

May 2024



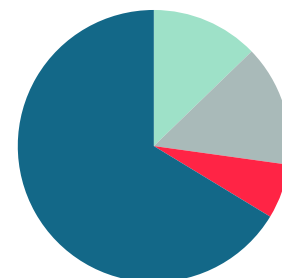
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	May 2024	+/-%
Closed Listings	71	61	-14.08%
Pending Listings	83	69	-16.87%
New Listings	101	129	27.72%
Average List Price	266,483	224,431	-15.78%
Average Sale Price	244,834	215,176	-12.11%
Average Percent of Selling Price to List Price	97.12%	94.89%	-2.30%
Average Days on Market to Sale	49.10	48.16	-1.90%
End of Month Inventory	203	317	56.16%
Months Supply of Inventory	3.22	5.52	71.57%



■ Closed (12.76%)
■ Pending (14.44%)
■ Other OffMarket (6.49%)
■ Active (66.32%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of May 31, 2024 = **317**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2024 rose **56.16%** to 317 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **5.52** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **12.11%** in May 2024 to \$215,176 versus the previous year at \$244,834.

Average Days on Market Shortens

The average number of **48.16** days that homes spent on the market before selling decreased by 0.93 days or **1.90%** in May 2024 compared to last year's same month at **49.10** DOM.

Sales Success for May 2024 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 129 New Listings in May 2024, up **27.72%** from last year at 101. Furthermore, there were 61 Closed Listings this month versus last year at 71, a **-14.08%** decrease.

Closed versus Listed trends yielded a **47.3%** ratio, down from previous year's, May 2023, at **70.3%**, a **32.73%** 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



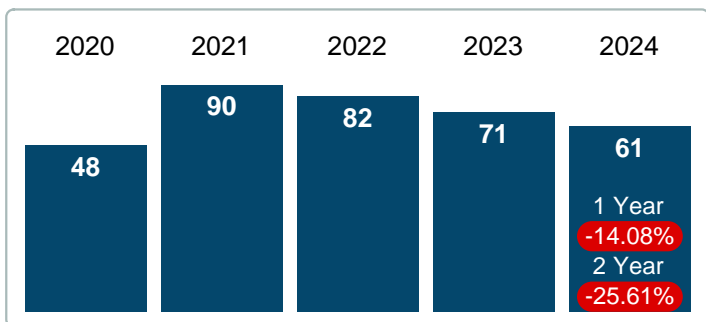
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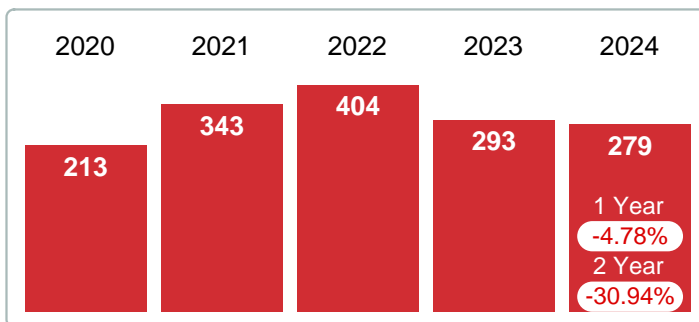
CLOSED LISTINGS

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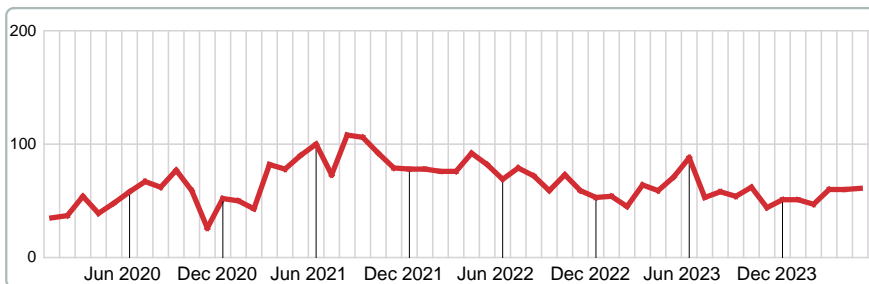
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 70

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at **61**
below the 5 yr MAY average of **70**

- MAR: 60 (Progress bar)
- APR: 60 (Progress bar) **0.00%**
- MAY: 61 (Progress bar) **1.67%**

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	6	9.84%	44.5	3	3	0	0
\$75,001 - \$125,000	8	13.11%	105.8	5	3	0	0
\$125,001 - \$150,000	7	11.48%	21.4	3	4	0	0
\$150,001 - \$225,000	16	26.23%	39.2	2	11	3	0
\$225,001 - \$300,000	10	16.39%	41.9	1	6	3	0
\$300,001 - \$350,000	6	9.84%	30.5	0	5	0	1
\$350,001 and up	8	13.11%	55.8	0	4	4	0
Total Closed Units	61			14	36	10	1
Total Closed Volume	13,125,749	100%	48.2	1.56M	8.02M	3.20M	345.00K
Average Closed Price	\$215,176			\$111,393	\$222,804	\$320,030	\$345,000

