

June 2024



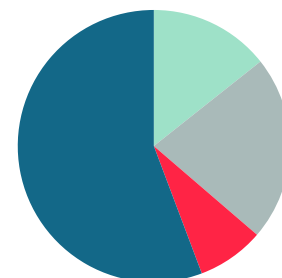
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential
Property Type



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%
Median List Price	188,250	299,900	59.31%
Median Sale Price	175,000	283,000	61.71%
Median Percent of Selling Price to List Price	100.00%	98.77%	-1.23%
Median Days on Market to Sale	9.00	10.00	11.11%
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.

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 **61.71%** in June 2024 to \$283,000 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 1.00 days or **11.11%** in June 2024 compared to last year's same month at **9.00** DOM.

Sales Success for June 2024 is Positive

Overall, with Median 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

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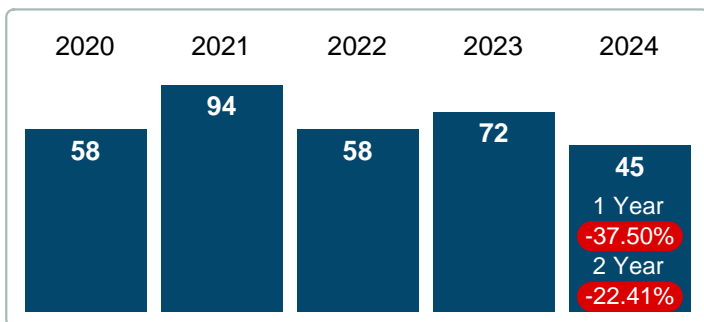
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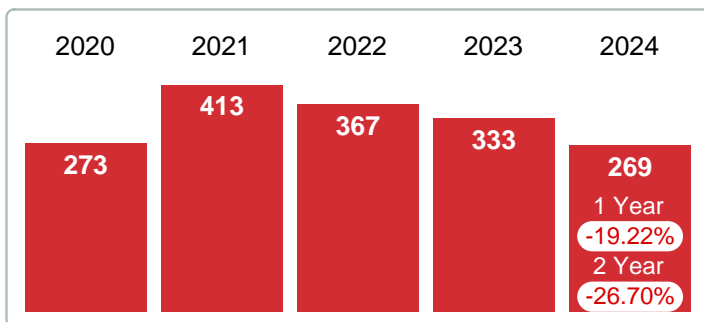
CLOSED LISTINGS

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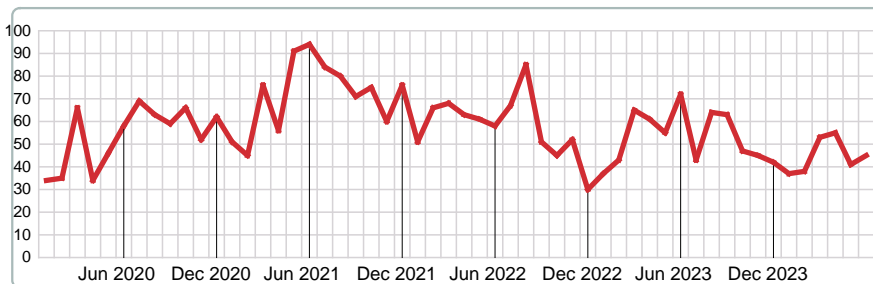
JUNE



YEAR TO DATE (YTD)

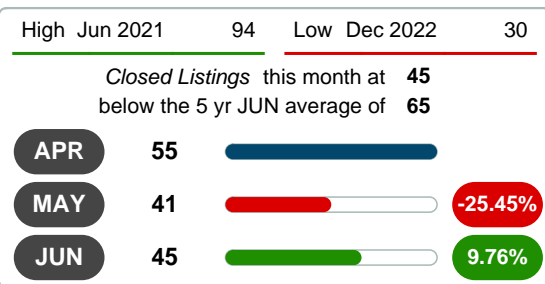


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.89%	34.0	3	1	0	0
\$100,001 - \$125,000	3	6.67%	5.0	1	2	0	0
\$125,001 - \$175,000	9	20.00%	9.0	3	6	0	0
\$175,001 - \$300,000	10	22.22%	9.0	1	7	1	1
\$300,001 - \$375,000	8	17.78%	30.0	0	5	3	0
\$375,001 - \$625,000	6	13.33%	26.5	0	3	2	1
\$625,001 and up	5	11.11%	1.0	0	2	2	1
Total Closed Units	45			8	26	8	3
Total Closed Volume	13,875,051	100%	10.0	950.90K	7.22M	3.46M	2.25M
Median Closed Price	\$283,000			\$129,000	\$274,000	\$365,000	\$525,000

