

June 2024



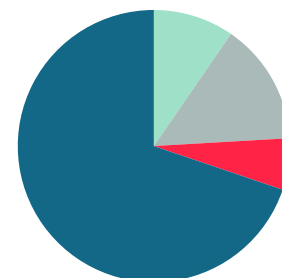
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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% |
| Median List Price | 222,450 | 240,000 | 7.89% |
| Median Sale Price | 220,000 | 240,000 | 9.09% |
| Median Percent of Selling Price to List Price | 98.52% | 97.09% | -1.46% |
| Median Days on Market to Sale | 18.50 | 15.00 | -18.92% |
| 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.

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 **9.09%** in June 2024 to \$240,000 versus the previous year at \$220,000.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 3.50 days or **18.92%** in June 2024 compared to last year's same month at **18.50** DOM.

Sales Success for June 2024 is Positive

Overall, with Median 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.

What's in this Issue

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| 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

June 2024



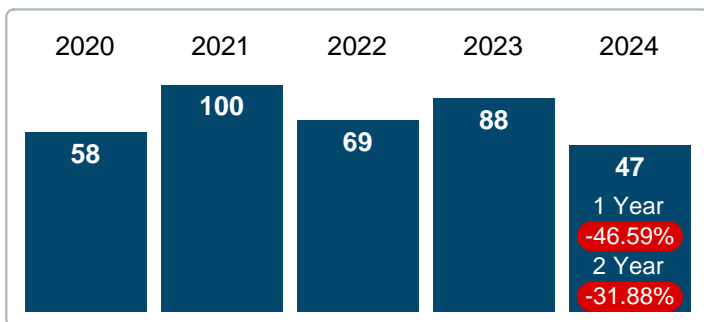
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



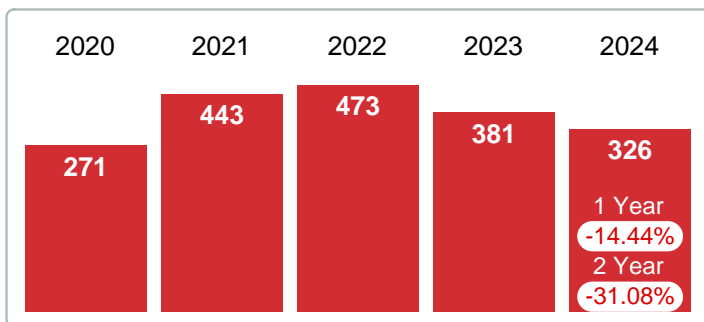
CLOSED LISTINGS

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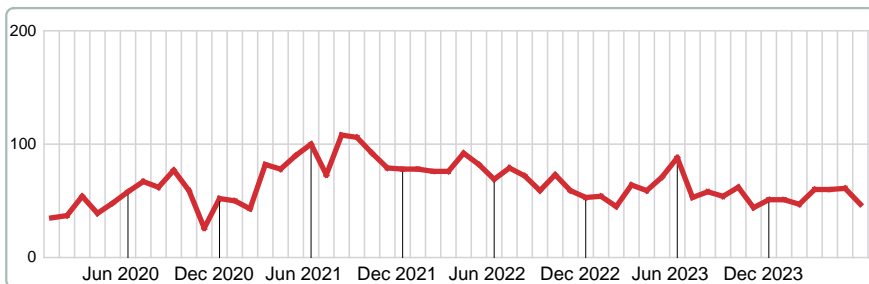
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 72

High Aug 2021 108 Low Nov 2020 26

Closed Listings this month at 47
below the 5 yr JUN average of 72

- APR 60
- MAY 61 (1.67%)
- JUN 47 (-22.95%)

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 | 2 | 4.26% | 36.5 | 0 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 8 | 17.02% | 10.5 | 5 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 7 | 14.89% | 9.0 | 3 | 4 | 0 | 0 |
| \$175,001 - \$250,000 | 11 | 23.40% | 59.0 | 1 | 9 | 1 | 0 |
| \$250,001 - \$300,000 | 8 | 17.02% | 28.0 | 0 | 6 | 2 | 0 |
| \$300,001 - \$425,000 | 3 | 6.38% | 40.0 | 0 | 2 | 1 | 0 |
| \$425,001 and up | 8 | 17.02% | 16.0 | 0 | 4 | 3 | 1 |
| Total Closed Units | 47 | | | 9 | 30 | 7 | 1 |
| Total Closed Volume | 12,369,300 | 100% | 15.0 | 1.16M | 7.15M | 2.77M | 1.30M |
| Median Closed Price | \$240,000 | | | \$121,500 | \$240,000 | \$400,000 | \$1,295,000 |

