

May 2024



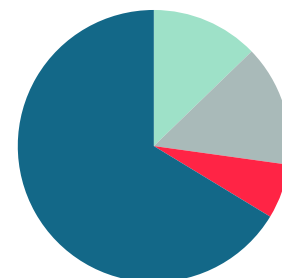
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	219,000	195,000	-10.96%
Median Sale Price	199,000	195,000	-2.01%
Median Percent of Selling Price to List Price	98.11%	96.23%	-1.92%
Median Days on Market to Sale	31.00	18.00	-41.94%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.01%** in May 2024 to \$195,000 versus the previous year at \$199,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 13.00 days or **41.94%** in May 2024 compared to last year's same month at **31.00** DOM.

Sales Success for May 2024 is Positive

Overall, with Median 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.

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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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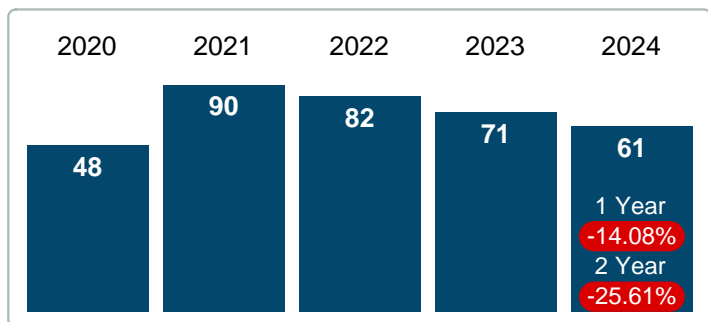
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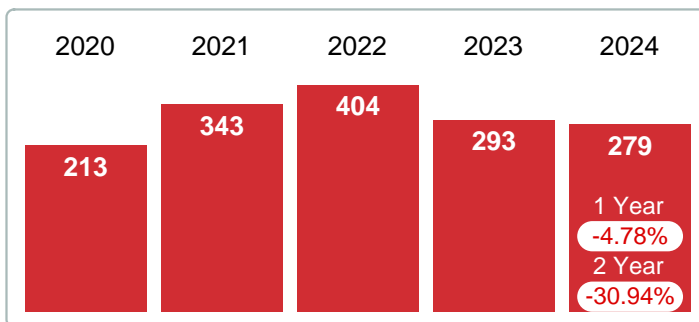
CLOSED LISTINGS

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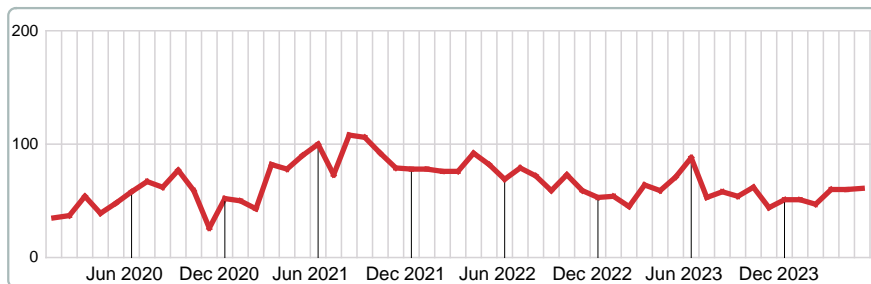
MAY



YEAR TO DATE (YTD)

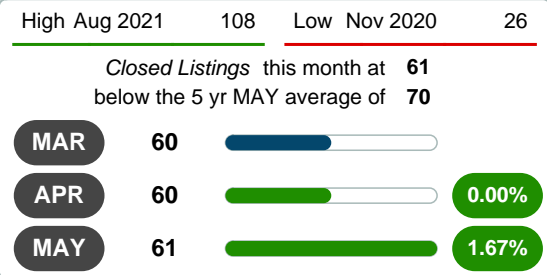


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 70



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	6	9.84%	21.0	3	3	0	0
\$75,001 - \$125,000	8	13.11%	88.0	5	3	0	0
\$125,001 - \$150,000	7	11.48%	7.0	3	4	0	0
\$150,001 - \$225,000	16	26.23%	16.0	2	11	3	0
\$225,001 - \$300,000	10	16.39%	10.0	1	6	3	0
\$300,001 - \$350,000	6	9.84%	17.0	0	5	0	1
\$350,001 and up	8	13.11%	42.0	0	4	4	0
Total Closed Units	61			14	36	10	1
Total Closed Volume	13,125,749	100%	18.0	1.56M	8.02M	3.20M	345.00K
Median Closed Price	\$195,000			\$107,000	\$206,000	\$288,000	\$345,000

