

June 2024



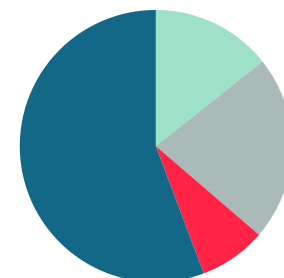
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	June 2024	+/-%
Closed Listings	72	45	-37.50%
Pending Listings	50	69	38.00%
New Listings	80	77	-3.75%
Average List Price	223,094	321,814	44.25%
Average Sale Price	215,026	308,334	43.39%
Average Percent of Selling Price to List Price	96.63%	95.43%	-1.24%
Average Days on Market to Sale	27.21	34.47	26.68%
End of Month Inventory	171	175	2.34%
Months Supply of Inventory	3.10	3.66	18.41%



■ Closed (14.33%)
■ Pending (21.97%)
■ Other OffMarket (7.96%)
■ Active (55.73%)

Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of June 30, 2024 = **175**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2024 rose **2.34%** to 175 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.66** 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 **43.39%** in June 2024 to \$308,334 versus the previous year at \$215,026.

Average Days on Market Lengthens

The average number of **34.47** days that homes spent on the market before selling increased by 7.26 days or **26.68%** in June 2024 compared to last year's same month at **27.21** DOM.

Sales Success for June 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 77 New Listings in June 2024, down **3.75%** from last year at 80. Furthermore, there were 45 Closed Listings this month versus last year at 72, a **-37.50%** decrease.

Closed versus Listed trends yielded a **58.4%** ratio, down from previous year's, June 2023, at **90.0%**, a **35.06%** 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

June 2024



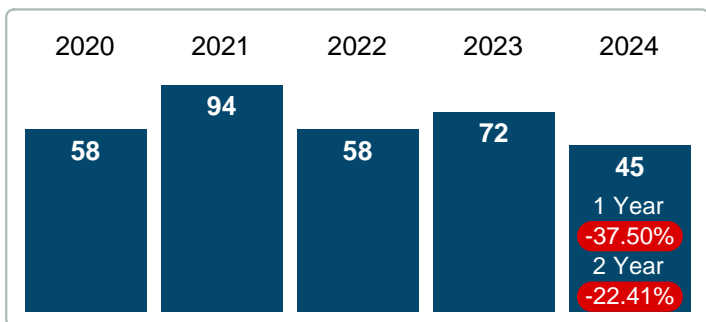
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



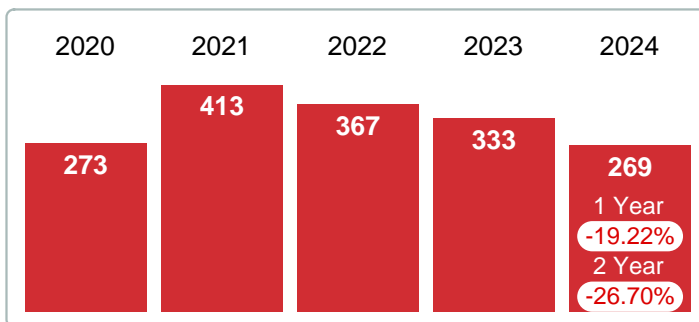
CLOSED LISTINGS

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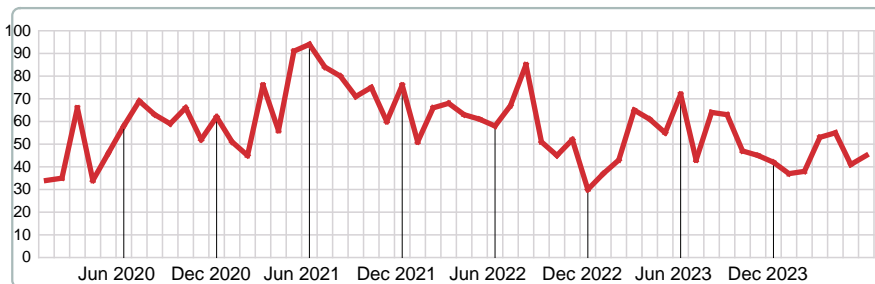
JUNE



YEAR TO DATE (YTD)

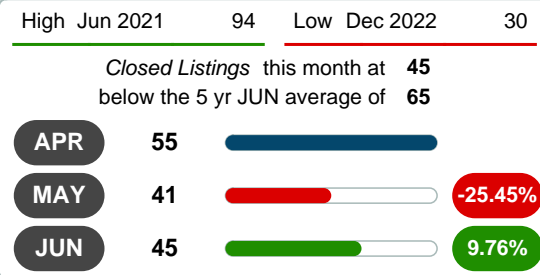


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.89%	65.3	3	1	0	0
\$100,001 - \$125,000	3	6.67%	19.0	1	2	0	0
\$125,001 - \$175,000	9	20.00%	46.1	3	6	0	0
\$175,001 - \$300,000	10	22.22%	27.3	1	7	1	1
\$300,001 - \$375,000	8	17.78%	37.4	0	5	3	0
\$375,001 - \$625,000	6	13.33%	32.5	0	3	2	1
\$625,001 and up	5	11.11%	10.2	0	2	2	1
Total Closed Units	45			8	26	8	3
Total Closed Volume	13,875,051	100%	34.5	950.90K	7.22M	3.46M	2.25M
Average Closed Price	\$308,334			\$118,863	\$277,683	\$432,175	\$749,000