May 2024



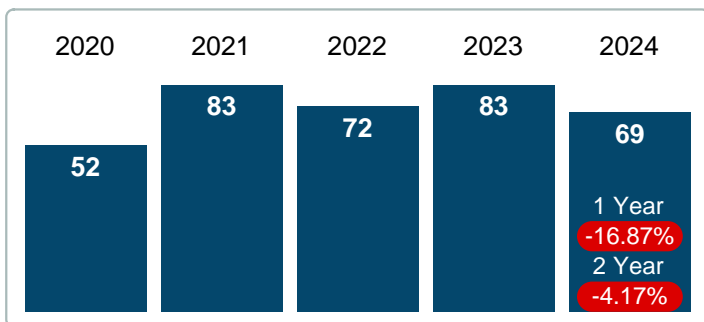
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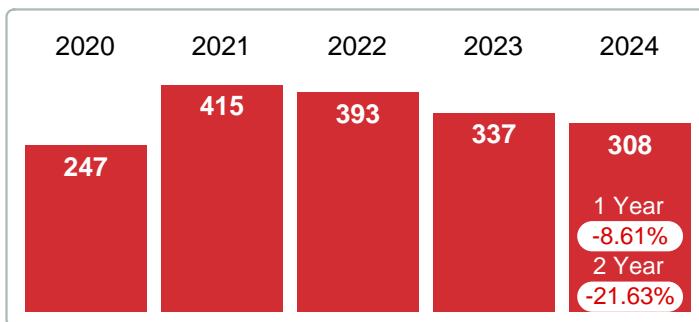
PENDING LISTINGS

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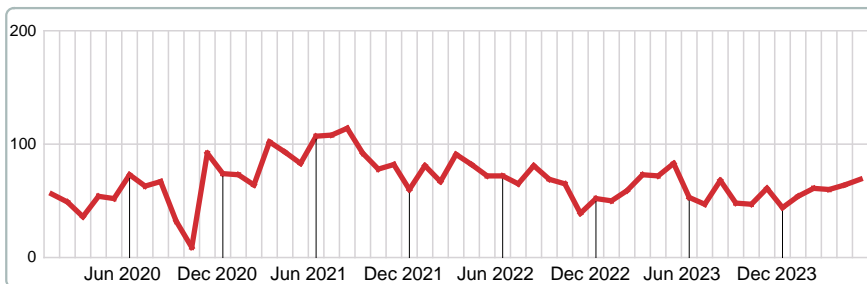
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

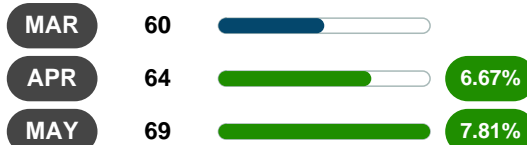


3 MONTHS

5 year MAY AVG = 72

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 69 below the 5 yr MAY average of 72



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	6	8.70%	49.8	3	3	0	0
\$75,001 - \$125,000	7	10.14%	10.7	3	3	1	0
\$125,001 - \$150,000	6	8.70%	65.2	1	5	0	0
\$150,001 - \$225,000	24	34.78%	39.7	5	14	5	0
\$225,001 - \$300,000	8	11.59%	45.8	0	7	1	0
\$300,001 - \$475,000	11	15.94%	33.2	0	7	4	0
\$475,001 and up	7	10.14%	25.4	0	0	5	2
Total Pending Units	69			12	39	16	2
Total Pending Volume	18,052,198	100%	65.9	1.44M	8.11M	5.92M	2.58M
Average Listing Price	\$217,940			\$120,067	\$208,067	\$370,113	\$1,287,500

