

June 2024



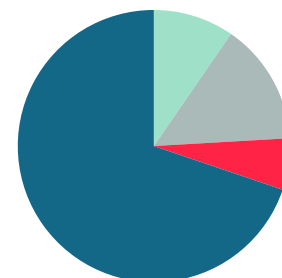
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	June 2024	+/-%
Closed Listings	88	47	-46.59%
Pending Listings	53	71	33.96%
New Listings	87	120	37.93%
Average List Price	255,689	273,795	7.08%
Average Sale Price	245,850	263,177	7.05%
Average Percent of Selling Price to List Price	96.72%	96.11%	-0.63%
Average Days on Market to Sale	47.55	39.60	-16.72%
End of Month Inventory	212	342	61.32%
Months Supply of Inventory	3.28	6.33	93.19%



■ Closed (9.59%)
■ Pending (14.49%)
■ Other OffMarket (6.12%)
■ Active (69.80%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of June 30, 2024 = **342**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2024 rose **61.32%** to 342 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **6.33** 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 **7.05%** in June 2024 to \$263,177 versus the previous year at \$245,850.

Average Days on Market Shortens

The average number of **39.60** days that homes spent on the market before selling decreased by 7.95 days or **16.72%** in June 2024 compared to last year's same month at **47.55** DOM.

Sales Success for June 2024 is Positive

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

There were 120 New Listings in June 2024, up **37.93%** from last year at 87. Furthermore, there were 47 Closed Listings this month versus last year at 88, a **-46.59%** decrease.

Closed versus Listed trends yielded a **39.2%** ratio, down from previous year's, June 2023, at **101.1%**, a **61.28%** 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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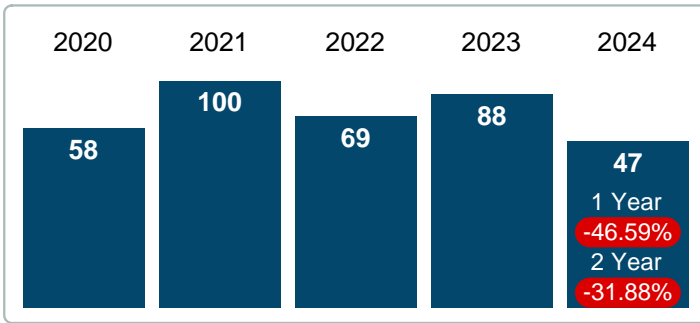
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



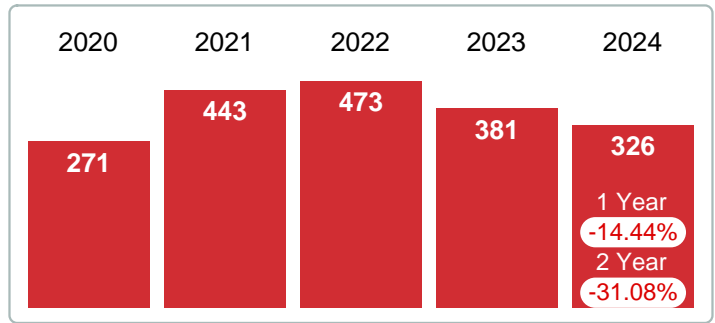
CLOSED LISTINGS

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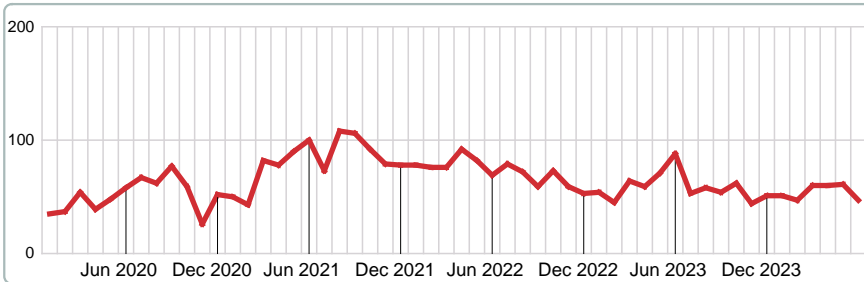
JUNE



YEAR TO DATE (YTD)