June 2024



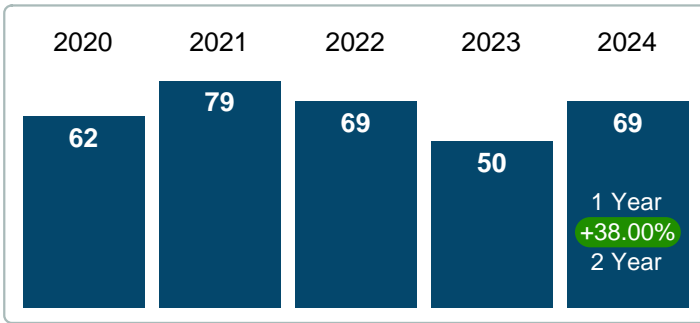
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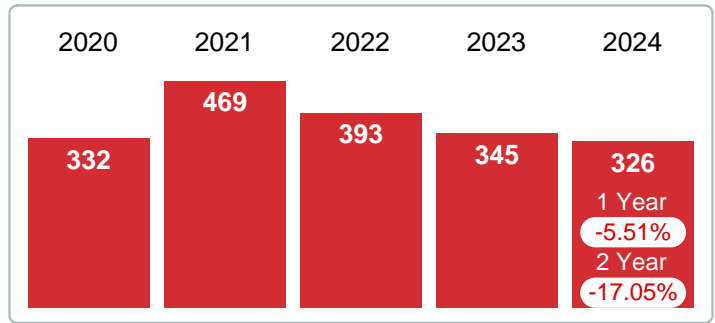
PENDING LISTINGS

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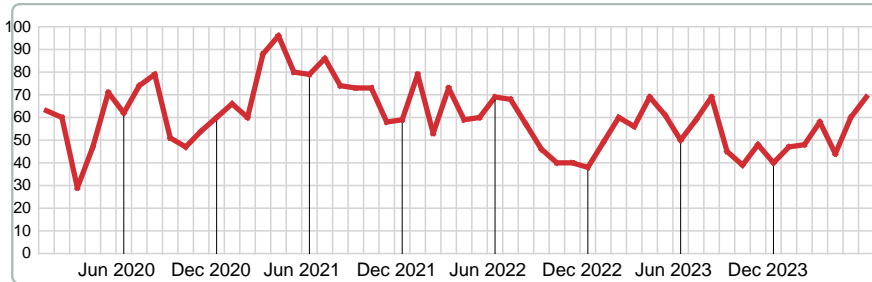
JUNE



YEAR TO DATE (YTD)

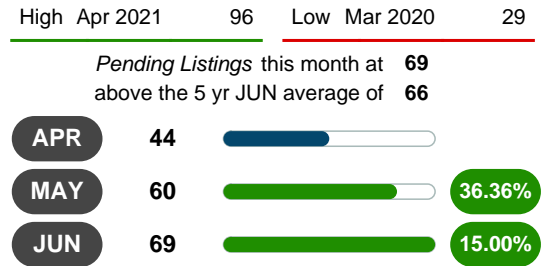


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.70%	22.5	3	1	1	1
\$75,001 - \$125,000	8	11.59%	16.5	2	5	1	0
\$125,001 - \$150,000	7	10.14%	6.0	3	3	1	0
\$150,001 - \$250,000	21	30.43%	23.0	3	15	3	0
\$250,001 - \$325,000	10	14.49%	22.0	0	8	1	1
\$325,001 - \$575,000	10	14.49%	11.5	2	5	3	0
\$575,001 and up	7	10.14%	21.0	0	2	4	1
Total Pending Units	69			13	39	14	3
Total Pending Volume	18,131,506	100%	19.0	2.16M	9.68M	4.94M	1.35M
Median Listing Price	\$219,900			\$149,900	\$225,000	\$312,450	\$309,000