June 2024



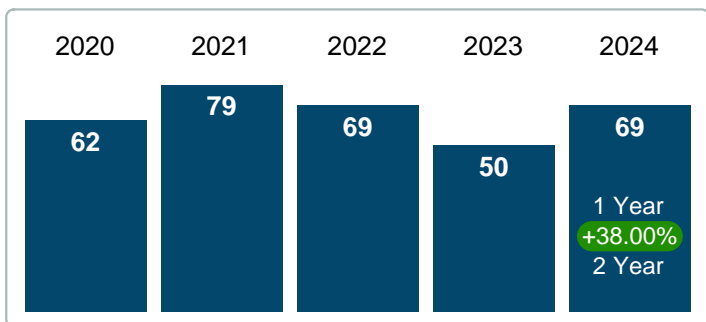
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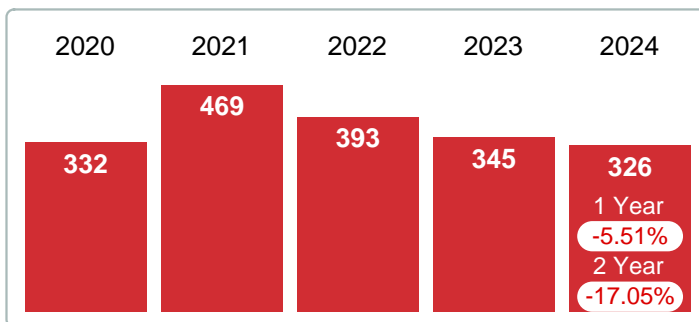
PENDING LISTINGS

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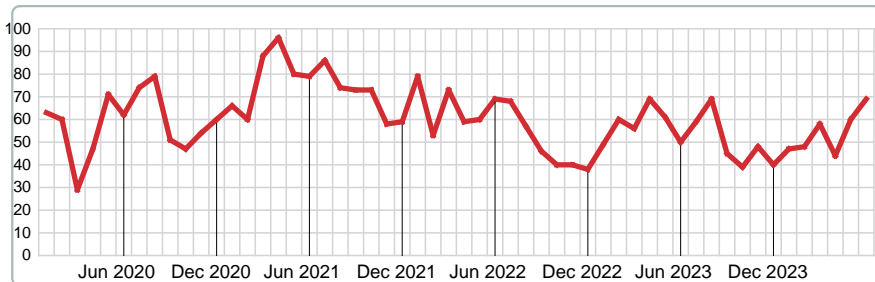
JUNE



YEAR TO DATE (YTD)

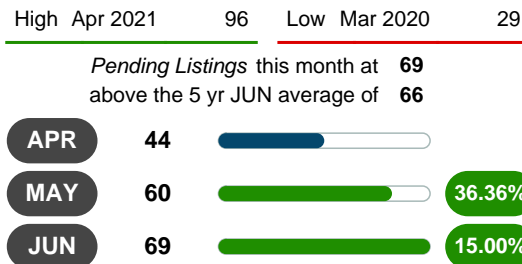


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66



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%	43.5	3	1	1	1
\$75,001 - \$125,000	8	11.59%	28.1	2	5	1	0
\$125,001 - \$150,000	7	10.14%	28.3	3	3	1	0
\$150,001 - \$250,000	21	30.43%	51.0	3	15	3	0
\$250,001 - \$325,000	10	14.49%	59.3	0	8	1	1
\$325,001 - \$575,000	10	14.49%	23.6	2	5	3	0
\$575,001 and up	7	10.14%	29.4	0	2	4	1
Total Pending Units	69			13	39	14	3
Total Pending Volume	18,131,506	100%	0.8	2.16M	9.68M	4.94M	1.35M
Average Listing Price	\$518,317			\$166,346	\$248,126	\$352,721	\$451,333

June 2024



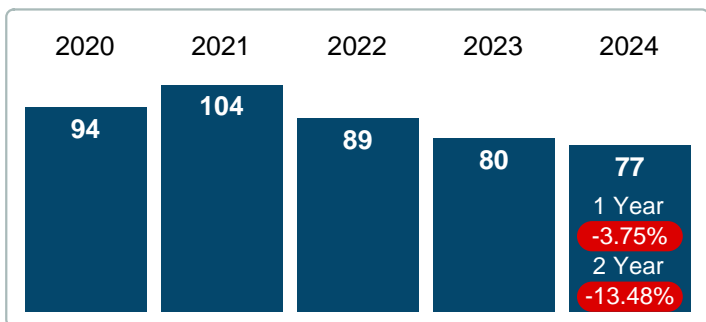
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