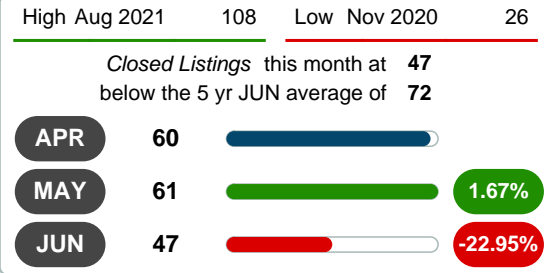


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 72



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	2	4.26%	36.5	0	2	0	0
\$75,001 - \$125,000	8	17.02%	21.1	5	3	0	0
\$125,001 - \$175,000	7	14.89%	47.1	3	4	0	0
\$175,001 - \$250,000	11	23.40%	56.2	1	9	1	0
\$250,001 - \$300,000	8	17.02%	34.3	0	6	2	0
\$300,001 - \$425,000	3	6.38%	47.3	0	2	1	0
\$425,001 and up	8	17.02%	31.9	0	4	3	1
Total Closed Units	47			9	30	7	1
Total Closed Volume	12,369,300	100%	39.6	1.16M	7.15M	2.77M	1.30M
Average Closed Price	\$263,177			\$128,778	\$238,313	\$395,129	\$1,295,000

June 2024



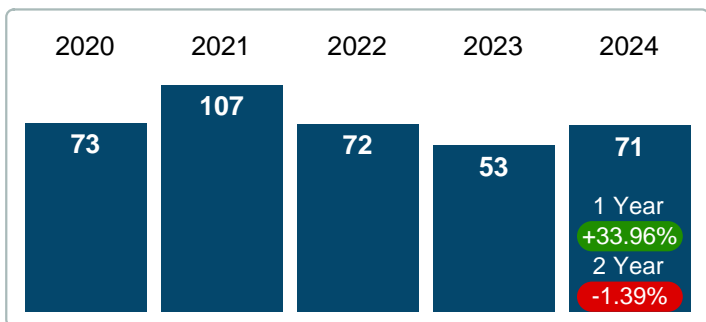
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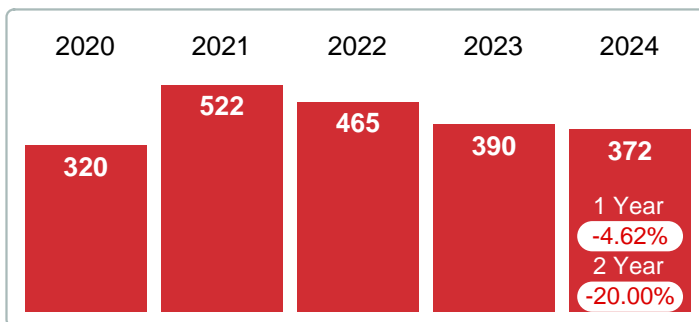
PENDING LISTINGS

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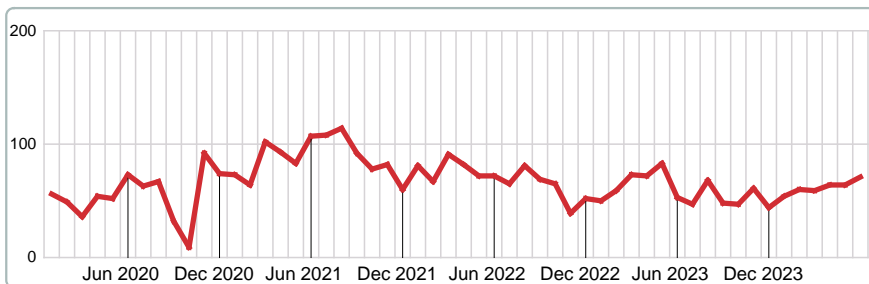
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

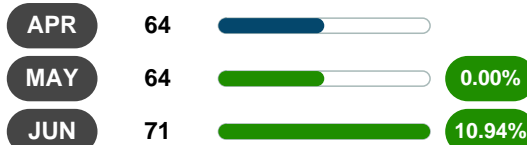


3 MONTHS

5 year JUN AVG = 75

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 71 below the 5 yr JUN average of 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.86%	35.6	3	4	0	0
\$50,001 - \$100,000	7	9.86%	62.1	4	2	0	1
\$100,001 - \$175,000	14	19.72%	60.5	6	7	1	0
\$175,001 - \$275,000	14	19.72%	65.9	1	11	2	0
\$275,001 - \$350,000	13	18.31%	54.2	0	9	2	2
\$350,001 - \$425,000	8	11.27%	86.9	1	5	2	0
\$425,001 and up	8	11.27%	50.6	0	5	2	1
Total Pending Units	71			15	43	9	4
Total Pending Volume	17,395,048	100%	37.5	1.94M	11.05M	3.11M	1.30M
Average Listing Price	\$281,375			\$129,060	\$256,924	\$345,266	\$326,000

