

May 2024



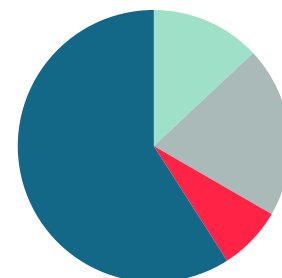
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	195,000	220,000	12.82%
Median Sale Price	194,700	212,000	8.89%
Median Percent of Selling Price to List Price	97.05%	98.44%	1.43%
Median Days on Market to Sale	15.00	10.00	-33.33%
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.

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 **8.89%** in May 2024 to \$212,000 versus the previous year at \$194,700.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 5.00 days or **33.33%** in May 2024 compared to last year's same month at **15.00** DOM.

Sales Success for May 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 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.

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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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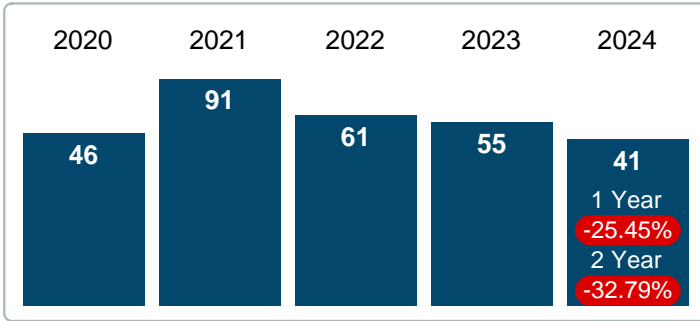
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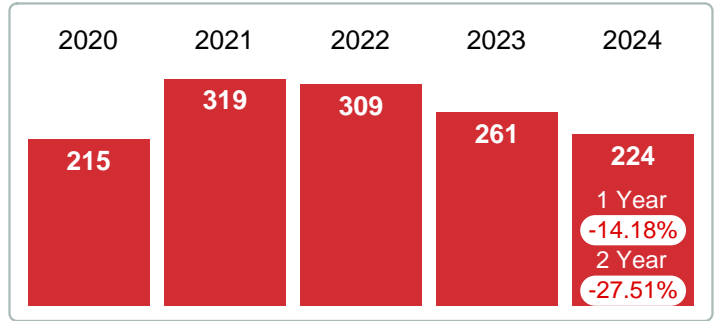
CLOSED LISTINGS

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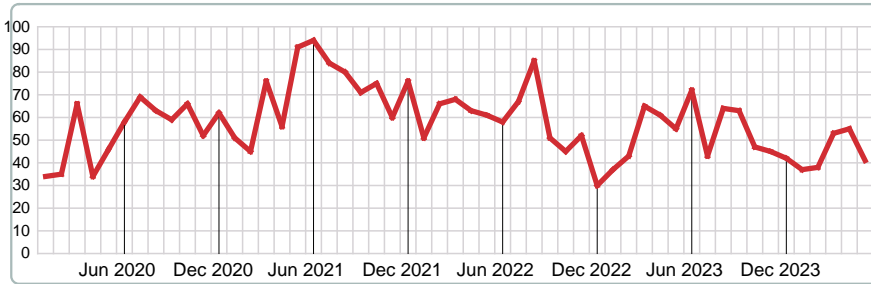
MAY



YEAR TO DATE (YTD)

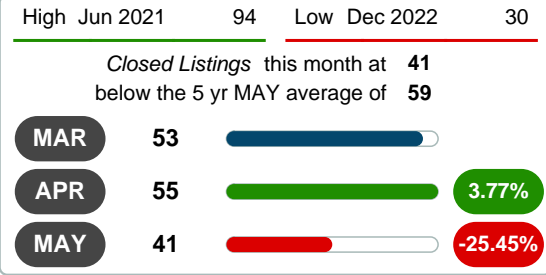


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	11.0	1	5	0	0
\$100,001 - \$150,000	5	12.20%	32.0	2	3	0	0
\$150,001 - \$225,000	9	21.95%	7.0	1	7	1	0
\$225,001 - \$325,000	9	21.95%	8.0	0	7	2	0
\$325,001 - \$550,000	5	12.20%	35.0	1	1	3	0
\$550,001 and up	5	12.20%	18.0	2	2	1	0
Total Closed Units	41			8	26	7	0
Total Closed Volume	11,117,575	100%	10.0	2.95M	5.77M	2.39M	0.00B
Median Closed Price	\$212,000			\$142,450	\$174,500	\$340,000	\$0