June 2024



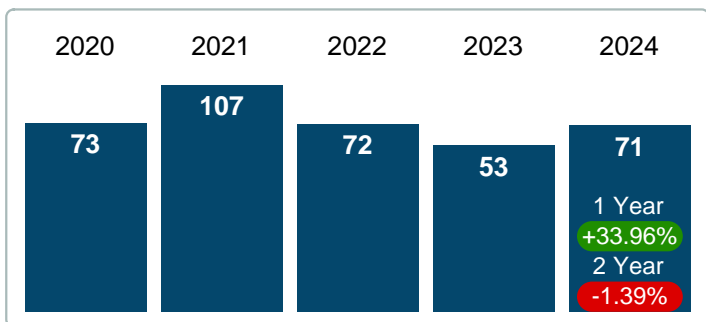
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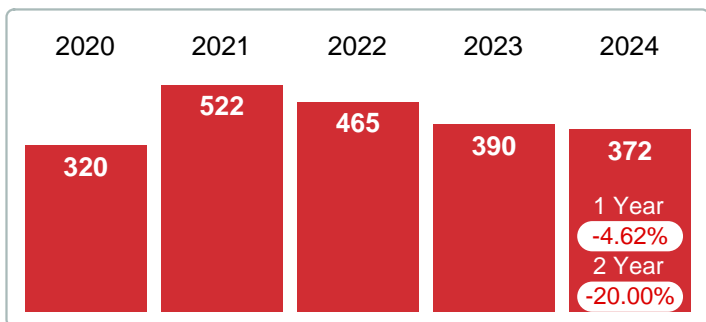
PENDING LISTINGS

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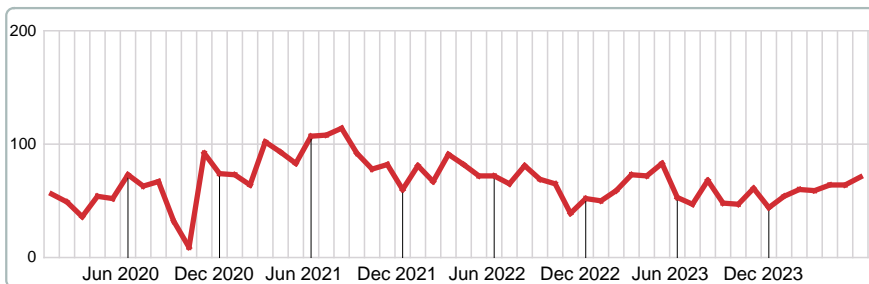
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

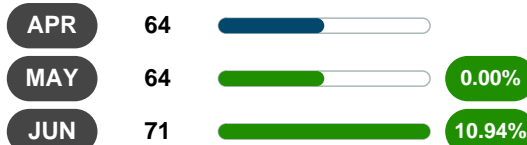


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 7 | 9.86% | 11.0 | 3 | 4 | 0 | 0 |
| \$50,001 - \$100,000 | 7 | 9.86% | 13.0 | 4 | 2 | 0 | 1 |
| \$100,001 - \$175,000 | 14 | 19.72% | 43.0 | 6 | 7 | 1 | 0 |
| \$175,001 - \$275,000 | 14 | 19.72% | 48.5 | 1 | 11 | 2 | 0 |
| \$275,001 - \$350,000 | 13 | 18.31% | 30.0 | 0 | 9 | 2 | 2 |
| \$350,001 - \$425,000 | 8 | 11.27% | 60.5 | 1 | 5 | 2 | 0 |
| \$425,001 and up | 8 | 11.27% | 51.5 | 0 | 5 | 2 | 1 |
| Total Pending Units | 71 | | | 15 | 43 | 9 | 4 |
| Total Pending Volume | 17,395,048 | 100% | 37.0 | 1.94M | 11.05M | 3.11M | 1.30M |
| Median Listing Price | \$230,000 | | | \$105,000 | \$249,000 | \$295,000 | \$292,000 |

June 2024



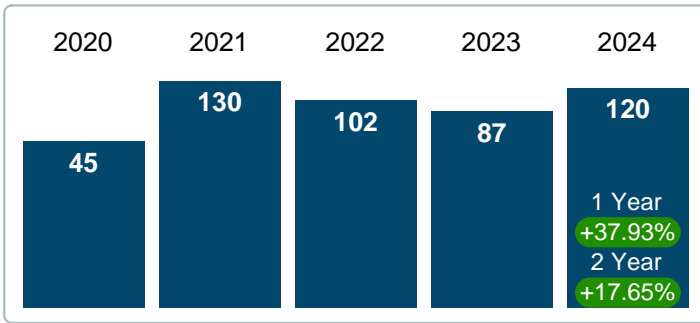
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