June 2024



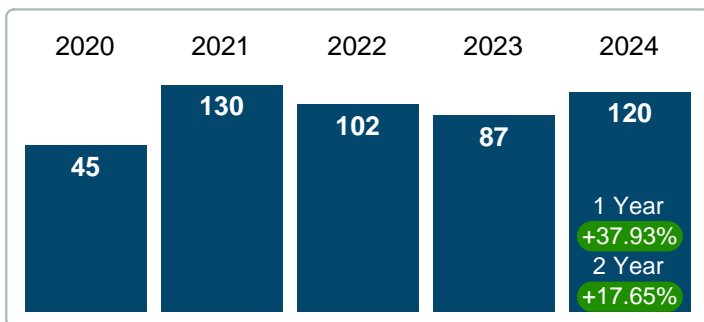
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



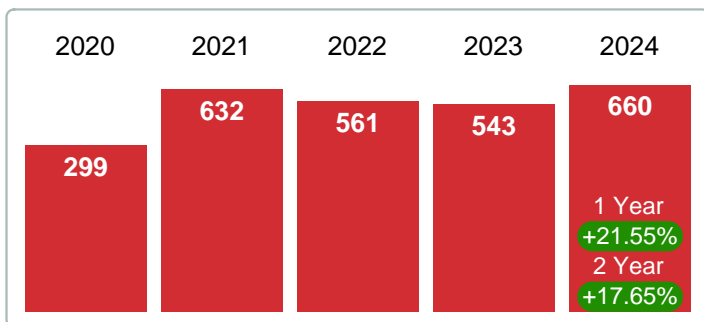
NEW LISTINGS

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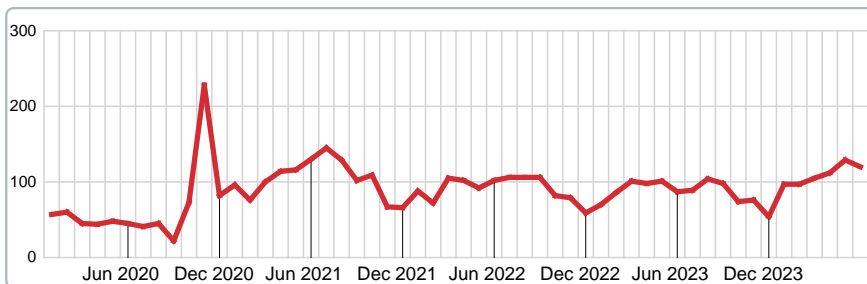
JUNE



YEAR TO DATE (YTD)

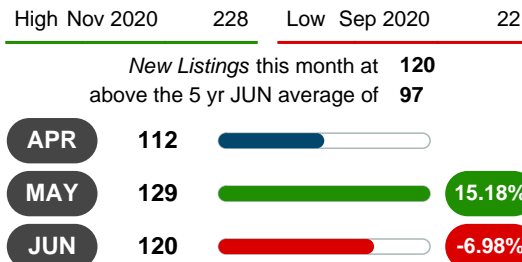


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 97



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	10	8.33%	4	4	1	1
\$70,001 - \$140,000	18	15.00%	9	8	1	0
\$140,001 - \$180,000	17	14.17%	6	10	1	0
\$180,001 - \$280,000	31	25.83%	3	22	6	0
\$280,001 - \$370,000	16	13.33%	2	10	3	1
\$370,001 - \$620,000	16	13.33%	1	9	4	2
\$620,001 and up	12	10.00%	1	4	3	4
Total New Listed Units	120		26	67	19	8
Total New Listed Volume	37,053,306	100%	4.48M	18.39M	7.69M	6.49M
Average New Listed Listing Price	\$0		\$172,208	\$274,488	\$404,852	\$811,625

June 2024



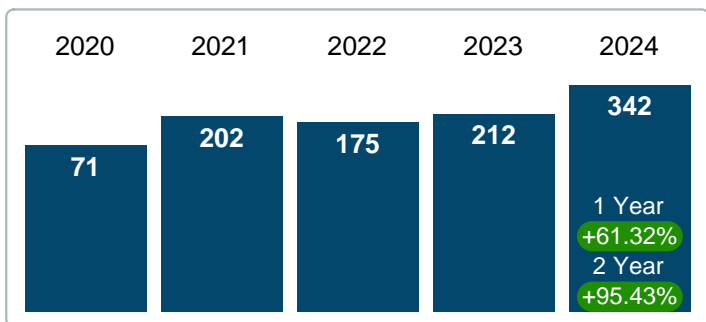
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