May 2024



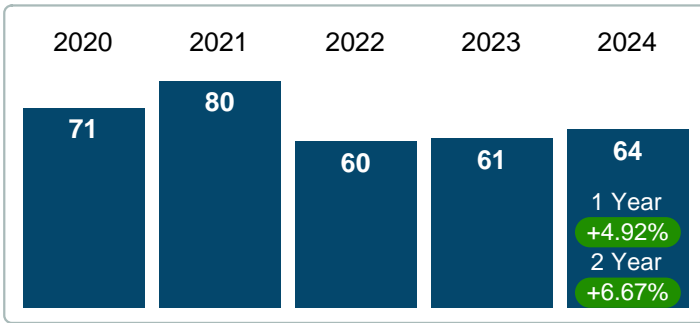
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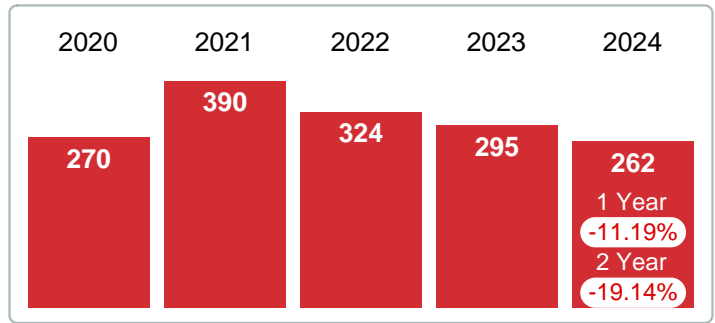
PENDING LISTINGS

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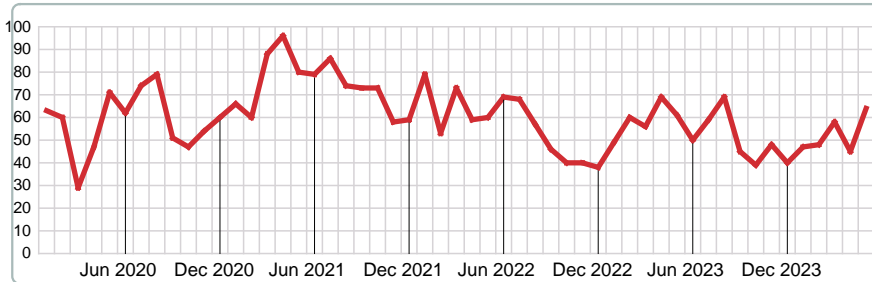
MAY



YEAR TO DATE (YTD)

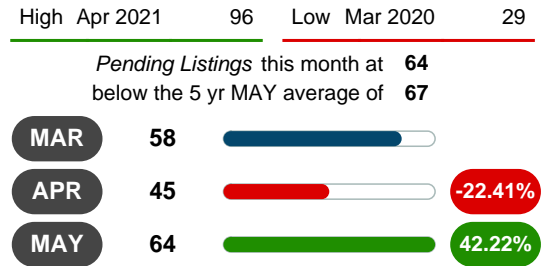


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	6.25%	94.5	3	1	0	0
\$75,001 - \$125,000	9	14.06%	5.0	1	6	2	0
\$125,001 - \$150,000	11	17.19%	8.0	1	9	0	1
\$150,001 - \$250,000	14	21.88%	8.0	4	10	0	0
\$250,001 - \$325,000	9	14.06%	37.0	0	7	1	1
\$325,001 - \$400,000	11	17.19%	40.0	1	4	5	1
\$400,001 and up	6	9.38%	12.0	0	1	3	2
Total Pending Units	64			10	38	11	5
Total Pending Volume	16,276,350	100%	14.5	1.46M	8.13M	4.14M	2.54M
Median Listing Price	\$197,450			\$150,000	\$184,950	\$339,900	\$369,000

May 2024



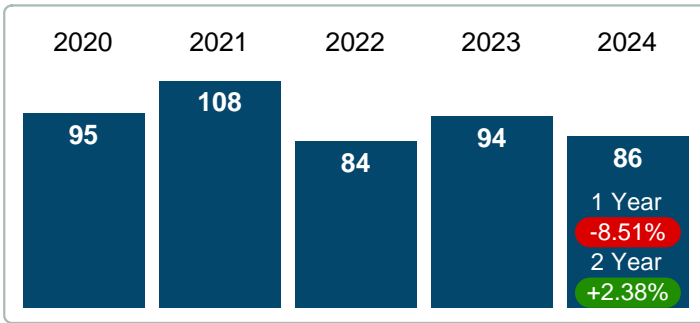
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



