

July 2024



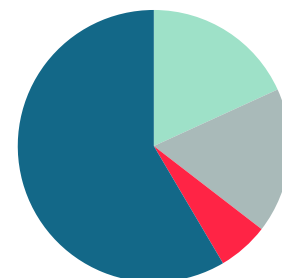
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	179,900	219,950	22.26%
Median Sale Price	175,000	217,250	24.14%
Median Percent of Selling Price to List Price	97.28%	100.00%	2.80%
Median Days on Market to Sale	14.00	14.50	3.57%
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.

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 **24.14%** in July 2024 to \$217,250 versus the previous year at \$175,000.

Median Days on Market Lengthens

The median number of **14.50** days that homes spent on the market before selling increased by 0.50 days or **3.57%** in July 2024 compared to last year's same month at **14.00** DOM.

Sales Success for July 2024 is Positive

Overall, with Median 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.

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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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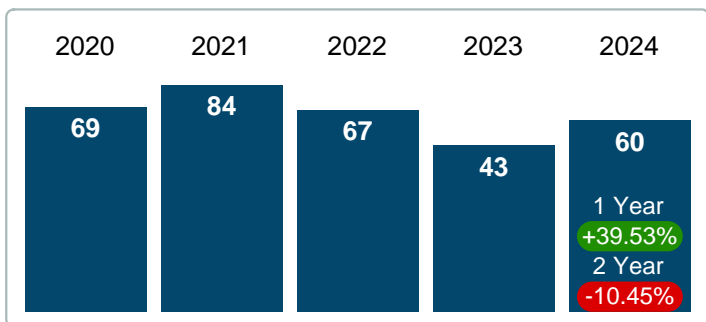
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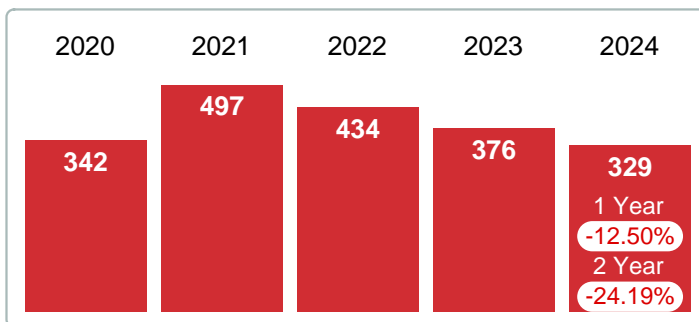
CLOSED LISTINGS

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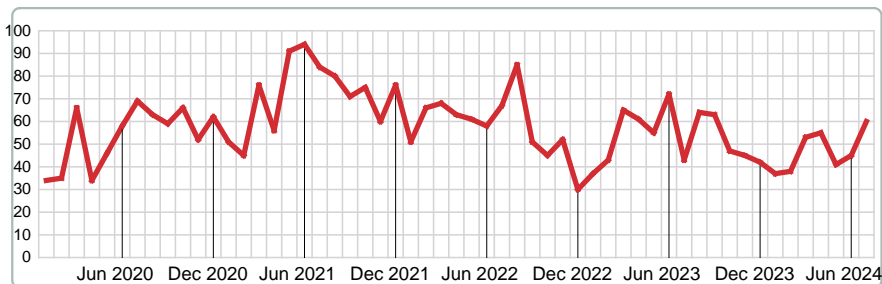
JULY



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**

- MAY: 41
- JUN: 45 (9.76% increase from May)
- JUL: 60 (33.33% increase from June)

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	4	6.67%	22.0	2	2	0	0
\$75,001 - \$125,000	9	15.00%	5.0	3	5	1	0
\$125,001 - \$150,000	7	11.67%	7.0	4	3	0	0
\$150,001 - \$250,000	20	33.33%	7.5	3	16	1	0
\$250,001 - \$275,000	3	5.00%	109.0	0	3	0	0
\$275,001 - \$375,000	9	15.00%	24.0	0	6	3	0
\$375,001 and up	8	13.33%	22.5	3	2	2	1
Total Closed Units	60			15	37	7	1
Total Closed Volume	14,300,169	100%	14.5	2.70M	8.15M	2.35M	1.10M
Median Closed Price	\$217,250			\$144,500	\$219,900	\$340,000	\$1,100,000