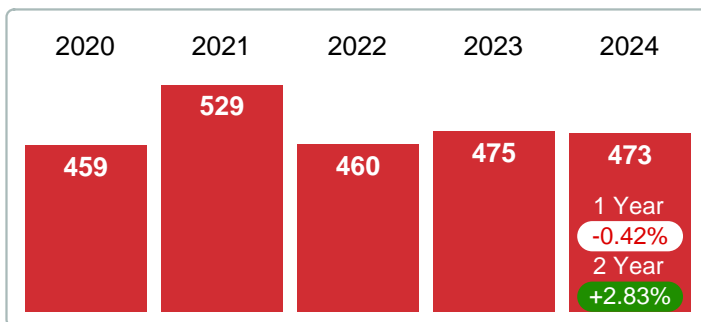
NEW LISTINGS

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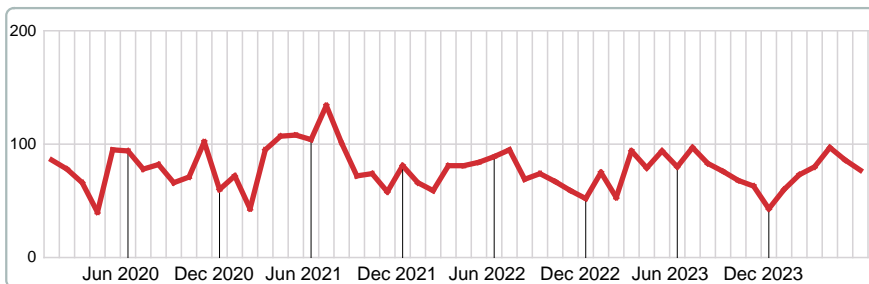
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 89

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 77
 below the 5 yr JUN average of 89



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	7.79%	4	1	1	0
\$75,001 - \$125,000	9	11.69%	5	4	0	0
\$125,001 - \$150,000	11	14.29%	5	6	0	0
\$150,001 - \$250,000	22	28.57%	7	13	2	0
\$250,001 - \$325,000	11	14.29%	2	7	1	1
\$325,001 - \$425,000	9	11.69%	0	4	5	0
\$425,001 and up	9	11.69%	0	5	4	0
Total New Listed Units	77		23	40	13	1
Total New Listed Volume	19,253,267	100%	3.39M	10.43M	5.15M	285.00K
Average New Listed Listing Price	\$518,317		\$147,229	\$260,770	\$396,246	\$285,000

June 2024



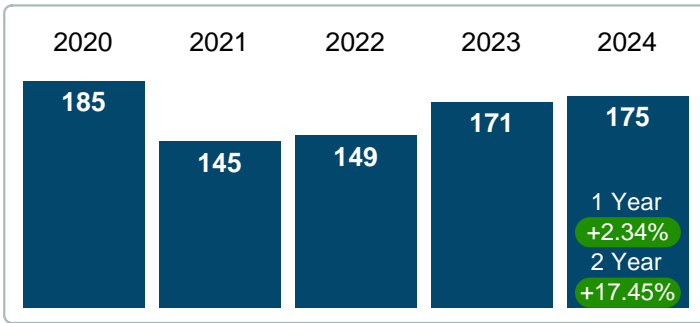
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



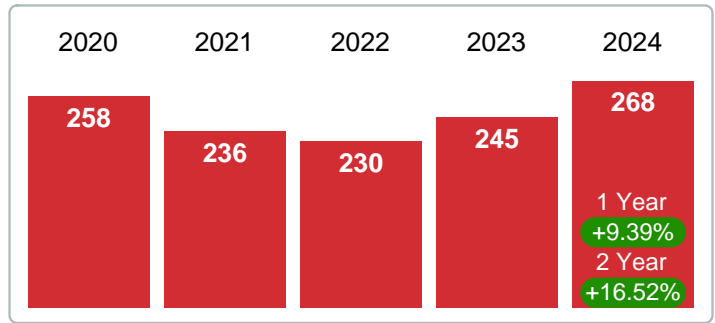
ACTIVE INVENTORY

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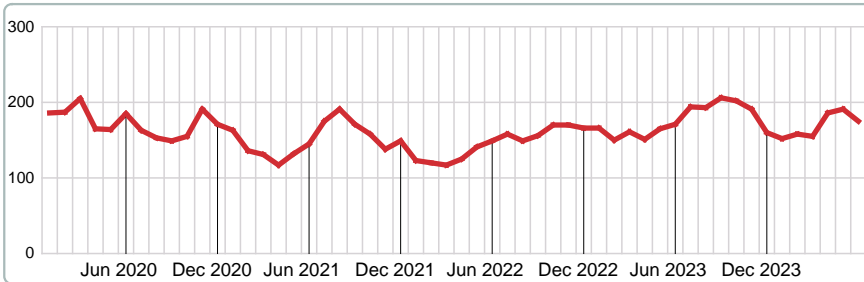
END OF JUNE