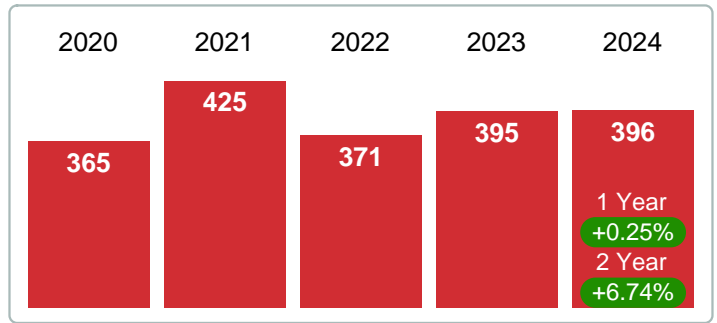
NEW LISTINGS

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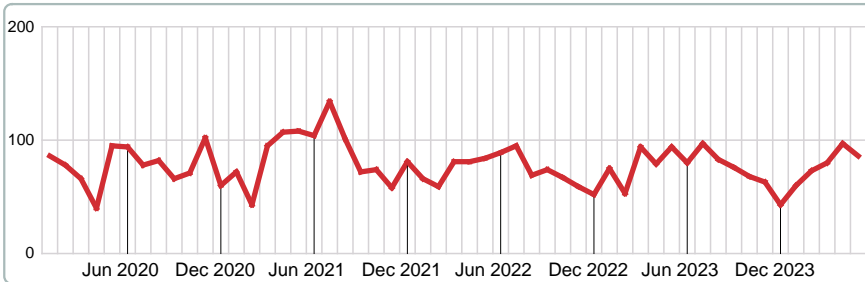
MAY



YEAR TO DATE (YTD)

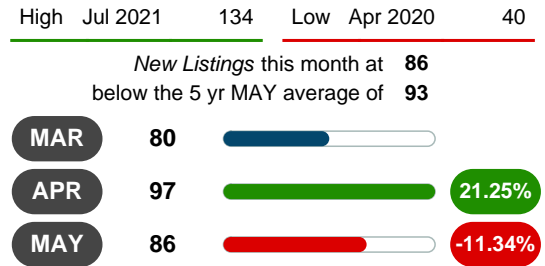


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 93



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
Median New Listed Listing Price	\$236,000		\$160,000	\$240,000	\$262,500	\$784,950

May 2024



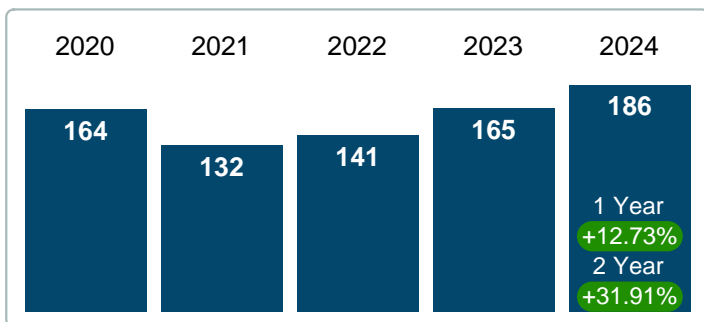
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



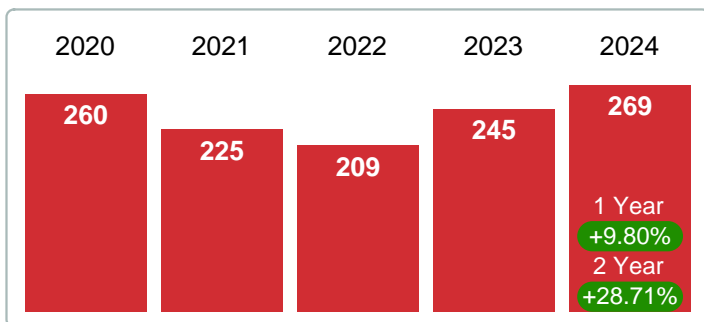
ACTIVE INVENTORY

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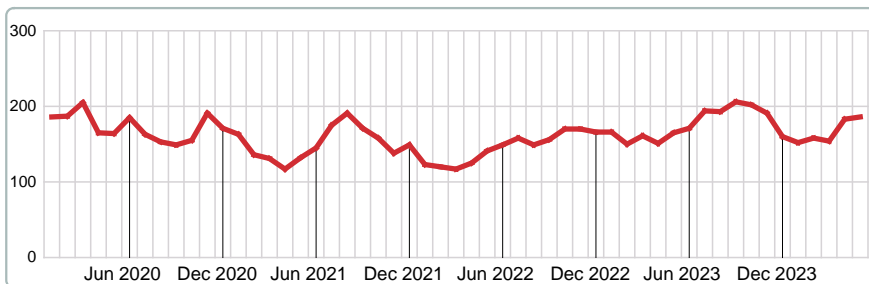
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ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

