

April 2024



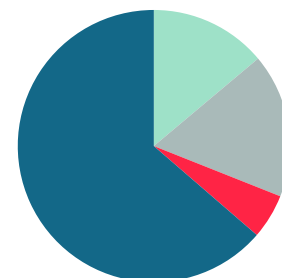
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	149,000	204,450	37.21%
Median Sale Price	145,000	197,500	36.21%
Median Percent of Selling Price to List Price	96.09%	97.79%	1.77%
Median Days on Market to Sale	15.00	32.50	116.67%
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.

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 **36.21%** in April 2024 to \$197,500 versus the previous year at \$145,000.

Median Days on Market Lengthens

The median number of **32.50** days that homes spent on the market before selling increased by 17.50 days or **116.67%** in April 2024 compared to last year's same month at **15.00** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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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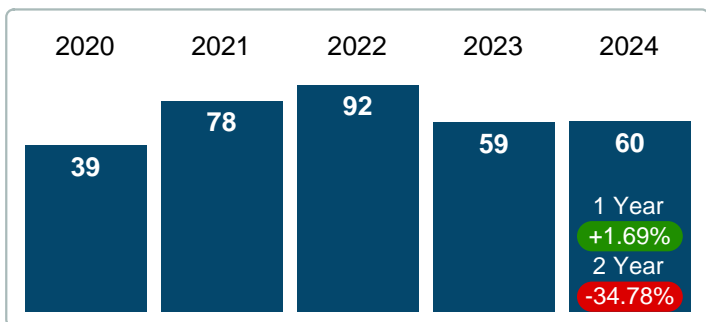
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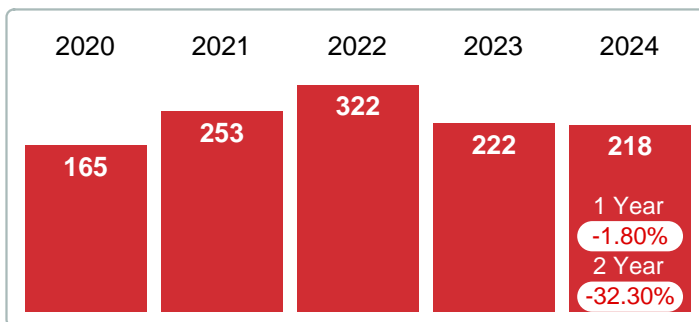
CLOSED LISTINGS

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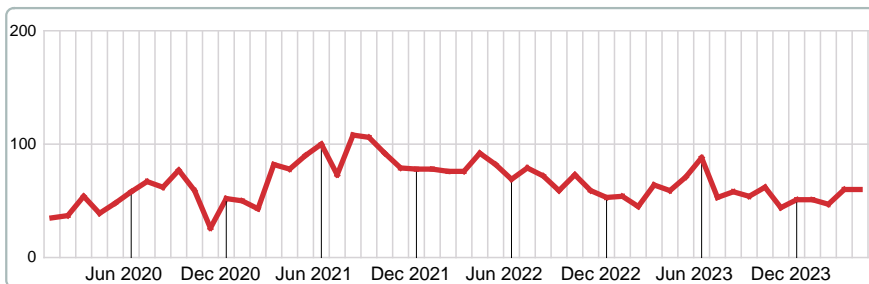
APRIL



YEAR TO DATE (YTD)

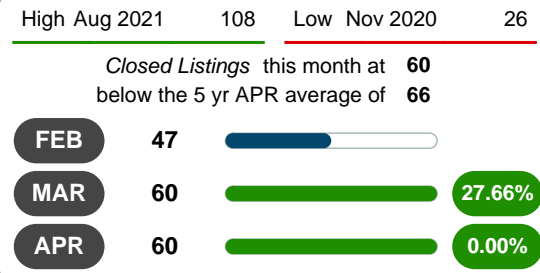


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	8.33%	13.0	1	3	1	0
\$75,001 - \$100,000	4	6.67%	24.0	2	1	0	1
\$100,001 - \$150,000	13	21.67%	20.0	6	7	0	0
\$150,001 - \$225,000	15	25.00%	47.0	2	12	1	0
\$225,001 - \$275,000	10	16.67%	56.0	0	7	3	0
\$275,001 - \$350,000	8	13.33%	23.5	1	5	2	0
\$350,001 and up	5	8.33%	161.0	1	2	1	1
Total Closed Units	60			13	37	8	2
Total Closed Volume	12,324,963	100%	32.5	2.23M	7.49M	2.09M	519.00K
Median Closed Price	\$197,500			\$118,500	\$205,000	\$240,000	\$259,500