May 2024



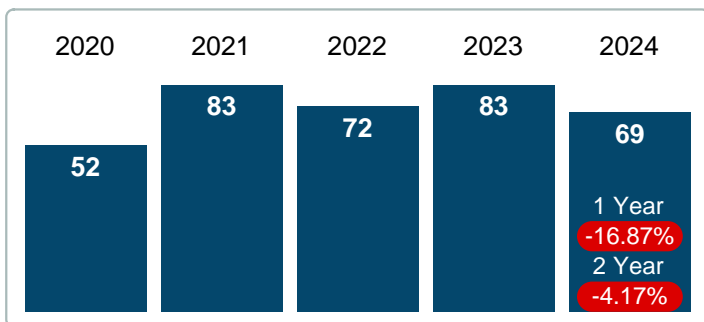
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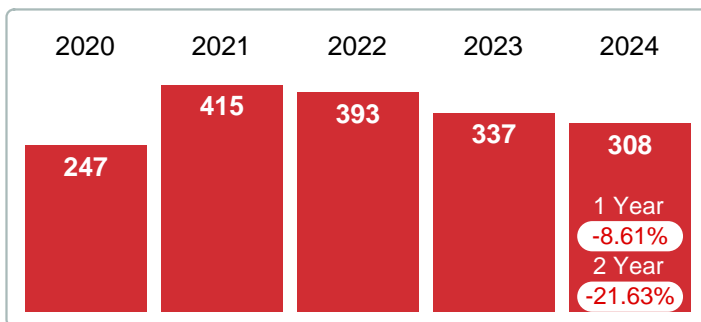
PENDING LISTINGS

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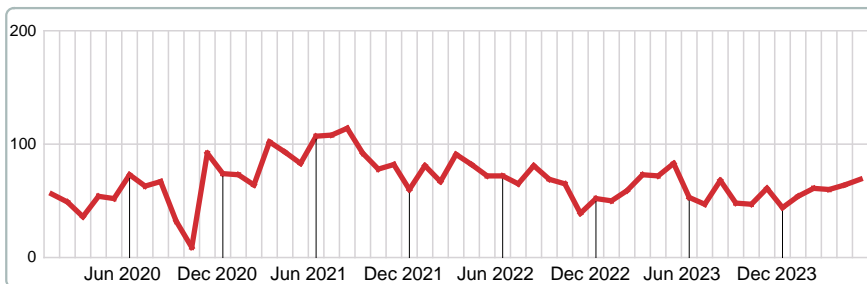
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

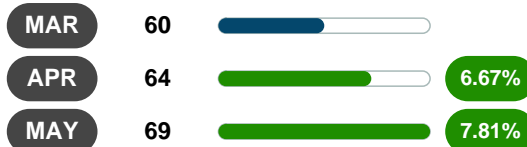


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	32.0	3	3	0	0
\$75,001 - \$125,000	7	10.14%	8.0	3	3	1	0
\$125,001 - \$150,000	6	8.70%	20.5	1	5	0	0
\$150,001 - \$225,000	24	34.78%	18.5	5	14	5	0
\$225,001 - \$300,000	8	11.59%	41.0	0	7	1	0
\$300,001 - \$475,000	11	15.94%	29.0	0	7	4	0
\$475,001 and up	7	10.14%	4.0	0	0	5	2
Total Pending Units	69			12	39	16	2
Total Pending Volume	18,052,198	100%	23.0	1.44M	8.11M	5.92M	2.58M
Median Listing Price	\$189,999			\$122,500	\$184,500	\$399,900	\$1,287,500