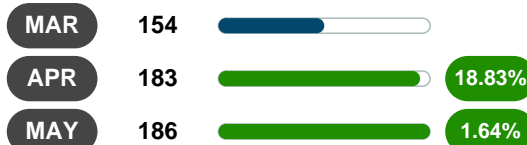


3 MONTHS

5 year MAY AVG = 158

High Sep 2023 206 Low Mar 2022 117

Inventory this month at **186**
above the 5 yr MAY average of **158**



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	7	3.76%	45.0	4	2	0	1
\$50,001 - \$100,000	28	15.05%	82.0	18	9	1	0
\$100,001 - \$150,000	26	13.98%	61.5	11	13	2	0
\$150,001 - \$275,000	49	26.34%	39.0	9	32	8	0
\$275,001 - \$425,000	35	18.82%	55.0	4	21	7	3
\$425,001 - \$700,000	22	11.83%	76.0	1	8	10	3
\$700,001 and up	19	10.22%	30.0	3	7	4	5
Total Active Inventory by Units	186			50	92	32	12
Total Active Inventory by Volume	65,622,655	100%	53.0	11.64M	30.32M	14.63M	9.03M
Median Active Inventory Listing Price	\$232,450			\$114,900	\$239,450	\$392,450	\$567,500

May 2024



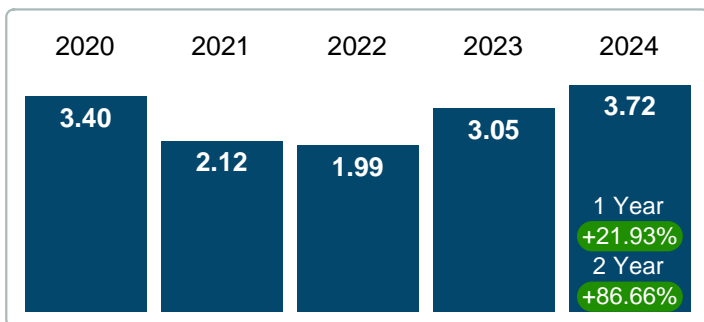
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



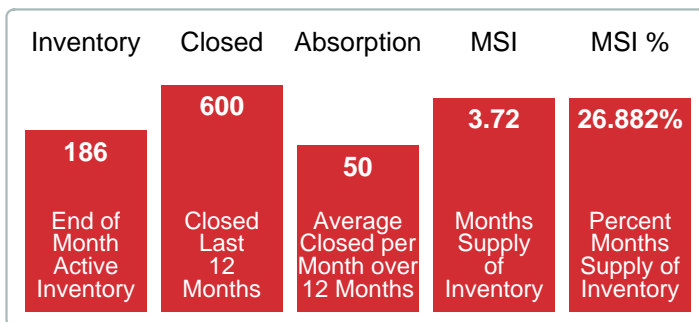
MONTHS SUPPLY of INVENTORY (MSI)

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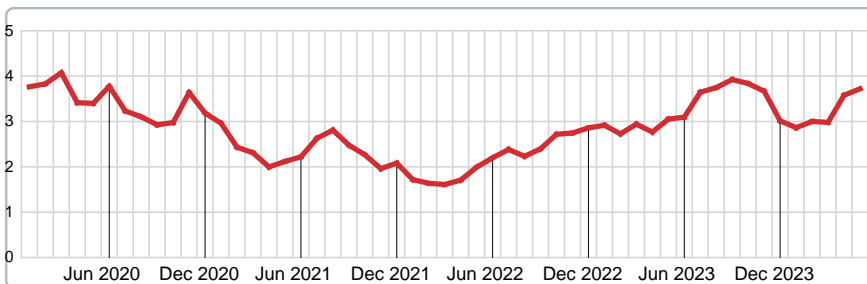
MSI FOR MAY



