

May 2024



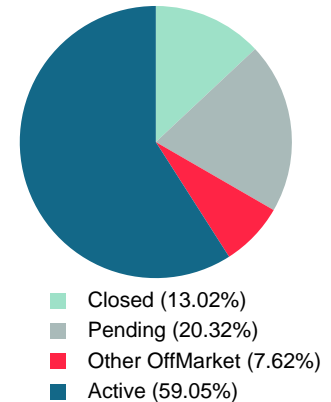
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	May 2024	+/-%
Closed Listings	55	41	-25.45%
Pending Listings	61	64	4.92%
New Listings	94	86	-8.51%
Average List Price	203,967	277,910	36.25%
Average Sale Price	194,165	271,160	39.65%
Average Percent of Selling Price to List Price	95.31%	97.47%	2.26%
Average Days on Market to Sale	36.51	42.78	17.18%
End of Month Inventory	165	186	12.73%
Months Supply of Inventory	3.05	3.72	21.93%



Absorption: Last 12 months, an Average of **50** Sales/Month
Active Inventory as of May 31, 2024 = **186**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2024 rose **12.73%** to 186 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **3.72** 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 **39.65%** in May 2024 to \$271,160 versus the previous year at \$194,165.

Average Days on Market Lengthens

The average number of **42.78** days that homes spent on the market before selling increased by 6.27 days or **17.18%** in May 2024 compared to last year's same month at **36.51** DOM.

Sales Success for May 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 86 New Listings in May 2024, down **8.51%** from last year at 94. Furthermore, there were 41 Closed Listings this month versus last year at 55, a **-25.45%** decrease.

Closed versus Listed trends yielded a **47.7%** ratio, down from previous year's, May 2023, at **58.5%**, a **18.52%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

May 2024



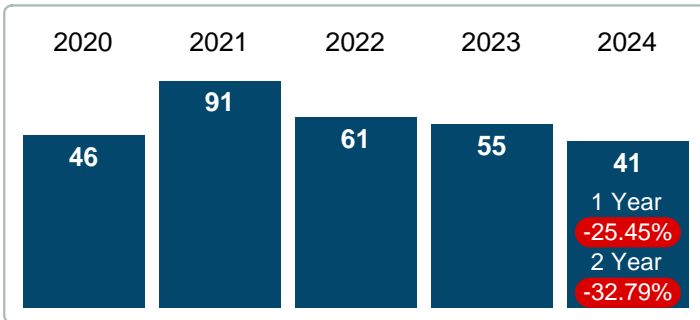
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



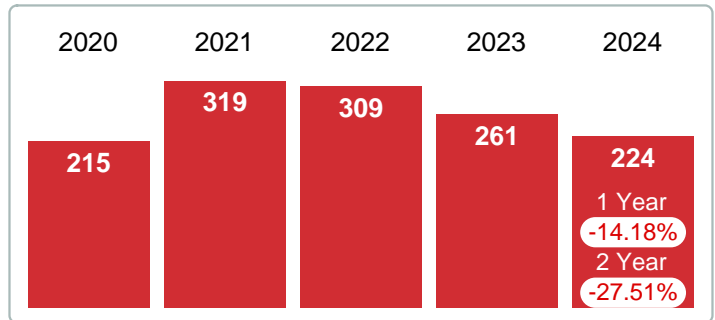
CLOSED LISTINGS

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

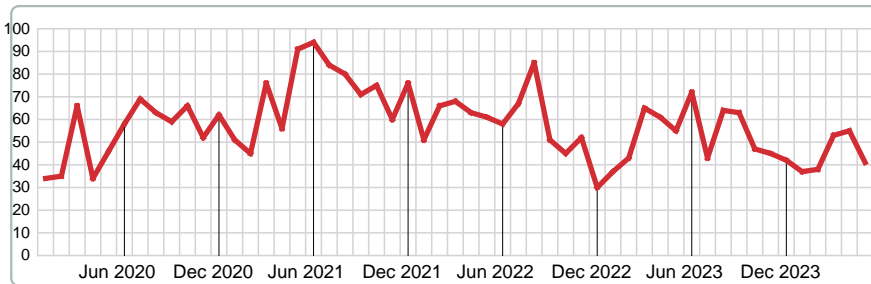
MAY



YEAR TO DATE (YTD)

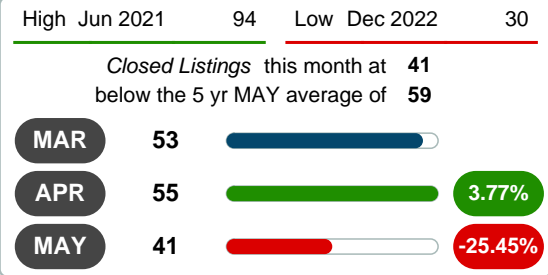


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.88%	71.0	1	1	0	0
\$50,001 - \$100,000	6	14.63%	41.0	1	5	0	0
\$100,001 - \$150,000	5	12.20%	28.6	2	3	0	0
\$150,001 - \$225,000	9	21.95%	36.8	1	7	1	0
\$225,001 - \$325,000	9	21.95%	55.0	0	7	2	0
\$325,001 - \$550,000	5	12.20%	45.0	1	1	3	0
\$550,001 and up	5	12.20%	34.4	2	2	1	0
Total Closed Units	41			8	26	7	0
Total Closed Volume	11,117,575	100%	42.8	2.95M	5.77M	2.39M	0.00B
Average Closed Price	\$271,160			\$369,022	\$222,000	\$341,914	\$0