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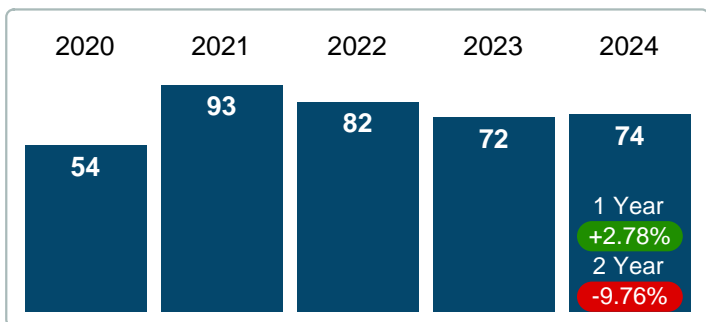
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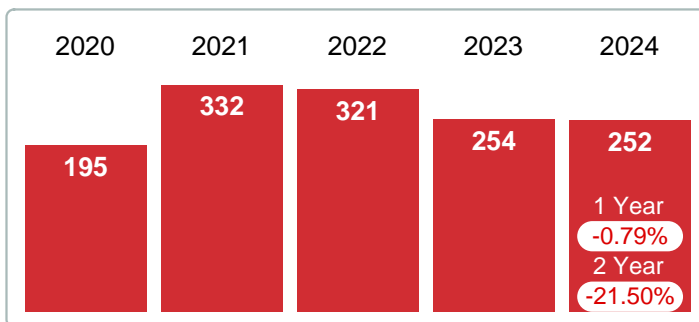
PENDING LISTINGS

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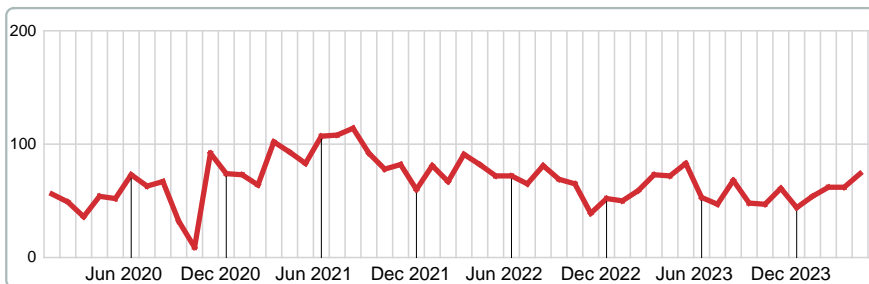
APRIL



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	9.46%	53.0	5	2	0	0
\$75,001 - \$125,000	8	10.81%	9.0	5	3	0	0
\$125,001 - \$150,000	12	16.22%	20.5	4	7	1	0
\$150,001 - \$225,000	14	18.92%	25.5	4	10	0	0
\$225,001 - \$325,000	15	20.27%	11.0	1	9	5	0
\$325,001 - \$475,000	11	14.86%	24.0	0	9	1	1
\$475,001 and up	7	9.46%	21.0	0	6	1	0
Total Pending Units	74			19	46	8	1
Total Pending Volume	18,738,085	100%	22.5	2.27M	13.62M	2.48M	365.00K
Median Listing Price	\$224,450			\$118,000	\$235,800	\$292,750	\$365,000

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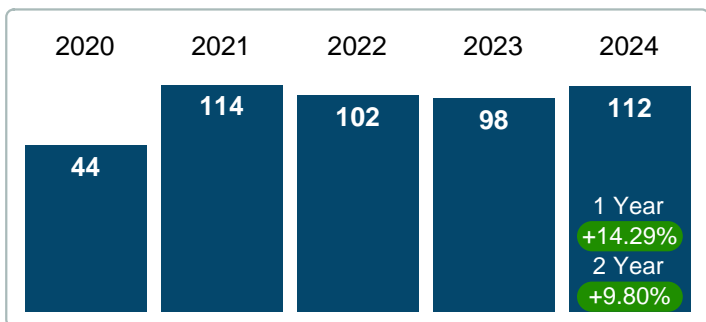
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