ACTIVE DURING JUNE

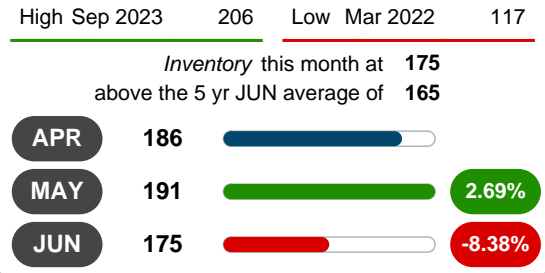


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165



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	4.00%	60.6	5	2	0	0
\$50,001 - \$100,000	26	14.86%	100.4	18	7	1	0
\$100,001 - \$150,000	29	16.57%	71.1	11	17	1	0
\$150,001 - \$275,000	42	24.00%	50.1	8	28	6	0
\$275,001 - \$400,000	31	17.71%	70.8	4	16	9	2
\$400,001 - \$675,000	21	12.00%	89.0	1	10	7	3
\$675,001 and up	19	10.86%	78.8	2	9	4	4
Total Active Inventory by Units	175			49	89	28	9
Total Active Inventory by Volume	59,045,216	100%	73.0	8.93M	29.39M	13.31M	7.41M
Average Active Inventory Listing Price	\$337,401			\$182,287	\$330,276	\$475,350	\$823,200

June 2024



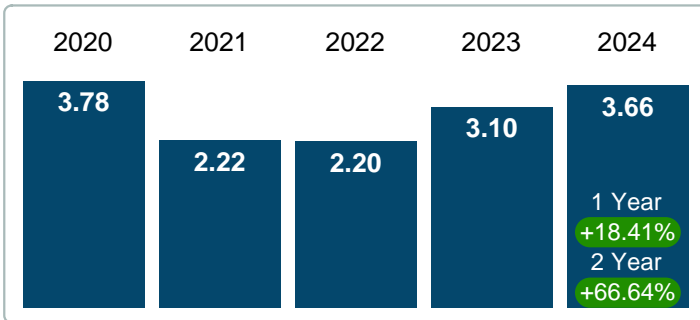
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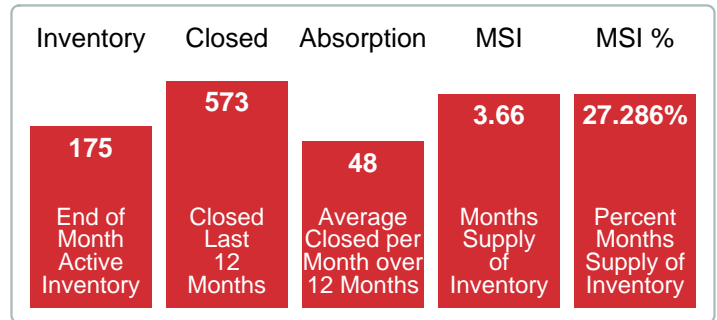
MONTHS SUPPLY of INVENTORY (MSI)

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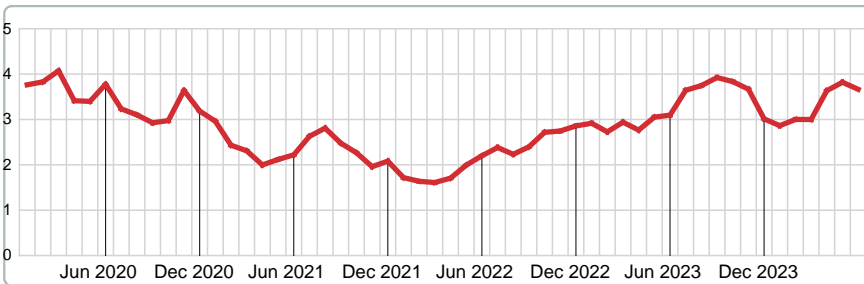
MSI FOR JUNE