INDICATORS FOR MAY 2024

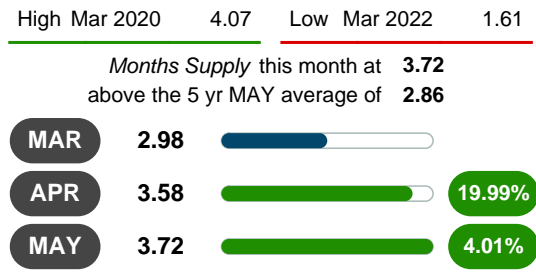


5 YEAR MARKET ACTIVITY TRENDS



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



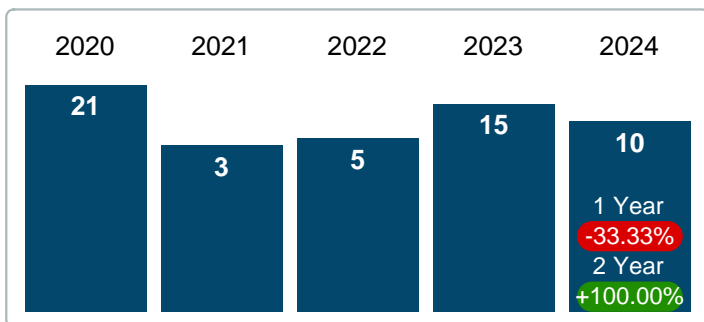
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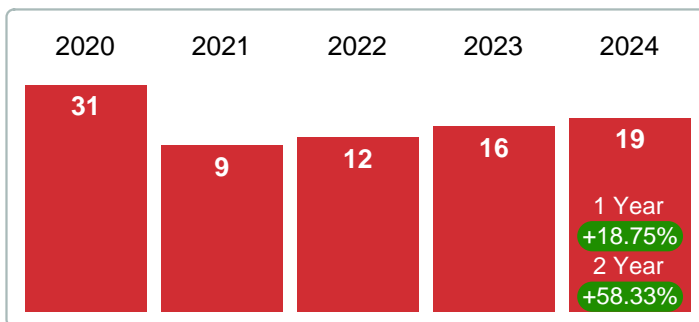
MEDIAN DAYS ON MARKET TO SALE

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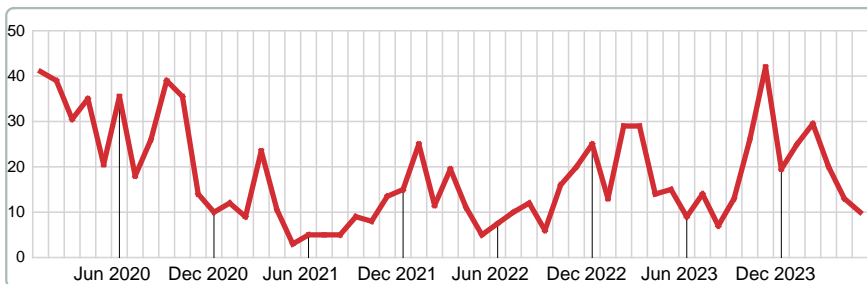
MAY



YEAR TO DATE (YTD)

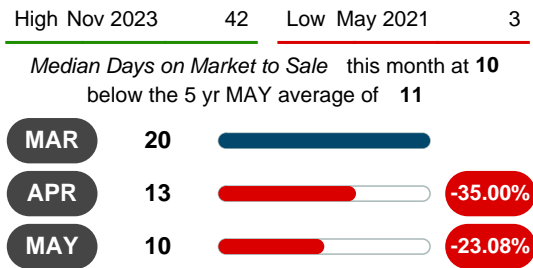


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 11



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
\$50,000 and less	4.88%	71	138	4	0	0
\$50,001 - \$100,000	14.63%	11	44	10	0	0
\$100,001 - \$150,000	12.20%	32	25	32	0	0
\$150,001 - \$225,000	21.95%	7	1	9	1	0
\$225,001 - \$325,000	21.95%	8	0	7	9	0
\$325,001 - \$550,000	12.20%	35	1	45	35	0
\$550,001 and up	12.20%	18	39	40	16	0
Median Closed DOM		10	31	10	9	0
Total Closed Units	100%	41	8	26	7	
Total Closed Volume		11,117,575	2.95M	5.77M	2.39M	0.00B

May 2024



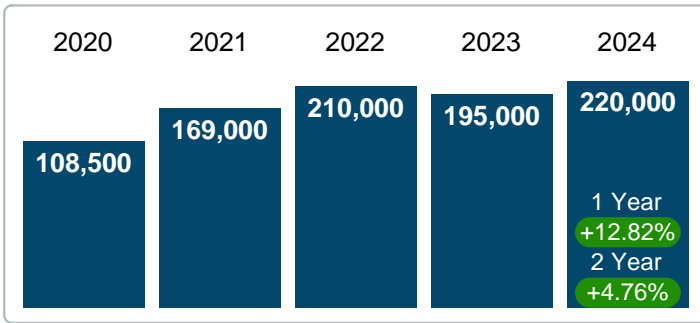
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