July 2024



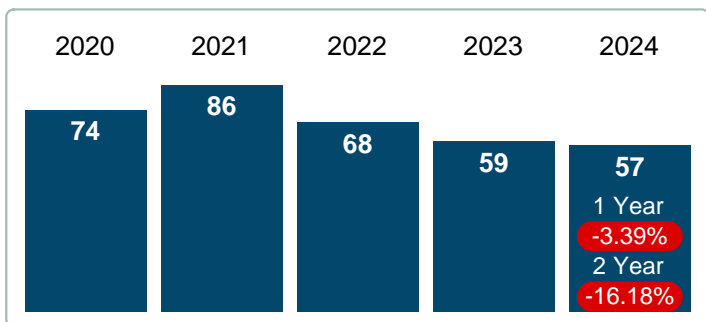
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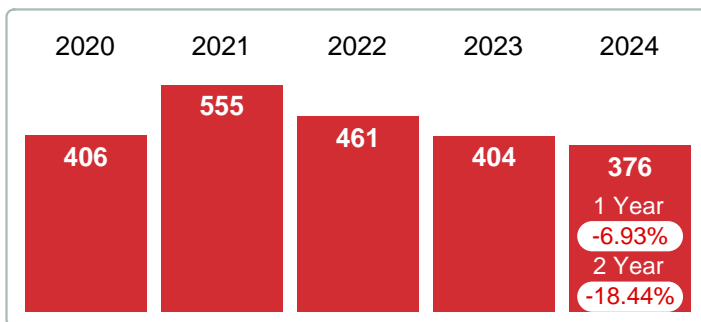
PENDING LISTINGS

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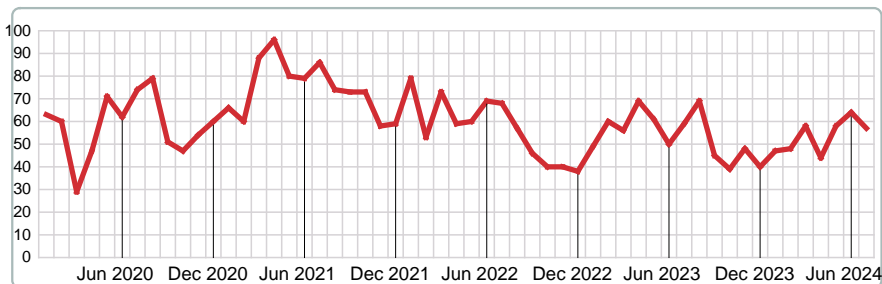
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 69

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 57 below the 5 yr JUL average of 69

- MAY 58
- JUN 64 (+10.34%)
- JUL 57 (-10.94%)

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	10.53%	41.5	3	2	1	0
\$75,001 - \$100,000	5	8.77%	8.0	2	3	0	0
\$100,001 - \$150,000	10	17.54%	38.5	6	4	0	0
\$150,001 - \$225,000	15	26.32%	10.0	1	12	1	1
\$225,001 - \$275,000	7	12.28%	45.0	0	5	2	0
\$275,001 - \$325,000	9	15.79%	59.0	0	7	2	0
\$325,001 and up	5	8.77%	9.0	0	4	1	0
Total Pending Units	57			12	37	7	1
Total Pending Volume	11,740,200	100%	26.0	1.30M	8.49M	1.75M	195.00K
Median Listing Price	\$199,900			\$110,750	\$220,000	\$259,000	\$195,000

July 2024



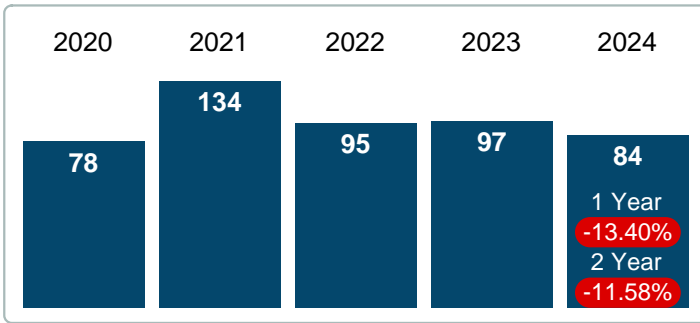
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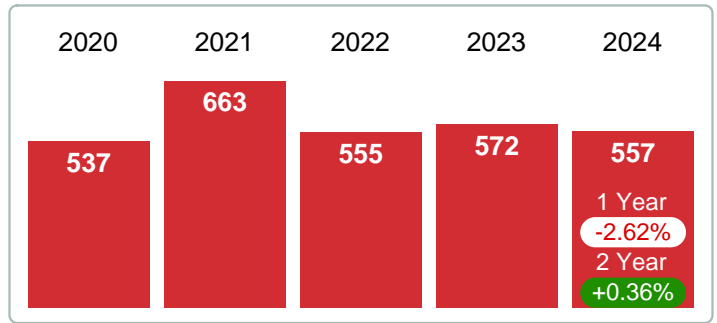
NEW LISTINGS