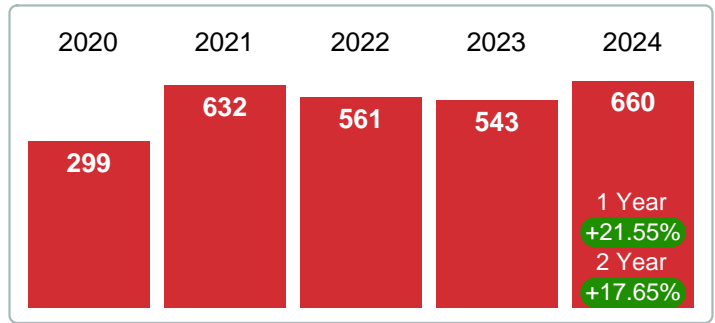
NEW LISTINGS

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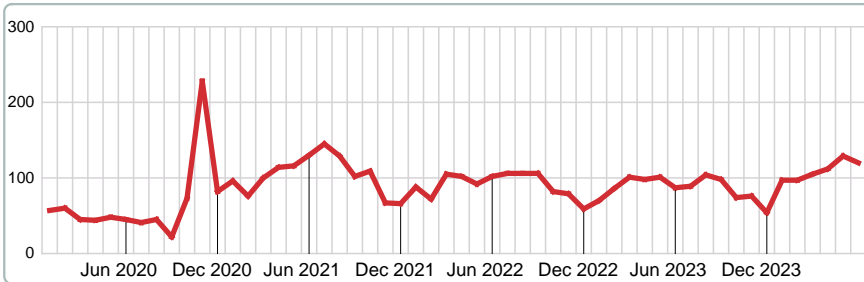
JUNE



YEAR TO DATE (YTD)

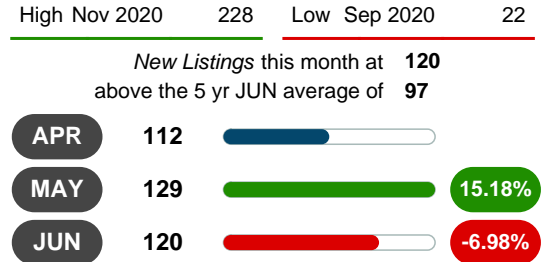


5 YEAR MARKET ACTIVITY TRENDS



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 |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 13 | 10.83% | 6 | 5 | 1 | 1 |
| \$75,001 - \$125,000 | 8 | 6.67% | 5 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 22 | 18.33% | 8 | 13 | 1 | 0 |
| \$175,001 - \$275,000 | 32 | 26.67% | 3 | 22 | 7 | 0 |
| \$275,001 - \$375,000 | 19 | 15.83% | 2 | 13 | 3 | 1 |
| \$375,001 - \$625,000 | 14 | 11.67% | 1 | 7 | 4 | 2 |
| \$625,001 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 |
| Median New Listed Listing Price | \$225,000 | | \$140,000 | \$225,000 | \$289,900 | \$580,000 |

June 2024



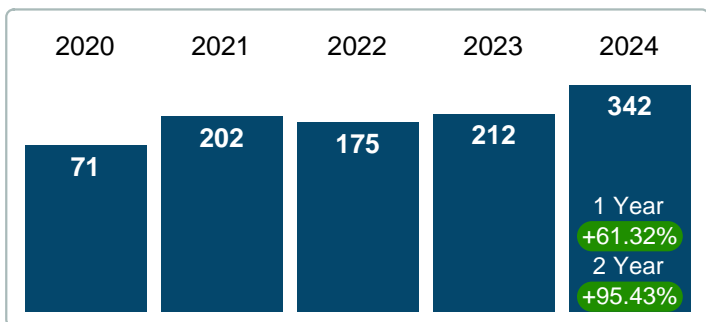
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



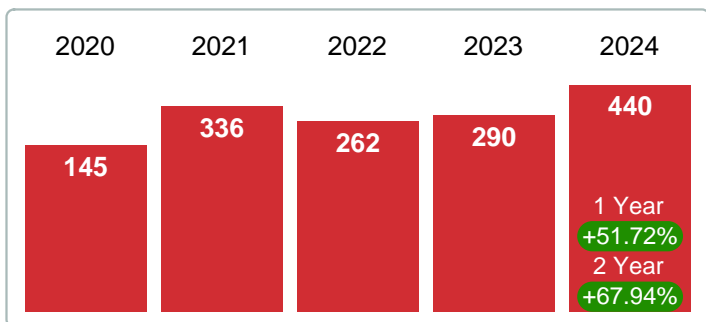
ACTIVE INVENTORY

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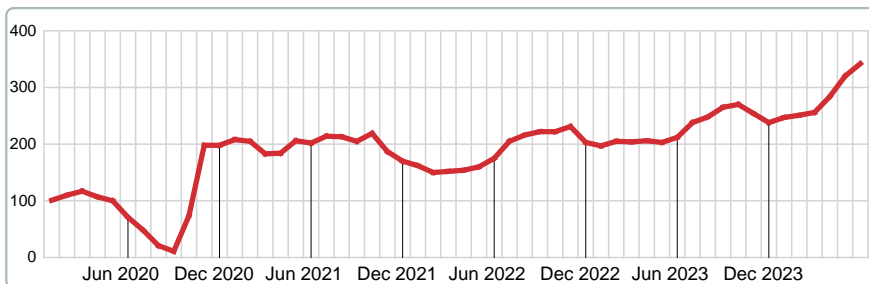
END OF JUNE



