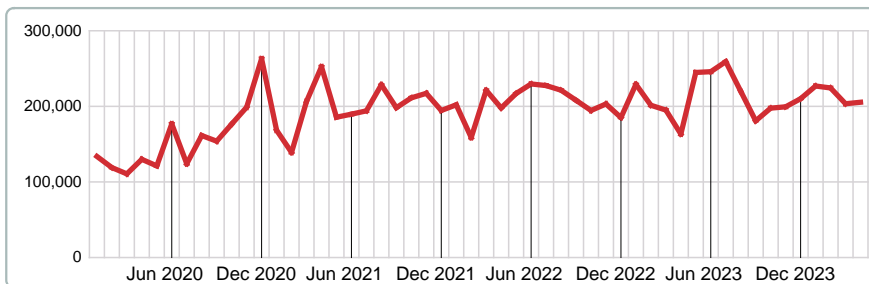
APRIL



YEAR TO DATE (YTD)

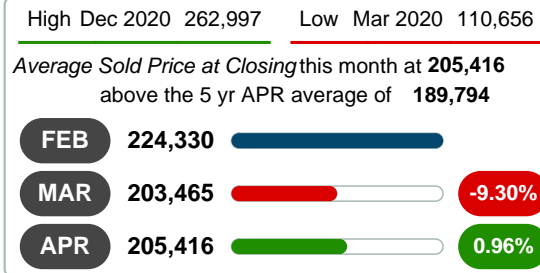


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 189,794



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	8.33%	48,400	40,000	47,333	60,000	0
\$75,001 - \$100,000	6.67%	89,000	82,500	97,000	0	94,000
\$100,001 - \$150,000	21.67%	124,639	120,386	128,286	0	0
\$150,001 - \$225,000	25.00%	193,350	185,750	192,396	220,000	0
\$225,001 - \$275,000	16.67%	246,150	0	250,214	236,667	0
\$275,001 - \$350,000	13.33%	313,000	350,000	311,600	298,000	0
\$350,001 and up	8.33%	448,180	580,000	367,950	500,000	425,000
Average Sold Price		205,416	171,447	202,464	260,750	259,500
Total Closed Units	100%	205,416	13	37	8	2
Total Closed Volume		12,324,963	2.23M	7.49M	2.09M	519.00K

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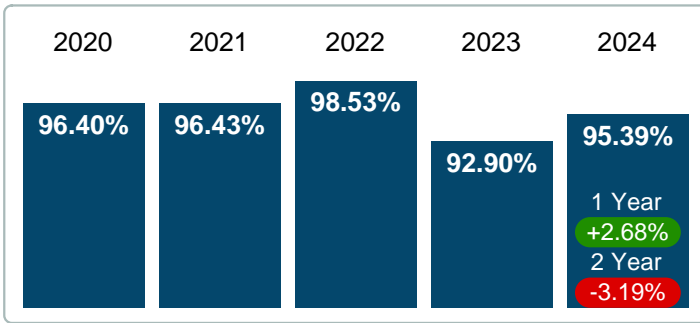
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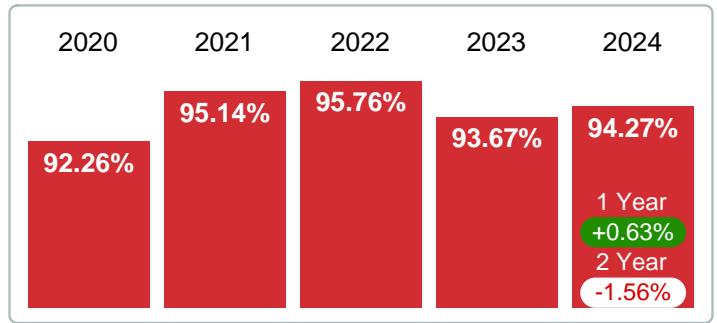
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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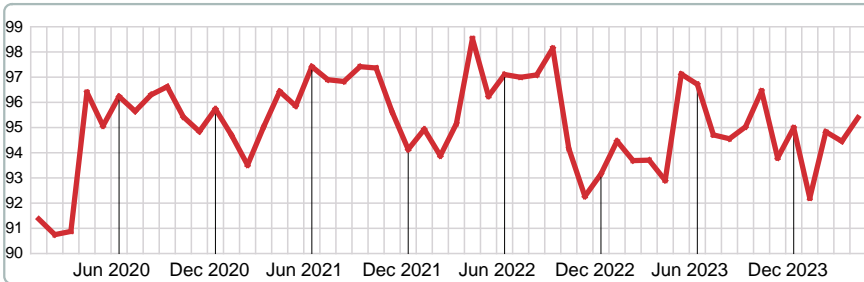
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