May 2024



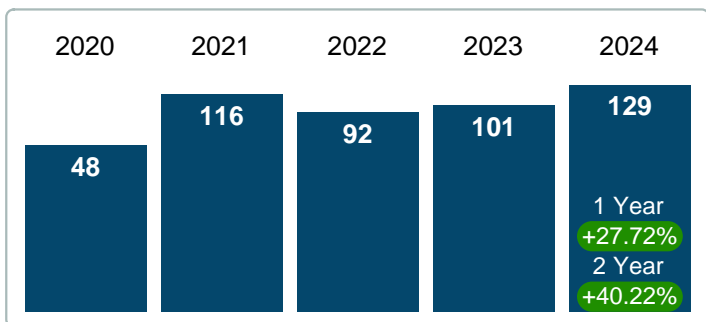
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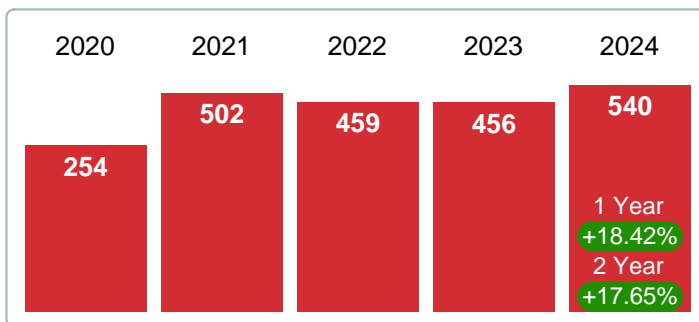
NEW LISTINGS

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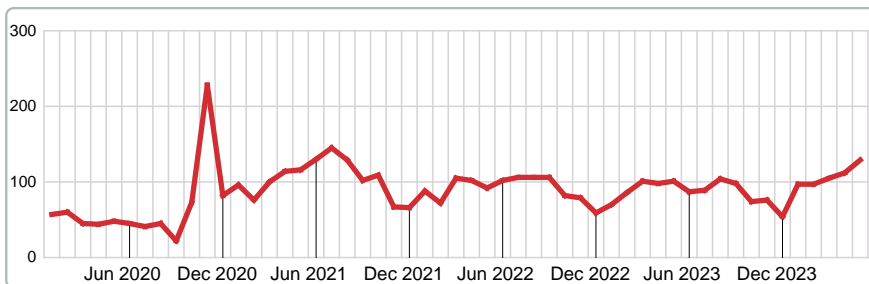
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

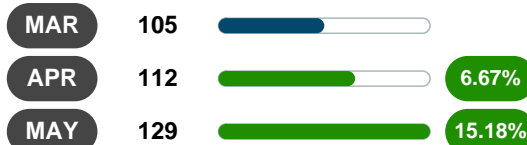


3 MONTHS

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
Median New Listed Listing Price	\$230,000		\$139,000	\$235,000	\$277,500	\$450,000

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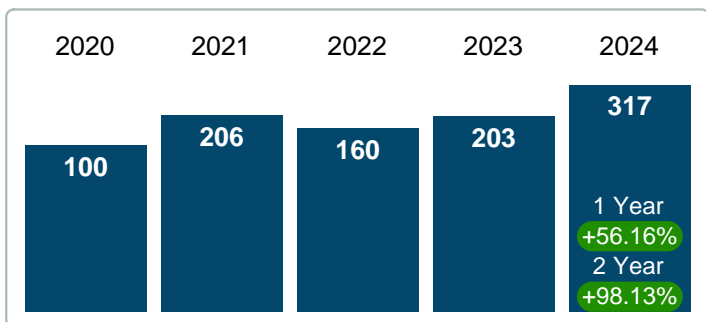
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



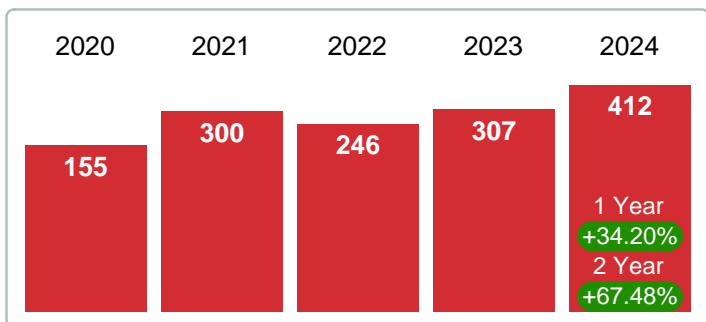
ACTIVE INVENTORY

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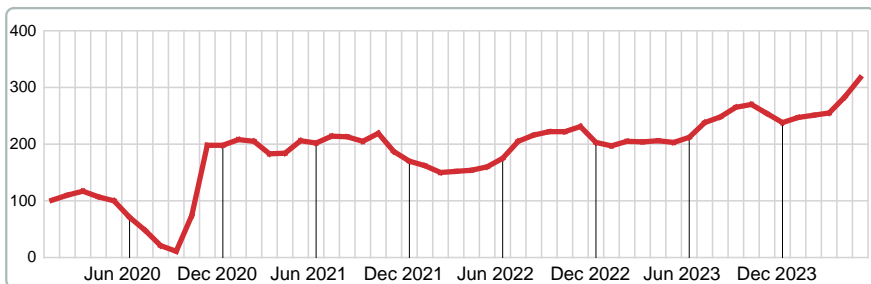
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