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|--------|-------------|-----------|-----------|-----------|-----------|
| \$75,000 and less | 27 | 7.89% | 75.0 | 21 | 4 | 2 | 0 |
| \$75,001 - \$125,000 | 37 | 10.82% | 81.0 | 23 | 13 | 1 | 0 |
| \$125,001 - \$175,000 | 56 | 16.37% | 62.5 | 19 | 27 | 10 | 0 |
| \$175,001 - \$275,000 | 86 | 25.15% | 49.0 | 7 | 63 | 16 | 0 |
| \$275,001 - \$375,000 | 48 | 14.04% | 51.5 | 6 | 26 | 13 | 3 |
| \$375,001 - \$600,000 | 53 | 15.50% | 59.0 | 7 | 22 | 15 | 9 |
| \$600,001 and up | 35 | 10.23% | 53.0 | 2 | 15 | 13 | 5 |
| Total Active Inventory by Units | | | 342 | 85 | 170 | 70 | 17 |
| Total Active Inventory by Volume | | | 111,527,017 | 14.63M | 53.72M | 31.45M | 11.73M |
| Median Active Inventory Listing Price | | | \$225,000 | \$125,000 | \$226,000 | \$329,463 | \$489,000 |

June 2024



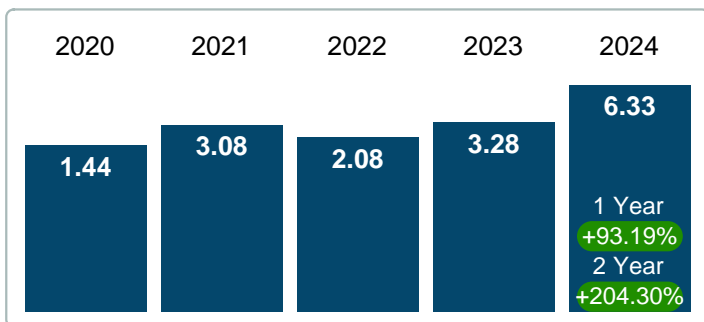
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



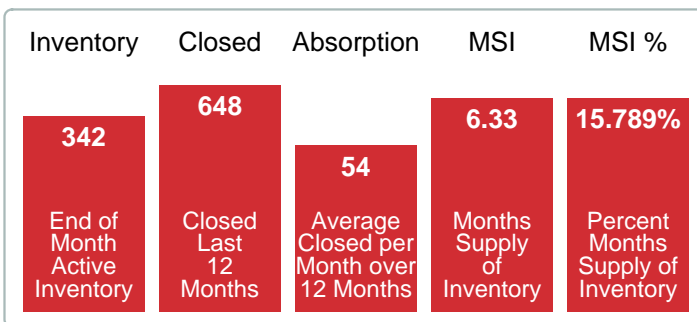
MONTHS SUPPLY of INVENTORY (MSI)

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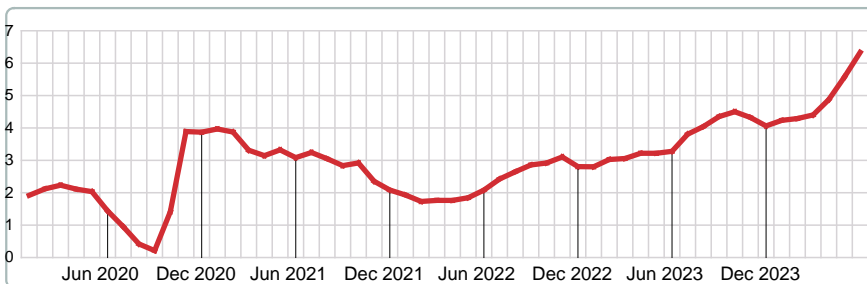
MSI FOR JUNE



INDICATORS FOR JUNE 2024

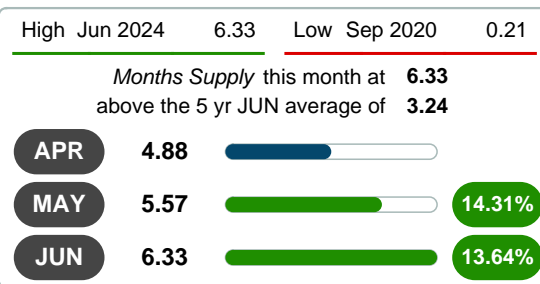


5 YEAR MARKET ACTIVITY TRENDS



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 | | 100% | 6.33 | 85 | 170 | 70 | 17 |