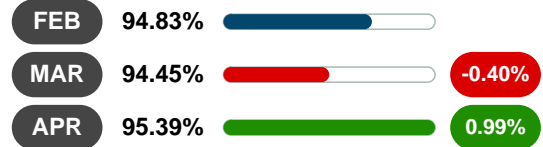


3 MONTHS

5 year APR AVG = 95.93%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.39%**
below the 5 yr APR average of **95.93%**



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	5	8.33%	83.93%	85.11%	97.72%	41.38%	0.00%
\$75,001 - \$100,000	4	6.67%	91.36%	94.49%	81.51%	0.00%	94.95%
\$100,001 - \$150,000	13	21.67%	97.61%	97.93%	97.34%	0.00%	0.00%
\$150,001 - \$225,000	15	25.00%	97.16%	98.03%	97.43%	92.09%	0.00%
\$225,001 - \$275,000	10	16.67%	97.30%	0.00%	97.94%	95.83%	0.00%
\$275,001 - \$350,000	8	13.33%	96.74%	100.00%	96.18%	96.52%	0.00%
\$350,001 and up	5	8.33%	93.03%	90.64%	97.49%	94.52%	85.02%
Average Sold/List Ratio		95.40%		96.03%	96.94%	88.56%	89.98%
Total Closed Units	60	100%	95.40%	13	37	8	2
Total Closed Volume	12,324,963			2.23M	7.49M	2.09M	519.00K

April 2024



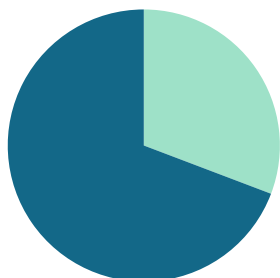
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

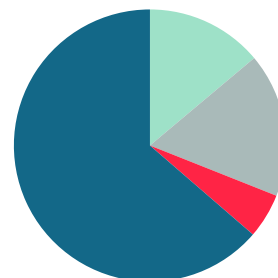


Inventory
 New Listings
112 = 30.77%
 Start Inventory
252
 Total Inventory Units
364
 Volume
\$112,891,908

Market Activity

Closed Sales
60 = 13.89%
 Pending Sales
74 = 17.13%
 Other Off Market
23 = 5.32%
 Active Inventory
275 = 63.66%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	59	60	1.69%	222	218	-1.80%
Pending Sales	72	74	2.78%	254	252	-0.79%
New Listings	98	112	14.29%	355	411	15.77%
Average List Price	171,797	215,536	25.46%	207,435	225,155	8.54%
Average Sale Price	163,379	205,416	25.73%	196,213	213,981	9.06%
Average Percent of Selling Price to List Price	92.90%	95.39%	2.68%	93.67%	94.27%	0.63%
Average Days on Market to Sale	34.54	59.62	72.59%	46.15	52.34	13.41%
Monthly Inventory	207	275	32.85%	207	275	32.85%
Months Supply of Inventory	3.23	4.72	45.96%	3.23	4.72	45.96%

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

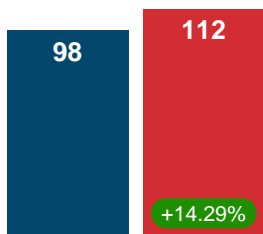
Inventory on April 30, 2024 = **275**

2023 **2024**

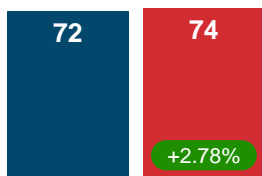
APRIL MARKET

AVERAGE PRICES

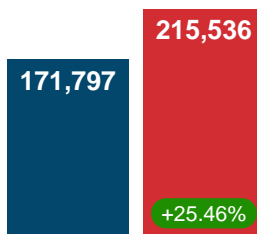
New Listings



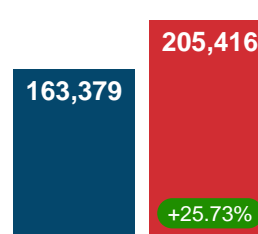
Pending Listings



List Price



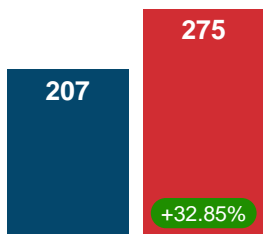
Sale Price



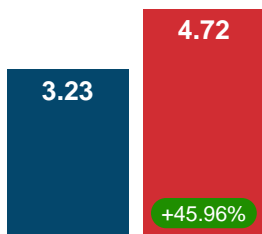
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

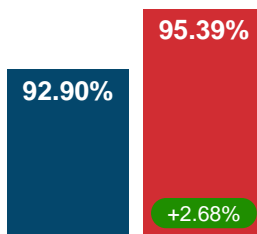
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