May 2024



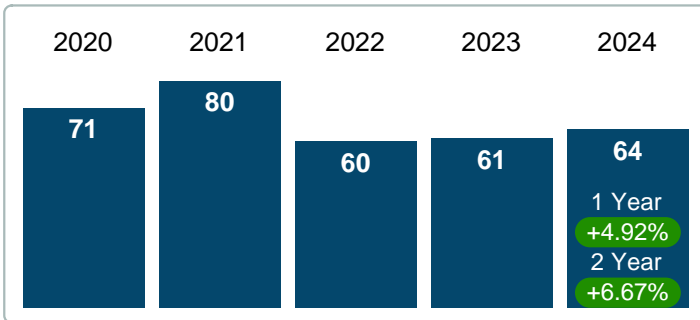
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



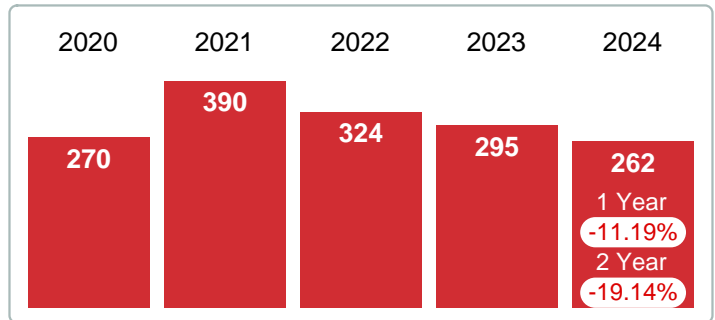
PENDING LISTINGS

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

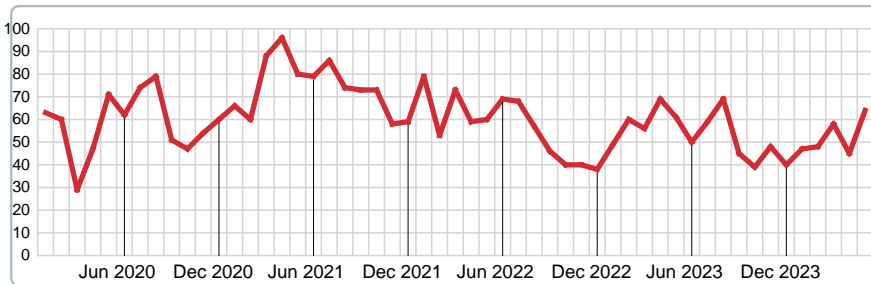
MAY



YEAR TO DATE (YTD)

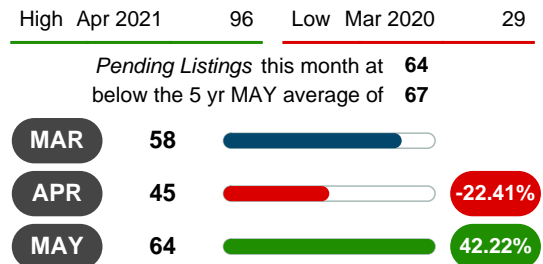


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 67



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	4	6.25%	91.0	3	1	0	0
\$75,001 - \$125,000	9	14.06%	57.9	1	6	2	0
\$125,001 - \$150,000	11	17.19%	16.2	1	9	0	1
\$150,001 - \$250,000	14	21.88%	32.4	4	10	0	0
\$250,001 - \$325,000	9	14.06%	103.9	0	7	1	1
\$325,001 - \$400,000	11	17.19%	45.9	1	4	5	1
\$400,001 and up	6	9.38%	38.7	0	1	3	2
Total Pending Units	64			10	38	11	5
Total Pending Volume	16,276,350	100%	61.8	1.46M	8.13M	4.14M	2.54M
Average Listing Price	\$198,463			\$145,840	\$213,967	\$376,664	\$508,780

May 2024



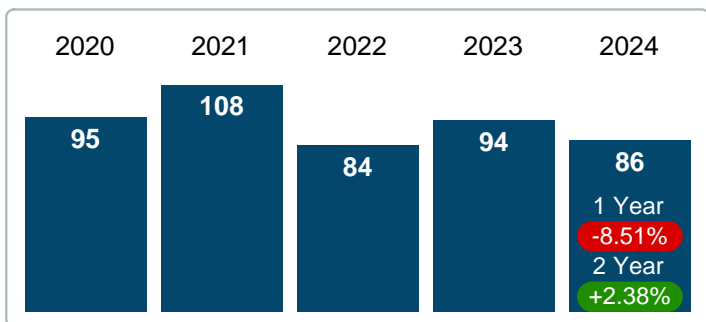
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



