

July 2024



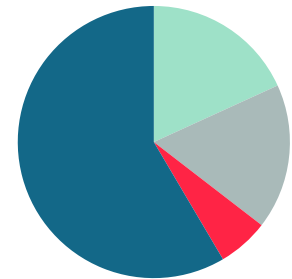
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	July 2024	+/-%
Closed Listings	43	60	39.53%
Pending Listings	59	57	-3.39%
New Listings	97	84	-13.40%
Average List Price	227,344	244,473	7.53%
Average Sale Price	212,004	238,336	12.42%
Average Percent of Selling Price to List Price	95.16%	97.39%	2.35%
Average Days on Market to Sale	39.79	46.27	16.28%
End of Month Inventory	194	193	-0.52%
Months Supply of Inventory	3.64	3.93	7.75%



■ Closed (18.18%)
■ Pending (17.27%)
■ Other OffMarket (6.06%)
■ Active (58.48%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of July 31, 2024 = **193**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2024 decreased **0.52%** to 193 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **3.93** 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 **12.42%** in July 2024 to \$238,336 versus the previous year at \$212,004.

Average Days on Market Lengthens

The average number of **46.27** days that homes spent on the market before selling increased by 6.48 days or **16.28%** in July 2024 compared to last year's same month at **39.79** DOM.

Sales Success for July 2024 is Positive

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

There were 84 New Listings in July 2024, down **13.40%** from last year at 97. Furthermore, there were 60 Closed Listings this month versus last year at 43, a **39.53%** increase.

Closed versus Listed trends yielded a **71.4%** ratio, up from previous year's, July 2023, at **44.3%**, a **61.13%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
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

July 2024



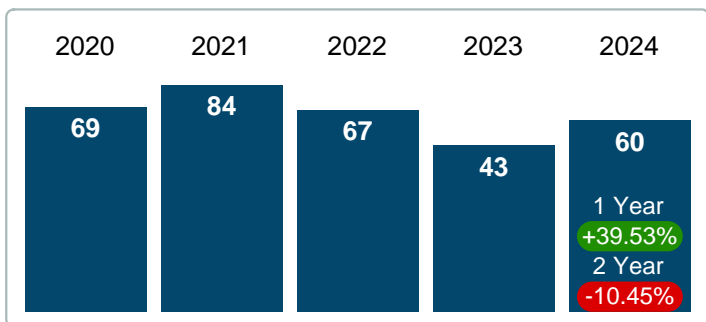
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



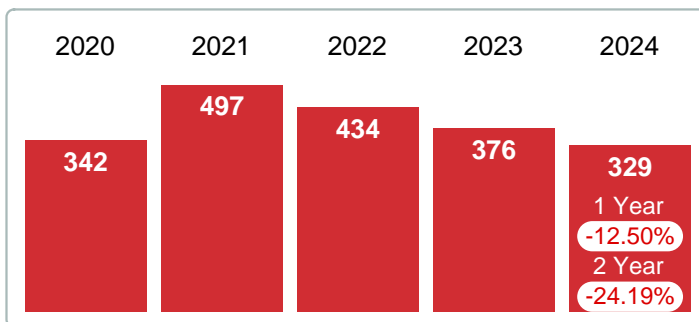
CLOSED LISTINGS

Report produced on Aug 12, 2024 for MLS Technology Inc.

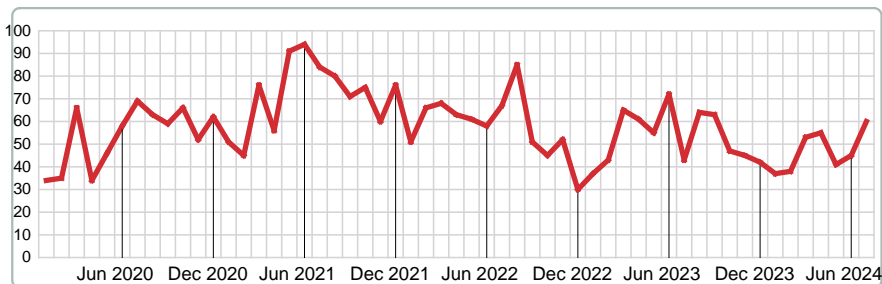
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 65