May 2024



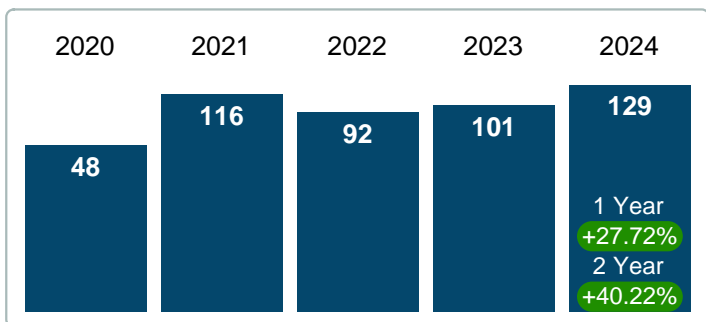
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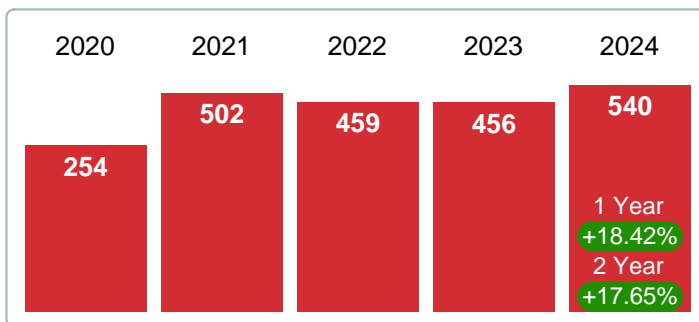
NEW LISTINGS

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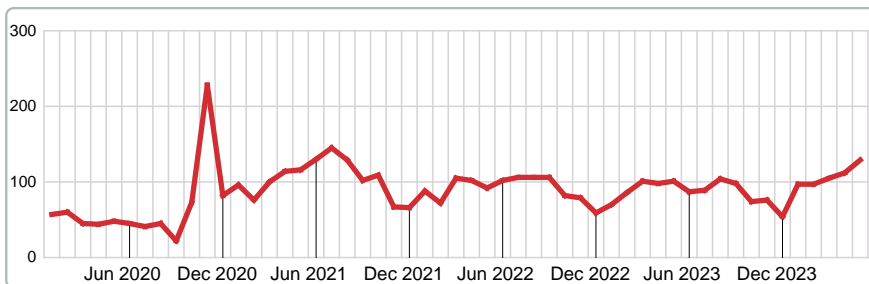
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

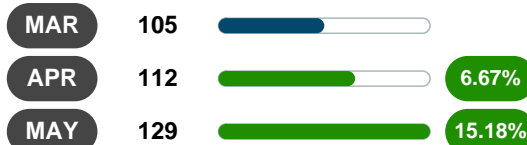


3 MONTHS

5 year MAY AVG = 97

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **129**
above the 5 yr MAY average of **97**



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	6	4.65%	3	3	0	0
\$75,001 - \$125,000	14	10.85%	7	5	2	0
\$125,001 - \$175,000	18	13.95%	4	11	3	0
\$175,001 - \$275,000	37	28.68%	5	21	11	0
\$275,001 - \$375,000	20	15.50%	2	10	6	2
\$375,001 - \$575,000	21	16.28%	1	12	4	4
\$575,001 and up	13	10.08%	1	3	6	3
Total New Listed Units	129		23	65	32	9
Total New Listed Volume	41,553,598	100%	4.20M	18.81M	12.54M	6.01M
Average New Listed Listing Price	\$234,667		\$182,422	\$289,343	\$391,941	\$667,611

May 2024



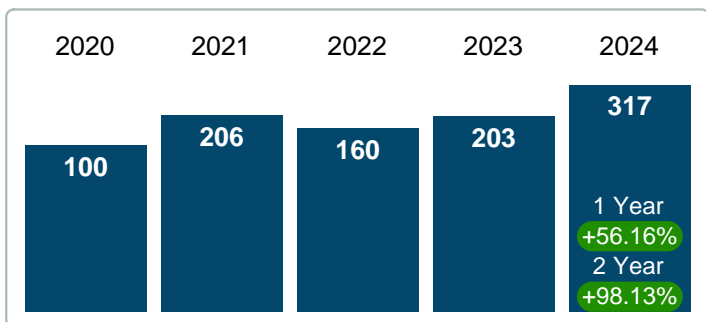
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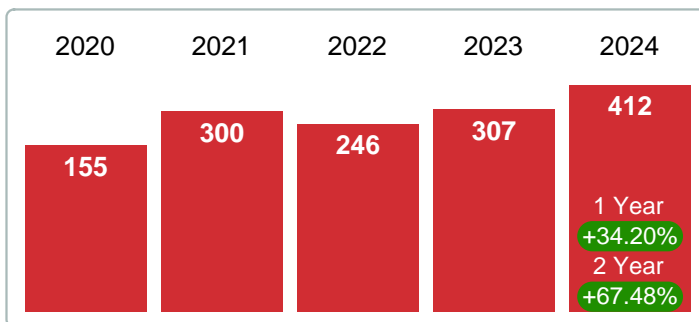
ACTIVE INVENTORY