INDICATORS FOR JUNE 2024

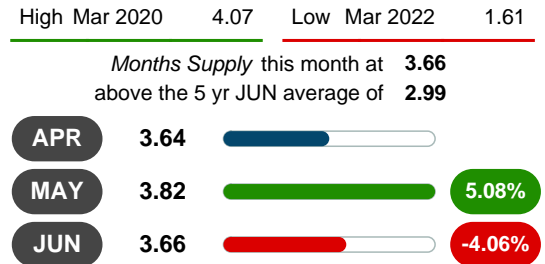


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$50,000 and less	7	4.00%	2.15	2.86	1.50	0.00	0.00
\$50,001 - \$100,000	26	14.86%	3.32	6.35	1.71	1.20	0.00
\$100,001 - \$150,000	29	16.57%	3.28	5.08	2.96	1.09	0.00
\$150,001 - \$275,000	42	24.00%	2.61	4.17	2.43	2.67	0.00
\$275,001 - \$400,000	31	17.71%	4.09	12.00	3.62	3.27	24.00
\$400,001 - \$675,000	21	12.00%	6.81	6.00	8.57	4.67	12.00
\$675,001 and up	19	10.86%	17.54	24.00	27.00	24.00	8.00
Market Supply of Inventory (MSI)	3.66			5.30	3.11	3.26	6.75
Total Active Inventory by Units	175	100%	3.66	49	89	28	9

June 2024



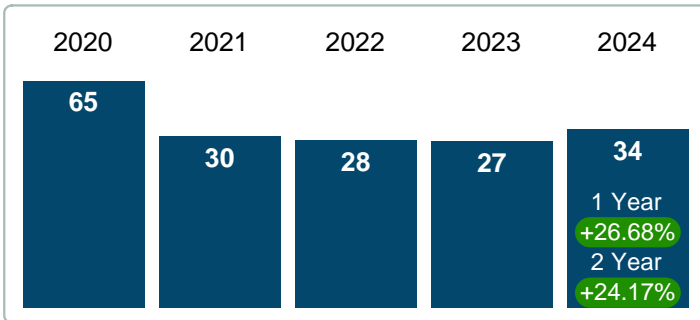
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



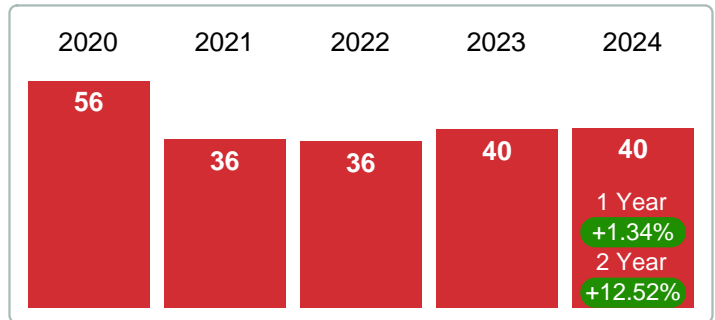
AVERAGE DAYS ON MARKET TO SALE

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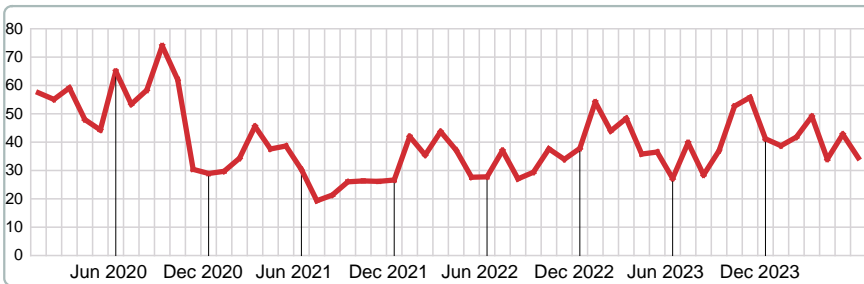
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 37

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 34 below the 5 yr JUN average of 37



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
\$100,000 and less	8.89%	65	79	23	0	0
\$100,001 - \$125,000	6.67%	19	3	27	0	0
\$125,001 - \$175,000	20.00%	46	53	43	0	0
\$175,001 - \$300,000	22.22%	27	10	36	2	8
\$300,001 - \$375,000	17.78%	37	0	21	65	0
\$375,001 - \$625,000	13.33%	33	0	46	27	5
\$625,001 and up	11.11%	10	0	1	4	41
Average Closed DOM		34	51	32	32	18
Total Closed Units	100%	34	8	26	8	3
Total Closed Volume		13,875,051	950.90K	7.22M	3.46M	2.25M

June 2024



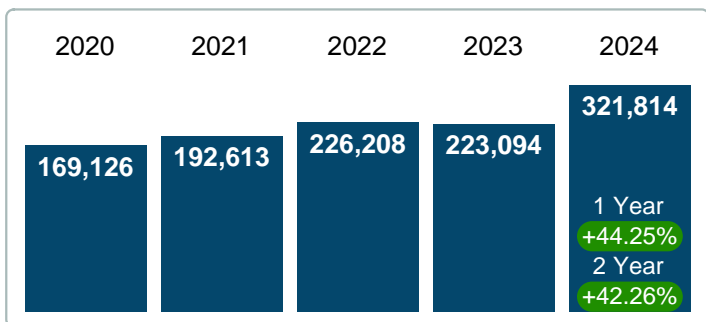
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