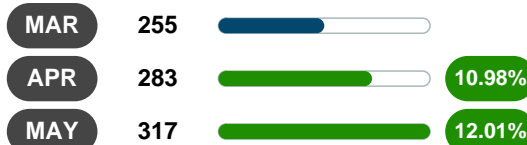


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	25	7.89%	70.0	20	4	1	0
\$75,001 - \$125,000	39	12.30%	71.0	22	16	1	0
\$125,001 - \$175,000	49	15.46%	70.0	18	22	9	0
\$175,001 - \$275,000	73	23.03%	55.0	7	54	12	0
\$275,001 - \$375,000	48	15.14%	51.5	4	26	14	4
\$375,001 - \$575,000	49	15.46%	45.0	6	22	13	8
\$575,001 and up	34	10.73%	64.0	2	14	16	2
Total Active Inventory by Units	317			79	158	66	14
Total Active Inventory by Volume	101,242,421	100%	60.0	13.05M	49.98M	31.13M	7.07M
Median Active Inventory Listing Price	\$228,000			\$120,000	\$235,000	\$350,000	\$457,500

May 2024



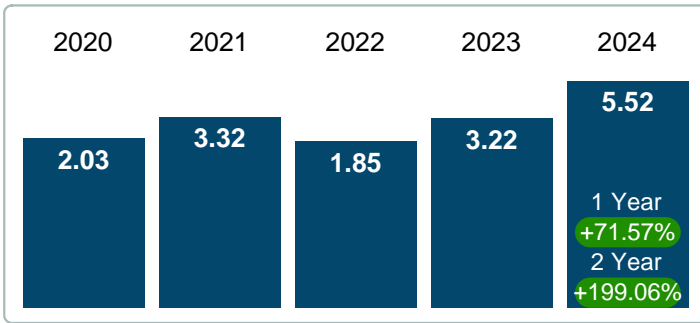
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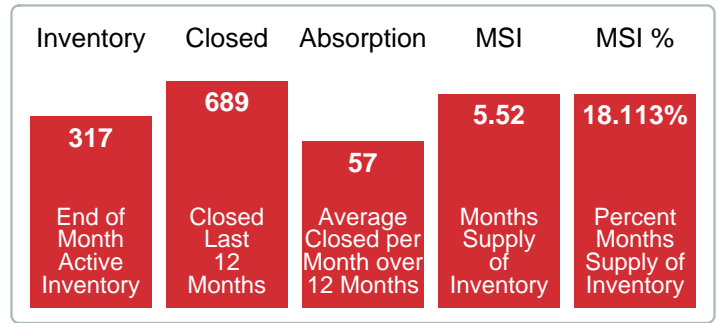
MONTHS SUPPLY of INVENTORY (MSI)

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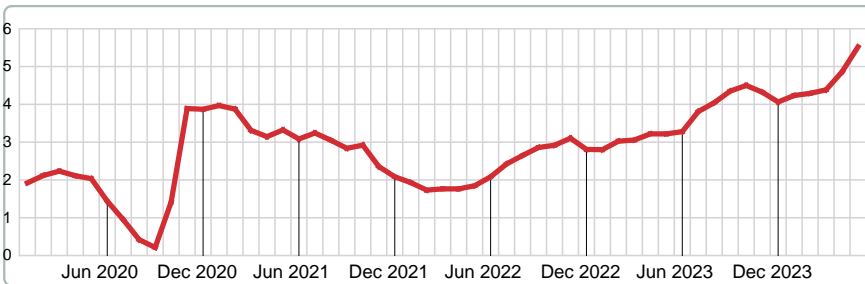
MSI FOR MAY