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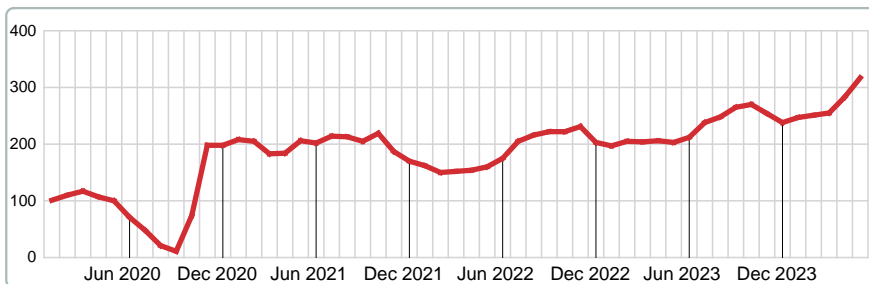
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

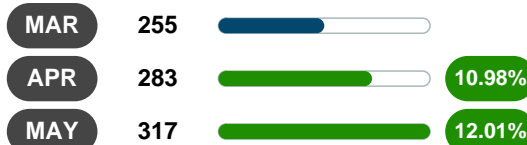


3 MONTHS

5 year MAY AVG = 197

High May 2024 317 Low Sep 2020 11

Inventory this month at 317
above the 5 yr MAY average of 197



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	25	7.89%	99.8	20	4	1	0
\$75,001 - \$125,000	39	12.30%	81.0	22	16	1	0
\$125,001 - \$175,000	49	15.46%	96.0	18	22	9	0
\$175,001 - \$275,000	73	23.03%	71.8	7	54	12	0
\$275,001 - \$375,000	48	15.14%	72.7	4	26	14	4
\$375,001 - \$575,000	49	15.46%	68.7	6	22	13	8
\$575,001 and up	34	10.73%	98.9	2	14	16	2
Total Active Inventory by Units	317			79	158	66	14
Total Active Inventory by Volume	101,242,421	100%	81.5	13.05M	49.98M	31.13M	7.07M
Average Active Inventory Listing Price	\$319,377			\$165,244	\$316,351	\$471,672	\$505,314

May 2024



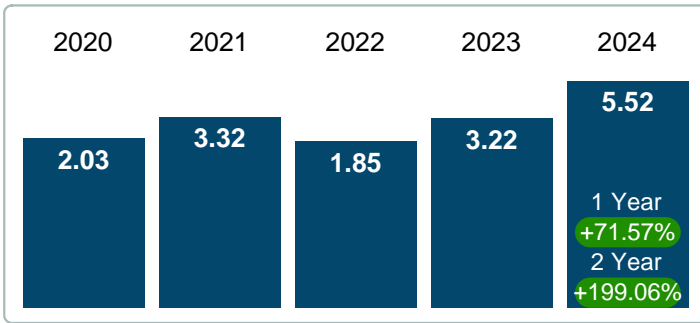
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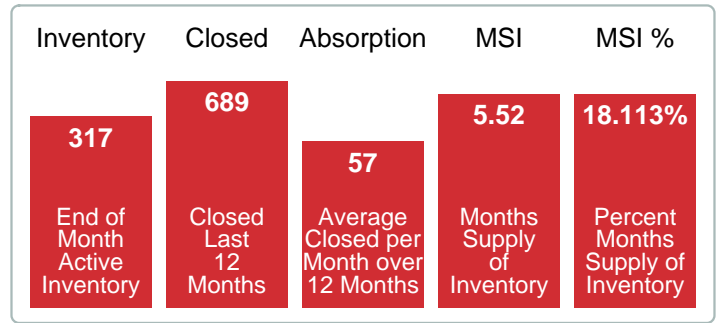
MONTHS SUPPLY of INVENTORY (MSI)

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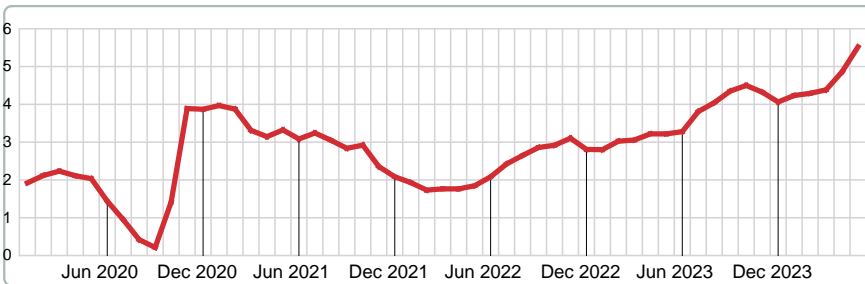
MSI FOR MAY