June 2024



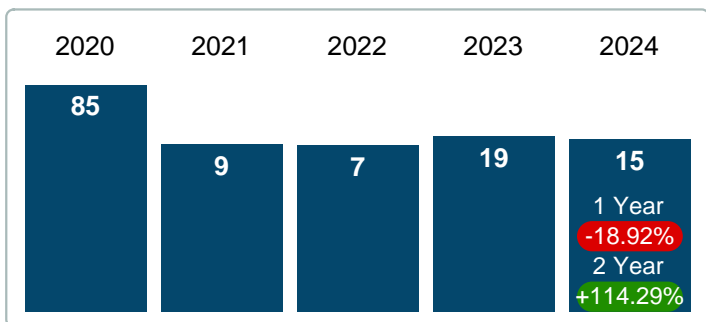
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



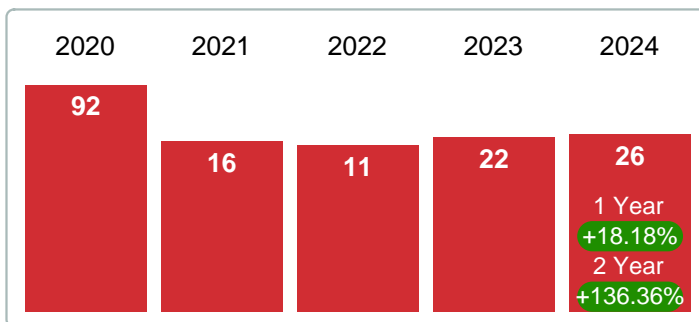
MEDIAN DAYS ON MARKET TO SALE

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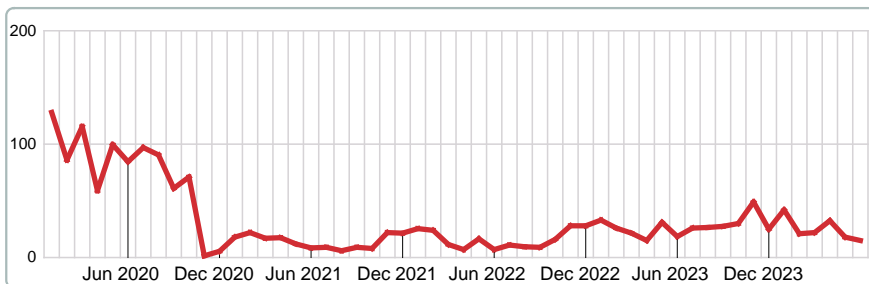
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

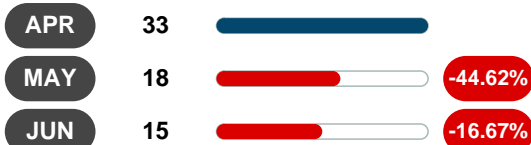


3 MONTHS

5 year JUN AVG = 27

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 15 below the 5 yr JUN average of 27



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 | 2 | 4.26% | 37 | 0 | 37 | 0 | 0 |
| \$75,001 - \$125,000 | 8 | 17.02% | 11 | 10 | 23 | 0 | 0 |
| \$125,001 - \$175,000 | 7 | 14.89% | 9 | 9 | 9 | 0 | 0 |
| \$175,001 - \$250,000 | 11 | 23.40% | 59 | 10 | 62 | 59 | 0 |
| \$250,001 - \$300,000 | 8 | 17.02% | 28 | 0 | 32 | 9 | 0 |
| \$300,001 - \$425,000 | 3 | 6.38% | 40 | 0 | 51 | 40 | 0 |
| \$425,001 and up | 8 | 17.02% | 16 | 0 | 54 | 3 | 4 |
| Median Closed DOM | 15 | | | 10 | 39 | 11 | 4 |
| Total Closed Units | 47 | 100% | 15.0 | 9 | 30 | 7 | 1 |
| Total Closed Volume | 12,369,300 | | | 1.16M | 7.15M | 2.77M | 1.30M |

June 2024



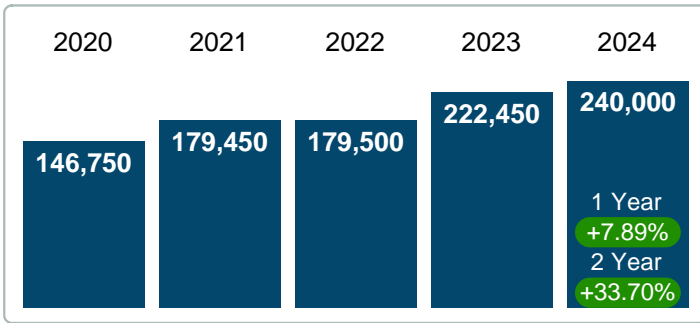
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



