

July 2024



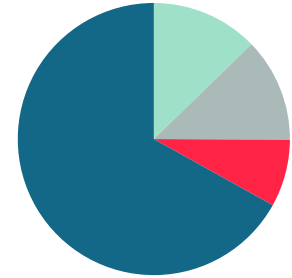
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	July 2024	+/-%
Closed Listings	53	67	26.42%
Pending Listings	47	65	38.30%
New Listings	89	98	10.11%
Average List Price	277,091	285,039	2.87%
Average Sale Price	259,146	277,278	7.00%
Average Percent of Selling Price to List Price	94.71%	96.57%	1.97%
Average Days on Market to Sale	43.87	40.04	-8.72%
End of Month Inventory	238	352	47.90%
Months Supply of Inventory	3.81	6.38	67.56%



■ Closed (12.74%)
■ Pending (12.36%)
■ Other OffMarket (7.98%)
■ Active (66.92%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of July 31, 2024 = **352**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **47.90%** to 352 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **6.38** 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 **7.00%** in July 2024 to \$277,278 versus the previous year at \$259,146.

Average Days on Market Shortens

The average number of **40.04** days that homes spent on the market before selling decreased by 3.82 days or **8.72%** in July 2024 compared to last year's same month at **43.87** DOM.

Sales Success for July 2024 is Positive

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

There were 98 New Listings in July 2024, up **10.11%** from last year at 89. Furthermore, there were 67 Closed Listings this month versus last year at 53, a **26.42%** increase.

Closed versus Listed trends yielded a **68.4%** ratio, up from previous year's, July 2023, at **59.6%**, a **14.81%** upswing. This will certainly create pressure on an increasing 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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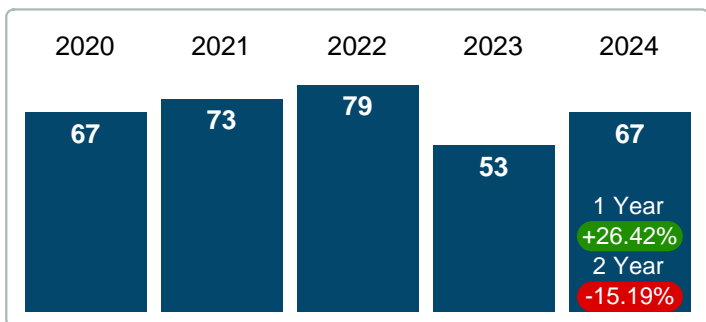
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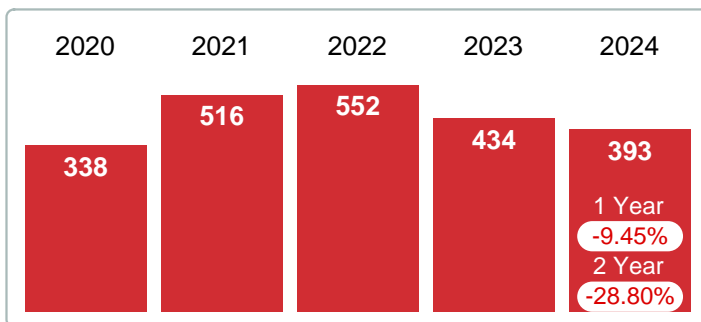
CLOSED LISTINGS

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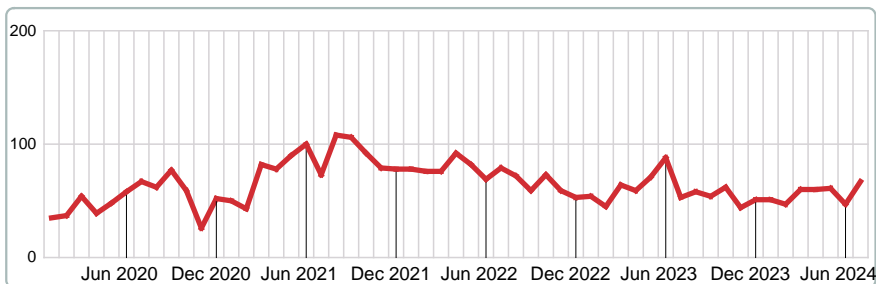
JULY