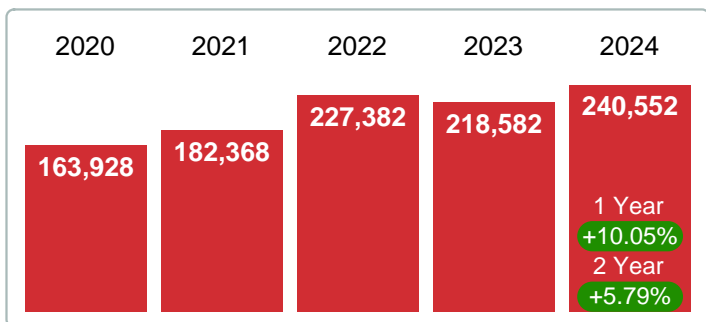
AVERAGE LIST PRICE AT CLOSING

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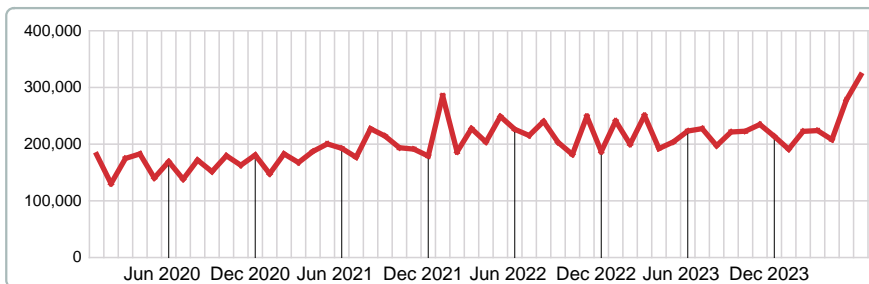
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 226,571

High Jun 2024 321,814 Low Feb 2020 130,397

Average List Price at Closing this month at **321,814**
above the 5 yr JUN average of **226,571**

- APR 207,980
- MAY 277,910 **33.62%**
- JUN 321,814 **15.80%**

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
\$100,000 and less	4	8.89%	81,750	75,833	99,500	0	0
\$100,001 - \$125,000	3	6.67%	122,633	118,000	127,450	0	0
\$125,001 - \$175,000	7	15.56%	145,971	171,300	146,133	0	0
\$175,001 - \$300,000	11	24.44%	239,864	195,000	252,814	329,900	299,900
\$300,001 - \$375,000	9	20.00%	337,756	0	340,400	335,967	0
\$375,001 - \$625,000	6	13.33%	431,292	0	394,283	439,950	525,000
\$625,001 and up	5	11.11%	899,780	0	732,000	669,950	1,695,000
Average List Price			321,814	131,800	282,683	444,700	839,967
Total Closed Units		100%	321,814	8	26	8	3
Total Closed Volume			14,481,650	1.05M	7.35M	3.56M	2.52M

June 2024



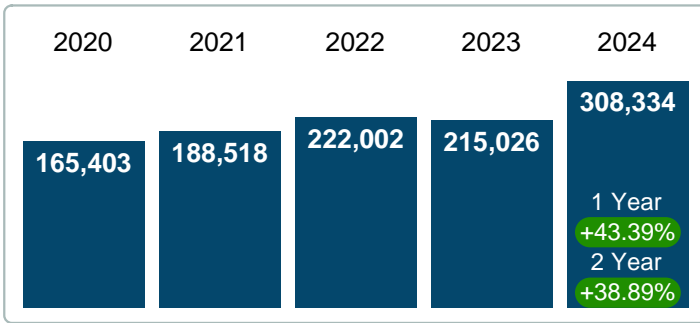
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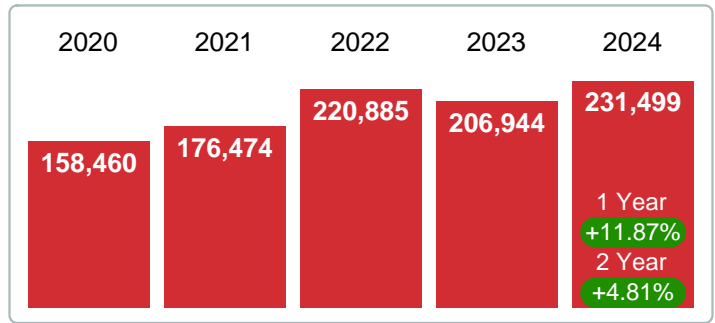
AVERAGE SOLD PRICE AT CLOSING