INDICATORS FOR MAY 2024

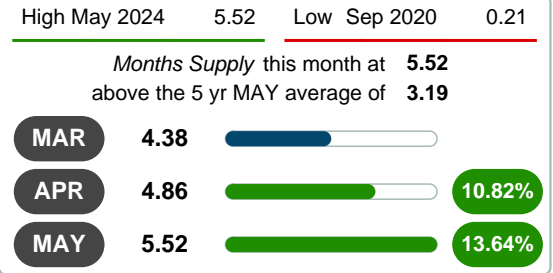


5 YEAR MARKET ACTIVITY TRENDS



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	317	100%	5.52	79	158	66	14

May 2024



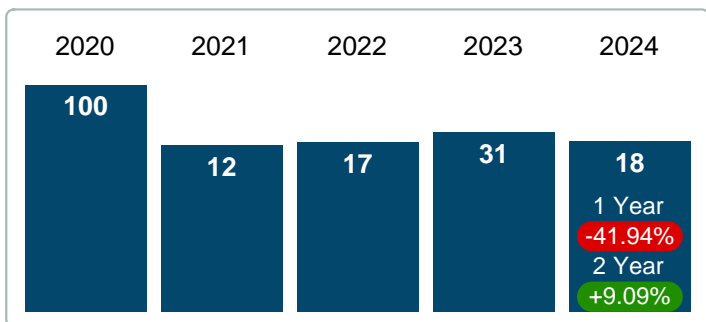
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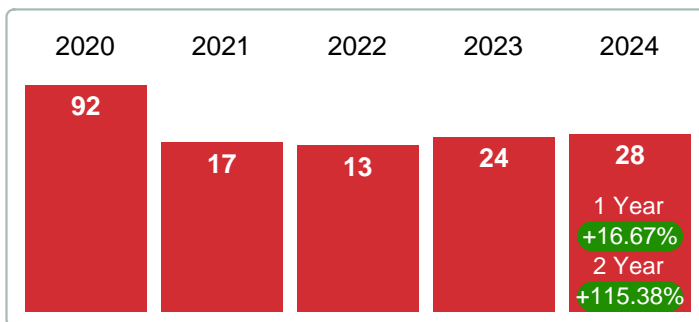
MEDIAN DAYS ON MARKET TO SALE

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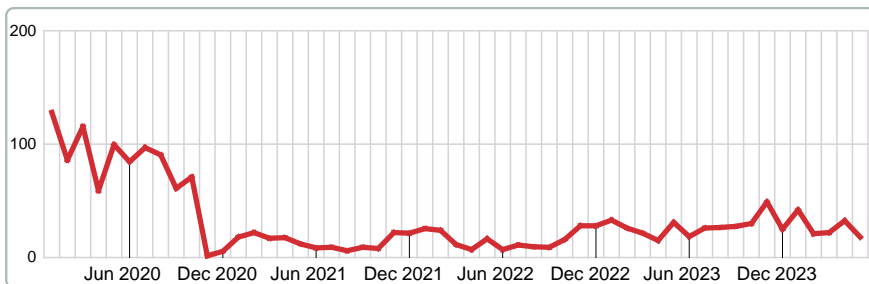
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

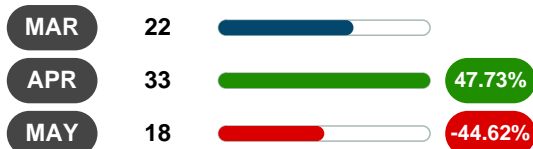


3 MONTHS

5 year MAY AVG = 35

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 18 below the 5 yr MAY average of 35



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	6	9.84%	21	74	11	0	0
\$75,001 - \$125,000	8	13.11%	88	115	61	0	0
\$125,001 - \$150,000	7	11.48%	7	40	4	0	0
\$150,001 - \$225,000	16	26.23%	16	9	21	10	0
\$225,001 - \$300,000	10	16.39%	10	11	35	9	0
\$300,001 - \$350,000	6	9.84%	17	0	12	0	114
\$350,001 and up	8	13.11%	42	0	27	68	0
Median Closed DOM	18		18.0	26	16	28	114
Total Closed Units	61	100%	18.0	14	36	10	1
Total Closed Volume	13,125,749			1.56M	8.02M	3.20M	345.00K