YEAR TO DATE (YTD)

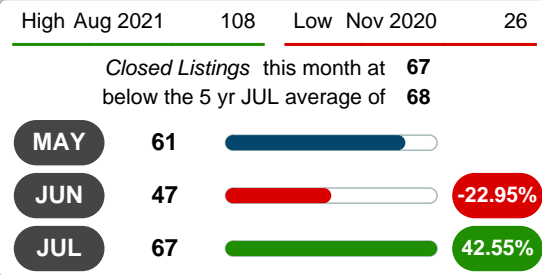


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 68



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	6	8.96%	20.0	4	2	0	0
\$75,001 - \$100,000	7	10.45%	51.6	2	4	1	0
\$100,001 - \$150,000	7	10.45%	46.1	4	3	0	0
\$150,001 - \$275,000	21	31.34%	39.6	4	14	2	1
\$275,001 - \$375,000	11	16.42%	63.2	0	9	1	1
\$375,001 - \$475,000	8	11.94%	31.8	1	5	2	0
\$475,001 and up	7	10.45%	14.0	0	2	3	2
Total Closed Units	67			15	39	9	4
Total Closed Volume	18,577,605	100%	40.0	2.06M	10.64M	3.68M	2.19M
Average Closed Price	\$277,278			\$137,540	\$272,944	\$409,409	\$546,250

July 2024



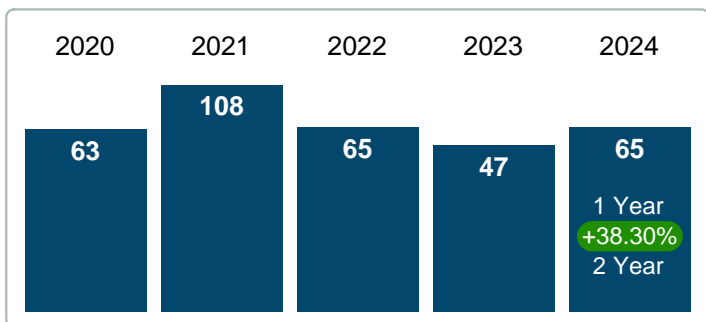
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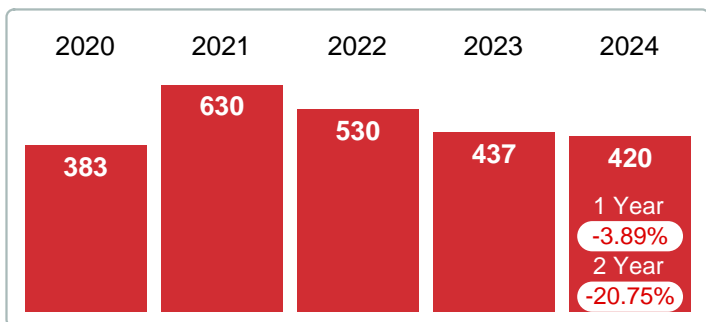
PENDING LISTINGS

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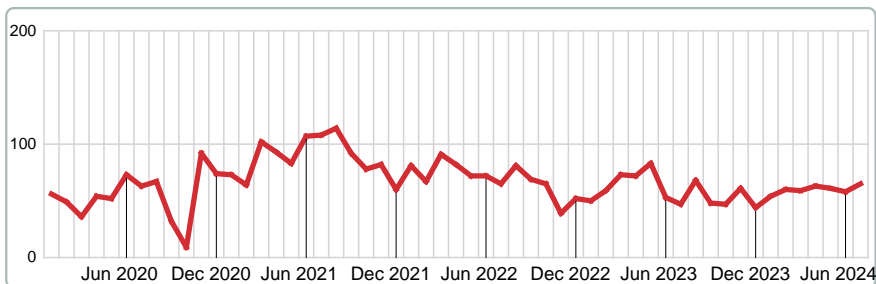
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 70