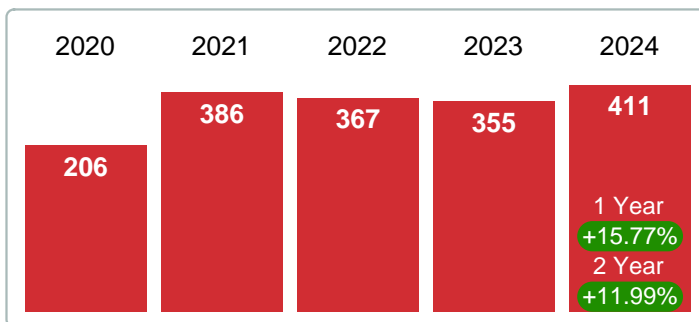
NEW LISTINGS

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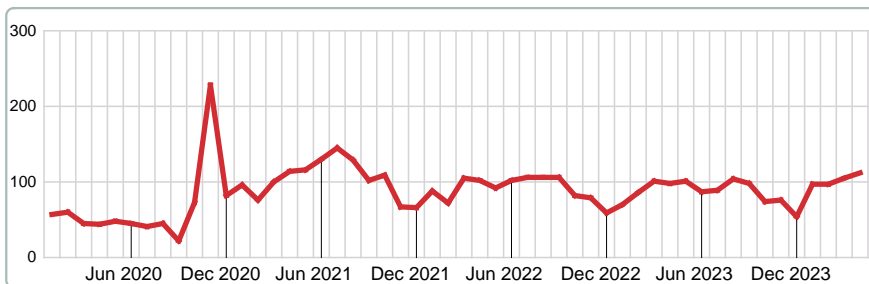
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 94

High Nov 2020 228 Low Sep 2020 22

New Listings this month at 112 above the 5 yr APR average of 94



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	8	7.14%	6	2	0	0
\$75,001 - \$125,000	15	13.39%	9	6	0	0
\$125,001 - \$150,000	14	12.50%	5	9	0	0
\$150,001 - \$275,000	31	27.68%	5	22	4	0
\$275,001 - \$375,000	18	16.07%	1	10	7	0
\$375,001 - \$475,000	11	9.82%	2	6	3	0
\$475,001 and up	15	13.39%	1	4	7	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
Median New Listed Listing Price	\$228,750		\$125,000	\$228,500	\$349,500	\$525,000

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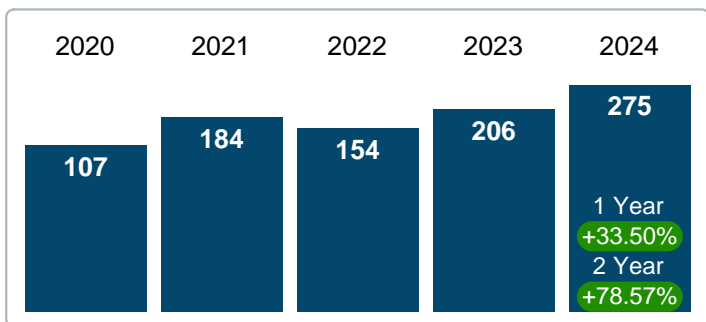
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



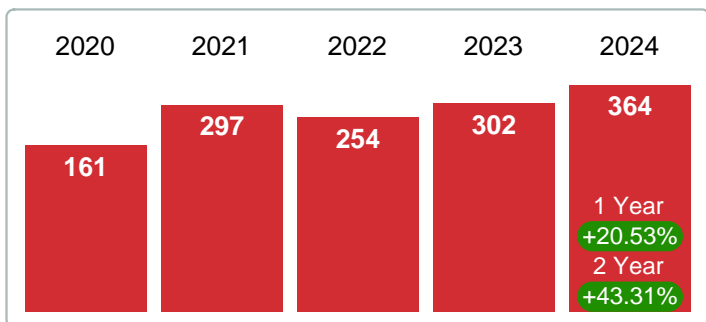
ACTIVE INVENTORY

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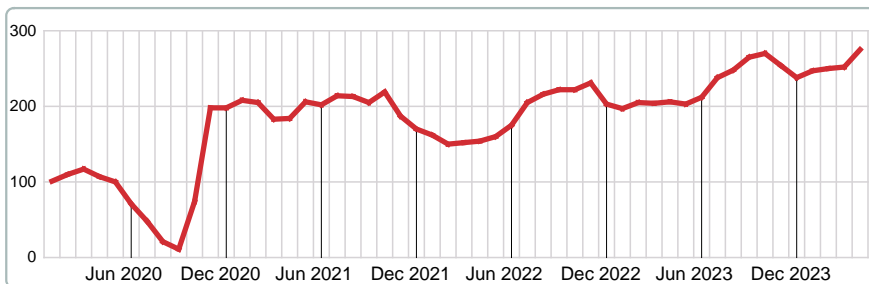
END OF APRIL