May 2024



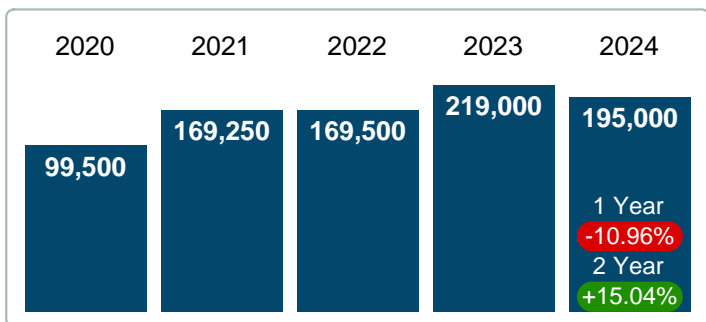
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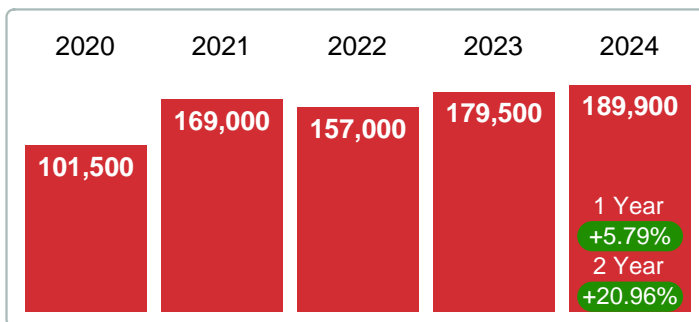
MEDIAN LIST PRICE AT CLOSING

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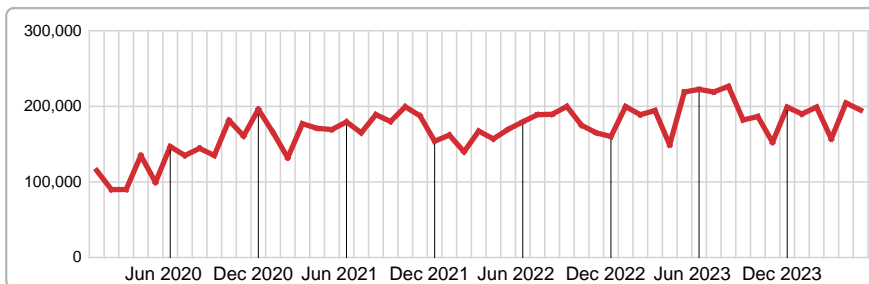
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

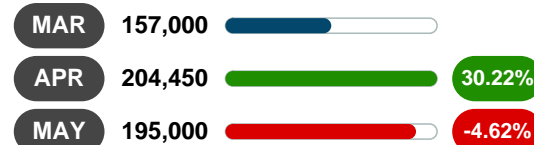


3 MONTHS

5 year MAY AVG = 170,450

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

Median List Price at Closing this month at 195,000 above the 5 yr MAY average of 170,450



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	8.20%	50,000	15,000	57,500	0	0
\$75,001 - \$125,000	11.48%	99,900	99,900	101,500	0	0
\$125,001 - \$150,000	14.75%	140,000	144,950	142,500	139,900	0
\$150,001 - \$225,000	22.95%	174,500	165,000	187,500	174,000	0
\$225,001 - \$300,000	18.03%	249,000	238,000	254,000	259,950	0
\$300,001 - \$350,000	6.56%	338,950	0	338,950	0	0
\$350,001 and up	18.03%	399,000	0	389,500	474,850	365,000
Median List Price		195,000	111,950	225,000	292,750	365,000
Total Closed Units	100%	195,000	14	36	10	1
Total Closed Volume		13,690,298	1.64M	8.45M	3.24M	365.00K

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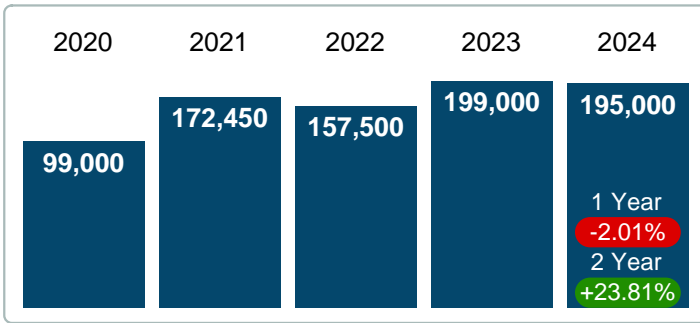
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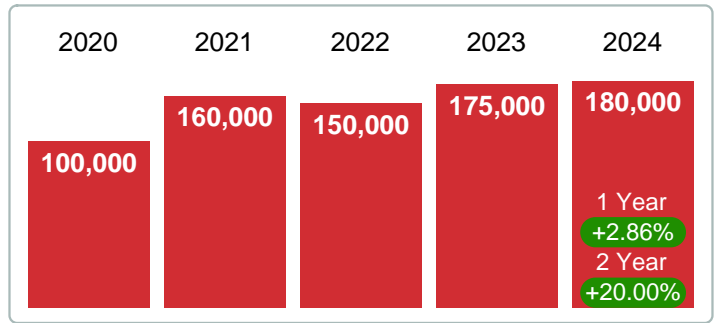
MEDIAN SOLD PRICE AT CLOSING