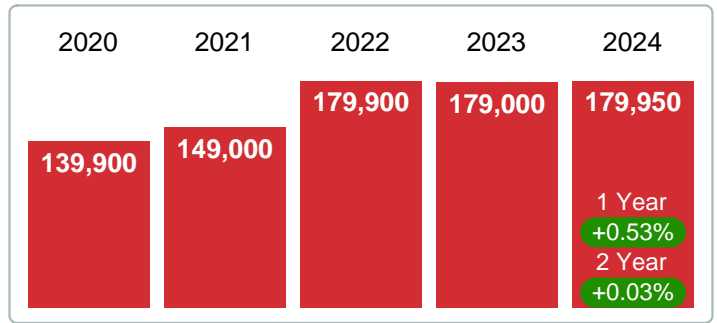
MEDIAN LIST PRICE AT CLOSING

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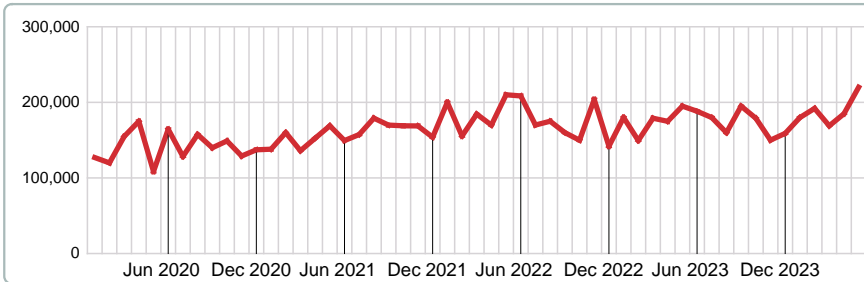
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

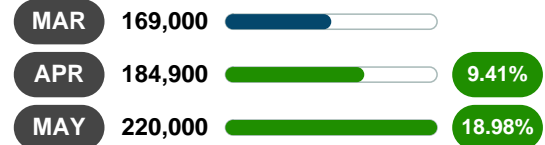


3 MONTHS

5 year MAY AVG = 180,500

High May 2024 220,000 Low May 2020 108,500

Median List Price at Closing this month at **220,000** above the 5 yr MAY average of **180,500**



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
\$50,000 and less	2	4.88%	21,000	12,000	30,000	0	0
\$50,001 - \$100,000	5	12.20%	69,900	89,500	64,950	0	0
\$100,001 - \$150,000	6	14.63%	127,400	117,400	137,450	0	0
\$150,001 - \$225,000	9	21.95%	174,000	160,000	174,000	174,900	0
\$225,001 - \$325,000	9	21.95%	262,999	0	260,000	305,000	0
\$325,001 - \$550,000	5	12.20%	389,000	496,000	435,000	349,000	0
\$550,001 and up	5	12.20%	599,900	982,500	794,900	569,000	0
Median List Price			220,000	142,450	174,250	346,500	0
Total Closed Units		100%	220,000	8	26	7	
Total Closed Volume			11,394,299	2.96M	6.00M	2.44M	0.00B

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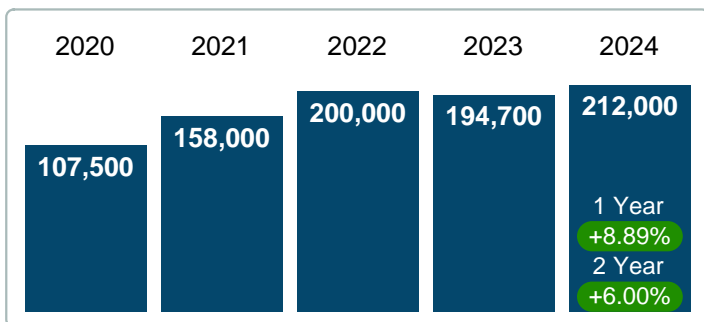
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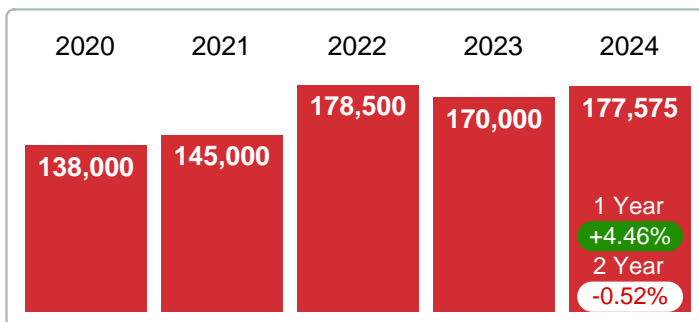
MEDIAN SOLD PRICE AT CLOSING