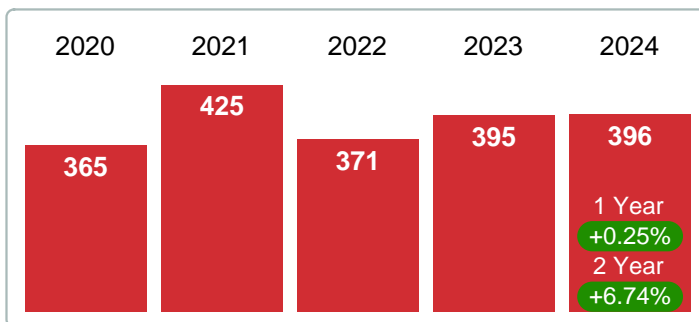
NEW LISTINGS

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

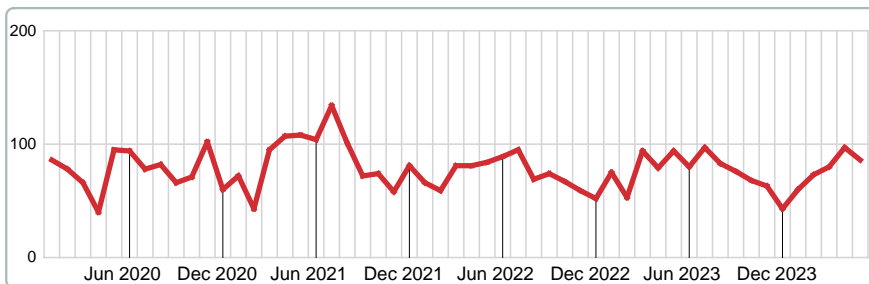
MAY



YEAR TO DATE (YTD)

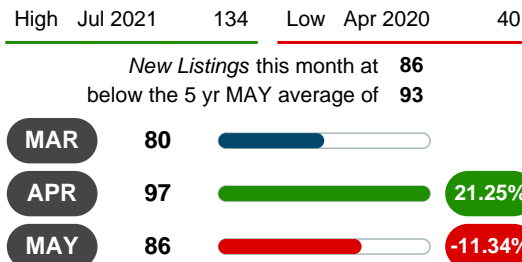


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 93



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	9.30%	3	3	1	1
\$100,001 - \$125,000	5	5.81%	3	1	1	0
\$125,001 - \$175,000	16	18.60%	5	8	2	1
\$175,001 - \$275,000	25	29.07%	3	17	5	0
\$275,001 - \$425,000	14	16.28%	3	7	3	1
\$425,001 - \$800,000	9	10.47%	1	5	3	0
\$800,001 and up	9	10.47%	1	4	1	3
Total New Listed Units	86		19	45	16	6
Total New Listed Volume	30,127,655	100%	4.56M	15.36M	5.23M	4.97M
Average New Listed Listing Price	\$280,225		\$240,016	\$341,410	\$327,125	\$828,317

May 2024



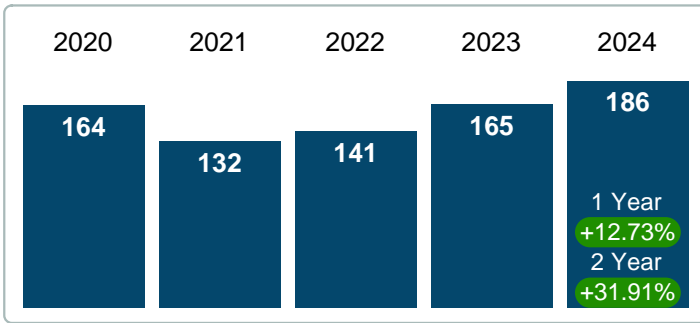
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