ACTIVE DURING APRIL

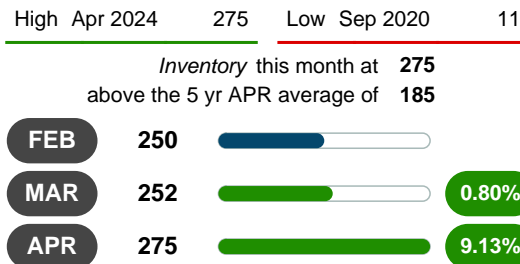


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 185



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	23	8.36%	50.0	18	4	1	0	
\$75,001 - \$125,000	33	12.00%	50.0	19	14	0	0	
\$125,001 - \$175,000	48	17.45%	72.0	17	23	7	1	
\$175,001 - \$275,000	59	21.45%	50.0	5	48	6	0	
\$275,001 - \$400,000	49	17.82%	70.0	5	27	14	3	
\$400,001 - \$575,000	30	10.91%	42.5	3	10	14	3	
\$575,001 and up	33	12.00%	96.0	1	15	14	3	
Total Active Inventory by Units		275		68	141	56	10	
Total Active Inventory by Volume		89,567,886	100%	59.0	10.70M	44.57M	29.44M	4.85M
Median Active Inventory Listing Price		\$229,000			\$119,950	\$234,900	\$407,450	\$482,000

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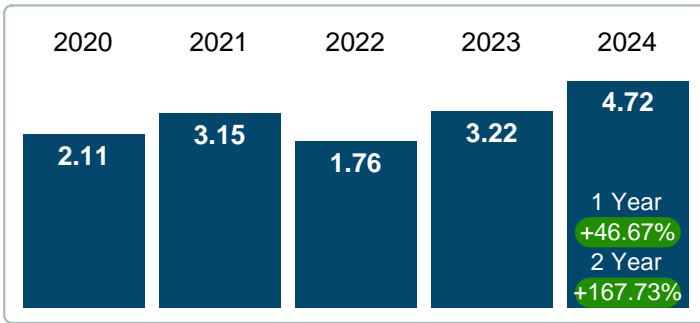
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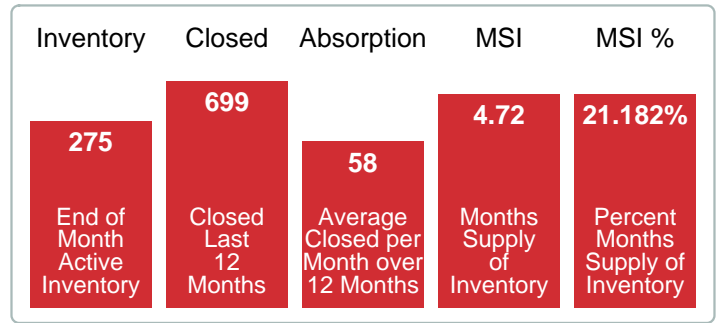
MONTHS SUPPLY of INVENTORY (MSI)

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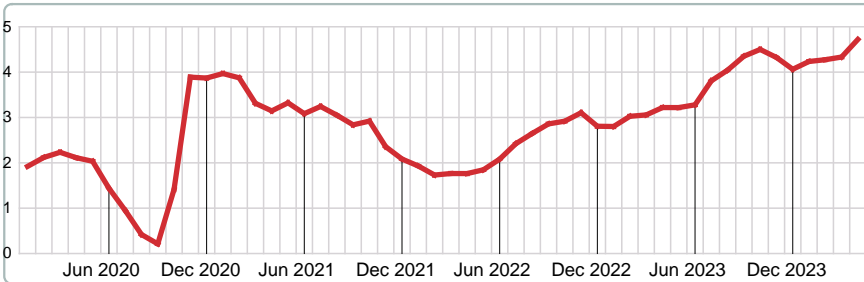
MSI FOR APRIL



INDICATORS FOR APRIL 2024

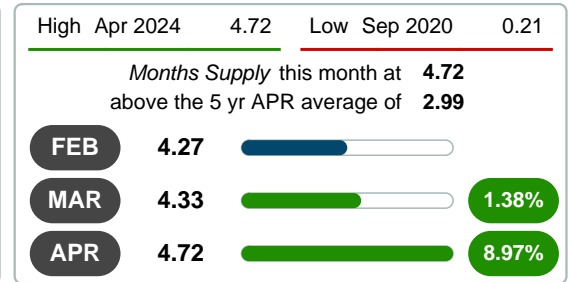


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.99



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	100%	4.72	4.72	4.36	5.69	6.00
Total Active Inventory by Units	275			68	141	56	10