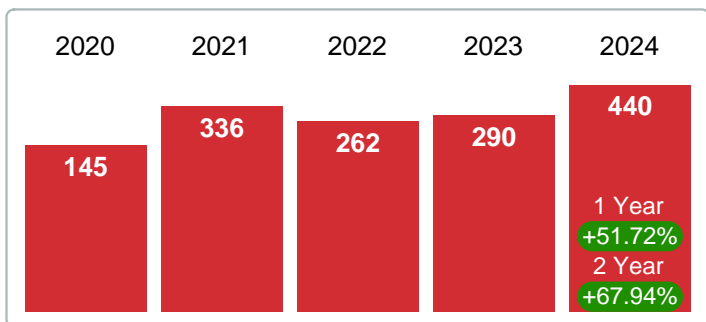
ACTIVE INVENTORY

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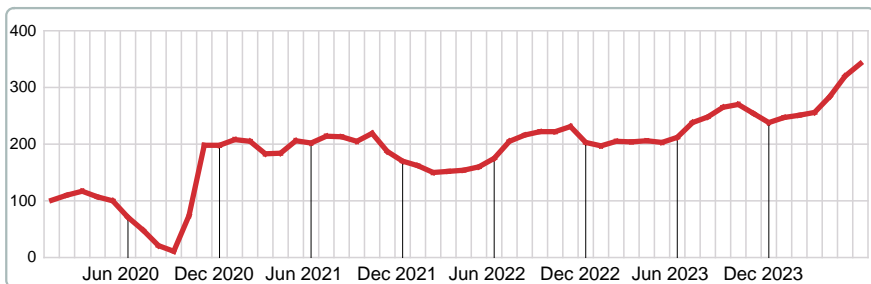
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 200

High Jun 2024 342 Low Sep 2020 11

Inventory this month at 342
above the 5 yr JUN average of 200

- APR 284
- MAY 320 (12.68%)
- JUN 342 (6.88%)

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	27	7.89%	101.1	21	4	2	0
\$75,001 - \$125,000	37	10.82%	90.4	23	13	1	0
\$125,001 - \$175,000	56	16.37%	92.0	19	27	10	0
\$175,001 - \$275,000	86	25.15%	67.1	7	63	16	0
\$275,001 - \$375,000	48	14.04%	71.5	6	26	13	3
\$375,001 - \$600,000	53	15.50%	75.0	7	22	15	9
\$600,001 and up	35	10.23%	92.5	2	15	13	5
Total Active Inventory by Units	342			85	170	70	17
Total Active Inventory by Volume	111,527,017	100%	80.8	14.63M	53.72M	31.45M	11.73M
Average Active Inventory Listing Price	\$326,102			\$172,144	\$315,971	\$449,262	\$690,082

June 2024



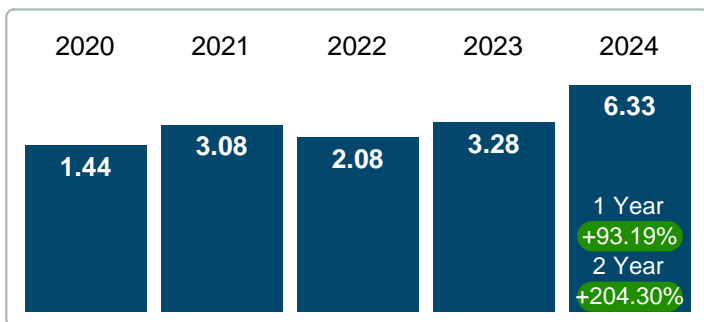
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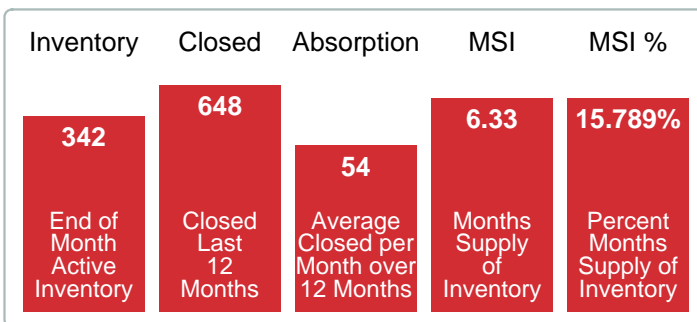
MONTHS SUPPLY of INVENTORY (MSI)

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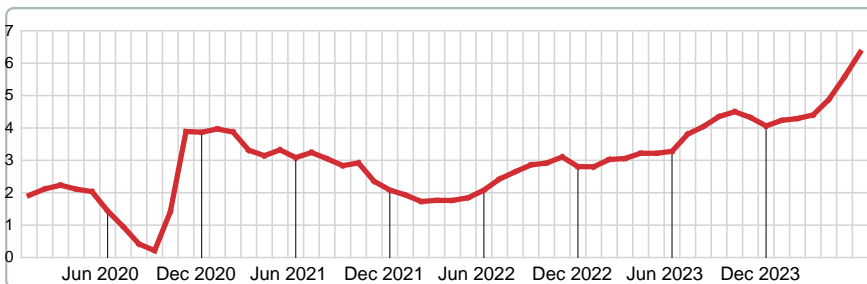
MSI FOR JUNE