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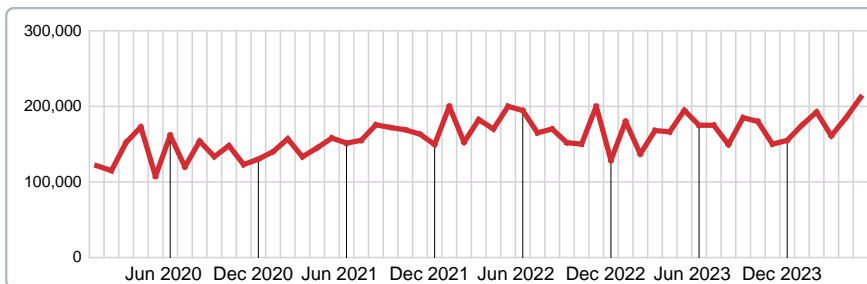
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 174,440

High May 2024 212,000 Low May 2020 107,500

Median Sold Price at Closing this month at **212,000**
above the 5 yr MAY average of **174,440**

MAR	161,000	<div style="width: 70%;"></div>
APR	184,900	<div style="width: 85%;"></div> 14.84%
MAY	212,000	<div style="width: 100%;"></div> 14.66%

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
\$50,000 and less	2	4.88%	23,050	9,000	37,100	0	0
\$50,001 - \$100,000	6	14.63%	73,500	87,000	60,000	0	0
\$100,001 - \$150,000	5	12.20%	125,000	112,588	142,000	0	0
\$150,001 - \$225,000	9	21.95%	174,000	160,000	174,000	179,900	0
\$225,001 - \$325,000	9	21.95%	245,000	0	240,000	298,000	0
\$325,001 - \$550,000	5	12.20%	380,000	496,000	426,000	341,500	0
\$550,001 and up	5	12.20%	586,000	987,500	748,000	556,000	0
Median Sold Price			212,000	142,450	174,500	340,000	0
Total Closed Units		100%	212,000	8	26	7	
Total Closed Volume			11,117,575	2.95M	5.77M	2.39M	0.00B

May 2024



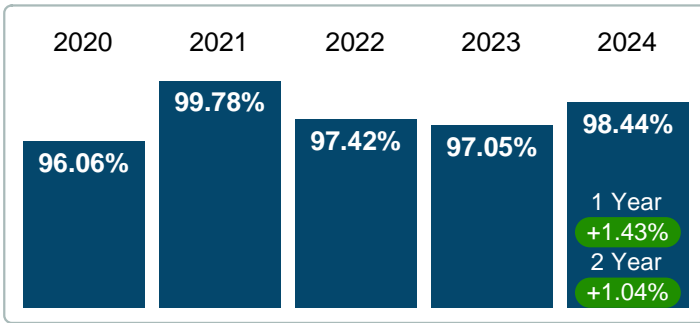
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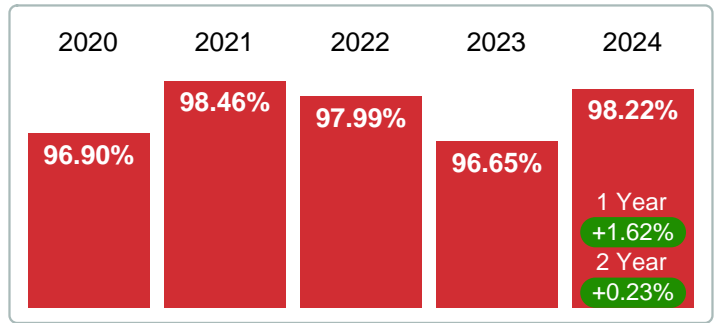
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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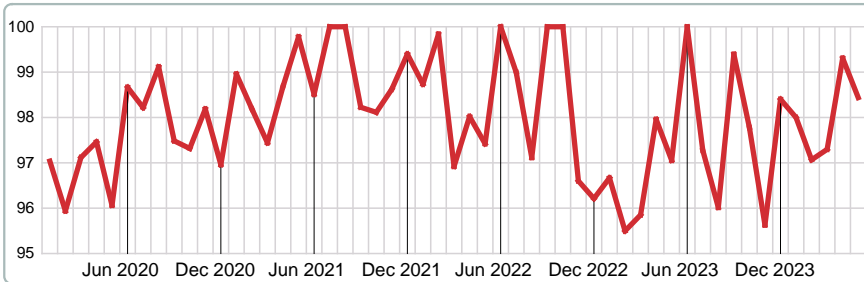
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