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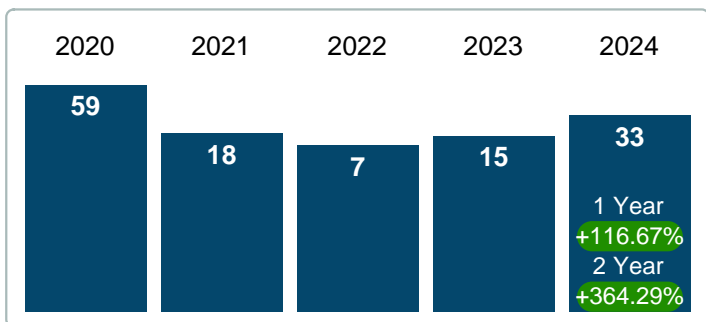
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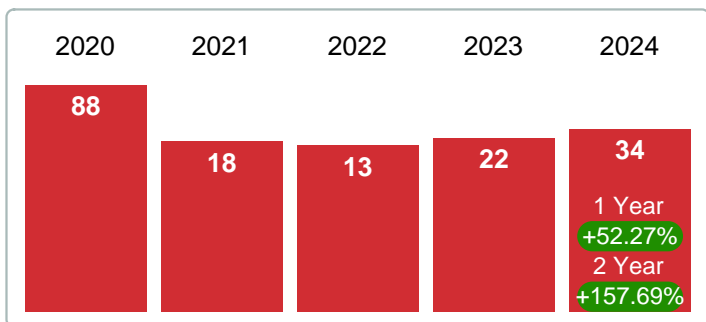
MEDIAN DAYS ON MARKET TO SALE

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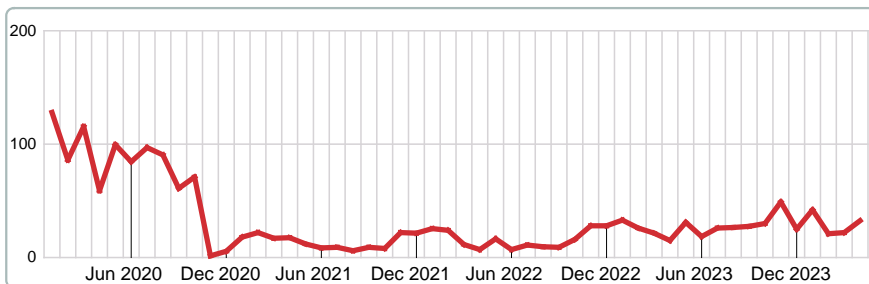
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

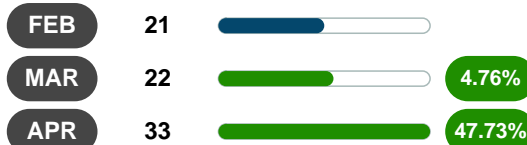


3 MONTHS

5 year APR AVG = 26

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 33 above the 5 yr APR average of 26



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	8.33%	13	35	13	81	0
\$75,001 - \$100,000	6.67%	24	77	17	0	31
\$100,001 - \$150,000	21.67%	20	19	20	0	0
\$150,001 - \$225,000	25.00%	47	31	46	183	0
\$225,001 - \$275,000	16.67%	56	0	34	139	0
\$275,001 - \$350,000	13.33%	24	7	28	38	0
\$350,001 and up	8.33%	161	288	145	4	164
Median Closed DOM		33	28	29	78	98
Total Closed Units	100%	60	13	37	8	2
Total Closed Volume		12,324,963	2.23M	7.49M	2.09M	519.00K

April 2024



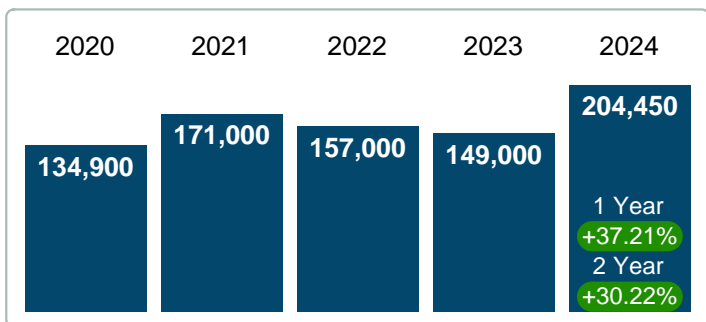
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