June 2024



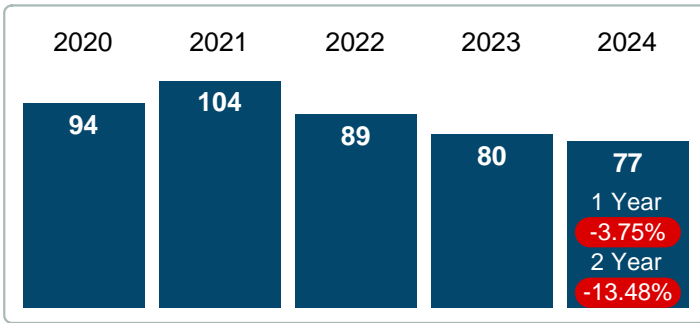
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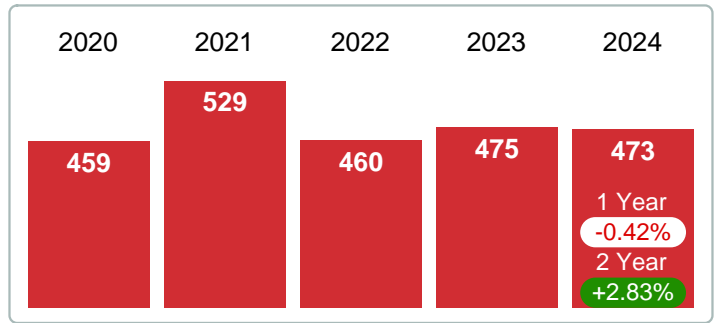
NEW LISTINGS

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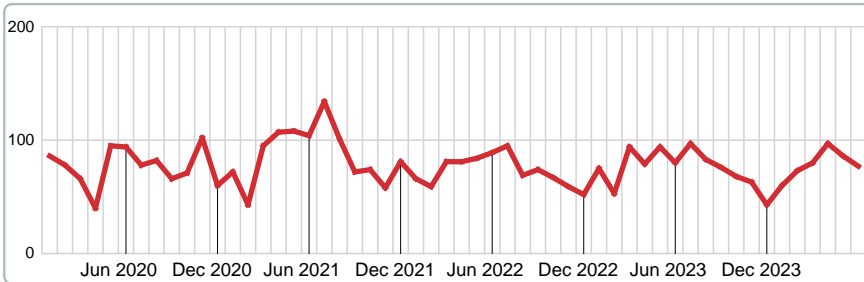
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YEAR TO DATE (YTD)

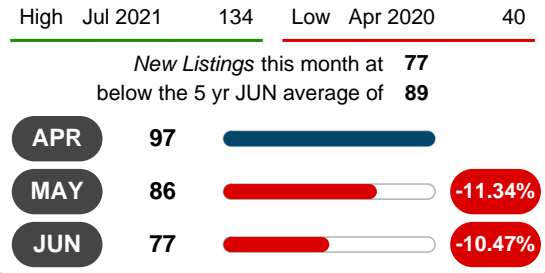


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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
Median New Listed Listing Price	\$216,869		\$149,900	\$219,500	\$389,900	\$285,000

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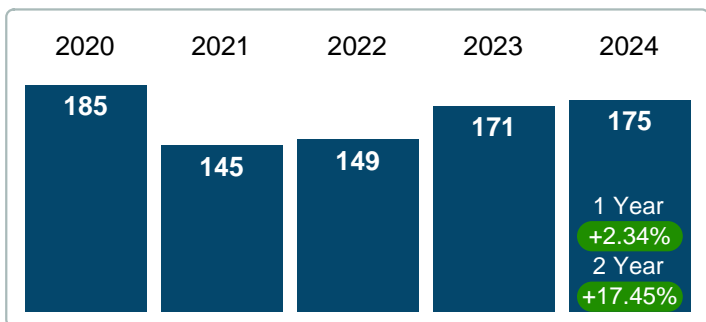
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



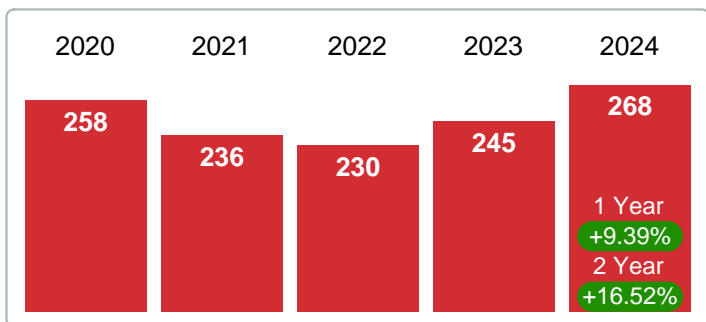
ACTIVE INVENTORY

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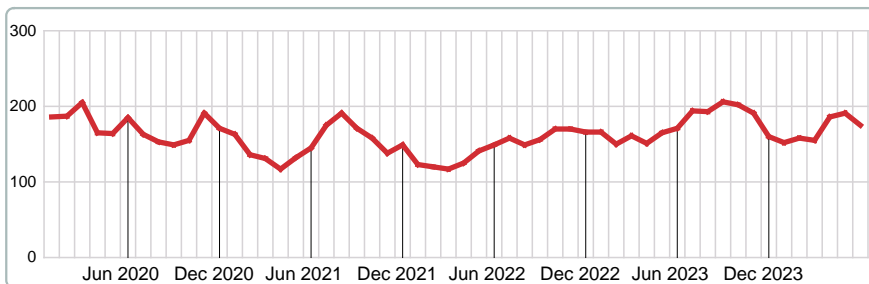
END OF JUNE