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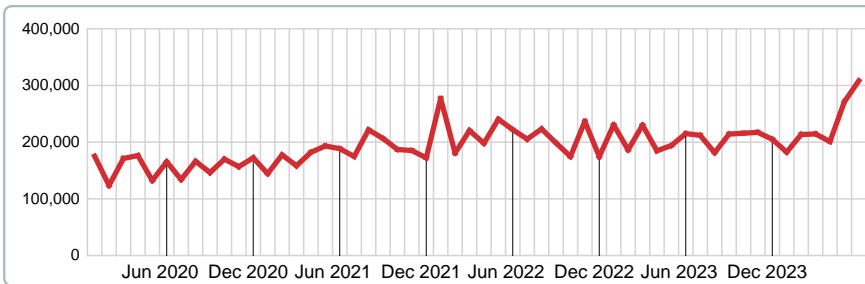
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

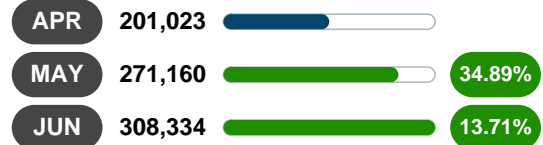


3 MONTHS

5 year JUN AVG = 219,856

High Jun 2024 308,334 Low Feb 2020 123,607

Average Sold Price at Closing this month at **308,334** above the 5 yr JUN average of **219,856**



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
\$100,000 and less	8.89%	67,225	57,967	95,000	0	0
\$100,001 - \$125,000	6.67%	120,833	118,000	122,250	0	0
\$125,001 - \$175,000	20.00%	148,545	154,667	145,484	0	0
\$175,001 - \$300,000	22.22%	244,640	195,000	246,343	295,000	232,000
\$300,001 - \$375,000	17.78%	331,188	0	335,400	324,167	0
\$375,001 - \$625,000	13.33%	425,992	0	393,650	425,000	525,000
\$625,001 and up	11.11%	850,980	0	712,500	669,950	1,490,000
Average Sold Price		308,334	118,863	277,683	432,175	749,000
Total Closed Units		45	8	26	8	3
Total Closed Volume		13,875,051	950.90K	7.22M	3.46M	2.25M

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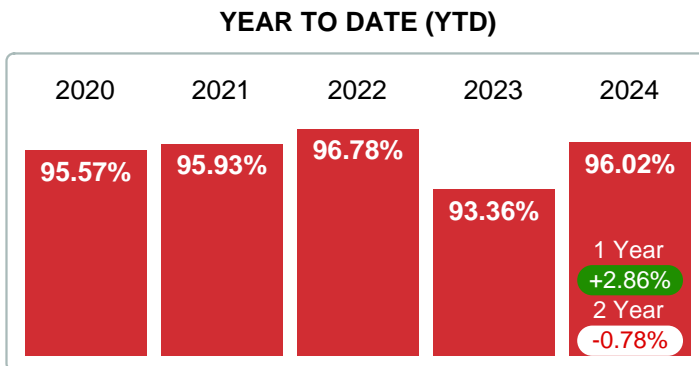
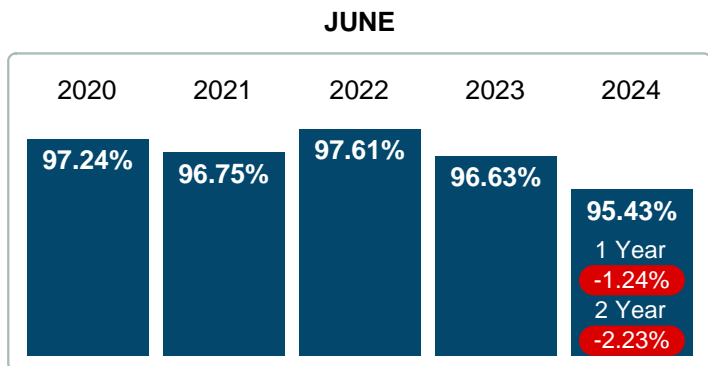


Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type

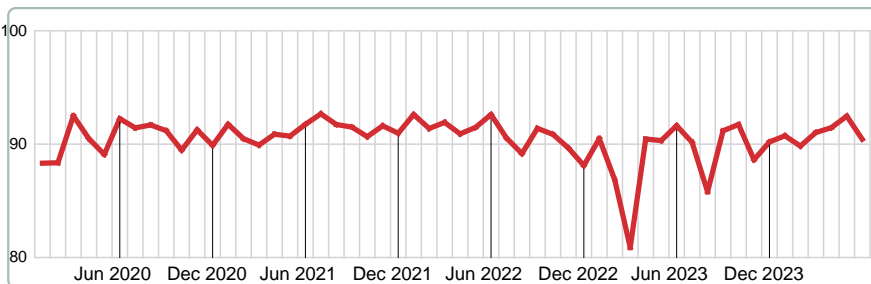


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

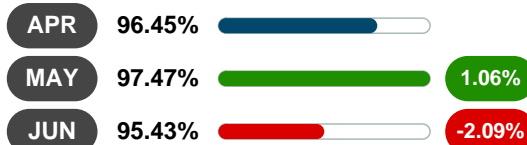


3 MONTHS

5 year JUN AVG = 96.73%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.43%** below the 5 yr JUN average of **96.73%**