INDICATORS FOR JUNE 2024

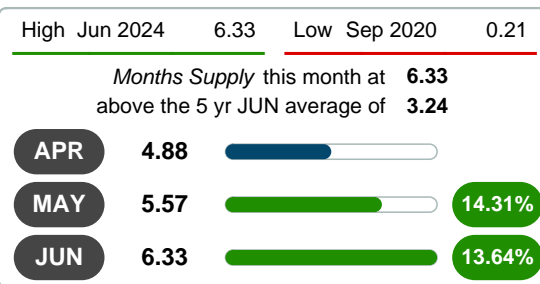


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.24



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	27	7.89%	4.38	6.15	1.78	4.00	0.00
\$75,001 - \$125,000	37	10.82%	4.23	4.68	3.71	6.00	0.00
\$125,001 - \$175,000	56	16.37%	5.60	7.13	4.21	12.00	0.00
\$175,001 - \$275,000	86	25.15%	5.29	3.82	5.52	5.65	0.00
\$275,001 - \$375,000	48	14.04%	7.29	14.40	6.00	8.67	9.00
\$375,001 - \$600,000	53	15.50%	10.26	28.00	8.00	8.18	27.00
\$600,001 and up	35	10.23%	32.31	0.00	36.00	26.00	30.00
Market Supply of Inventory (MSI)	6.33			6.30	5.47	8.57	13.60
Total Active Inventory by Units	342	100%	6.33	85	170	70	17

June 2024



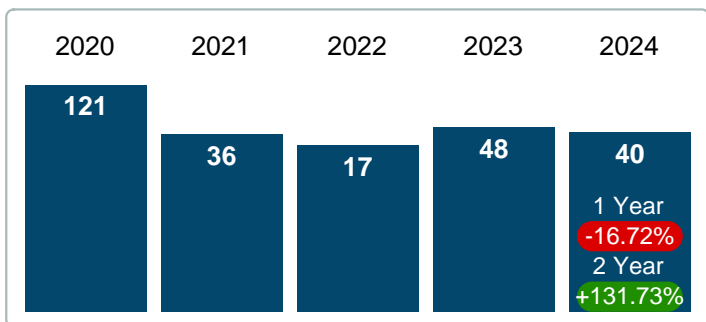
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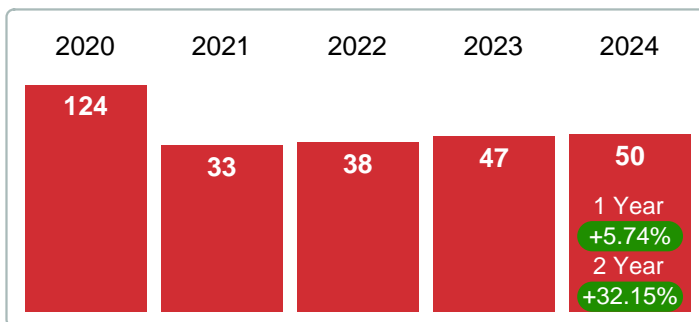
AVERAGE DAYS ON MARKET TO SALE

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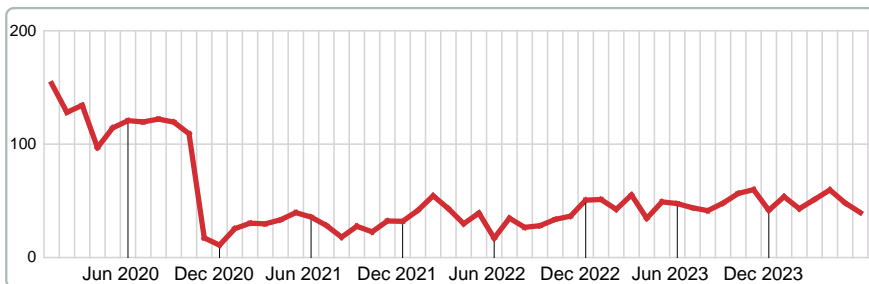
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

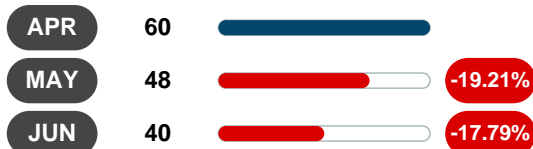


3 MONTHS

5 year JUN AVG = 52

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 40 below the 5 yr JUN average of 52