ACTIVE DURING JUNE

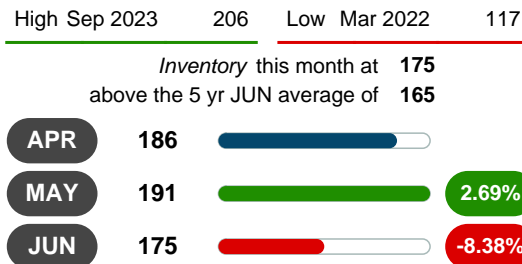


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	4.00%	62.0	5	2	0	0
\$50,001 - \$100,000	26	14.86%	100.0	18	7	1	0
\$100,001 - \$150,000	29	16.57%	54.0	11	17	1	0
\$150,001 - \$275,000	42	24.00%	38.0	8	28	6	0
\$275,001 - \$400,000	31	17.71%	65.0	4	16	9	2
\$400,001 - \$675,000	21	12.00%	88.0	1	10	7	3
\$675,001 and up	19	10.86%	60.0	2	9	4	4
Total Active Inventory by Units	175			49	89	28	9
Total Active Inventory by Volume	59,045,216	100%	62.0	8.93M	29.39M	13.31M	7.41M
Median Active Inventory Listing Price	\$225,000			\$109,000	\$230,000	\$396,950	\$585,000

June 2024



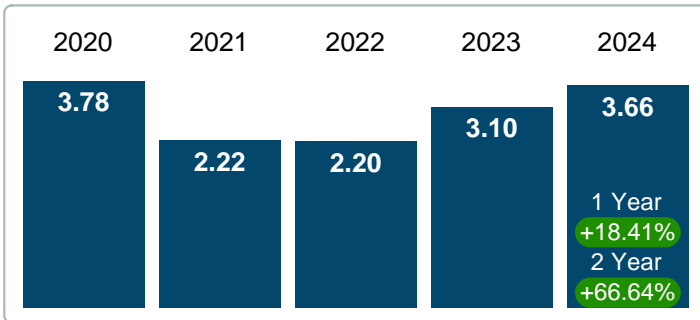
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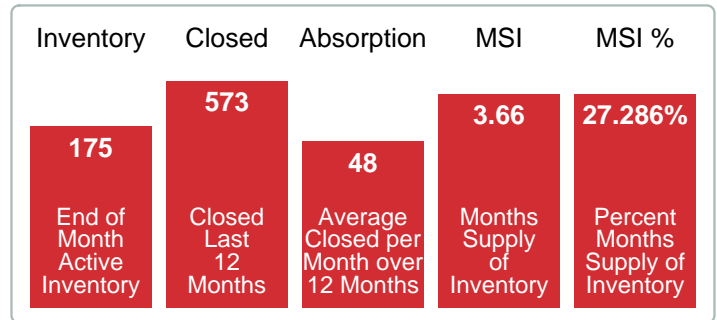
MONTHS SUPPLY of INVENTORY (MSI)

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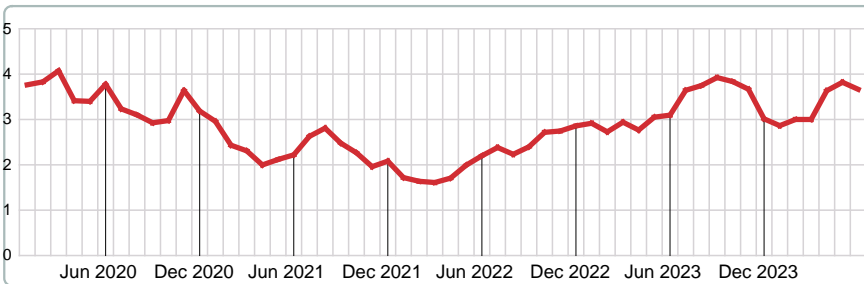
MSI FOR JUNE