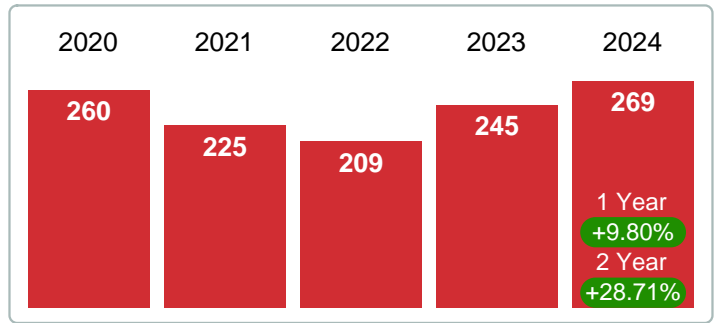
ACTIVE INVENTORY

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

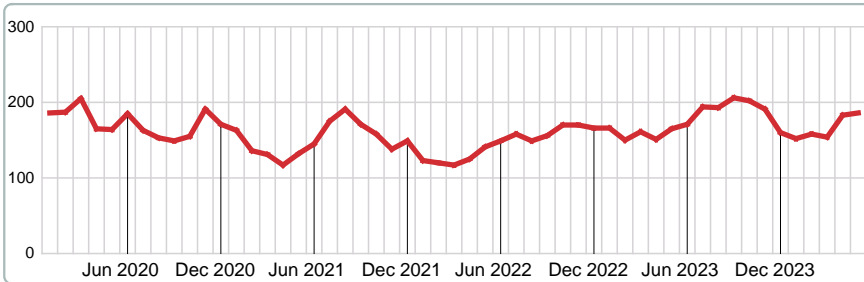
END OF MAY



ACTIVE DURING MAY

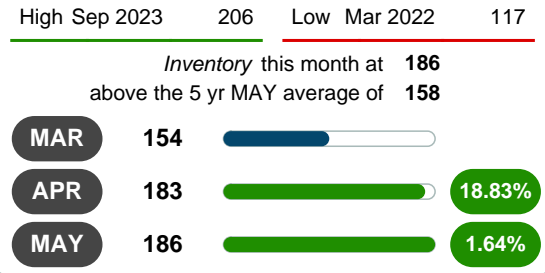


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 158



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	7	3.76%	65.0	4	2	0	1
\$50,001 - \$100,000	28	15.05%	102.1	18	9	1	0
\$100,001 - \$150,000	26	13.98%	66.5	11	13	2	0
\$150,001 - \$275,000	49	26.34%	54.4	9	32	8	0
\$275,001 - \$425,000	35	18.82%	68.8	4	21	7	3
\$425,001 - \$700,000	22	11.83%	78.7	1	8	10	3
\$700,001 and up	19	10.22%	43.8	3	7	4	5
Total Active Inventory by Units	186			50	92	32	12
Total Active Inventory by Volume	65,622,655	100%	68.2	11.64M	30.32M	14.63M	9.03M
Average Active Inventory Listing Price	\$352,810			\$232,856	\$329,577	\$457,216	\$752,325

May 2024



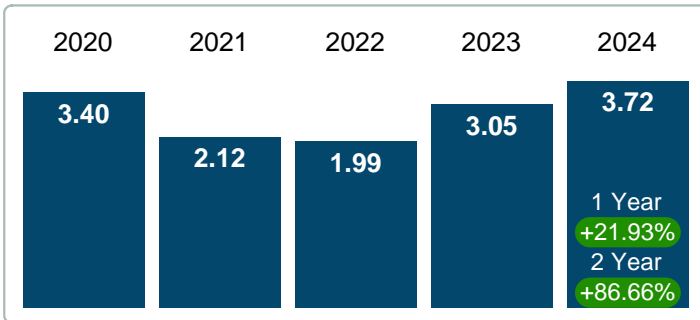
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



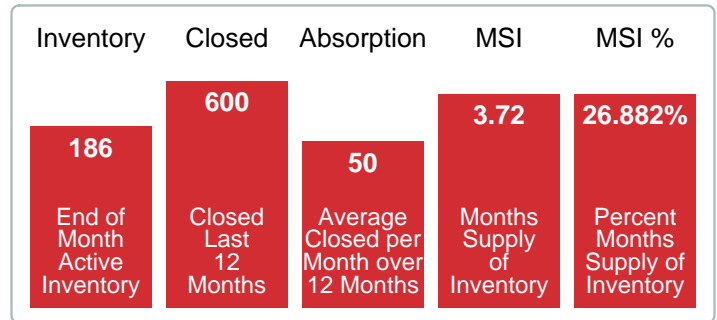
MONTHS SUPPLY of INVENTORY (MSI)