INDICATORS FOR MAY 2024

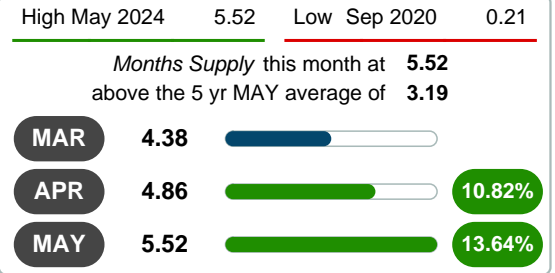


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 3.19



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	25	7.89%	3.53	4.80	1.78	1.71	0.00
\$75,001 - \$125,000	39	12.30%	4.33	4.40	4.47	4.00	0.00
\$125,001 - \$175,000	49	15.46%	4.74	6.35	3.38	9.82	0.00
\$175,001 - \$275,000	73	23.03%	4.27	3.82	4.60	3.79	0.00
\$275,001 - \$375,000	48	15.14%	6.70	8.00	5.78	8.00	9.60
\$375,001 - \$575,000	49	15.46%	9.33	36.00	8.00	6.24	32.00
\$575,001 and up	34	10.73%	22.67	24.00	33.60	27.43	4.80
Market Supply of Inventory (MSI)			5.52	5.42	4.98	7.07	8.00
Total Active Inventory by Units		100%	5.52	79	158	66	14

May 2024



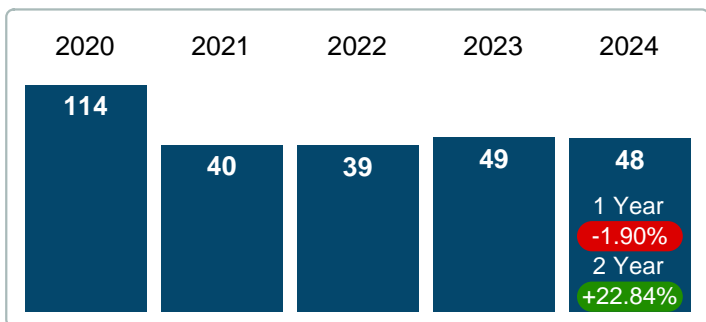
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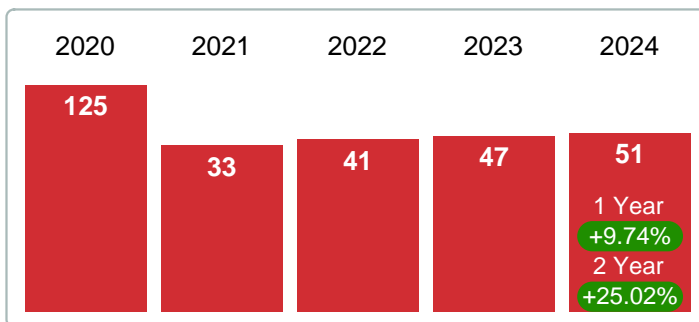
AVERAGE DAYS ON MARKET TO SALE

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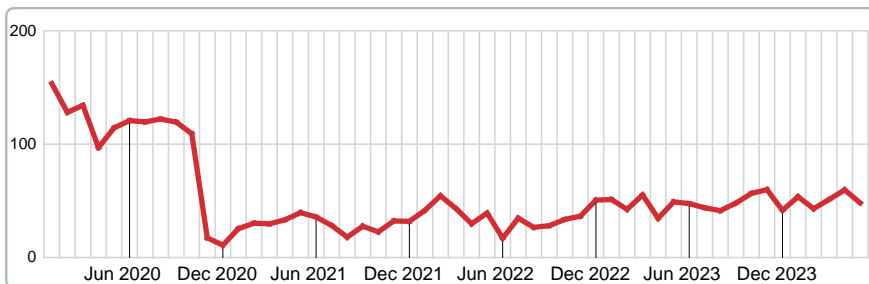
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

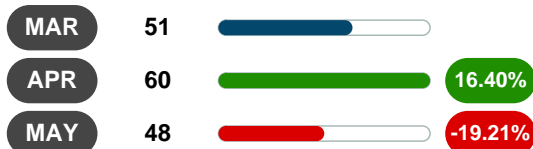


3 MONTHS

5 year MAY AVG = 58

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 48 below the 5 yr MAY average of 58



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	9.84%	45	72	17	0	0
\$75,001 - \$125,000	13.11%	106	116	88	0	0
\$125,001 - \$150,000	11.48%	21	38	9	0	0
\$150,001 - \$225,000	26.23%	39	9	38	65	0
\$225,001 - \$300,000	16.39%	42	11	44	48	0
\$300,001 - \$350,000	9.84%	31	0	14	0	114
\$350,001 and up	13.11%	56	0	47	65	0
Average Closed DOM		48	67	36	60	114
Total Closed Units	100%	48	14	36	10	1
Total Closed Volume		13,125,749	1.56M	8.02M	3.20M	345.00K