High Jun 2021 94 Low Dec 2022 30

Closed Listings this month at 60 below the 5 yr JUL average of 65

Month	Closed Listings	% Change
MAY	41	
JUN	45	9.76%
JUL	60	33.33%

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	4	6.67%	43.5	2	2	0	0
\$75,001 - \$125,000	9	15.00%	22.3	3	5	1	0
\$125,001 - \$150,000	7	11.67%	19.7	4	3	0	0
\$150,001 - \$250,000	20	33.33%	45.5	3	16	1	0
\$250,001 - \$275,000	3	5.00%	168.7	0	3	0	0
\$275,001 - \$375,000	9	15.00%	55.7	0	6	3	0
\$375,001 and up	8	13.33%	43.4	3	2	2	1
Total Closed Units	60			15	37	7	1
Total Closed Volume	14,300,169	100%	46.3	2.70M	8.15M	2.35M	1.10M
Average Closed Price	\$238,336			\$180,081	\$220,258	\$335,629	\$1,100,000

July 2024



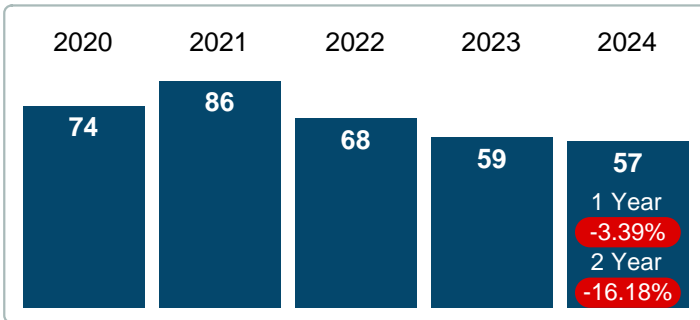
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



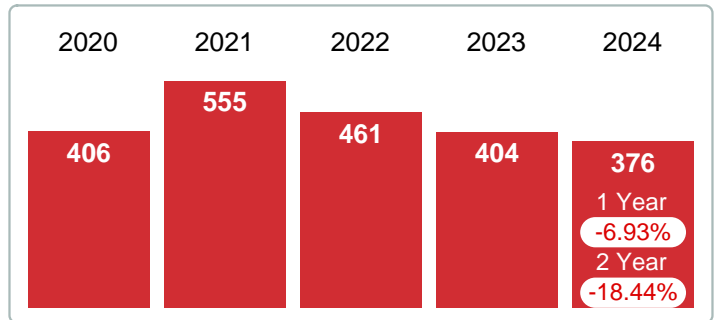
PENDING LISTINGS

Report produced on Aug 12, 2024 for MLS Technology Inc.

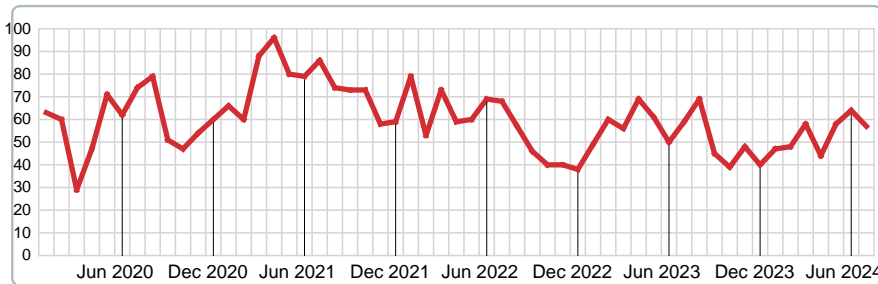
JULY



YEAR TO DATE (YTD)

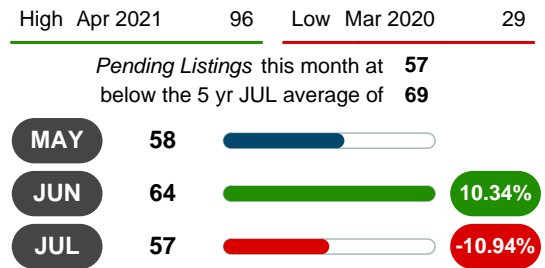


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69



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	10.53%	54.2	3	2	1	0
\$75,001 - \$100,000	5	8.77%	31.2	2	3	0	0
\$100,001 - \$150,000	10	17.54%	61.9	6	4	0	0
\$150,001 - \$225,000	15	26.32%	29.3	1	12	1	1
\$225,001 - \$275,000	7	12.28%	67.6	0	5	2	0
\$275,001 - \$325,000	9	15.79%	61.9	0	7	2	0
\$325,001 and up	5	8.77%	42.2	0	4	1	0
Total Pending Units	57			12	37	7	1
Total Pending Volume	11,740,200	100%	70.9	1.30M	8.49M	1.75M	195.00K
Average Listing Price	\$202,700			\$108,725	\$229,565	\$249,514	\$195,000