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **65**
below the 5 yr JUL average of **70**

- MAY 61
- JUN 58 (-4.92%)
- JUL 65 (12.07%)

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	9.23%	70.3	4	2	0	0
\$75,001 - \$100,000	8	12.31%	43.9	2	5	1	0
\$100,001 - \$125,000	6	9.23%	77.8	3	2	1	0
\$125,001 - \$225,000	21	32.31%	56.8	4	10	7	0
\$225,001 - \$300,000	9	13.85%	89.3	0	8	1	0
\$300,001 - \$425,000	9	13.85%	56.2	0	5	4	0
\$425,001 and up	6	9.23%	49.7	0	3	1	2
Total Pending Units	65			13	35	15	2
Total Pending Volume	15,709,248	100%	66.6	1.44M	8.65M	4.47M	1.16M
Average Listing Price	\$249,179			\$110,427	\$247,100	\$297,680	\$580,000

July 2024



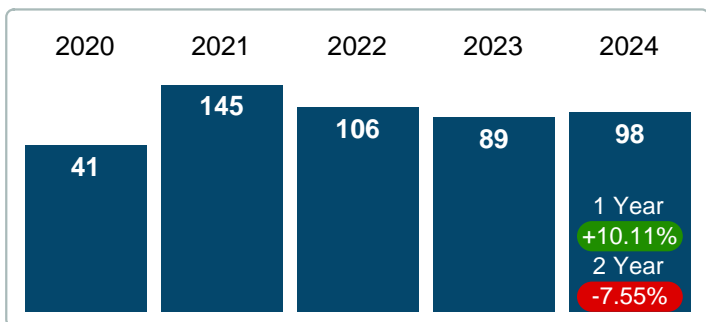
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



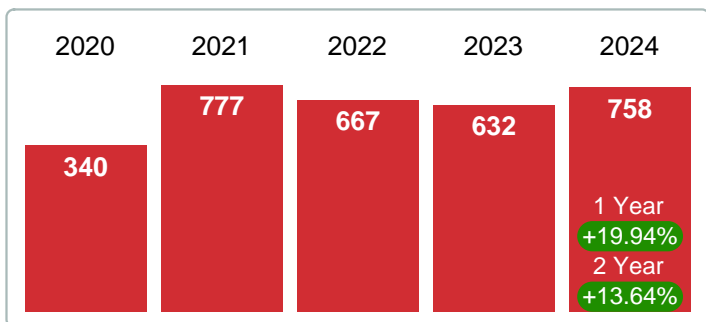
NEW LISTINGS

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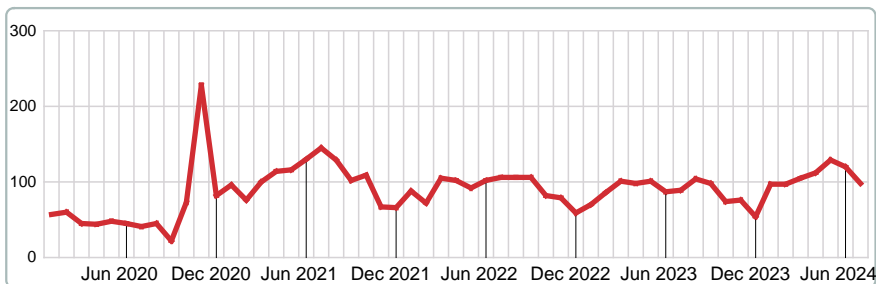
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 96

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **98**
above the 5 yr JUL average of **96**



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	5	5.10%	3				2				0							
\$75,001 - \$125,000	15	15.31%	5				9				1							
\$125,001 - \$175,000	13	13.27%	5				5				3							
\$175,001 - \$250,000	26	26.53%	3				19				4							
\$250,001 - \$325,000	12	12.24%	0				9				2							
\$325,001 - \$575,000	16	16.33%	0				13				3							
\$575,001 and up	11	11.22%	2				4				3							
Total New Listed Units	98		18				61				16							
Total New Listed Volume	32,980,113	100%	5.94M				18.94M				4.85M							
Average New Listed Listing Price	\$160,000		\$330,053				\$310,458				\$303,200							