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

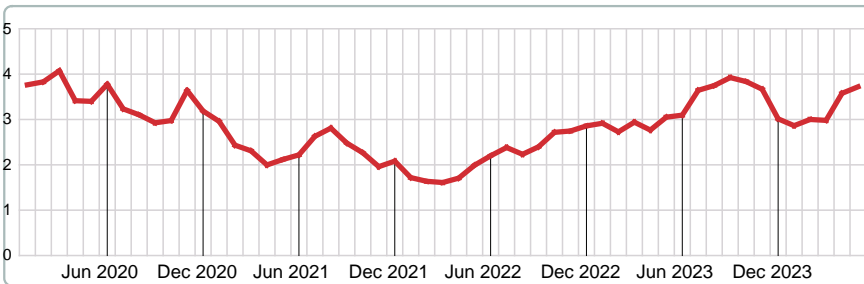
MSI FOR MAY



INDICATORS FOR MAY 2024

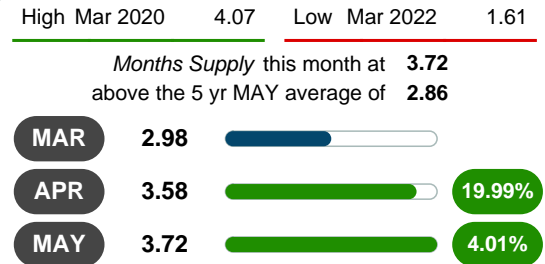


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2.86



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	7	3.76%	2.00	2.09	1.41	0.00	0.00
\$50,001 - \$100,000	28	15.05%	3.54	6.17	2.20	1.20	0.00
\$100,001 - \$150,000	26	13.98%	2.74	4.55	2.11	2.18	0.00
\$150,001 - \$275,000	49	26.34%	2.77	4.00	2.58	3.10	0.00
\$275,001 - \$425,000	35	18.82%	4.33	12.00	4.67	2.47	7.20
\$425,001 - \$700,000	22	11.83%	8.80	6.00	8.73	7.50	36.00
\$700,001 and up	19	10.22%	22.80	36.00	21.00	0.00	12.00
Market Supply of Inventory (MSI)			3.72	4.96	3.08	3.69	8.47
Total Active Inventory by Units		100%	3.72	50	92	32	12

May 2024



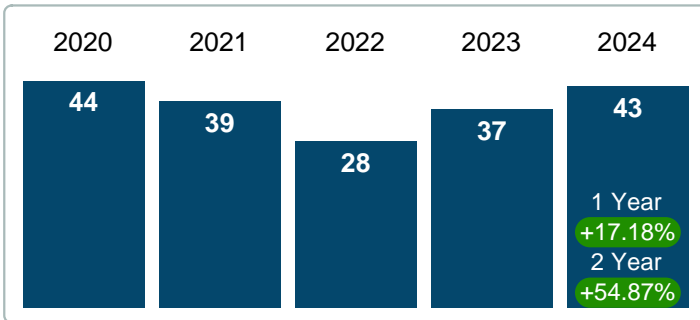
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



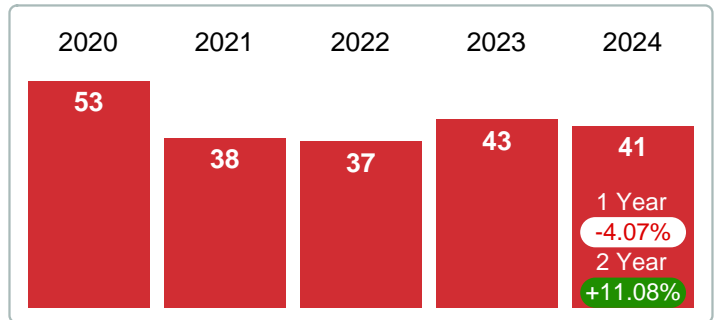
AVERAGE DAYS ON MARKET TO SALE

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

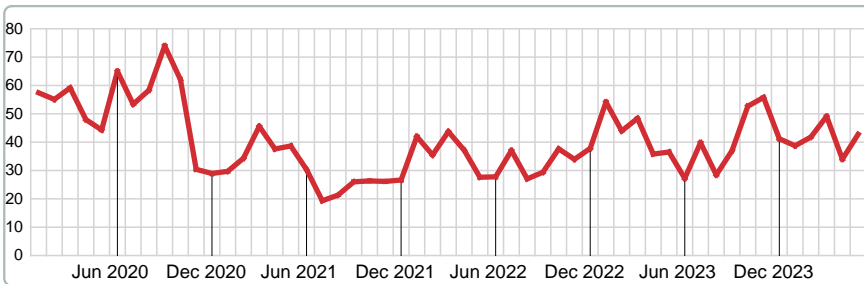
MAY



YEAR TO DATE (YTD)

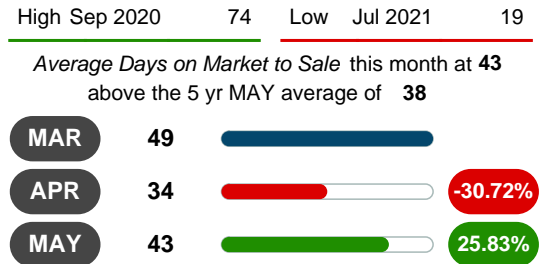


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38



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
\$50,000 and less	4.88%	71	138	4	0	0
\$50,001 - \$100,000	14.63%	41	44	40	0	0
\$100,001 - \$150,000	12.20%	29	25	31	0	0
\$150,001 - \$225,000	21.95%	37	1	47	1	0
\$225,001 - \$325,000	21.95%	55	0	68	9	0
\$325,001 - \$550,000	12.20%	45	1	45	60	0
\$550,001 and up	12.20%	34	39	40	16	0
Average Closed DOM		43	39	47	30	0
Total Closed Units	100%	43	8	26	7	0
Total Closed Volume		11,117,575	2.95M	5.77M	2.39M	0.00B