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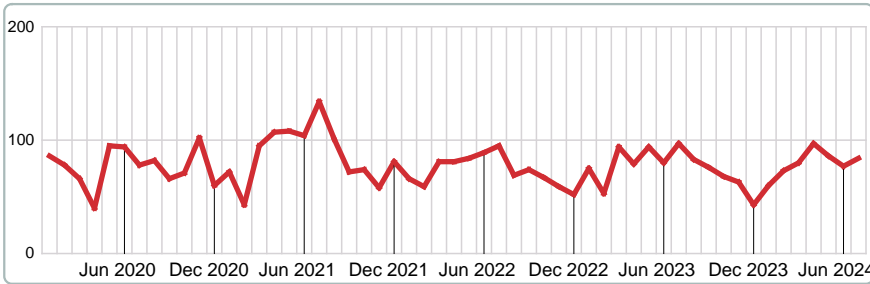
JULY



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
\$75,000 and less	6	7.14%	3	1	2	0
\$75,001 - \$125,000	11	13.10%	5	6	0	0
\$125,001 - \$150,000	9	10.71%	2	6	1	0
\$150,001 - \$225,000	21	25.00%	5	12	3	1
\$225,001 - \$300,000	17	20.24%	1	10	6	0
\$300,001 - \$450,000	11	13.10%	0	9	2	0
\$450,001 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
Median New Listed Listing Price	\$197,450		\$127,000	\$222,500	\$249,000	\$584,000

July 2024



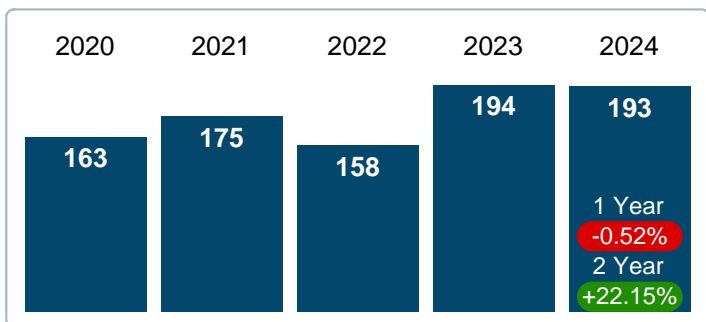
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



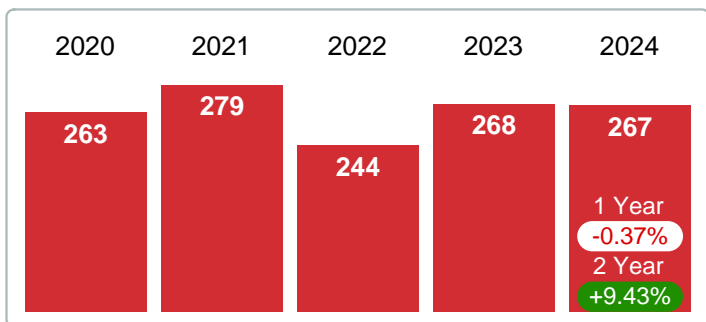
ACTIVE INVENTORY

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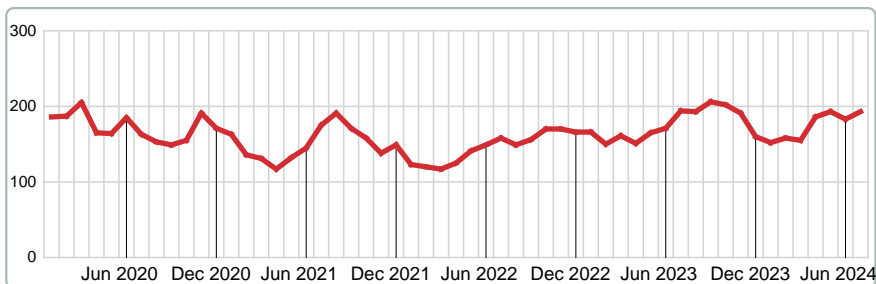
END OF JULY