July 2024



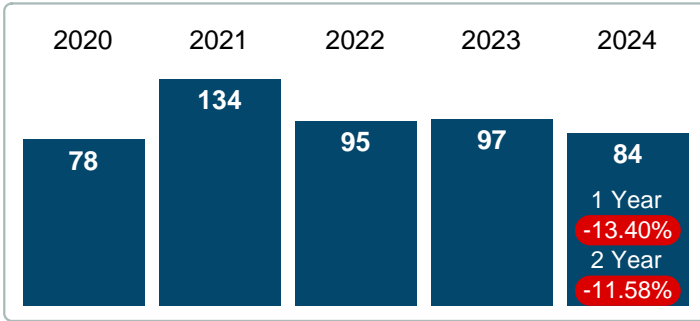
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



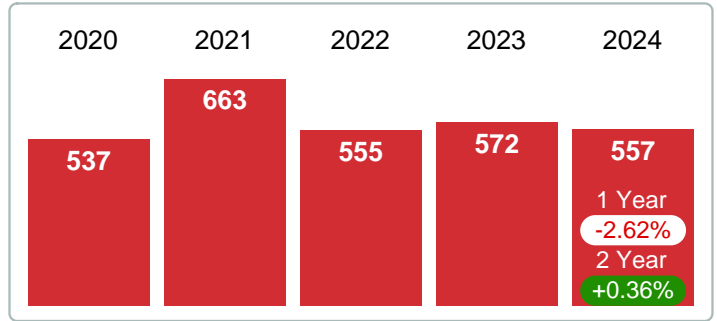
NEW LISTINGS

Report produced on Aug 12, 2024 for MLS Technology Inc.

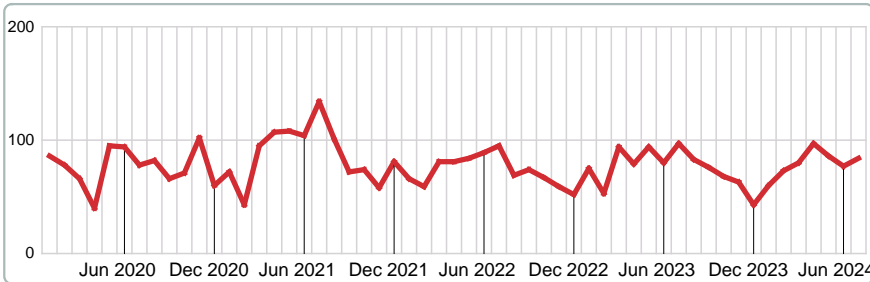
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 98

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 84 below the 5 yr JUL average of 98



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	10	11.90%	7	1	2	0
\$90,001 - \$120,000	6	7.14%	0	6	0	0
\$120,001 - \$170,000	16	19.05%	4	10	2	0
\$170,001 - \$240,000	18	21.43%	5	10	2	1
\$240,001 - \$320,000	15	17.86%	0	9	6	0
\$320,001 - \$460,000	10	11.90%	0	8	2	0
\$460,001 and up	9	10.71%	0	6	1	2
Total New Listed Units	84		16	50	15	3
Total New Listed Volume	21,415,999	100%	2.07M	13.31M	3.95M	2.08M
Average New Listed Listing Price	\$127,500		\$129,369	\$266,296	\$263,487	\$693,000

July 2024



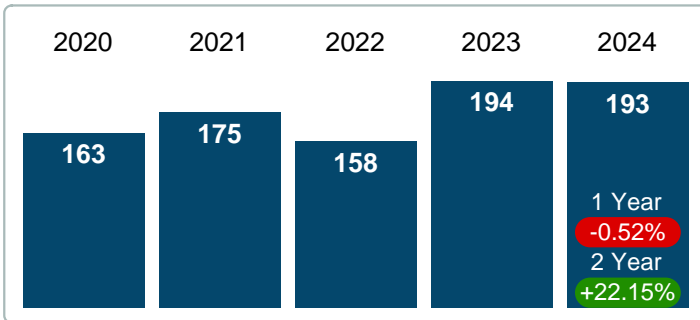
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



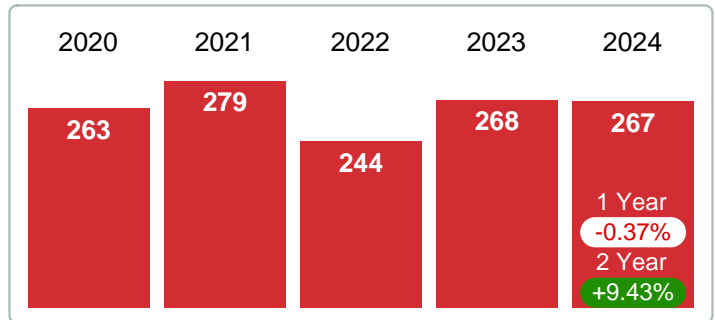
ACTIVE INVENTORY

Report produced on Aug 12, 2024 for MLS Technology Inc.