July 2024



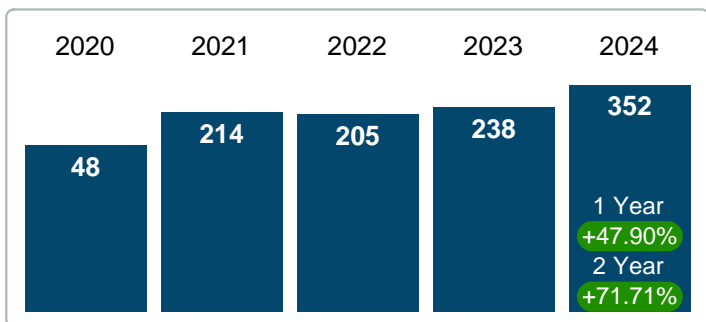
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



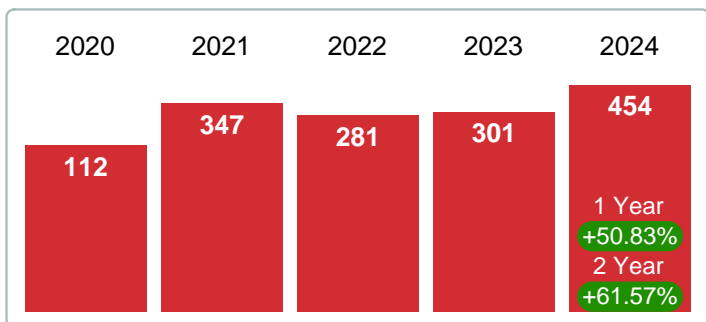
ACTIVE INVENTORY

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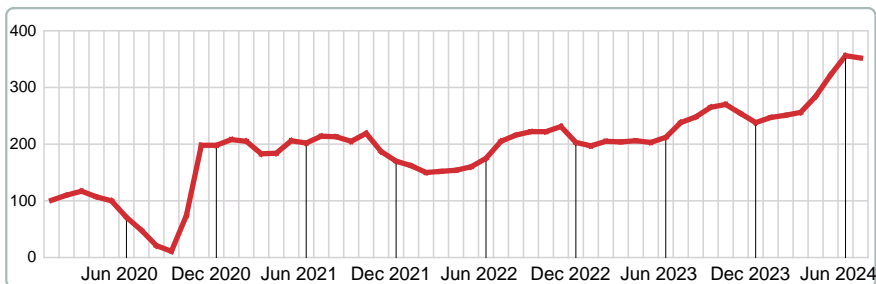
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 211

High Jun 2024 356 Low Sep 2020 11

Inventory this month at **352**
above the 5 yr JUL average of **211**

- MAY 322
- JUN 356 **10.56%**
- JUL 352 **-1.12%**

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	25	7.10%	110.3	19	5	1	0
\$75,001 - \$125,000	40	11.36%	90.0	25	15	0	0
\$125,001 - \$175,000	57	16.19%	86.5	19	29	9	0
\$175,001 - \$275,000	88	25.00%	72.6	8	66	14	0
\$275,001 - \$400,000	63	17.90%	91.8	9	33	16	5
\$400,001 - \$600,000	44	12.50%	86.2	2	21	16	5
\$600,001 and up	35	9.94%	84.9	4	13	12	6
Total Active Inventory by Units	352			86	182	68	16
Total Active Inventory by Volume	118,747,657	100%	85.9	17.64M	56.66M	31.58M	12.87M
Average Active Inventory Listing Price	\$337,351			\$205,084	\$311,300	\$464,447	\$804,463