INDICATORS FOR JUNE 2024

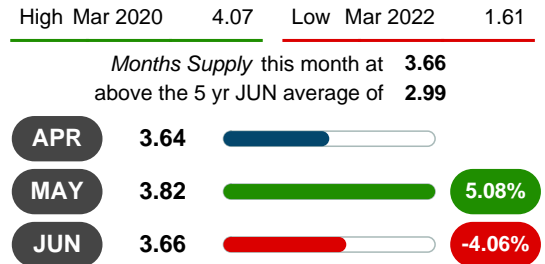


5 YEAR MARKET ACTIVITY TRENDS



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



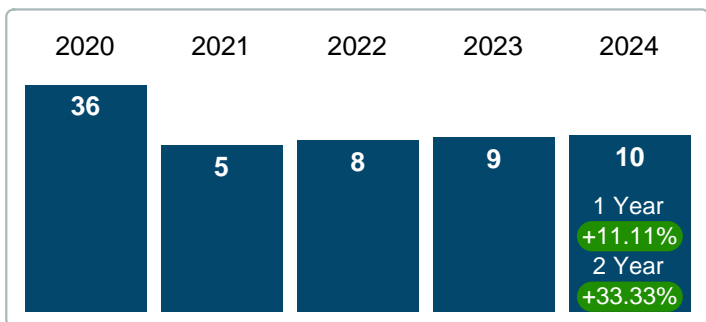
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



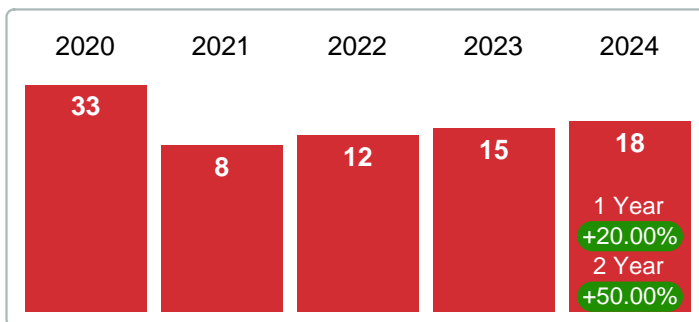
MEDIAN DAYS ON MARKET TO SALE

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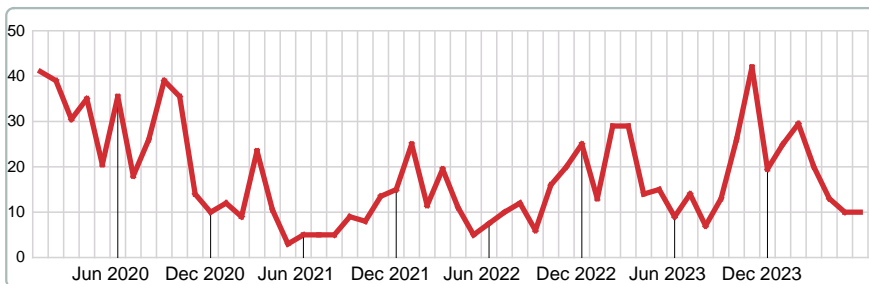
JUNE



YEAR TO DATE (YTD)

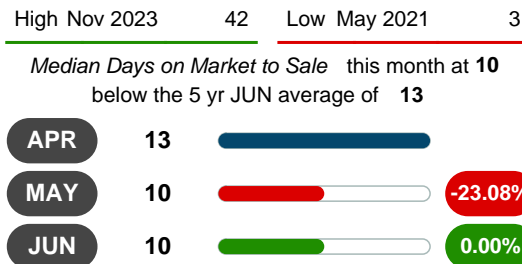


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 13



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
\$100,000 and less	8.89%	34	45	23	0	0
\$100,001 - \$125,000	6.67%	5	3	27	0	0
\$125,001 - \$175,000	20.00%	9	9	10	0	0
\$175,001 - \$300,000	22.22%	9	10	36	2	8
\$300,001 - \$375,000	17.78%	30	0	23	67	0
\$375,001 - \$625,000	13.33%	27	0	55	27	5
\$625,001 and up	11.11%	1	0	1	4	41
Median Closed DOM		10	10	18	17	8
Total Closed Units	100%	10.0	8	26	8	3
Total Closed Volume		13,875,051	950.90K	7.22M	3.46M	2.25M

June 2024



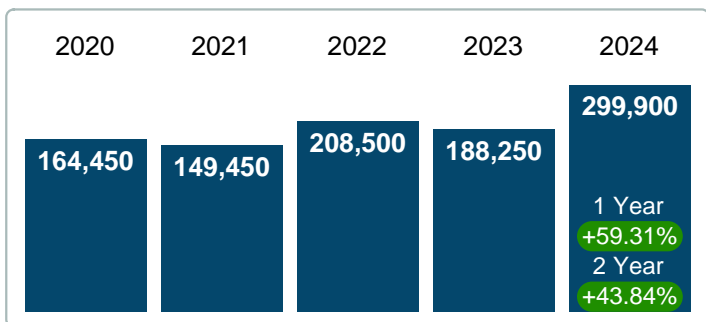
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