May 2024



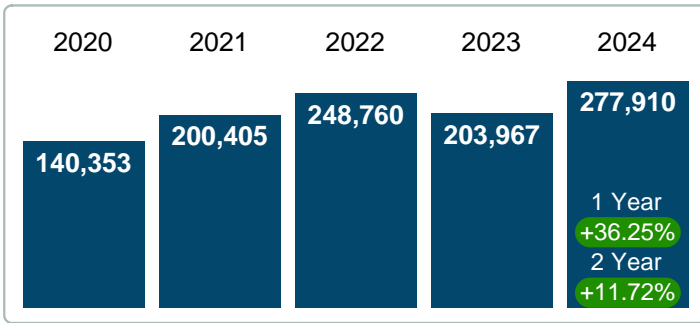
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



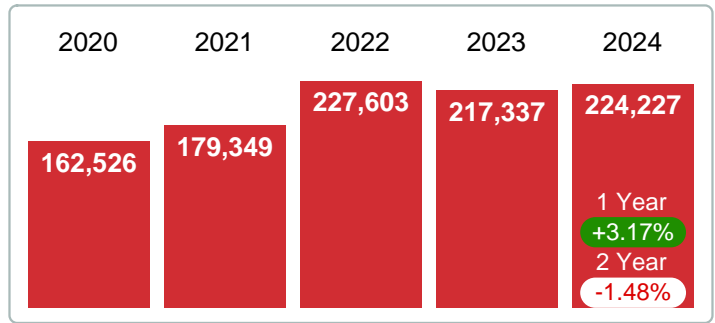
AVERAGE LIST PRICE AT CLOSING

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

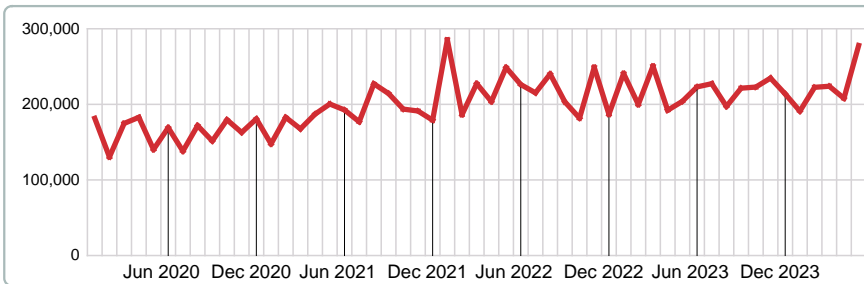
MAY



YEAR TO DATE (YTD)

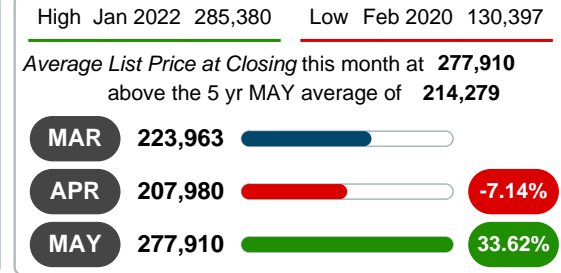


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 214,279



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
\$50,000 and less	4.88%	21,000	12,000	30,000	0	0
\$50,001 - \$100,000	12.20%	74,060	89,500	76,360	0	0
\$100,001 - \$150,000	14.63%	126,783	117,400	144,933	0	0
\$150,001 - \$225,000	21.95%	180,689	160,000	183,057	174,900	0
\$225,001 - \$325,000	21.95%	272,867	0	263,686	305,000	0
\$325,001 - \$550,000	12.20%	403,100	496,000	435,000	361,500	0
\$550,001 and up	12.20%	824,760	982,500	794,900	569,000	0
Average List Price		277,910	369,663	230,715	348,343	0
Total Closed Units	100%	277,910	8	26	7	0
Total Closed Volume		11,394,299	2.96M	6.00M	2.44M	0.00B

May 2024



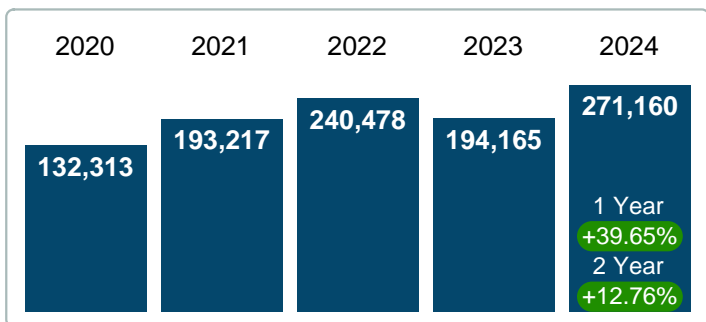
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