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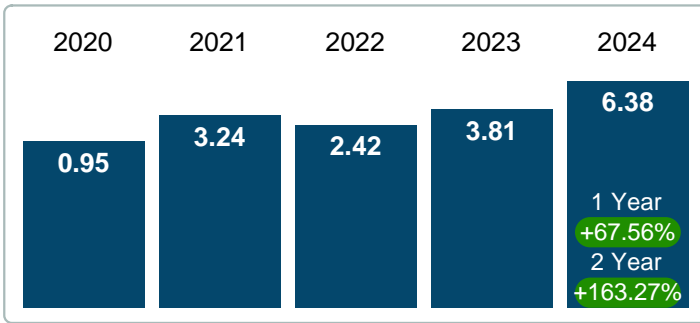
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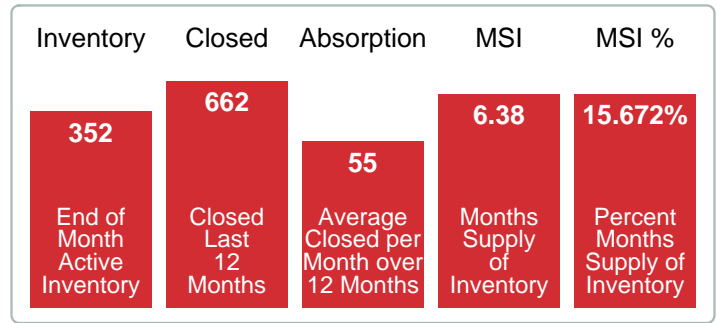
MONTHS SUPPLY of INVENTORY (MSI)

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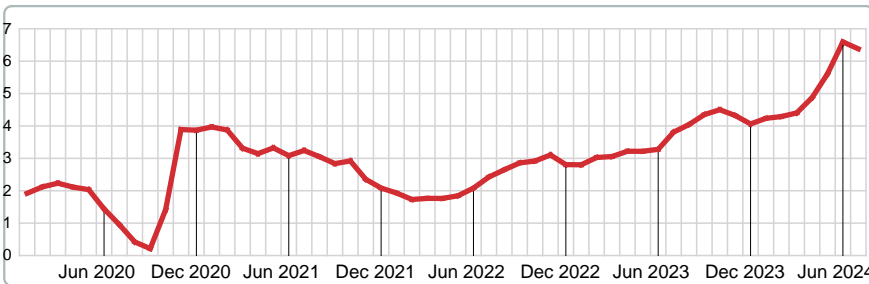
MSI FOR JULY



INDICATORS FOR JULY 2024

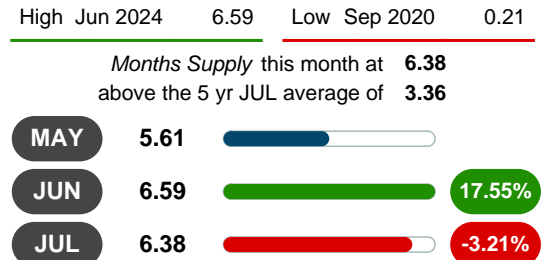


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.36



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	25	7.10%	4.11	5.30	2.40	2.40	0.00
\$75,001 - \$125,000	40	11.36%	4.32	4.84	4.09	0.00	0.00
\$125,001 - \$175,000	57	16.19%	5.56	6.71	4.46	10.80	0.00
\$175,001 - \$275,000	88	25.00%	5.62	4.17	6.09	5.09	0.00
\$275,001 - \$400,000	63	17.90%	7.49	21.60	5.82	9.14	8.57
\$400,001 - \$600,000	44	12.50%	9.78	8.00	9.00	9.14	30.00
\$600,001 and up	35	9.94%	35.00	0.00	39.00	28.80	24.00
Market Supply of Inventory (MSI)			6.38	6.07	5.79	8.33	11.29
Total Active Inventory by Units		100%	6.38	86	182	68	16