ACTIVE DURING JULY

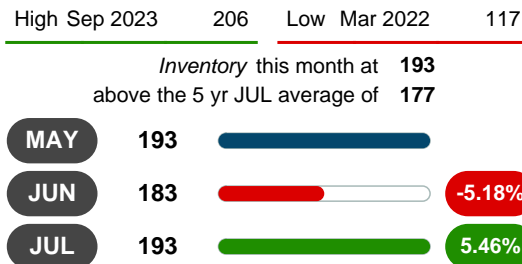


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 177



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	4.66%	125.0	6	3	0	0
\$50,001 - \$125,000	37	19.17%	70.0	24	12	1	0
\$125,001 - \$175,000	27	13.99%	40.0	6	17	4	0
\$175,001 - \$275,000	44	22.80%	37.5	9	29	6	0
\$275,001 - \$425,000	31	16.06%	56.0	3	16	9	3
\$425,001 - \$700,000	25	12.95%	61.0	0	12	10	3
\$700,001 and up	20	10.36%	85.0	2	8	4	6
Total Active Inventory by Units	193			50	97	34	12
Total Active Inventory by Volume	66,289,448	100%	61.0	8.50M	32.24M	15.48M	10.07M
Median Active Inventory Listing Price	\$227,000			\$102,000	\$230,000	\$394,400	\$706,950

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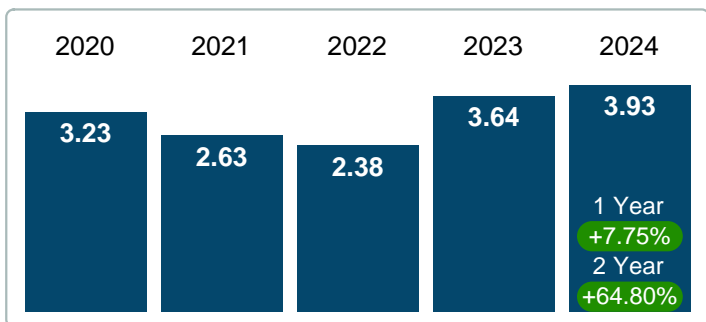
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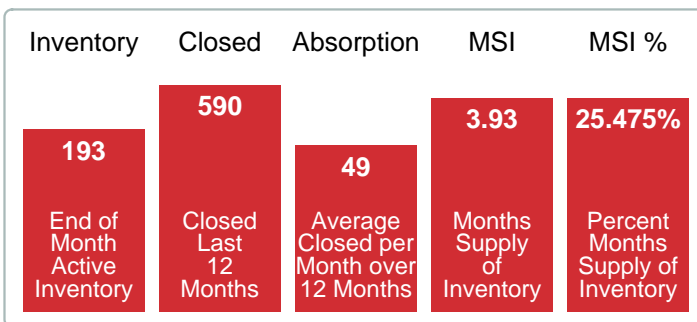
MONTHS SUPPLY of INVENTORY (MSI)

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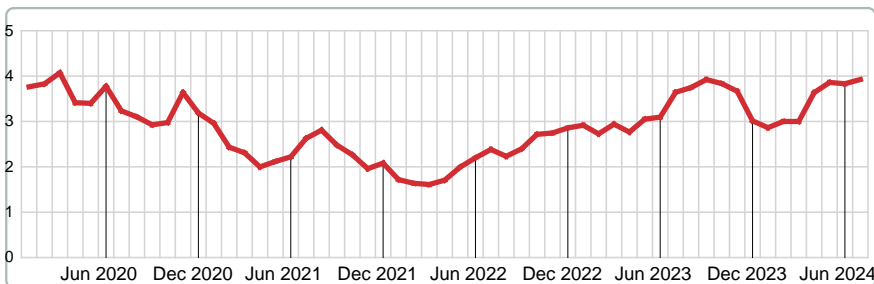
MSI FOR JULY