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	4.26%	37	0	37	0	0
\$75,001 - \$125,000	17.02%	21	8	43	0	0
\$125,001 - \$175,000	14.89%	47	24	64	0	0
\$175,001 - \$250,000	23.40%	56	10	61	59	0
\$250,001 - \$300,000	17.02%	34	0	43	9	0
\$300,001 - \$425,000	6.38%	47	0	51	40	0
\$425,001 and up	17.02%	32	0	59	6	4
Average Closed DOM		40	14	53	19	4
Total Closed Units	100%	47	9	30	7	1
Total Closed Volume		12,369,300	1.16M	7.15M	2.77M	1.30M

June 2024



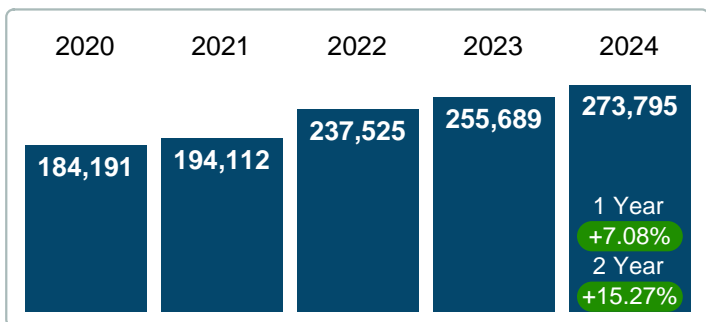
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



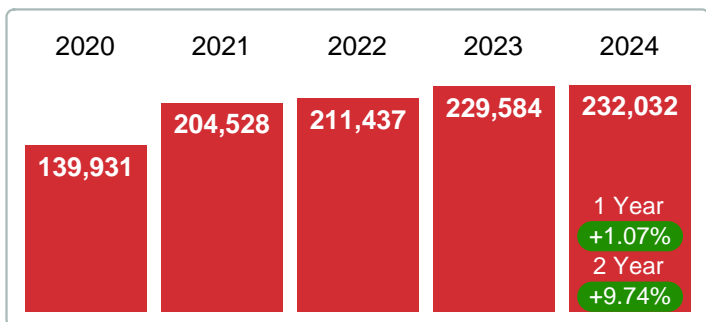
AVERAGE LIST PRICE AT CLOSING

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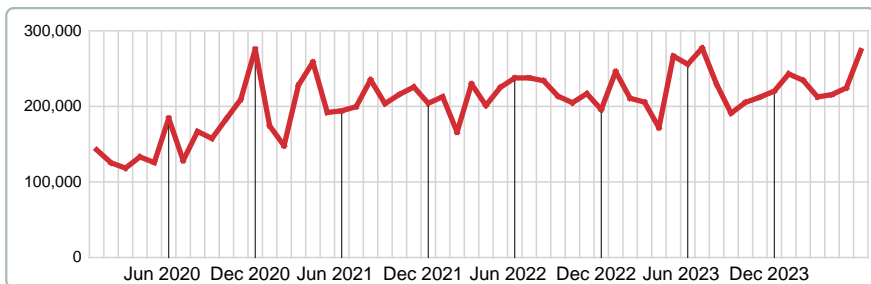
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 229,062

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

Average List Price at Closing this month at **273,795**
above the 5 yr JUN average of **229,062**

- APR 215,536
- MAY 224,431 4.13%
- JUN 273,795 21.99%

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	4.26%	24,600	0	24,600	0	0
\$75,001 - \$125,000	12.77%	106,967	110,480	116,467	0	0
\$125,001 - \$175,000	17.02%	144,900	157,833	151,175	0	0
\$175,001 - \$250,000	25.53%	216,183	195,000	221,189	245,000	0
\$250,001 - \$300,000	12.77%	282,525	0	286,192	289,500	0
\$300,001 - \$425,000	8.51%	320,325	0	332,400	429,900	0
\$425,001 and up	19.15%	605,278	0	515,950	517,933	1,400,000
Average List Price		273,795	135,655	247,992	401,100	1,400,000
Total Closed Units	100%	273,795	9	30	7	1
Total Closed Volume		12,868,349	1.22M	7.44M	2.81M	1.40M