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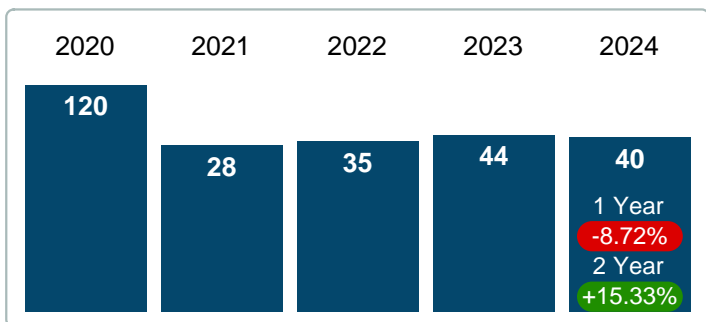
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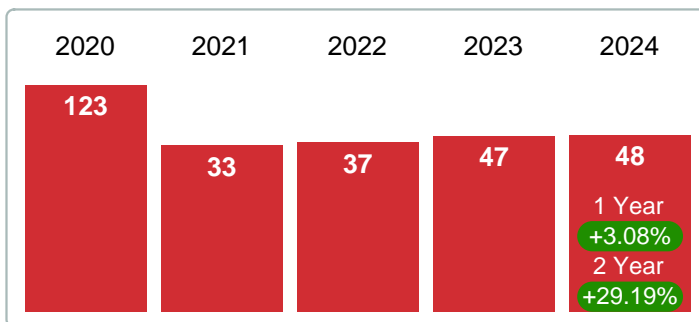
AVERAGE DAYS ON MARKET TO SALE

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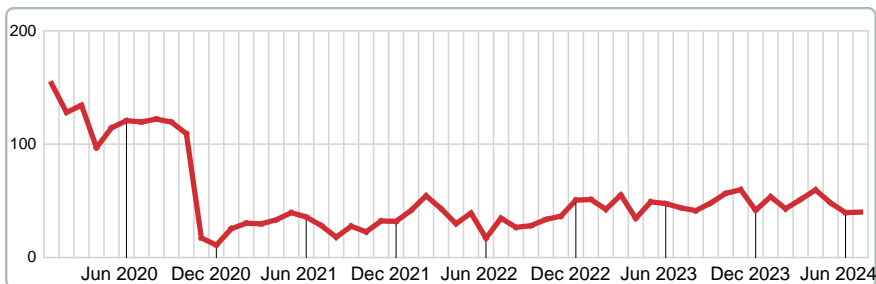
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 53

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 40 below the 5 yr JUL average of 53



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	8.96%	20	29	2	0	0
\$75,001 - \$100,000	10.45%	52	106	37	2	0
\$100,001 - \$150,000	10.45%	46	35	61	0	0
\$150,001 - \$275,000	31.34%	40	13	53	18	3
\$275,001 - \$375,000	16.42%	63	0	69	62	16
\$375,001 - \$475,000	11.94%	32	49	25	40	0
\$475,001 and up	10.45%	14	0	10	20	9
Average Closed DOM		40	38	47	27	9
Total Closed Units	100%	67	15	39	9	4
Total Closed Volume		18,577,605	2.06M	10.64M	3.68M	2.19M

July 2024



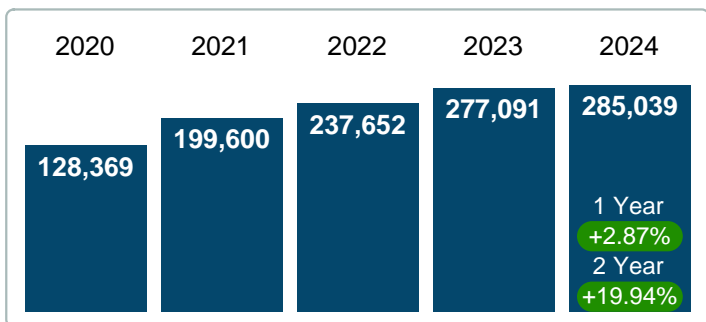
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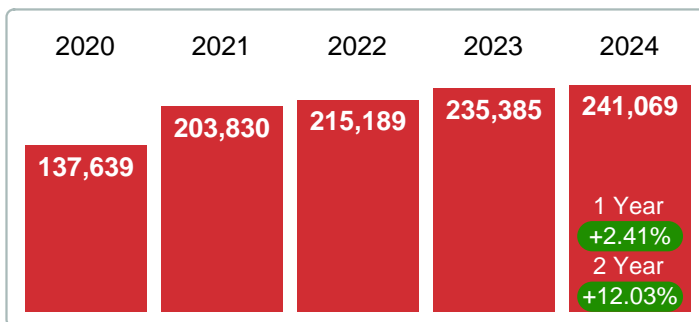
AVERAGE LIST PRICE AT CLOSING