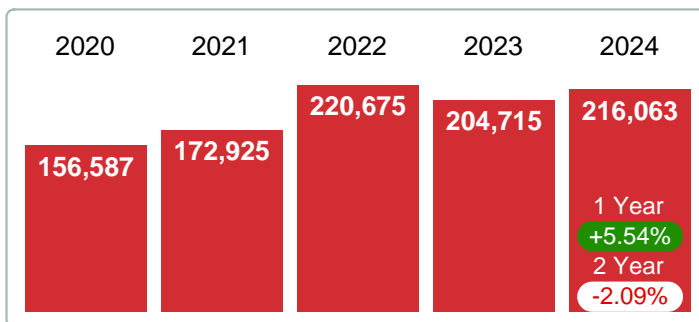
AVERAGE SOLD PRICE AT CLOSING

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

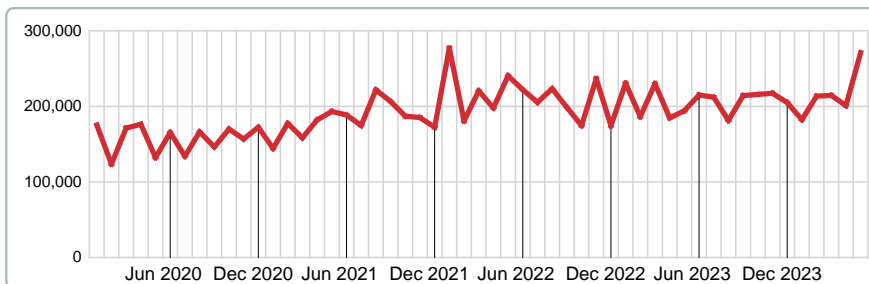
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 206,266

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

Average Sold Price at Closing this month at **271,160**
above the 5 yr MAY average of **206,266**

MAR	214,452	<div style="width: 80%;"></div>
APR	201,023	<div style="width: 70%;"></div> -6.26%
MAY	271,160	<div style="width: 130%;"></div> 34.89%

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
\$50,000 and less	4.88%	23,050	9,000	37,100	0	0
\$50,001 - \$100,000	14.63%	75,500	87,000	73,200	0	0
\$100,001 - \$150,000	12.20%	127,435	112,588	137,333	0	0
\$150,001 - \$225,000	21.95%	178,589	160,000	181,057	179,900	0
\$225,001 - \$325,000	21.95%	262,611	0	252,500	298,000	0
\$325,001 - \$550,000	12.20%	396,700	496,000	426,000	353,833	0
\$550,001 and up	12.20%	805,400	987,500	748,000	556,000	0
Average Sold Price		271,160	369,022	222,000	341,914	0
Total Closed Units	100%	271,160	8	26	7	0
Total Closed Volume		11,117,575	2.95M	5.77M	2.39M	0.00B

May 2024



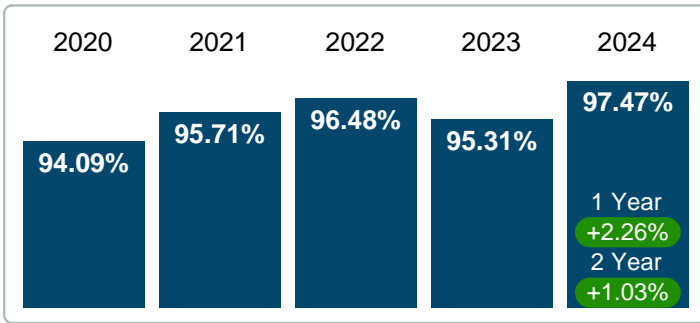
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



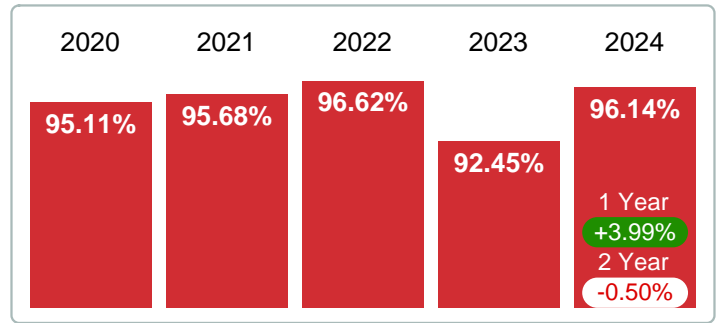
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

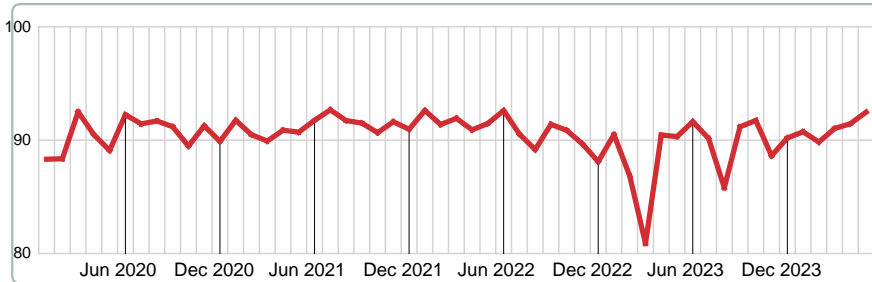
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