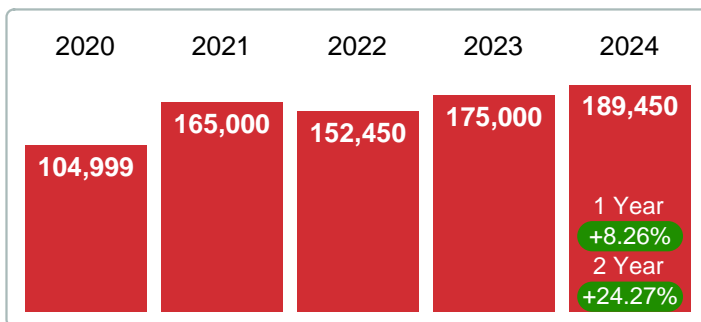
MEDIAN LIST PRICE AT CLOSING

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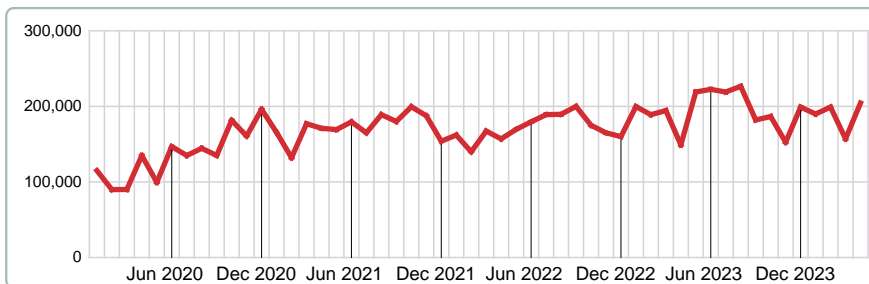
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

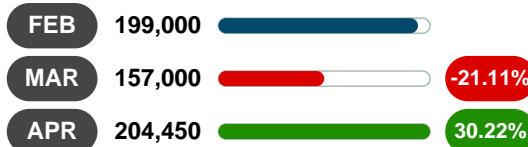


3 MONTHS

5 year APR AVG = 163,270

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

Median List Price at Closing this month at **204,450**
above the 5 yr APR average of **163,270**



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	3	5.00%	35,000	47,000	33,500	0	0
\$75,001 - \$100,000	4	6.67%	87,450	87,450	80,500	0	99,000
\$100,001 - \$150,000	15	25.00%	129,000	121,750	131,950	145,000	0
\$150,001 - \$225,000	14	23.33%	199,000	189,950	199,000	0	0
\$225,001 - \$275,000	10	16.67%	247,000	0	248,500	242,950	0
\$275,001 - \$350,000	9	15.00%	325,000	350,000	312,450	309,500	0
\$350,001 and up	5	8.33%	499,900	639,900	377,450	529,000	499,900
Median List Price			204,450	125,000	209,900	253,500	299,450
Total Closed Units		100%	204,450	13	37	8	2
Total Closed Volume			12,932,149	2.33M	7.73M	2.27M	598.90K

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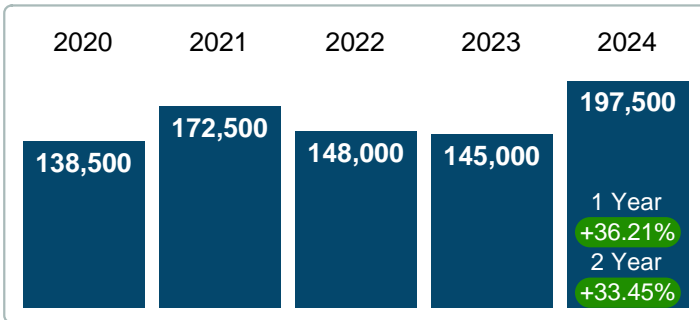
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