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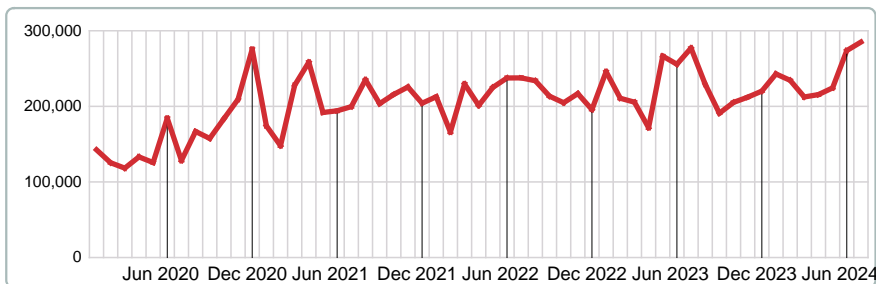
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 225,550

High Jul 2024 285,039 Low Mar 2020 118,240
 Average List Price at Closing this month at **285,039**
 above the 5 yr JUL average of **225,550**

- MAY 224,431
- JUN 273,795 **21.99%**
- JUL 285,039 **4.11%**

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	8.96%	55,958	59,063	49,750	0	0
\$75,001 - \$100,000	7.46%	94,000	97,000	100,875	87,500	0
\$100,001 - \$150,000	10.45%	124,971	142,475	136,300	0	0
\$150,001 - \$275,000	31.34%	198,514	193,750	204,279	247,144	285,000
\$275,001 - \$375,000	19.40%	309,930	0	310,644	369,900	299,000
\$375,001 - \$475,000	8.96%	425,383	389,900	436,480	474,450	0
\$475,001 and up	13.43%	740,767		01,014,500	614,667	912,500
Average List Price		285,039	144,337	276,385	416,065	602,250
Total Closed Units	100%	285,039	15	39	9	4
Total Closed Volume		19,097,637	2.17M	10.78M	3.74M	2.41M

July 2024



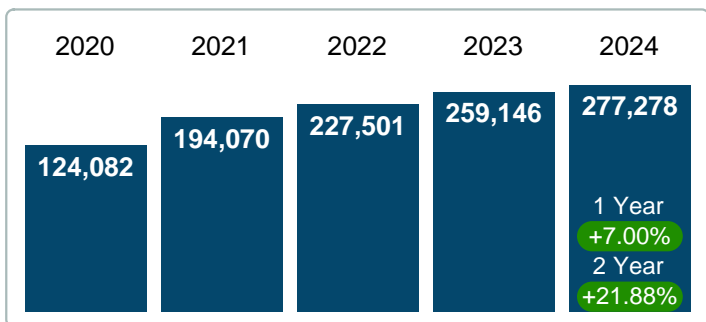
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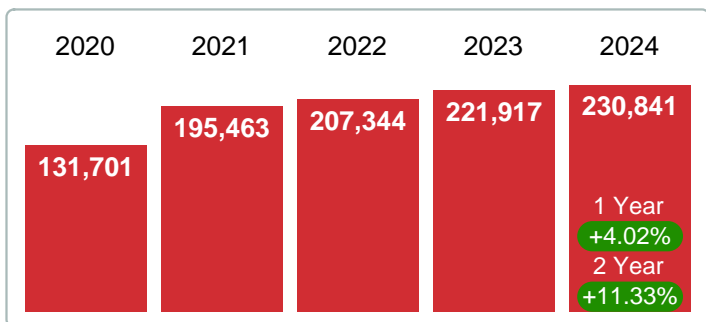
AVERAGE SOLD PRICE AT CLOSING