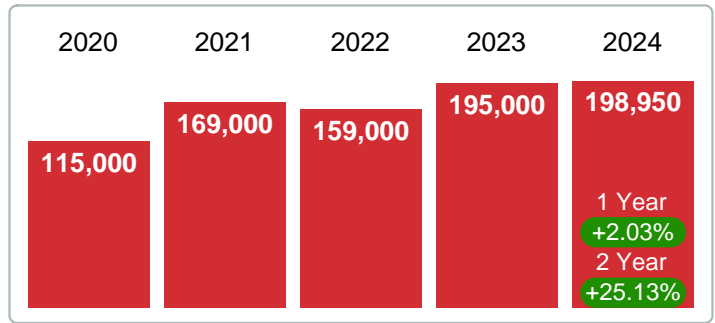
MEDIAN LIST PRICE AT CLOSING

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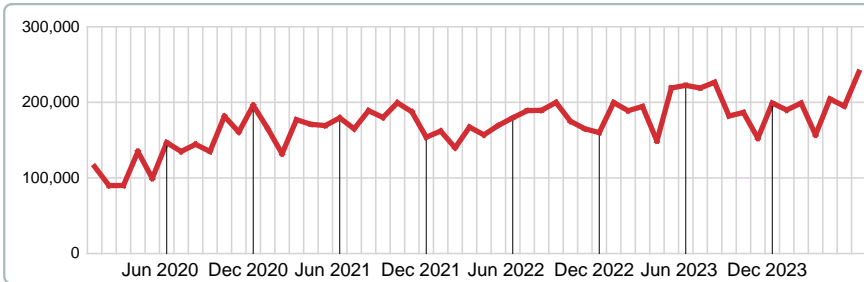
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

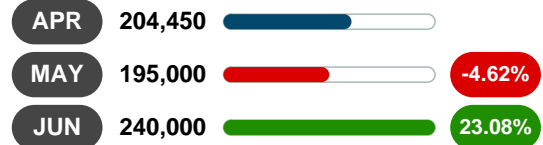


3 MONTHS

5 year JUN AVG = 193,630

High Jun 2024 240,000 Low Feb 2020 89,900

Median List Price at Closing this month at **240,000**
above the 5 yr JUN average of **193,630**



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 | 4.26% | 24,600 | 0 | 24,600 | 0 | 0 |
| \$75,001 - \$125,000 | 12.77% | 112,250 | 112,250 | 109,700 | 0 | 0 |
| \$125,001 - \$175,000 | 17.02% | 139,900 | 132,499 | 140,000 | 0 | 0 |
| \$175,001 - \$250,000 | 25.53% | 212,450 | 187,000 | 225,000 | 245,000 | 0 |
| \$250,001 - \$300,000 | 12.77% | 281,375 | 0 | 275,875 | 289,500 | 0 |
| \$300,001 - \$425,000 | 8.51% | 316,950 | 0 | 316,950 | 0 | 0 |
| \$425,001 and up | 19.15% | 449,000 | 0 | 474,450 | 439,450 | 1,400,000 |
| Median List Price | | 240,000 | 130,000 | 244,500 | 429,900 | 1,400,000 |
| Total Closed Units | 100% | 240,000 | 9 | 30 | 7 | 1 |
| Total Closed Volume | | 12,868,349 | 1.22M | 7.44M | 2.81M | 1.40M |

June 2024



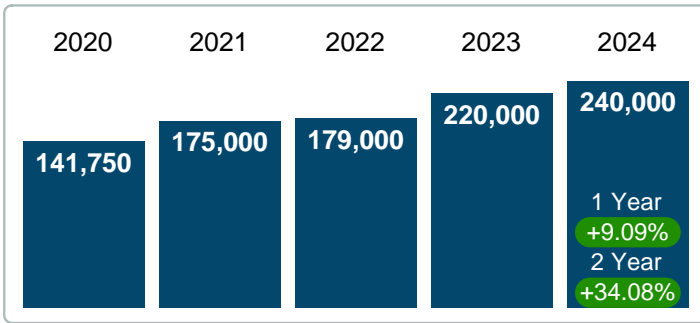
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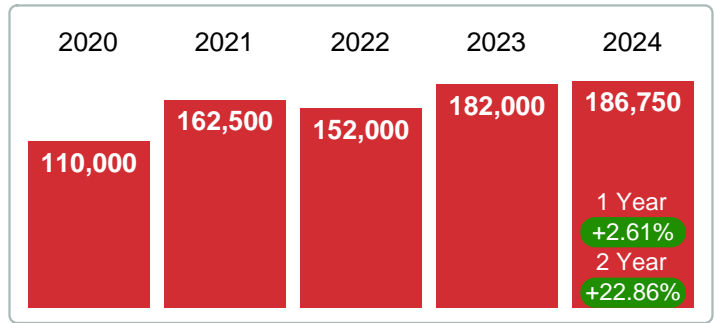
MEDIAN SOLD PRICE AT CLOSING