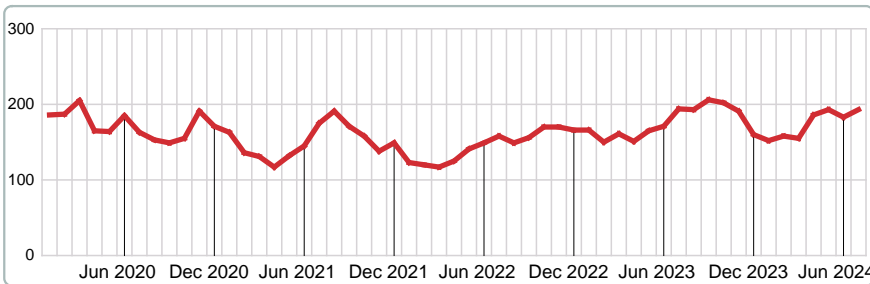
END OF JULY



ACTIVE DURING JULY

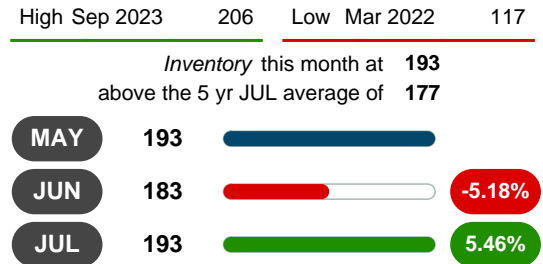


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 177



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	9	4.66%	111.6	6	3	0	0
\$50,001 - \$125,000	37	19.17%	91.2	24	12	1	0
\$125,001 - \$175,000	27	13.99%	52.3	6	17	4	0
\$175,001 - \$275,000	44	22.80%	48.2	9	29	6	0
\$275,001 - \$425,000	31	16.06%	66.1	3	16	9	3
\$425,001 - \$700,000	25	12.95%	78.6	0	12	10	3
\$700,001 and up	20	10.36%	95.0	2	8	4	6
Total Active Inventory by Units	193			50	97	34	12
Total Active Inventory by Volume	66,289,448	100%	71.6	8.50M	32.24M	15.48M	10.07M
Average Active Inventory Listing Price	\$343,469			\$169,976	\$332,419	\$455,253	\$838,950

July 2024



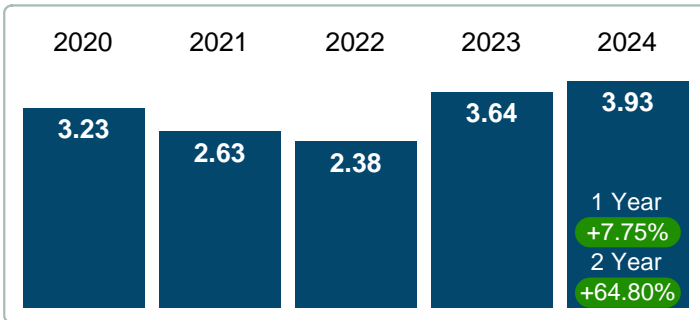
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



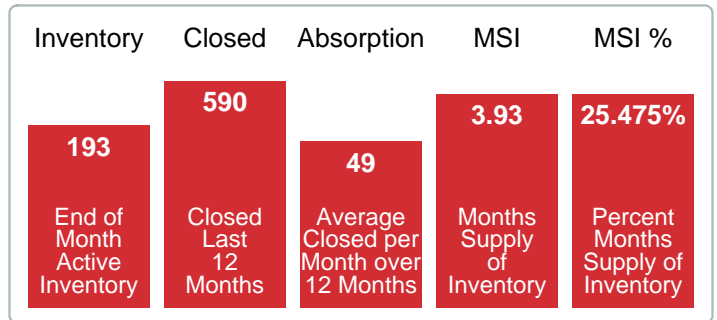
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2024 for MLS Technology Inc.