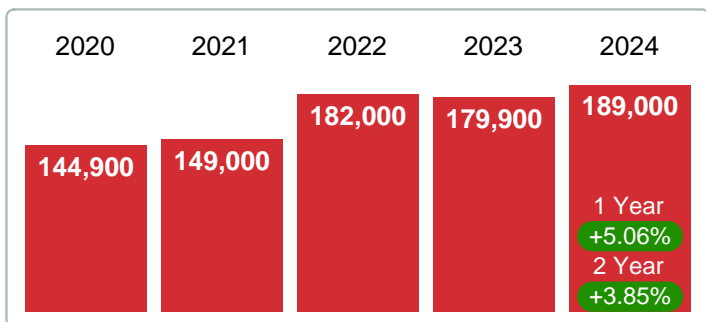
MEDIAN LIST PRICE AT CLOSING

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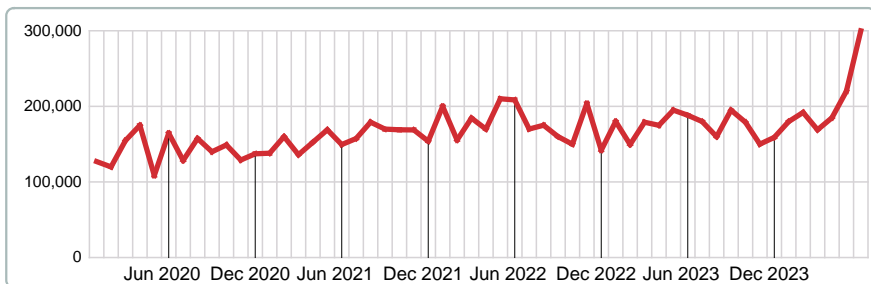
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

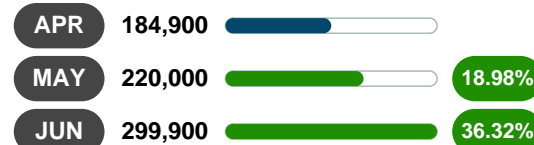


3 MONTHS

5 year JUN AVG = 202,110

High Jun 2024 299,900 Low May 2020 108,500

Median List Price at Closing this month at **299,900**
 above the 5 yr JUN average of **202,110**



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
\$100,000 and less	4	8.89%	82,500	80,000	99,500	0	0
\$100,001 - \$125,000	3	6.67%	124,900	118,000	124,950	0	0
\$125,001 - \$175,000	7	15.56%	149,000	140,000	149,450	0	0
\$175,001 - \$300,000	11	24.44%	225,000	194,900	283,000	0	299,900
\$300,001 - \$375,000	9	20.00%	339,000	0	339,000	334,450	0
\$375,001 - \$625,000	6	13.33%	412,450	0	383,000	439,950	525,000
\$625,001 and up	5	11.11%	689,900	0	732,000	669,950	1,695,000
Median List Price			299,900	129,000	287,500	377,450	525,000
Total Closed Units		100%	299,900	8	26	8	3
Total Closed Volume			14,481,650	1.05M	7.35M	3.56M	2.52M

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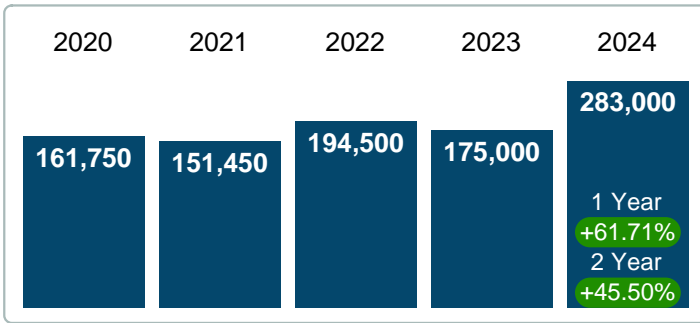
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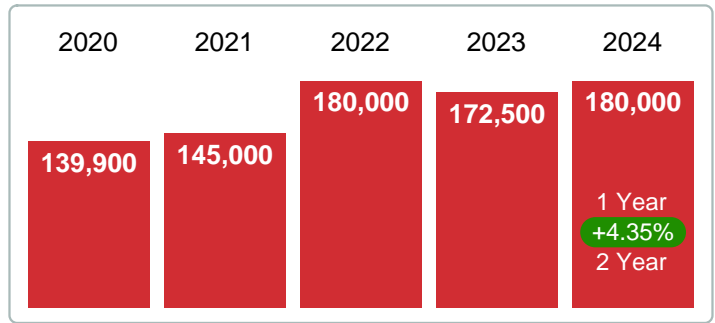
MEDIAN SOLD PRICE AT CLOSING