INDICATORS FOR JULY 2024

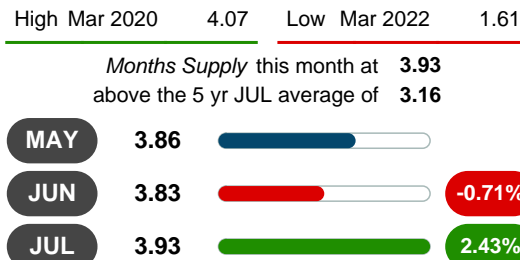


5 YEAR MARKET ACTIVITY TRENDS



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

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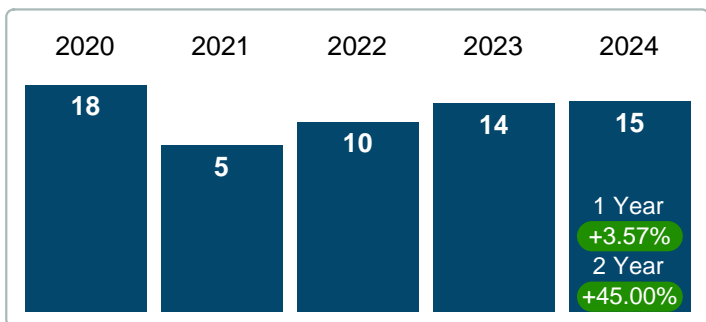
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



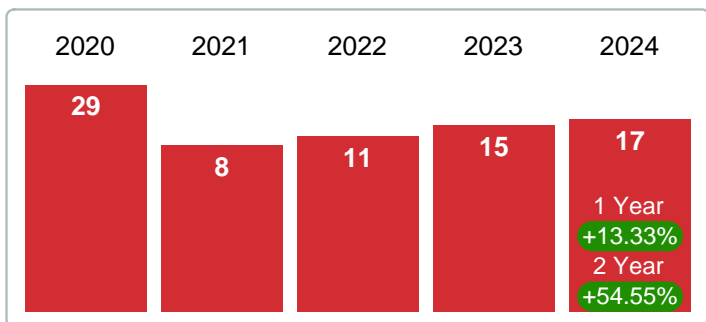
MEDIAN DAYS ON MARKET TO SALE

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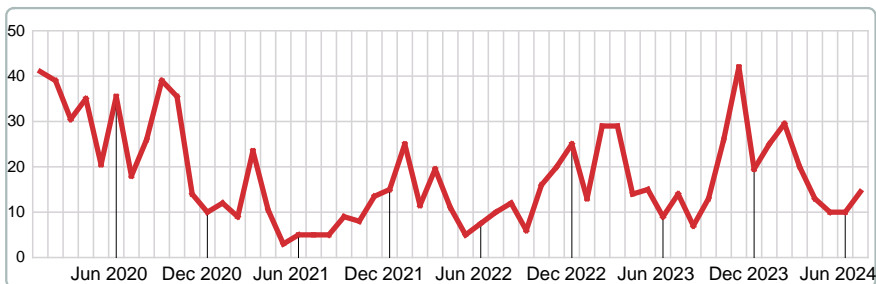
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 12

High Nov 2023 42 Low May 2021 3

Median Days on Market to Sale this month at 15 above the 5 yr JUL average of 12



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	6.67%	22	65	22	0	0
\$75,001 - \$125,000	15.00%	5	1	19	1	0
\$125,001 - \$150,000	11.67%	7	15	7	0	0
\$150,001 - \$250,000	33.33%	8	5	11	12	0
\$250,001 - \$275,000	5.00%	109	0	109	0	0
\$275,001 - \$375,000	15.00%	24	0	42	12	0
\$375,001 and up	13.33%	23	27	8	35	168
Median Closed DOM		15	5	19	12	168
Total Closed Units	100%	14.5	15	37	7	1
Total Closed Volume		14,300,169	2.70M	8.15M	2.35M	1.10M

July 2024



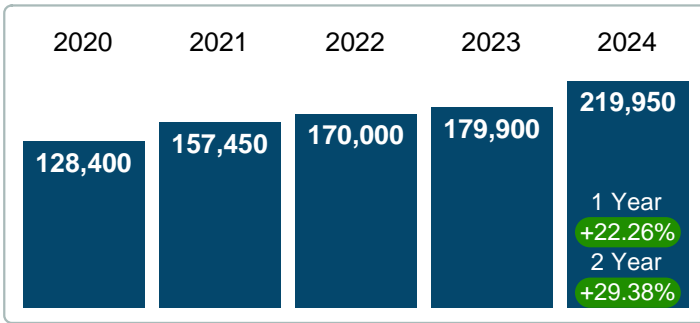
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