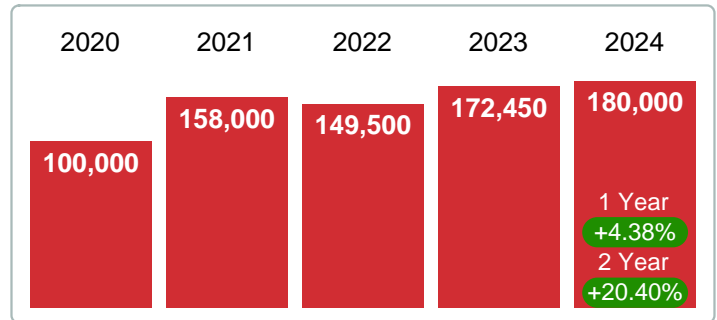
MEDIAN SOLD PRICE AT CLOSING

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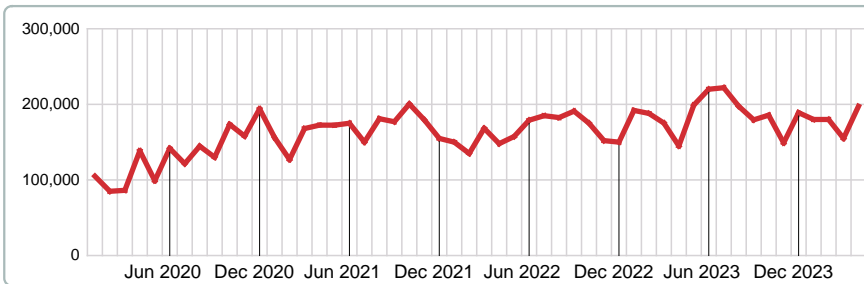
APRIL



YEAR TO DATE (YTD)

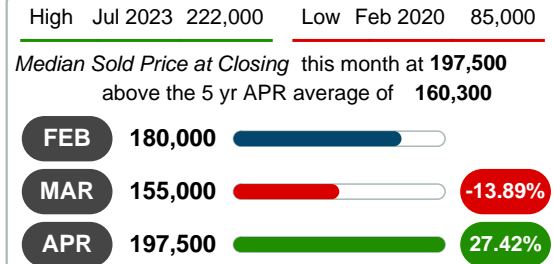


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 160,300



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	8.33%	40,000	40,000	35,000	60,000	0
\$75,001 - \$100,000	6.67%	89,500	82,500	97,000	0	94,000
\$100,001 - \$150,000	21.67%	127,500	116,750	130,000	0	0
\$150,001 - \$225,000	25.00%	190,000	185,750	186,500	220,000	0
\$225,001 - \$275,000	16.67%	242,250	0	245,000	235,000	0
\$275,001 - \$350,000	13.33%	312,500	350,000	310,000	298,000	0
\$350,001 and up	8.33%	425,000	580,000	367,950	500,000	425,000
Median Sold Price		197,500	118,500	205,000	240,000	259,500
Total Closed Units	100%	197,500	13	37	8	2
Total Closed Volume		12,324,963	2.23M	7.49M	2.09M	519.00K

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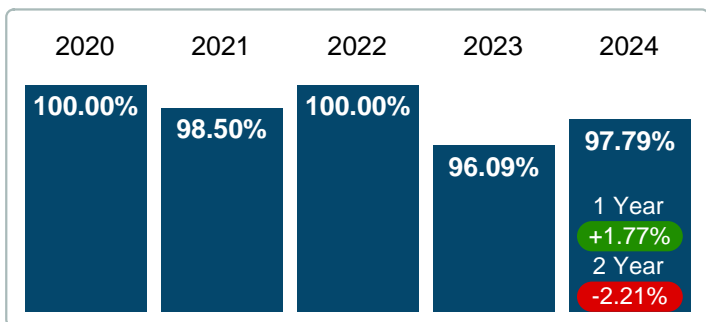
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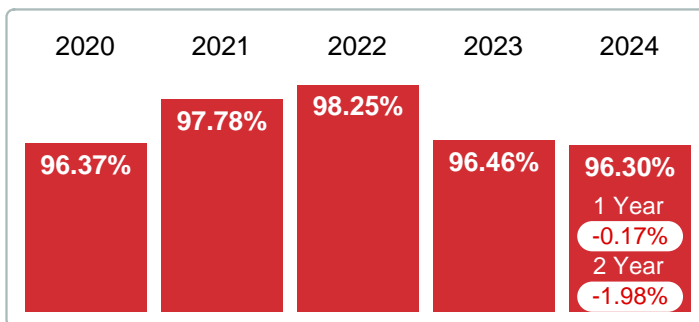
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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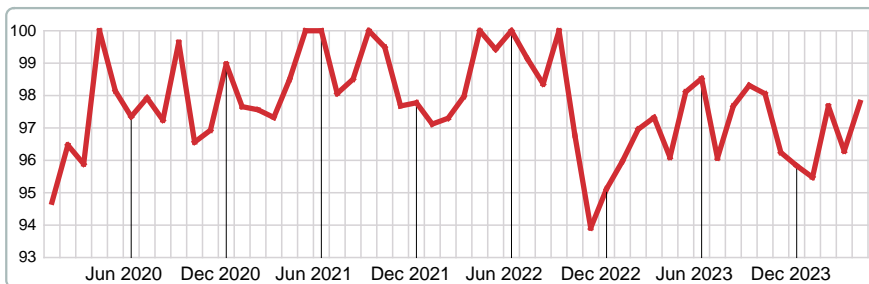
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