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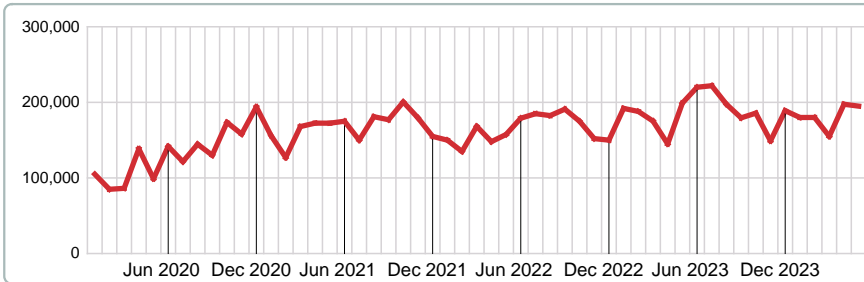
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

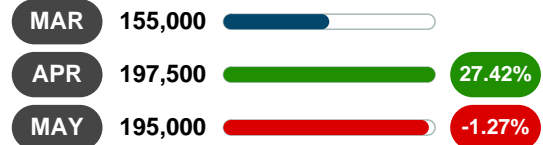


3 MONTHS

5 year MAY AVG = 164,590

High Jul 2023 222,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **195,000** above the 5 yr MAY average of **164,590**



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	9.84%	44,100	12,000	50,000	0	0
\$75,001 - \$125,000	13.11%	107,000	100,000	115,000	0	0
\$125,001 - \$150,000	11.48%	140,000	135,000	140,750	0	0
\$150,001 - \$225,000	26.23%	177,500	164,250	195,000	160,000	0
\$225,001 - \$300,000	16.39%	254,500	233,000	254,500	286,000	0
\$300,001 - \$350,000	9.84%	341,500	0	340,000	0	345,000
\$350,001 and up	13.11%	452,500	0	410,500	468,650	0
Median Sold Price		195,000	107,000	206,000	288,000	345,000
Total Closed Units	100%	61	14	36	10	1
Total Closed Volume		13,125,749	1.56M	8.02M	3.20M	345.00K

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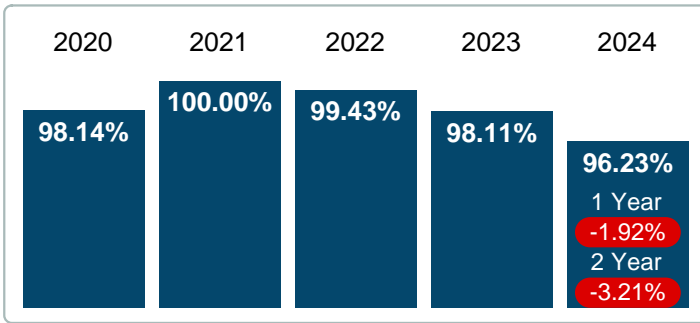
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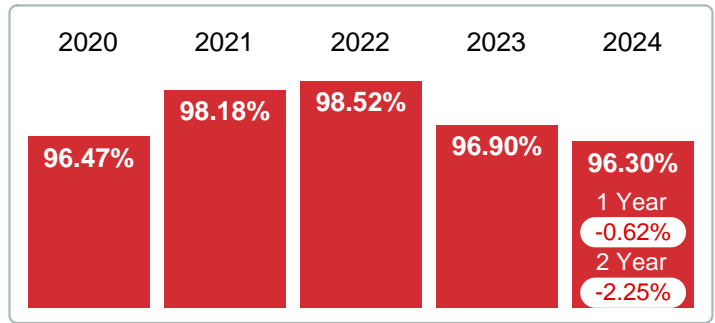
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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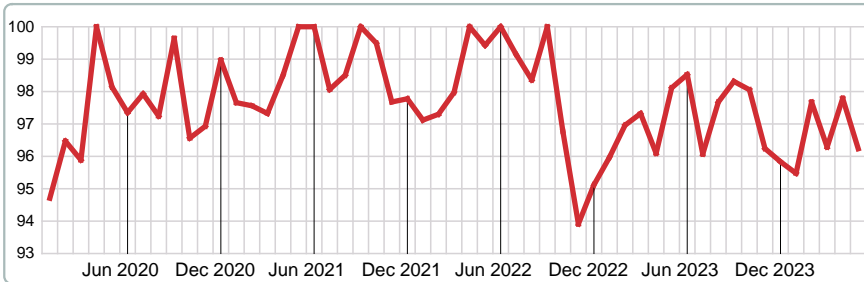
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