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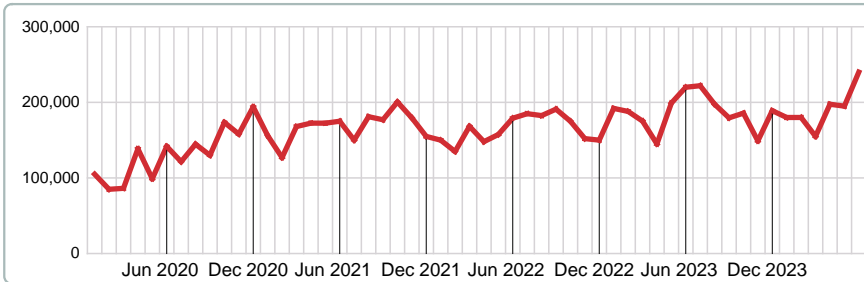
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

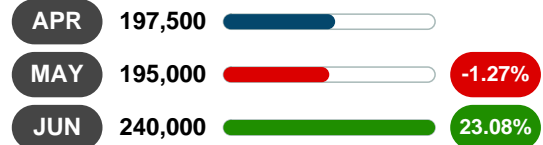


3 MONTHS

5 year JUN AVG = 191,150

High Jun 2024 240,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at **240,000** above the 5 yr JUN average of **191,150**



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 | 2 | 4.26% | 23,600 | 0 | 23,600 | 0 | 0 |
| \$75,001 - \$125,000 | 8 | 17.02% | 102,500 | 100,000 | 105,000 | 0 | 0 |
| \$125,001 - \$175,000 | 7 | 14.89% | 146,300 | 163,000 | 145,650 | 0 | 0 |
| \$175,001 - \$250,000 | 11 | 23.40% | 205,000 | 195,000 | 205,000 | 245,000 | 0 |
| \$250,001 - \$300,000 | 8 | 17.02% | 273,500 | 0 | 266,000 | 289,500 | 0 |
| \$300,001 - \$425,000 | 3 | 6.38% | 320,000 | 0 | 312,950 | 400,000 | 0 |
| \$425,001 and up | 8 | 17.02% | 447,500 | 0 | 447,500 | 436,000 | 1,295,000 |
| Median Sold Price | | | 240,000 | 121,500 | 240,000 | 400,000 | 1,295,000 |
| Total Closed Units | | 100% | 240,000 | 9 | 30 | 7 | 1 |
| Total Closed Volume | | | 12,369,300 | 1.16M | 7.15M | 2.77M | 1.30M |

June 2024



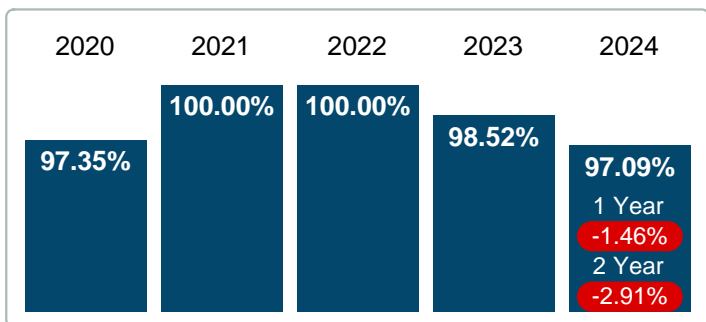
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



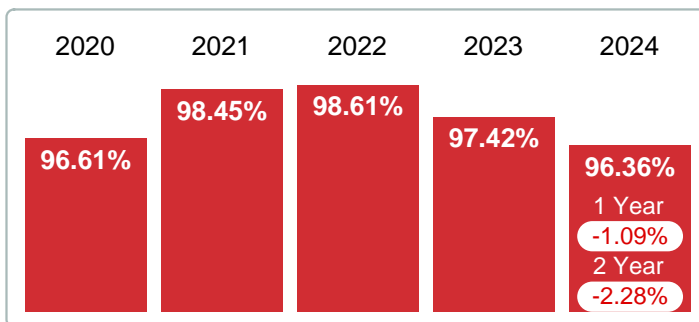
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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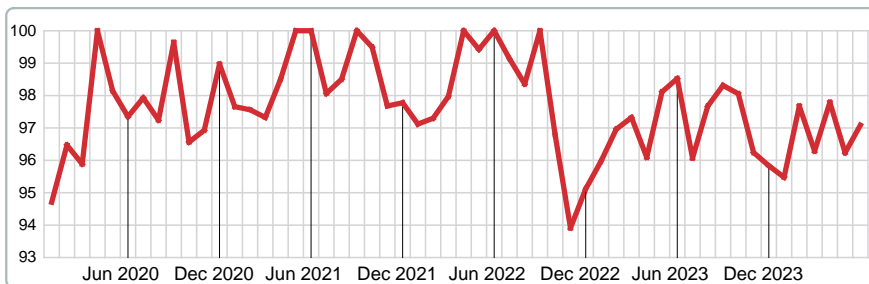
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