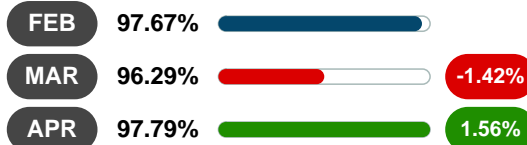


3 MONTHS

5 year APR AVG = 98.48%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.79%**
equal to 5 yr APR average of **98.48%**



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	5	8.33%	93.17%	85.11%	100.00%	41.38%	0.00%
\$75,001 - \$100,000	4	6.67%	91.97%	94.49%	81.51%	0.00%	94.95%
\$100,001 - \$150,000	13	21.67%	100.00%	100.00%	95.91%	0.00%	0.00%
\$150,001 - \$225,000	15	25.00%	98.21%	98.03%	98.46%	92.09%	0.00%
\$225,001 - \$275,000	10	16.67%	98.03%	0.00%	98.07%	97.91%	0.00%
\$275,001 - \$350,000	8	13.33%	97.64%	100.00%	96.92%	96.52%	0.00%
\$350,001 and up	5	8.33%	94.52%	90.64%	97.49%	94.52%	85.02%
Median Sold/List Ratio		97.79%		99.35%	98.07%	94.32%	89.98%
Total Closed Units		60	100%	13	37	8	2
Total Closed Volume		12,324,963		2.23M	7.49M	2.09M	519.00K

April 2024



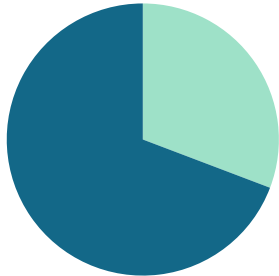
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

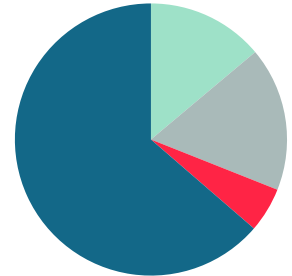


Inventory
 New Listings
112 = 30.77%
 Start Inventory
252
 Total Inventory Units
364
 Volume
\$112,891,908

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%
Median List Price	149,000	204,450	37.21%	175,000	189,450	8.26%
Median Sale Price	145,000	197,500	36.21%	172,450	180,000	4.38%
Median Percent of Selling Price to List Price	96.09%	97.79%	1.77%	96.46%	96.30%	-0.17%
Median Days on Market to Sale	15.00	32.50	116.67%	22.00	33.50	52.27%
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

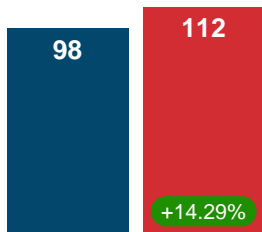
Inventory on April 30, 2024 = **275**

2023 **2024**

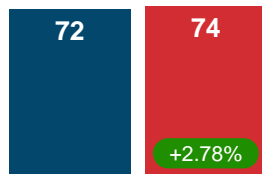
APRIL MARKET

MEDIAN PRICES

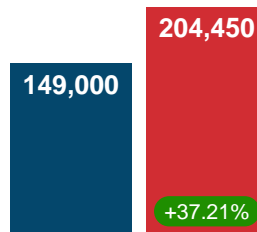
New Listings



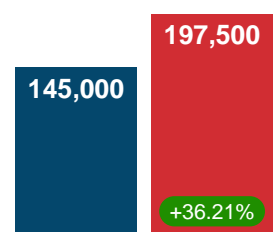
Pending Listings



List Price



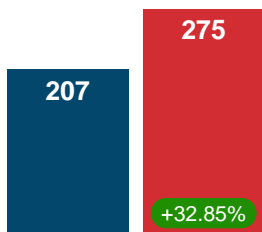
Sale Price



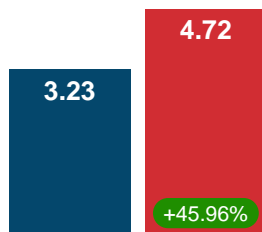
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

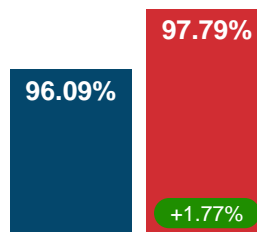
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