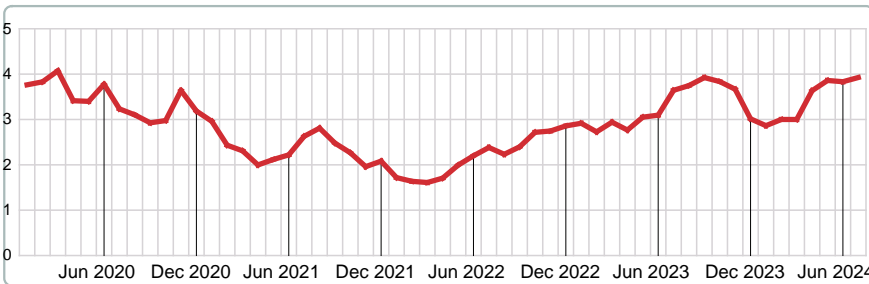
MSI FOR JULY



INDICATORS FOR JULY 2024

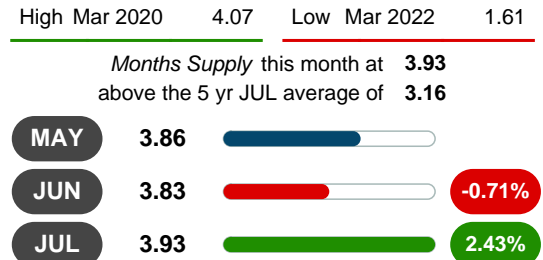


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.16



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	9	4.66%	2.84	3.60	2.12	0.00	0.00
\$50,001 - \$125,000	37	19.17%	3.22	5.65	2.00	0.86	0.00
\$125,001 - \$175,000	27	13.99%	2.66	2.77	2.40	4.36	0.00
\$175,001 - \$275,000	44	22.80%	3.67	8.31	3.31	3.43	0.00
\$275,001 - \$425,000	31	16.06%	3.54	5.14	3.37	2.77	18.00
\$425,001 - \$700,000	25	12.95%	9.38	0.00	13.09	7.06	18.00
\$700,001 and up	20	10.36%	21.82	24.00	24.00	0.00	12.00
Market Supply of Inventory (MSI)			3.93	5.00	3.32	3.96	9.00
Total Active Inventory by Units		100%	3.93	50	97	34	12

July 2024



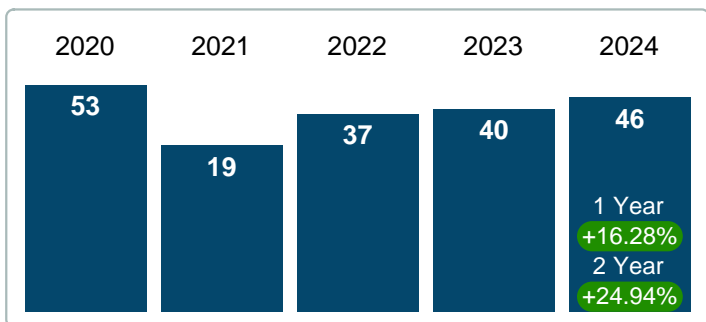
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



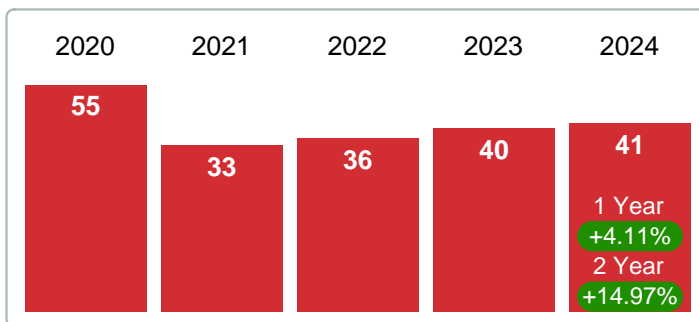
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 12, 2024 for MLS Technology Inc.

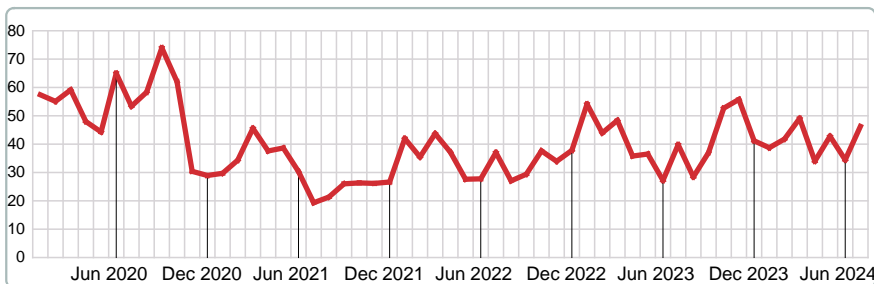
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 46 above the 5 yr JUL average of 39



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	6.67%	44	65	22	0	0
\$75,001 - \$125,000	15.00%	22	2	39	1	0
\$125,001 - \$150,000	11.67%	20	15	26	0	0
\$150,001 - \$250,000	33.33%	45	6	55	12	0
\$250,001 - \$275,000	5.00%	169	0	169	0	0
\$275,001 - \$375,000	15.00%	56	0	73	21	0
\$375,001 and up	13.33%	43	31	8	35	168
Average Closed DOM		46	21	58	21	168
Total Closed Units	100%	46	15	37	7	1
Total Closed Volume		14,300,169	2.70M	8.15M	2.35M	1.10M