June 2024



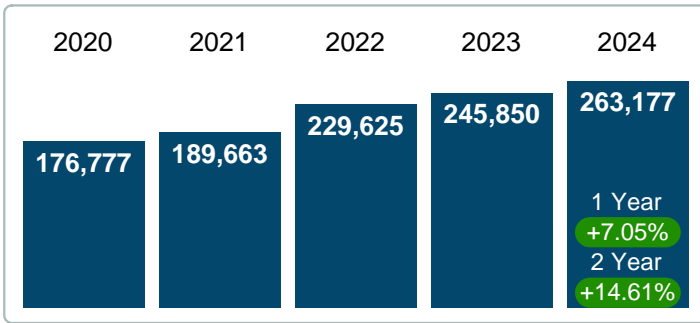
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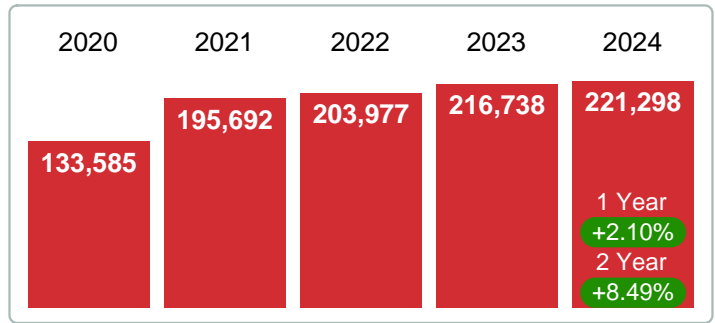
AVERAGE SOLD PRICE AT CLOSING

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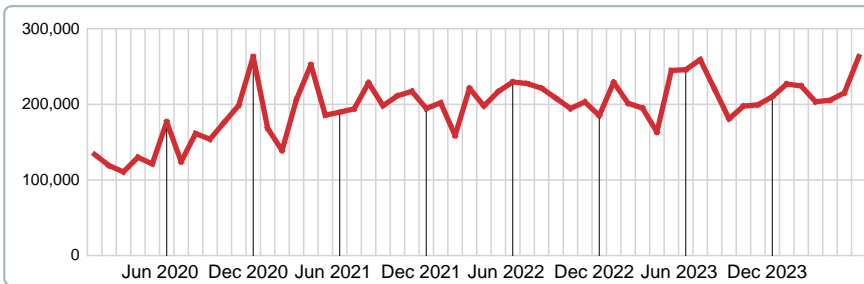
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

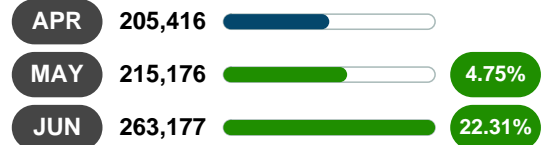


3 MONTHS

5 year JUN AVG = 221,018

High Jun 2024 263,177 Low Mar 2020 110,656

Average Sold Price at Closing this month at **263,177** above the 5 yr JUN average of **221,018**



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	4.26%	23,600	0	23,600	0	0
\$75,001 - \$125,000	17.02%	102,000	100,200	105,000	0	0
\$125,001 - \$175,000	14.89%	151,614	154,333	149,575	0	0
\$175,001 - \$250,000	23.40%	215,545	195,000	214,556	245,000	0
\$250,001 - \$300,000	17.02%	278,250	0	274,500	289,500	0
\$300,001 - \$425,000	6.38%	341,967	0	312,950	400,000	0
\$425,001 and up	17.02%	602,738	0	496,250	513,967	1,295,000
Average Sold Price		263,177	128,778	238,313	395,129	1,295,000
Total Closed Units	100%	263,177	9	30	7	1
Total Closed Volume		12,369,300	1.16M	7.15M	2.77M	1.30M

June 2024



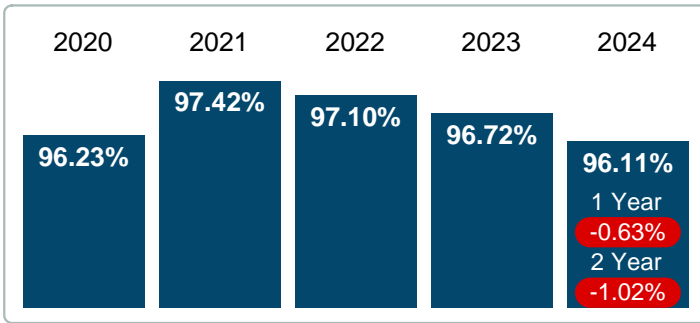
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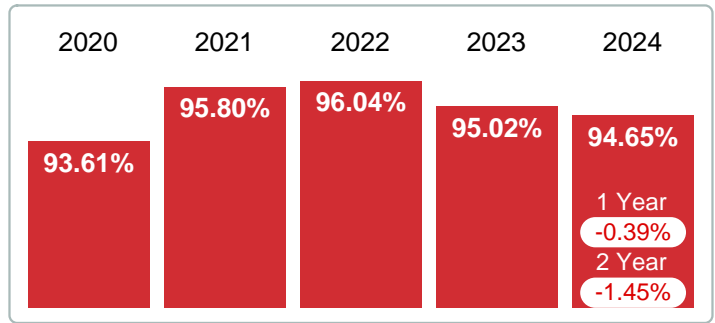
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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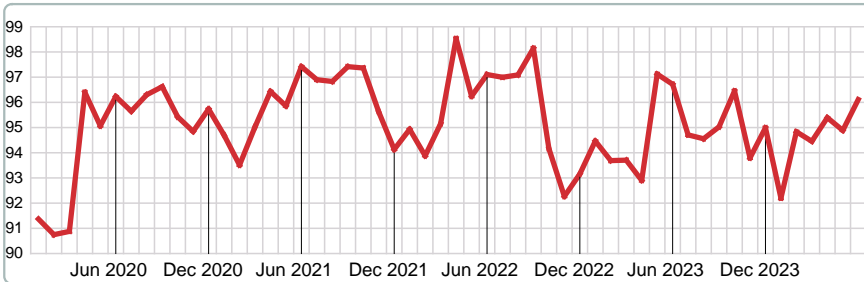
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 96.72%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.11%**
below the 5 yr JUN average of **96.72%**