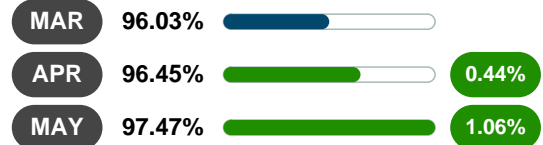


3 MONTHS

5 year MAY AVG = 95.81%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **97.47%** above the 5 yr MAY average of **95.81%**



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
\$50,000 and less	2	4.88%	99.33%	75.00%	123.67%	0.00%	0.00%
\$50,001 - \$100,000	6	14.63%	96.19%	97.21%	95.99%	0.00%	0.00%
\$100,001 - \$150,000	5	12.20%	95.26%	95.62%	95.01%	0.00%	0.00%
\$150,001 - \$225,000	9	21.95%	99.70%	100.00%	99.21%	102.86%	0.00%
\$225,001 - \$325,000	9	21.95%	96.25%	0.00%	95.82%	97.75%	0.00%
\$325,001 - \$550,000	5	12.20%	98.32%	100.00%	97.93%	97.89%	0.00%
\$550,001 and up	5	12.20%	97.82%	100.88%	94.81%	97.72%	0.00%
Average Sold/List Ratio		97.50%		95.65%	97.74%	98.53%	0.00%
Total Closed Units		41	100%	97.50%	8	26	7
Total Closed Volume		11,117,575			2.95M	5.77M	2.39M

May 2024



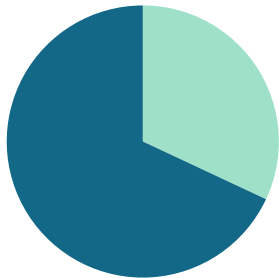
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

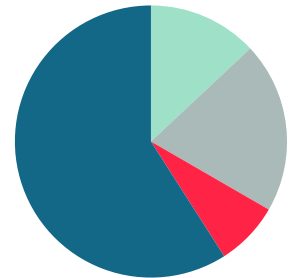


Inventory
 New Listings
86 = 31.97%
 Start Inventory
183
 Total Inventory Units
269
 Volume
\$89,135,905

Market Activity

Closed Sales
41 = 13.02%
 Pending Sales
64 = 20.32%
 Other Off Market
24 = 7.62%
 Active Inventory
186 = 59.05%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	55	41	-25.45%	261	224	-14.18%
Pending Sales	61	64	4.92%	295	262	-11.19%
New Listings	94	86	-8.51%	395	396	0.25%
Average List Price	203,967	277,910	36.25%	217,337	224,227	3.17%
Average Sale Price	194,165	271,160	39.65%	204,715	216,063	5.54%
Average Percent of Selling Price to List Price	95.31%	97.47%	2.26%	92.45%	96.14%	3.99%
Average Days on Market to Sale	36.51	42.78	17.18%	43.03	41.28	-4.07%
Monthly Inventory	165	186	12.73%	165	186	12.73%
Months Supply of Inventory	3.05	3.72	21.93%	3.05	3.72	21.93%

Absorption: Last 12 months, an Average of **50** Sales/Month

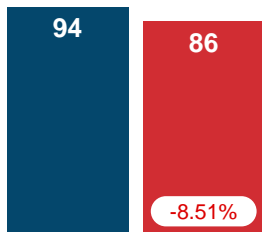
Inventory on May 31, 2024 = **186**

2023 **2024**

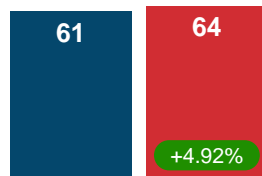
MAY MARKET

AVERAGE PRICES

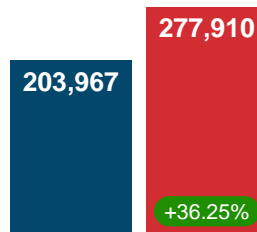
New Listings



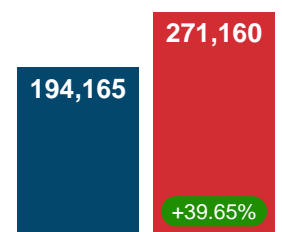
Pending Listings



List Price



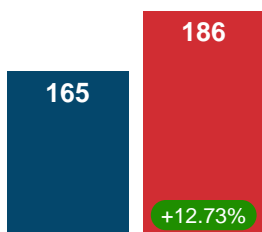
Sale Price



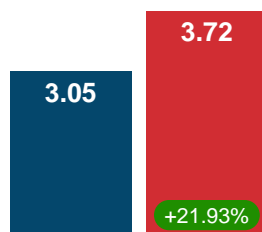
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

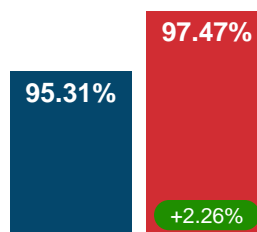
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