July 2024



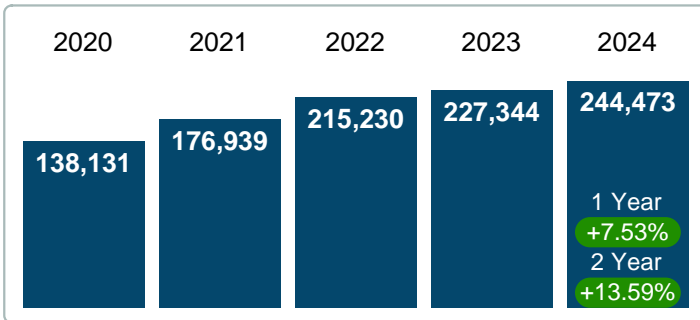
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



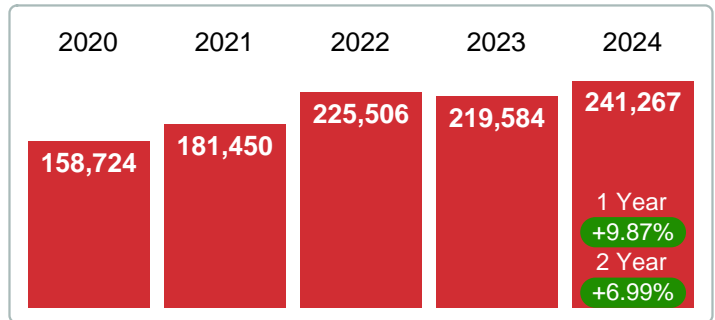
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 12, 2024 for MLS Technology Inc.

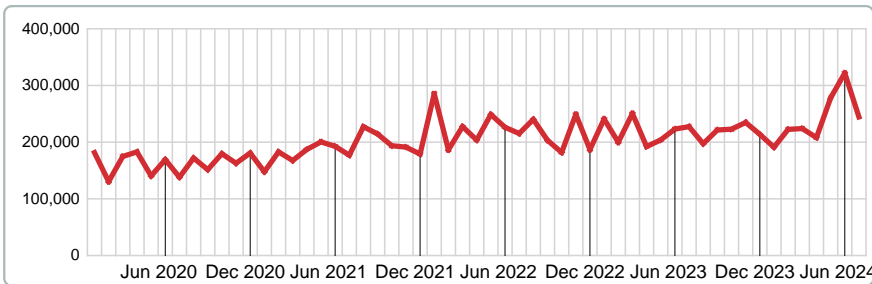
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

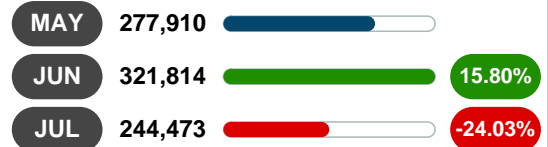


3 MONTHS

5 year JUL AVG = 200,423

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

Average List Price at Closing this month at **244,473** above the 5 yr JUL average of **200,423**



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	6.67%	53,225	44,950	66,454	0	0
\$75,001 - \$125,000	15.00%	101,201	104,967	106,780	73,000	0
\$125,001 - \$150,000	8.33%	144,940	143,450	149,667	0	0
\$150,001 - \$250,000	33.33%	201,540	192,633	213,300	250,000	0
\$250,001 - \$275,000	6.67%	266,575	0	272,433	0	0
\$275,001 - \$375,000	16.67%	321,360	0	314,817	348,267	0
\$375,001 and up	13.33%	563,663	402,467	556,500	494,450	1,200,000
Average List Price		244,473	184,260	225,616	336,671	1,200,000
Total Closed Units	100%	244,473	15	37	7	1
Total Closed Volume		14,668,407	2.76M	8.35M	2.36M	1.20M

July 2024



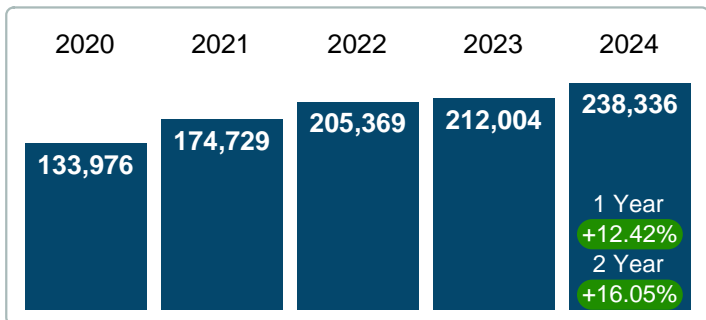
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



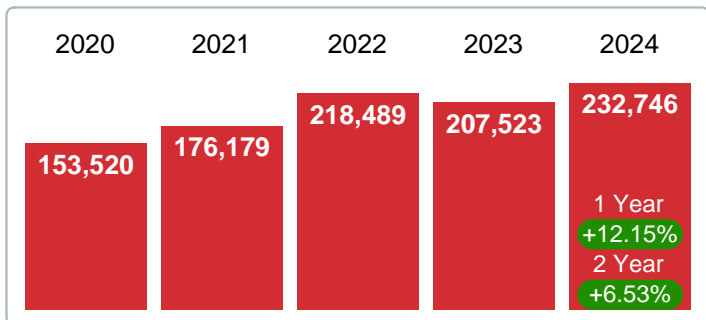
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 12, 2024 for MLS Technology Inc.