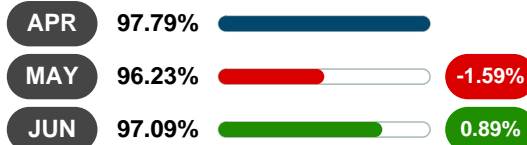


3 MONTHS

5 year JUN AVG = 98.59%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **97.09%**
below the 5 yr JUN average of **98.59%**



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 | 2 | 4.26% | 96.88% | 0.00% | 96.88% | 0.00% | 0.00% | |
| \$75,001 - \$125,000 | 8 | 17.02% | 92.39% | 93.46% | 88.46% | 0.00% | 0.00% | |
| \$125,001 - \$175,000 | 7 | 14.89% | 98.11% | 98.11% | 97.51% | 0.00% | 0.00% | |
| \$175,001 - \$250,000 | 11 | 23.40% | 98.11% | 100.00% | 98.05% | 100.00% | 0.00% | |
| \$250,001 - \$300,000 | 8 | 17.02% | 98.17% | 0.00% | 96.51% | 100.00% | 0.00% | |
| \$300,001 - \$425,000 | 3 | 6.38% | 94.15% | 0.00% | 94.15% | 93.04% | 0.00% | |
| \$425,001 and up | 8 | 17.02% | 98.11% | 0.00% | 97.70% | 100.00% | 92.50% | |
| Median Sold/List Ratio | | 97.09% | | 95.74% | 96.65% | 100.00% | 92.50% | |
| Total Closed Units | | 47 | 100% | 97.09% | 9 | 30 | 7 | 1 |
| Total Closed Volume | | 12,369,300 | | | 1.16M | 7.15M | 2.77M | 1.30M |

June 2024



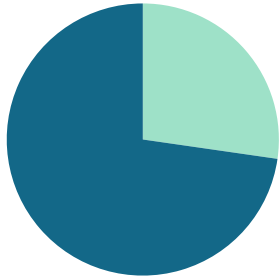
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

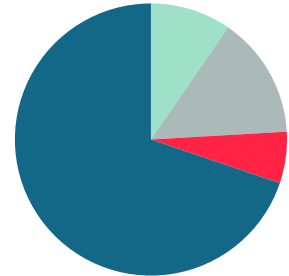


Inventory
 New Listings
120 = 27.27%
 Start Inventory
320
 Total Inventory Units
440
 Volume
\$136,996,065

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% |
| Median List Price | 222,450 | 240,000 | 7.89% | 195,000 | 198,950 | 2.03% |
| Median Sale Price | 220,000 | 240,000 | 9.09% | 182,000 | 186,750 | 2.61% |
| Median Percent of Selling Price to List Price | 98.52% | 97.09% | -1.46% | 97.42% | 96.36% | -1.09% |
| Median Days on Market to Sale | 18.50 | 15.00 | -18.92% | 22.00 | 26.00 | 18.18% |
| 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

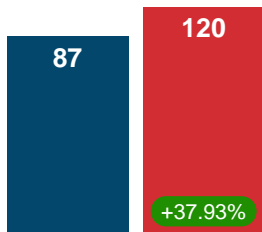
Inventory on June 30, 2024 = **342**

2023 **2024**

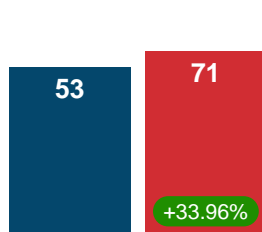
JUNE MARKET

MEDIAN PRICES

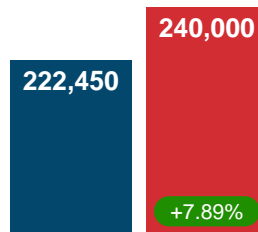
New Listings



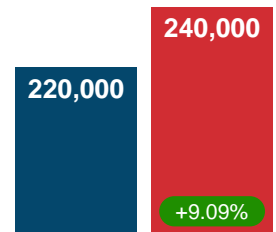
Pending Listings



List Price



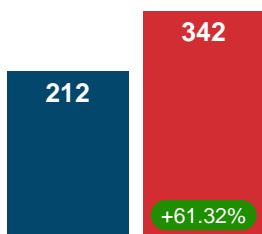
Sale Price



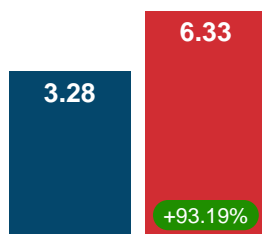
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

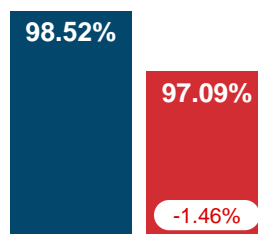
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