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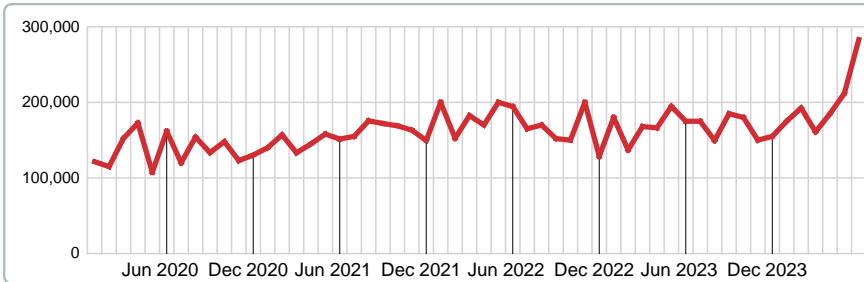
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

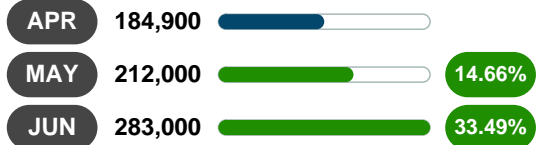


3 MONTHS

5 year JUN AVG = 193,140

High Jun 2024 283,000 Low May 2020 107,500

Median Sold Price at Closing this month at **283,000** above the 5 yr JUN average of **193,140**



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
\$100,000 and less	8.89%	67,500	55,000	95,000	0	0
\$100,001 - \$125,000	6.67%	119,500	118,000	122,250	0	0
\$125,001 - \$175,000	20.00%	149,000	154,000	144,500	0	0
\$175,001 - \$300,000	22.22%	248,500	195,000	265,000	295,000	232,000
\$300,001 - \$375,000	17.78%	330,000	0	337,000	330,000	0
\$375,001 - \$625,000	13.33%	409,000	0	383,000	425,000	525,000
\$625,001 and up	11.11%	689,900	0	712,500	669,950	1,490,000
Median Sold Price		283,000	129,000	274,000	365,000	525,000
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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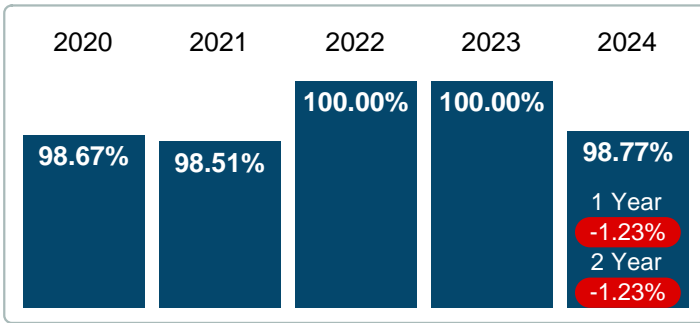
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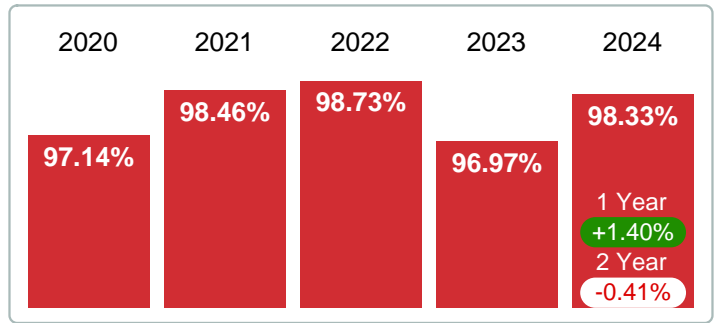
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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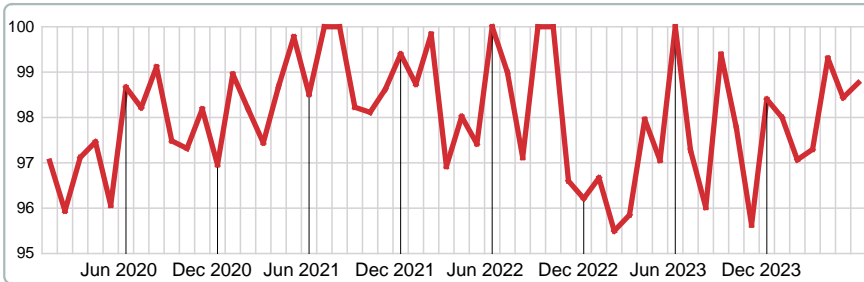
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.19%