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	2	4.26%	96.88%	0.00%	96.88%	0.00%	0.00%	
\$75,001 - \$125,000	8	17.02%	90.74%	90.89%	90.50%	0.00%	0.00%	
\$125,001 - \$175,000	7	14.89%	98.54%	97.90%	99.02%	0.00%	0.00%	
\$175,001 - \$250,000	11	23.40%	97.67%	100.00%	97.15%	100.00%	0.00%	
\$250,001 - \$300,000	8	17.02%	97.10%	0.00%	96.13%	100.00%	0.00%	
\$300,001 - \$425,000	3	6.38%	93.78%	0.00%	94.15%	93.04%	0.00%	
\$425,001 and up	8	17.02%	96.91%	0.00%	96.36%	99.12%	92.50%	
Average Sold/List Ratio		96.10%		94.24%	96.21%	98.63%	92.50%	
Total Closed Units		47	100%	96.10%	9	30	7	1
Total Closed Volume		12,369,300			1.16M	7.15M	2.77M	1.30M

June 2024



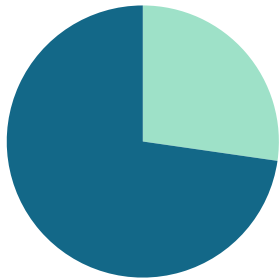
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

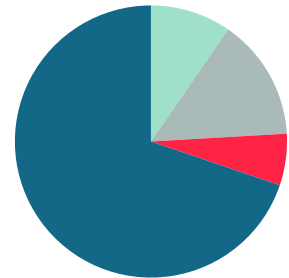


Inventory
 New Listings
120 = 27.27%
 Start Inventory
320
 Total Inventory Units
440
 Volume
\$136,996,065

Market Activity

Closed Sales
47 = 9.59%
 Pending Sales
71 = 14.49%
 Other Off Market
30 = 6.12%
 Active Inventory
342 = 69.80%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	88	47	-46.59%	381	326	-14.44%
Pending Sales	53	71	33.96%	390	372	-4.62%
New Listings	87	120	37.93%	543	660	21.55%
Average List Price	255,689	273,795	7.08%	229,584	232,032	1.07%
Average Sale Price	245,850	263,177	7.05%	216,738	221,298	2.10%
Average Percent of Selling Price to List Price	96.72%	96.11%	-0.63%	95.02%	94.65%	-0.39%
Average Days on Market to Sale	47.55	39.60	-16.72%	47.02	49.72	5.74%
Monthly Inventory	212	342	61.32%	212	342	61.32%
Months Supply of Inventory	3.28	6.33	93.19%	3.28	6.33	93.19%

Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on June 30, 2024 = **342**

2023 **2024**

JUNE MARKET

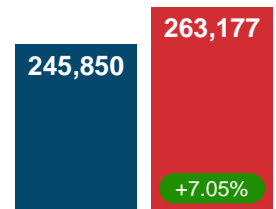
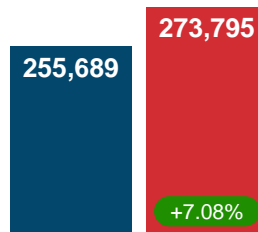
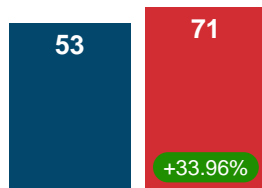
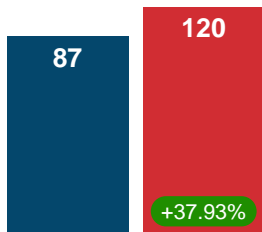
AVERAGE PRICES

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