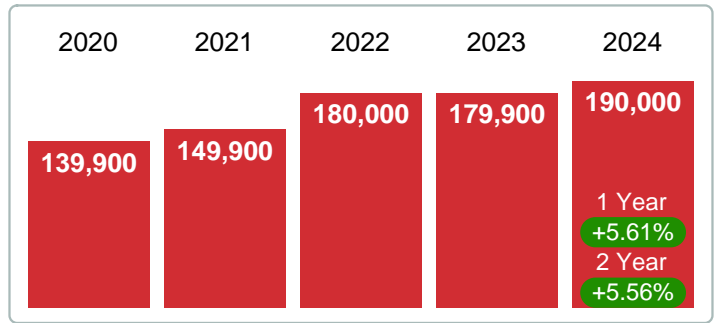
MEDIAN LIST PRICE AT CLOSING

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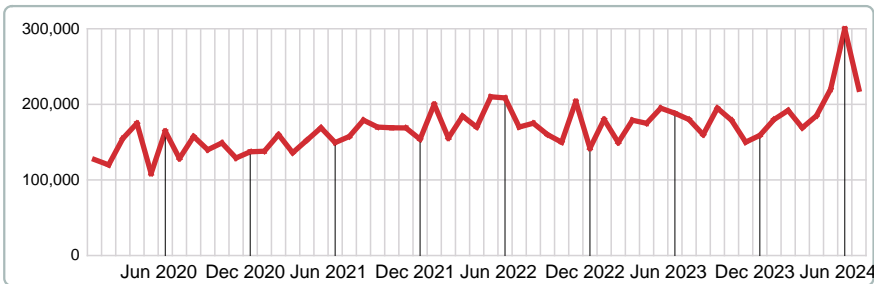
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

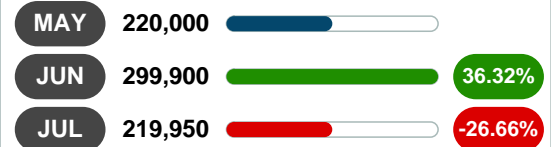


3 MONTHS

5 year JUL AVG = 171,140

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

Median List Price at Closing this month at **219,950**
above the 5 yr JUL average of **171,140**



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	6.67%	54,950	44,950	50,000	73,000	0
\$75,001 - \$125,000	15.00%	95,000	109,450	95,000	0	0
\$125,001 - \$150,000	8.33%	145,000	144,900	145,000	0	0
\$150,001 - \$250,000	33.33%	214,750	176,450	215,000	250,000	0
\$250,001 - \$275,000	6.67%	268,250	0	268,250	0	0
\$275,001 - \$375,000	16.67%	317,450	0	299,000	339,900	0
\$375,001 and up	13.33%	432,000	392,500	556,500	494,450	1,200,000
Median List Price		219,950	149,900	220,000	339,900	1,200,000
Total Closed Units	100%	219,950	15	37	7	1
Total Closed Volume		14,668,407	2.76M	8.35M	2.36M	1.20M

July 2024



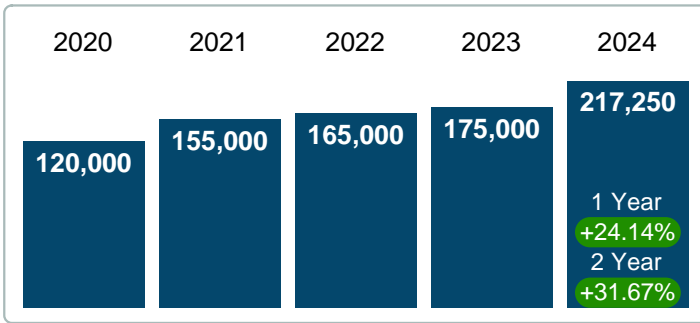
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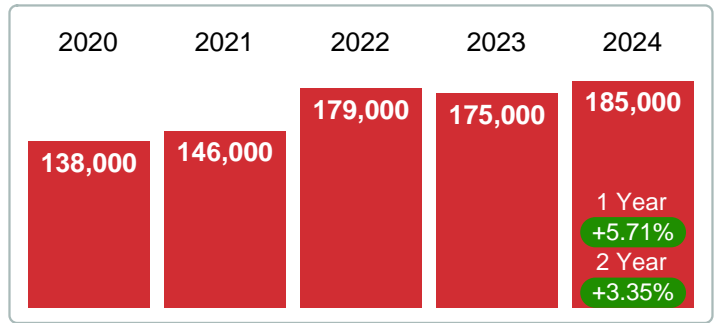
MEDIAN SOLD PRICE AT CLOSING