May 2024



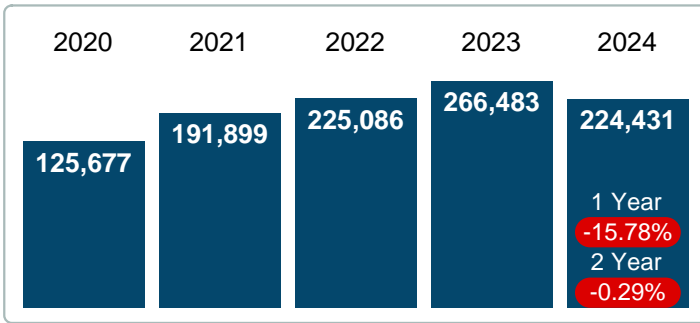
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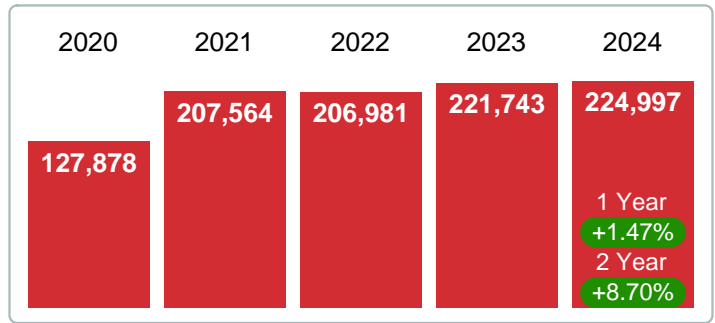
AVERAGE LIST PRICE AT CLOSING

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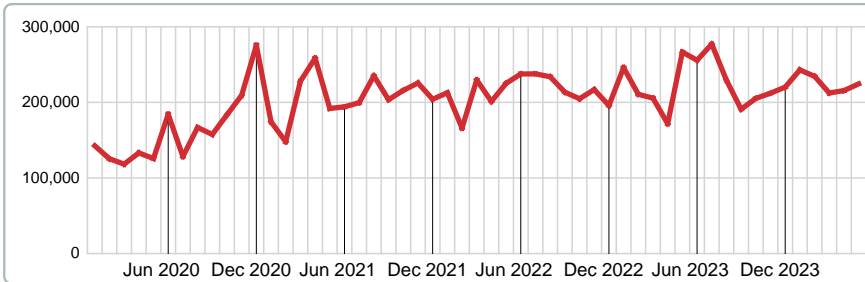
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

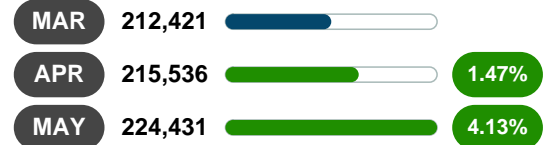


3 MONTHS

5 year MAY AVG = 206,715

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

Average List Price at Closing this month at **224,431** above the 5 yr MAY average of **206,715**



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	8.20%	42,780	32,967	67,333	0	0
\$75,001 - \$125,000	11.48%	102,614	103,060	125,300	0	0
\$125,001 - \$150,000	14.75%	141,133	152,967	147,600	0	0
\$150,001 - \$225,000	22.95%	184,279	162,500	194,054	180,967	0
\$225,001 - \$300,000	18.03%	256,455	238,000	271,000	271,800	0
\$300,001 - \$350,000	6.56%	336,725	0	354,380	0	365,000
\$350,001 and up	18.03%	430,918	0	438,225	469,300	0
Average List Price		224,431	116,864	234,825	323,550	365,000
Total Closed Units	100%	224,431	14	36	10	1
Total Closed Volume		13,690,298	1.64M	8.45M	3.24M	365.00K

May 2024



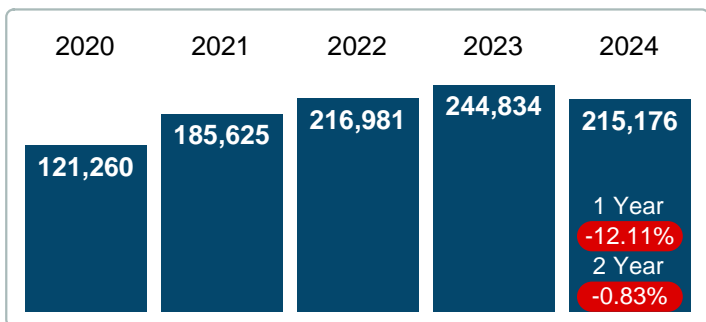
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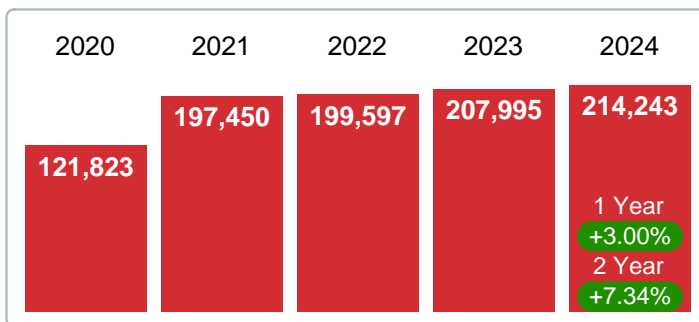
AVERAGE SOLD PRICE AT CLOSING