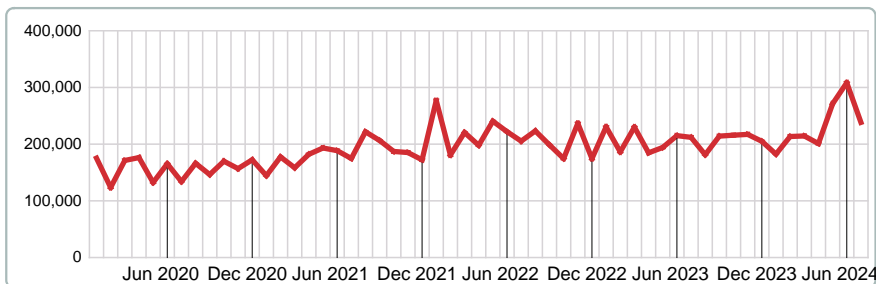
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

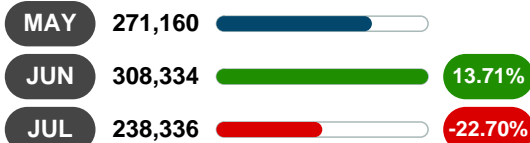


3 MONTHS

5 year JUL AVG = 192,883

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

Average Sold Price at Closing this month at **238,336** above the 5 yr JUL average of **192,883**



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	6.67%	46,813	37,500	56,125	0	0
\$75,001 - \$125,000	15.00%	99,833	103,833	98,800	93,000	0
\$125,001 - \$150,000	11.67%	139,771	139,600	140,000	0	0
\$150,001 - \$250,000	33.33%	209,590	191,667	210,425	250,000	0
\$250,001 - \$275,000	5.00%	263,500	0	263,500	0	0
\$275,001 - \$375,000	15.00%	322,500	0	312,333	342,833	0
\$375,001 and up	13.33%	543,902	393,773	546,000	488,950	1,100,000
Average Sold Price		238,336	180,081	220,258	335,629	1,100,000
Total Closed Units	100%	238,336	15	37	7	1
Total Closed Volume		14,300,169	2.70M	8.15M	2.35M	1.10M

July 2024



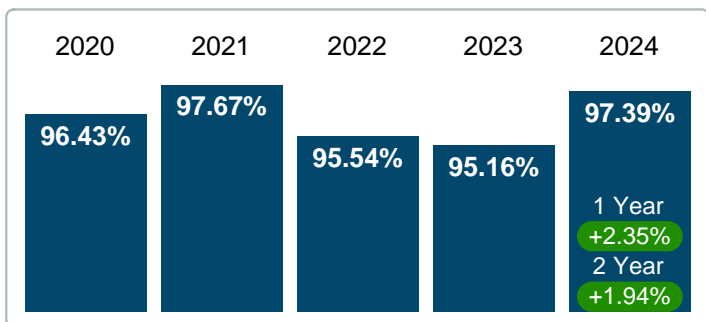
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



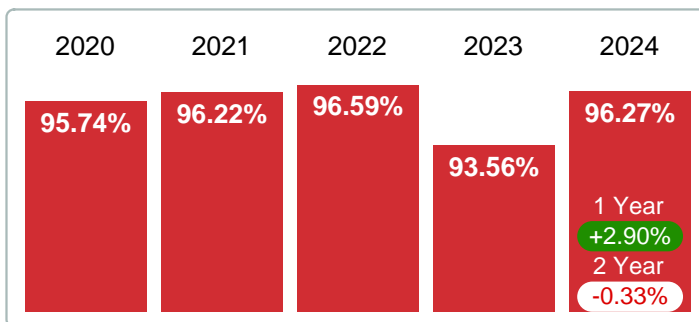
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2024 for MLS Technology Inc.