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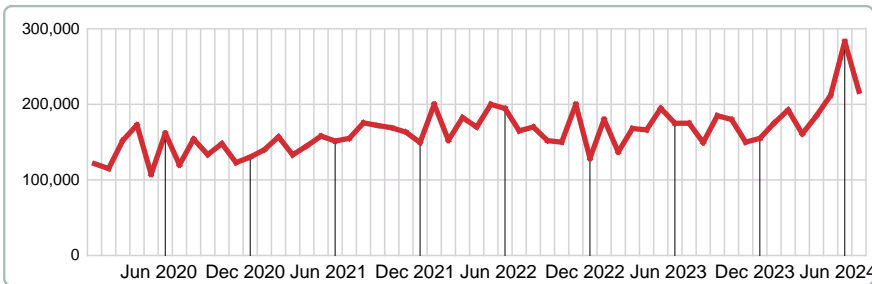
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 166,450

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

Median Sold Price at Closing this month at 217,250 above the 5 yr JUL average of 166,450



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	4	6.67%	51,250	37,500	56,125	0	0
\$75,001 - \$125,000	9	15.00%	95,000	105,500	95,000	93,000	0
\$125,001 - \$150,000	7	11.67%	139,900	142,200	135,000	0	0
\$150,001 - \$250,000	20	33.33%	217,250	175,000	217,250	250,000	0
\$250,001 - \$275,000	3	5.00%	263,000	0	263,000	0	0
\$275,001 - \$375,000	9	15.00%	329,000	0	295,000	340,000	0
\$375,001 and up	8	13.33%	421,000	380,000	546,000	488,950	1,100,000
Median Sold Price			217,250	144,500	219,900	340,000	1,100,000
Total Closed Units		100%	217,250	15	37	7	1
Total Closed Volume			14,300,169	2.70M	8.15M	2.35M	1.10M

July 2024



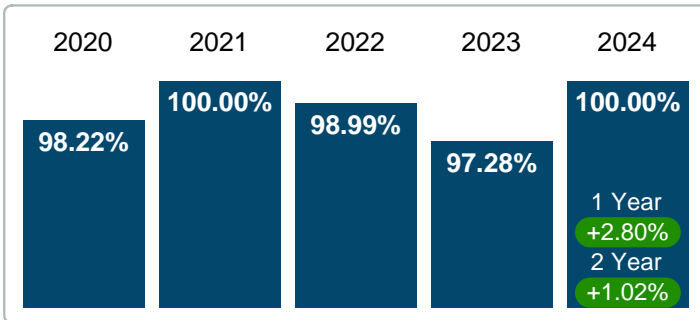
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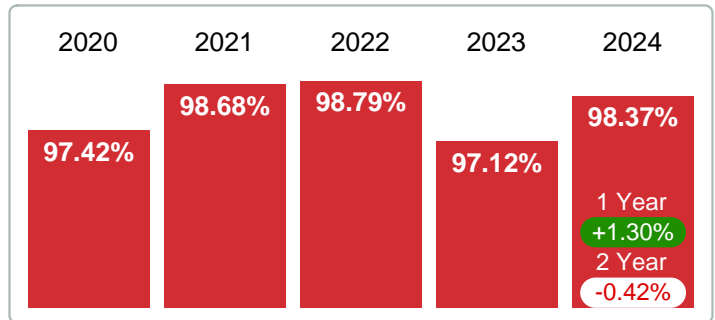
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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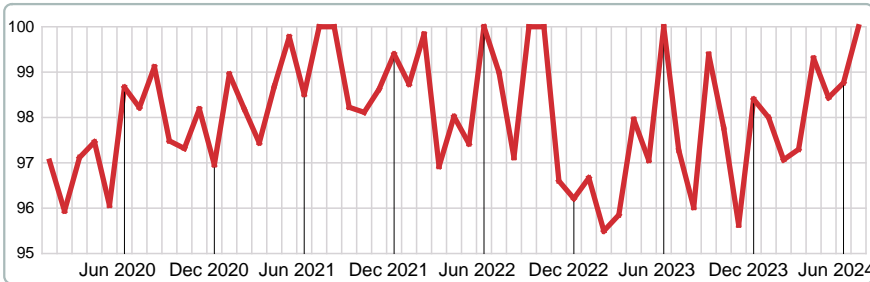
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