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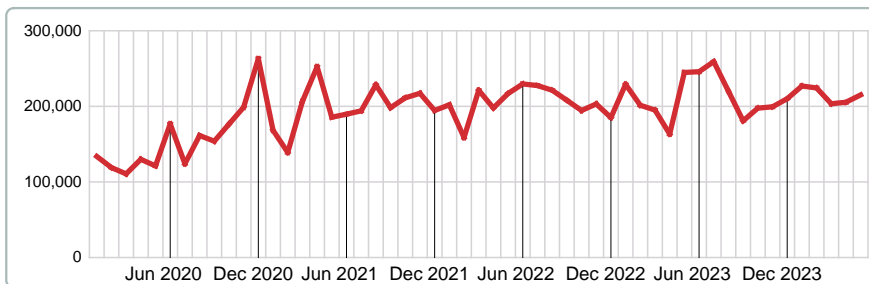
MAY



YEAR TO DATE (YTD)

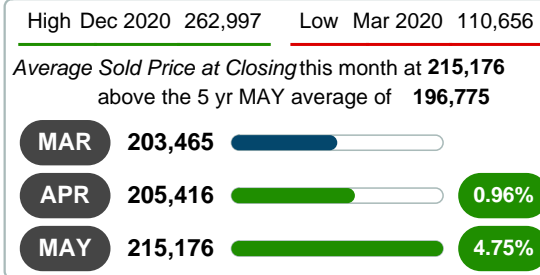


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 196,775



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	9.84%	41,533	28,667	54,400	0	0
\$75,001 - \$125,000	13.11%	105,875	99,400	116,667	0	0
\$125,001 - \$150,000	11.48%	140,143	138,333	141,500	0	0
\$150,001 - \$225,000	26.23%	184,172	164,250	189,023	179,667	0
\$225,001 - \$300,000	16.39%	257,800	233,000	255,667	270,333	0
\$300,001 - \$350,000	9.84%	338,417	0	337,100	0	345,000
\$350,001 and up	13.11%	436,663	0	410,750	462,575	0
Average Sold Price		215,176	111,393	222,804	320,030	345,000
Total Closed Units	100%	215,176	14	36	10	1
Total Closed Volume		13,125,749	1.56M	8.02M	3.20M	345.00K

May 2024



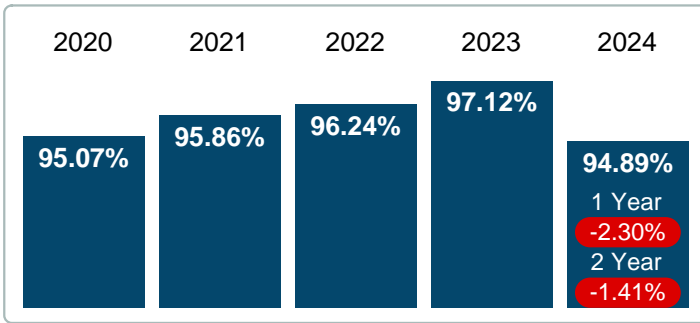
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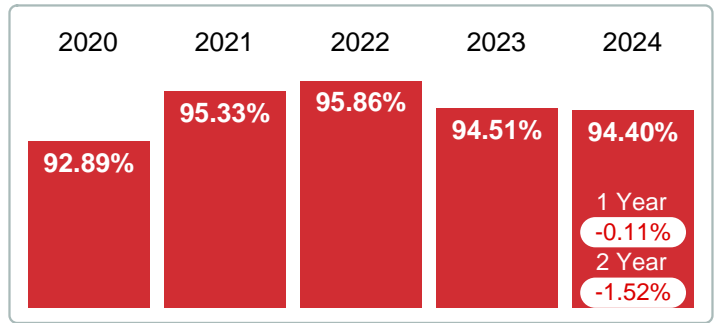
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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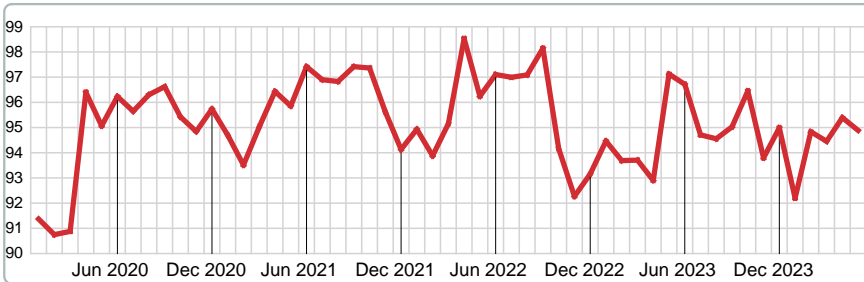
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