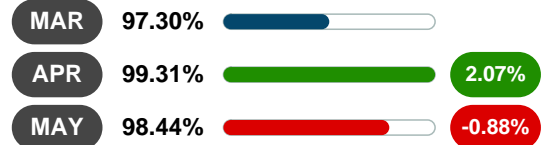


3 MONTHS

5 year MAY AVG = 97.75%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **98.44%**
equal to 5 yr MAY average of **97.75%**



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
\$50,000 and less	<div style="width: 4.88%;"></div> 2	4.88%	99.33%	75.00%	123.67%	0.00%	0.00%
\$50,001 - \$100,000	<div style="width: 14.63%;"></div> 6	14.63%	98.11%	97.21%	99.01%	0.00%	0.00%
\$100,001 - \$150,000	<div style="width: 12.20%;"></div> 5	12.20%	96.23%	95.62%	96.23%	0.00%	0.00%
\$150,001 - \$225,000	<div style="width: 21.95%;"></div> 9	21.95%	100.00%	100.00%	98.85%	102.86%	0.00%
\$225,001 - \$325,000	<div style="width: 21.95%;"></div> 9	21.95%	98.04%	0.00%	98.04%	97.75%	0.00%
\$325,001 - \$550,000	<div style="width: 12.20%;"></div> 5	12.20%	97.93%	100.00%	97.93%	97.69%	0.00%
\$550,001 and up	<div style="width: 12.20%;"></div> 5	12.20%	97.72%	100.88%	94.81%	97.72%	0.00%
Median Sold/List Ratio		98.44%		100.00%	98.24%	97.72%	0.00%
Total Closed Units		41	100%	98.44%	8	26	7
Total Closed Volume		11,117,575			2.95M	5.77M	2.39M

May 2024



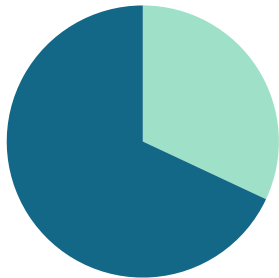
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

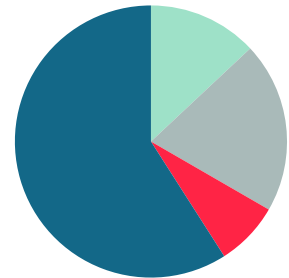


Inventory
 New Listings **86 = 31.97%**
 Start Inventory **183**
 Total Inventory Units **269**
 Volume **\$89,135,905**

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%
Median List Price	195,000	220,000	12.82%	179,000	179,950	0.53%
Median Sale Price	194,700	212,000	8.89%	170,000	177,575	4.46%
Median Percent of Selling Price to List Price	97.05%	98.44%	1.43%	96.65%	98.22%	1.62%
Median Days on Market to Sale	15.00	10.00	-33.33%	16.00	19.00	18.75%
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

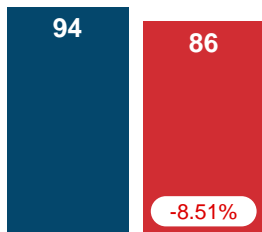
Inventory on May 31, 2024 = **186**

2023 **2024**

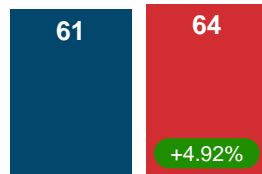
MAY MARKET

MEDIAN PRICES

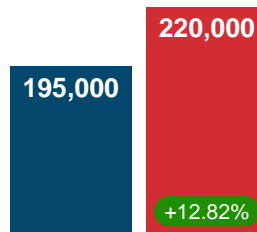
New Listings



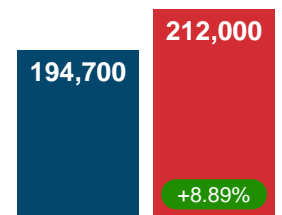
Pending Listings



List Price



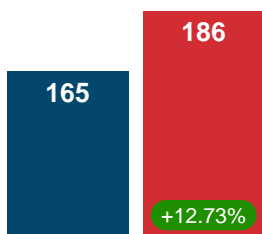
Sale Price



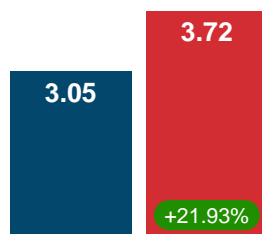
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

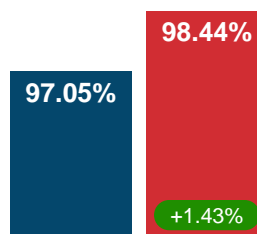
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