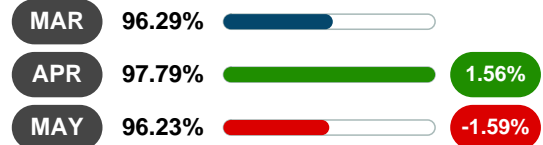


3 MONTHS

5 year MAY AVG = 98.38%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.23%**
below the 5 yr MAY average of **98.38%**



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	6	9.84%	78.46%	80.00%	76.92%	0.00%	0.00%
\$75,001 - \$125,000	8	13.11%	95.53%	98.10%	94.83%	0.00%	0.00%
\$125,001 - \$150,000	7	11.48%	97.59%	92.92%	97.72%	0.00%	0.00%
\$150,001 - \$225,000	16	26.23%	100.00%	101.06%	100.00%	98.25%	0.00%
\$225,001 - \$300,000	10	16.39%	97.07%	97.90%	95.26%	98.62%	0.00%
\$300,001 - \$350,000	6	9.84%	94.54%	0.00%	94.56%	0.00%	94.52%
\$350,001 and up	8	13.11%	97.93%	0.00%	93.63%	98.71%	0.00%
Median Sold/List Ratio		96.23%		95.41%	95.45%	98.56%	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



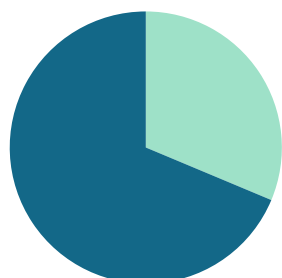
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

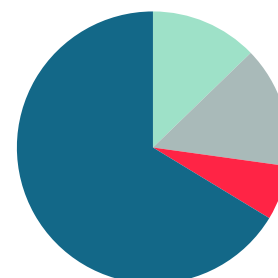


Inventory
 New Listings
129 = 31.31%
 Start Inventory
283
 Total Inventory Units
412
 Volume
\$130,574,009

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%
Median List Price	219,000	195,000	-10.96%	179,500	189,900	5.79%
Median Sale Price	199,000	195,000	-2.01%	175,000	180,000	2.86%
Median Percent of Selling Price to List Price	98.11%	96.23%	-1.92%	96.90%	96.30%	-0.62%
Median Days on Market to Sale	31.00	18.00	-41.94%	24.00	28.00	16.67%
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

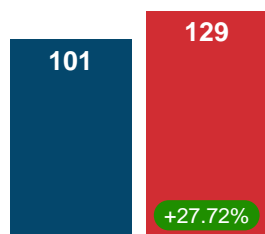
Inventory on May 31, 2024 = **317**

2023 **2024**

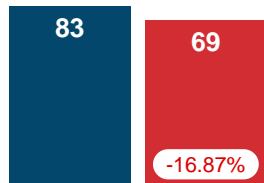
MAY MARKET

MEDIAN PRICES

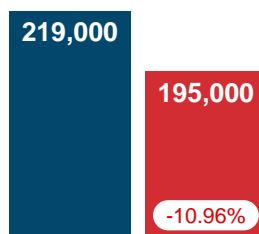
New Listings



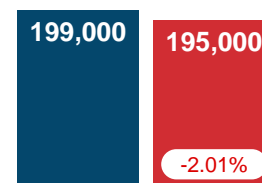
Pending Listings



List Price



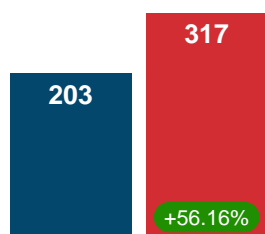
Sale Price



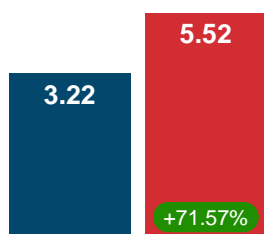
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

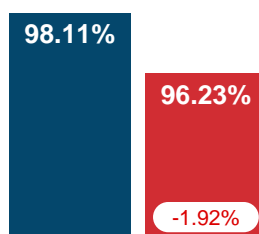
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