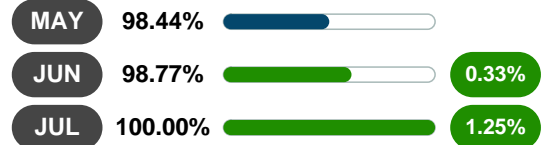


3 MONTHS

5 year JUL AVG = 98.90%

High Jul 2024 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.90%**



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	4	6.67%	81.37%	81.32%	87.54%	0.00%	0.00%
\$75,001 - \$125,000	9	15.00%	100.00%	100.00%	90.43%	127.40%	0.00%
\$125,001 - \$150,000	7	11.67%	96.40%	98.20%	93.10%	0.00%	0.00%
\$150,001 - \$250,000	20	33.33%	100.00%	100.00%	100.00%	100.00%	0.00%
\$250,001 - \$275,000	3	5.00%	96.33%	0.00%	96.33%	0.00%	0.00%
\$275,001 - \$375,000	9	15.00%	99.73%	0.00%	98.66%	99.73%	0.00%
\$375,001 and up	8	13.33%	97.81%	97.46%	97.57%	99.08%	91.67%
Median Sold/List Ratio		100.00%		97.46%	100.00%	100.00%	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



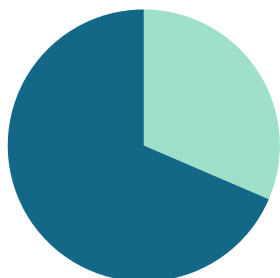
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

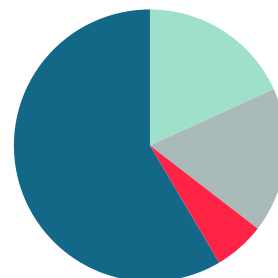


Inventory
 New Listings **84 = 31.46%**
 Start Inventory **183**
 Total Inventory Units **267**
 Volume **\$82,476,348**

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%
Median List Price	179,900	219,950	22.26%	179,900	190,000	5.61%
Median Sale Price	175,000	217,250	24.14%	175,000	185,000	5.71%
Median Percent of Selling Price to List Price	97.28%	100.00%	2.80%	97.12%	98.37%	1.30%
Median Days on Market to Sale	14.00	14.50	3.57%	15.00	17.00	13.33%
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%

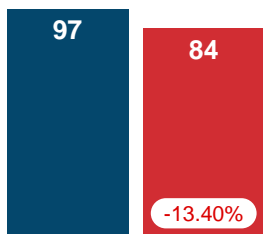
Absorption: Last 12 months, an Average of **49** Sales/Month

Inventory on July 31, 2024 = 193 2023 2024

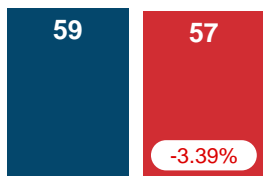
JULY MARKET

MEDIAN PRICES

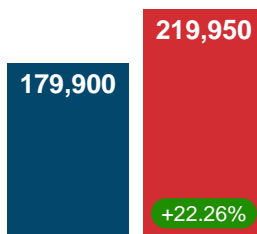
New Listings



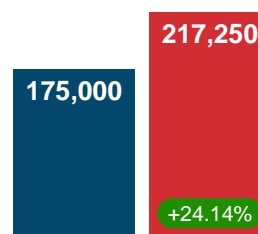
Pending Listings



List Price



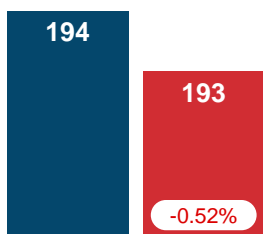
Sale Price



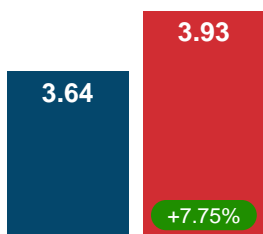
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

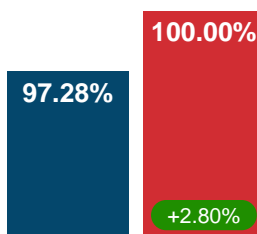
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