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	
\$100,000 and less	<div style="width: 8.89%;"></div> 4	8.89%	80.61%	75.65%	95.48%	0.00%	0.00%	
\$100,001 - \$125,000	<div style="width: 6.67%;"></div> 3	6.67%	97.28%	100.00%	95.92%	0.00%	0.00%	
\$125,001 - \$175,000	<div style="width: 20.00%;"></div> 9	20.00%	96.95%	91.33%	99.76%	0.00%	0.00%	
\$175,001 - \$300,000	<div style="width: 22.22%;"></div> 10	22.22%	94.99%	100.00%	97.59%	89.42%	77.36%	
\$300,001 - \$375,000	<div style="width: 17.78%;"></div> 8	17.78%	97.80%	0.00%	98.56%	96.54%	0.00%	
\$375,001 - \$625,000	<div style="width: 13.33%;"></div> 6	13.33%	98.84%	0.00%	99.85%	96.76%	100.00%	
\$625,001 and up	<div style="width: 11.11%;"></div> 5	11.11%	96.42%	0.00%	97.10%	100.00%	87.91%	
Average Sold/List Ratio		95.40%		87.62%	98.29%	96.57%	88.42%	
Total Closed Units		45	100%	95.40%	8	26	8	3
Total Closed Volume		13,875,051			950.90K	7.22M	3.46M	2.25M

June 2024



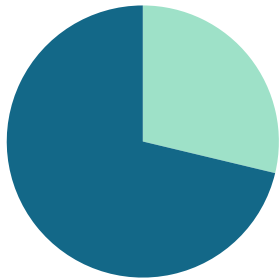
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

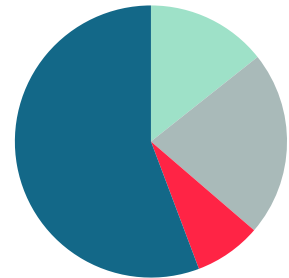


Inventory
 New Listings
77 = 28.73%
 Start Inventory
191
 Total Inventory Units
268
 Volume
\$84,358,922

Market Activity

Closed Sales
45 = 14.33%
 Pending Sales
69 = 21.97%
 Other Off Market
25 = 7.96%
 Active Inventory
175 = 55.73%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	72	45	-37.50%	333	269	-19.22%
Pending Sales	50	69	38.00%	345	326	-5.51%
New Listings	80	77	-3.75%	475	473	-0.42%
Average List Price	223,094	321,814	44.25%	218,582	240,552	10.05%
Average Sale Price	215,026	308,334	43.39%	206,944	231,499	11.87%
Average Percent of Selling Price to List Price	96.63%	95.43%	-1.24%	93.36%	96.02%	2.86%
Average Days on Market to Sale	27.21	34.47	26.68%	39.61	40.14	1.34%
Monthly Inventory	171	175	2.34%	171	175	2.34%
Months Supply of Inventory	3.10	3.66	18.41%	3.10	3.66	18.41%

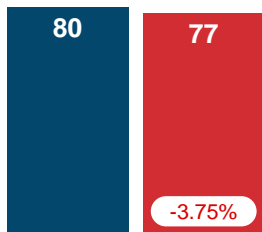
Absorption: Last 12 months, an Average of **48** Sales/Month

Inventory on June 30, 2024 = 175 2023 2024

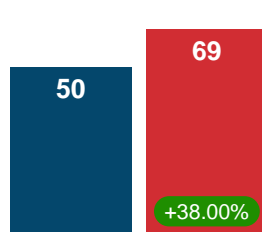
JUNE MARKET

AVERAGE PRICES

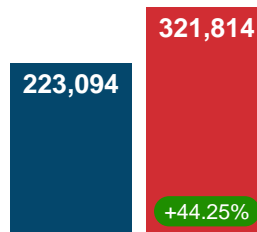
New Listings



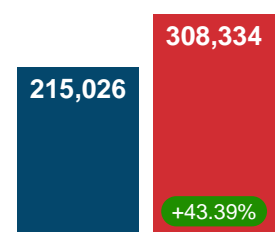
Pending Listings



List Price



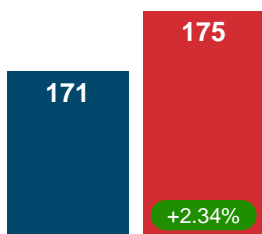
Sale Price



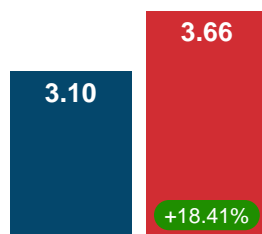
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

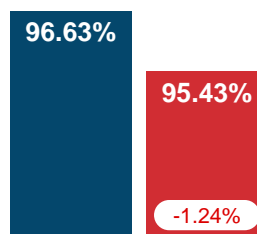
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