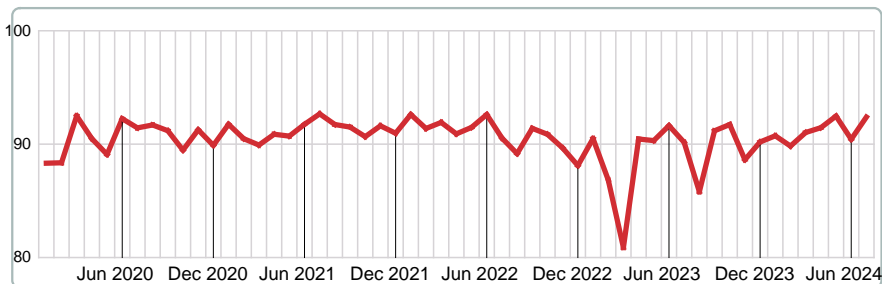
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

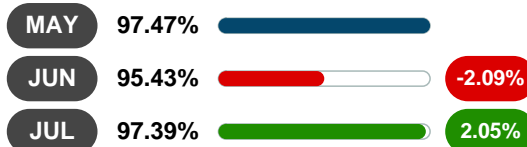


3 MONTHS

5 year JUL AVG = 96.44%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **97.39%** above the 5 yr JUL average of **96.44%**



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	4	6.67%	84.43%	81.32%	87.54%	0.00%	0.00%
\$75,001 - \$125,000	9	15.00%	98.91%	98.54%	93.43%	127.40%	0.00%
\$125,001 - \$150,000	7	11.67%	96.11%	97.99%	93.59%	0.00%	0.00%
\$150,001 - \$250,000	20	33.33%	99.13%	99.38%	99.03%	100.00%	0.00%
\$250,001 - \$275,000	3	5.00%	96.76%	0.00%	96.76%	0.00%	0.00%
\$275,001 - \$375,000	9	15.00%	99.05%	0.00%	99.30%	98.54%	0.00%
\$375,001 and up	8	13.33%	97.29%	97.78%	97.57%	99.08%	91.67%
Average Sold/List Ratio		97.40%		96.11%	96.99%	103.03%	91.67%
Total Closed Units		60	100%	15	37	7	1
Total Closed Volume		14,300,169		2.70M	8.15M	2.35M	1.10M

July 2024



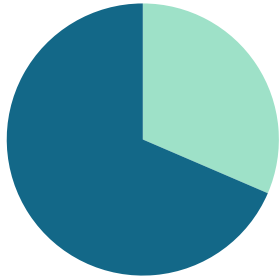
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

Report produced on Aug 12, 2024 for MLS Technology Inc.

INVENTORY

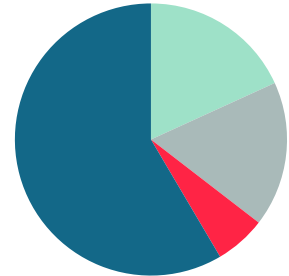


Inventory
 New Listings
84 = 31.46%
 Start Inventory
183
 Total Inventory Units
267
 Volume
\$82,476,348

Market Activity

Closed Sales
60 = 18.18%
 Pending Sales
57 = 17.27%
 Other Off Market
20 = 6.06%
 Active Inventory
193 = 58.48%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	43	60	39.53%	376	329	-12.50%
Pending Sales	59	57	-3.39%	404	376	-6.93%
New Listings	97	84	-13.40%	572	557	-2.62%
Average List Price	227,344	244,473	7.53%	219,584	241,267	9.87%
Average Sale Price	212,004	238,336	12.42%	207,523	232,746	12.15%
Average Percent of Selling Price to List Price	95.16%	97.39%	2.35%	93.56%	96.27%	2.90%
Average Days on Market to Sale	39.79	46.27	16.28%	39.63	41.26	4.11%
Monthly Inventory	194	193	-0.52%	194	193	-0.52%
Months Supply of Inventory	3.64	3.93	7.75%	3.64	3.93	7.75%

Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on July 31, 2024 = **193**

2023 **2024**

JULY MARKET

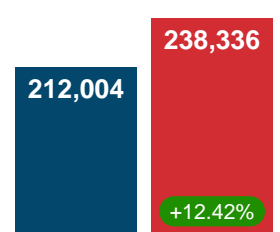
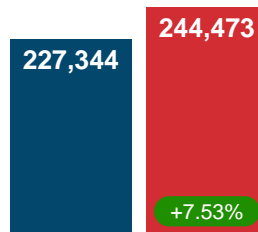
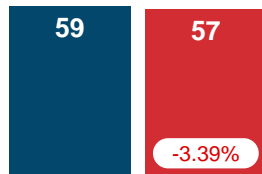
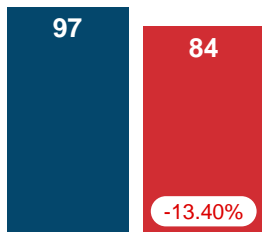
AVERAGE PRICES

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