High Jun 2023 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **98.77%**
equal to 5 yr JUN average of **99.19%**



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	
\$100,000 and less	4	8.89%	80.09%	64.71%	95.48%	0.00%	0.00%	
\$100,001 - \$125,000	3	6.67%	96.15%	100.00%	95.92%	0.00%	0.00%	
\$125,001 - \$175,000	9	20.00%	100.00%	94.97%	101.61%	0.00%	0.00%	
\$175,001 - \$300,000	10	22.22%	98.71%	100.00%	99.32%	89.42%	77.36%	
\$300,001 - \$375,000	8	17.78%	97.73%	0.00%	98.61%	97.35%	0.00%	
\$375,001 - \$625,000	6	13.33%	99.77%	0.00%	100.00%	96.76%	100.00%	
\$625,001 and up	5	11.11%	100.00%	0.00%	97.10%	100.00%	87.91%	
Median Sold/List Ratio		98.77%		97.49%	99.40%	97.65%	87.91%	
Total Closed Units		45	100%	98.77%	8	26	8	3
Total Closed Volume		13,875,051			950.90K	7.22M	3.46M	2.25M

June 2024



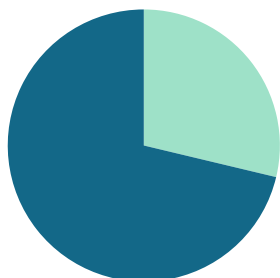
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

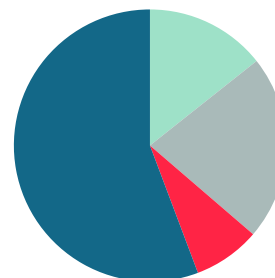


Inventory
 New Listings
77 = 28.73%
 Start Inventory
191
 Total Inventory Units
268
 Volume
\$84,358,922

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%
Median List Price	188,250	299,900	59.31%	179,900	189,000	5.06%
Median Sale Price	175,000	283,000	61.71%	172,500	180,000	4.35%
Median Percent of Selling Price to List Price	100.00%	98.77%	-1.23%	96.97%	98.33%	1.40%
Median Days on Market to Sale	9.00	10.00	11.11%	15.00	18.00	20.00%
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%

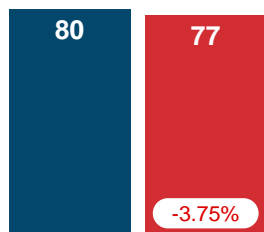
Absorption: Last 12 months, an Average of **48** Sales/Month

Inventory on June 30, 2024 = **175** 2023 2024

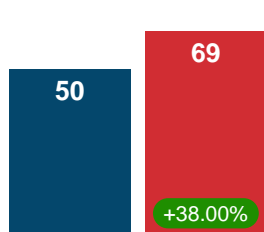
JUNE MARKET

MEDIAN PRICES

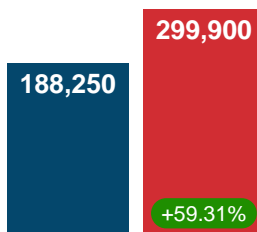
New Listings



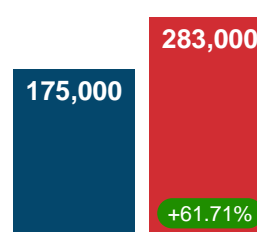
Pending Listings



List Price



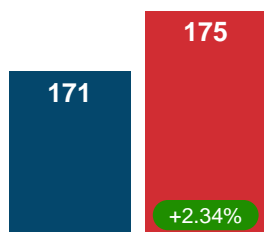
Sale Price



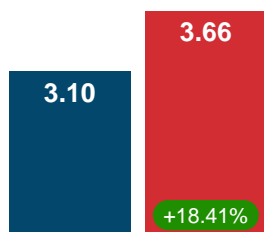
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

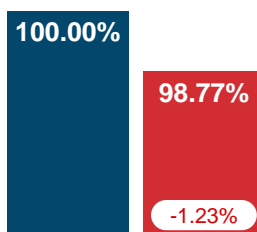
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