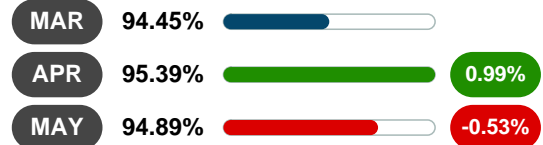


3 MONTHS

5 year MAY AVG = 95.83%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.89%**
below the 5 yr MAY average of **95.83%**



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	6	9.84%	80.82%	81.80%	79.84%	0.00%	0.00%
\$75,001 - \$125,000	8	13.11%	95.32%	96.62%	93.17%	0.00%	0.00%
\$125,001 - \$150,000	7	11.48%	93.88%	90.94%	96.09%	0.00%	0.00%
\$150,001 - \$225,000	16	26.23%	98.70%	101.06%	97.89%	100.10%	0.00%
\$225,001 - \$300,000	10	16.39%	96.43%	97.90%	94.58%	99.66%	0.00%
\$300,001 - \$350,000	6	9.84%	95.10%	0.00%	95.22%	0.00%	94.52%
\$350,001 and up	8	13.11%	96.16%	0.00%	93.62%	98.69%	0.00%
Average Sold/List Ratio		94.90%		92.95%	94.39%	99.40%	94.52%
Total Closed Units		61	100%	14	36	10	1
Total Closed Volume		13,125,749		1.56M	8.02M	3.20M	345.00K

May 2024



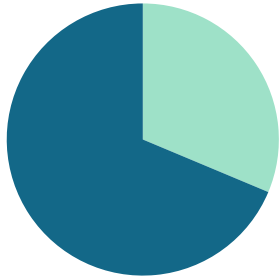
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

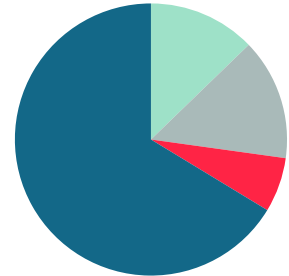


Inventory
 New Listings
129 = 31.31%
 Start Inventory
283
 Total Inventory Units
412
 Volume
\$130,574,009

Market Activity

Closed Sales
61 = 12.76%
 Pending Sales
69 = 14.44%
 Other Off Market
31 = 6.49%
 Active Inventory
317 = 66.32%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	71	61	-14.08%	293	279	-4.78%
Pending Sales	83	69	-16.87%	337	308	-8.61%
New Listings	101	129	27.72%	456	540	18.42%
Average List Price	266,483	224,431	-15.78%	221,743	224,997	1.47%
Average Sale Price	244,834	215,176	-12.11%	207,995	214,243	3.00%
Average Percent of Selling Price to List Price	97.12%	94.89%	-2.30%	94.51%	94.40%	-0.11%
Average Days on Market to Sale	49.10	48.16	-1.90%	46.86	51.43	9.74%
Monthly Inventory	203	317	56.16%	203	317	56.16%
Months Supply of Inventory	3.22	5.52	71.57%	3.22	5.52	71.57%

Absorption: Last 12 months, an Average of **57** Sales/Month

Inventory on May 31, 2024 = **317**

2023 **2024**

MAY MARKET

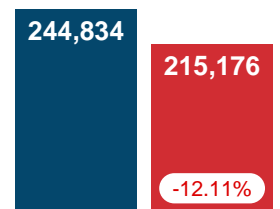
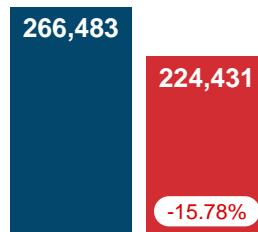
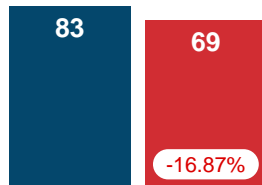
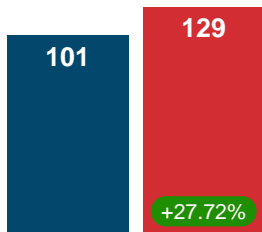
AVERAGE PRICES

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