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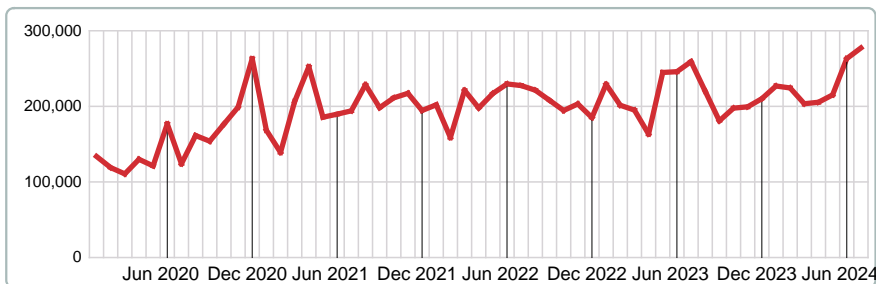
JULY



YEAR TO DATE (YTD)

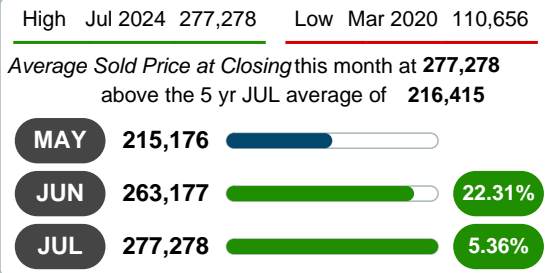


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 216,415



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	8.96%	52,683	54,150	49,750	0	0
\$75,001 - \$100,000 7	10.45%	89,286	90,750	90,625	81,000	0
\$100,001 - \$150,000 7	10.45%	126,143	130,750	120,000	0	0
\$150,001 - \$275,000 21	31.34%	208,980	190,500	204,529	244,090	275,000
\$275,001 - \$375,000 11	16.42%	309,909	0	305,444	375,000	285,000
\$375,001 - \$475,000 8	11.94%	428,363	380,000	426,880	456,250	0
\$475,001 and up 7	10.45%	789,861		01,038,013	609,333	812,500
Average Sold Price		277,278	137,540	272,944	409,409	546,250
Total Closed Units	100%	277,278	15	39	9	4
Total Closed Volume		18,577,605	2.06M	10.64M	3.68M	2.19M

July 2024



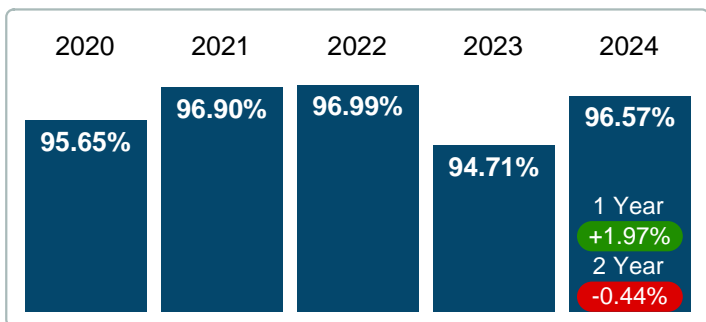
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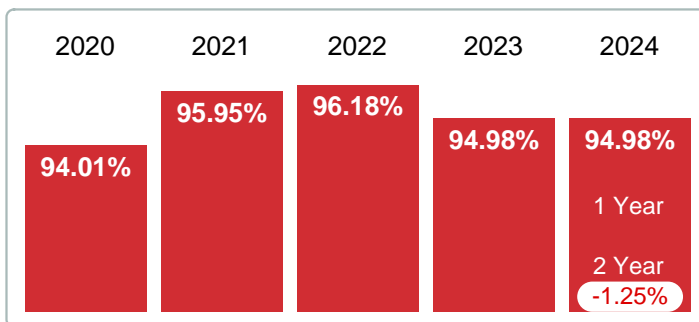
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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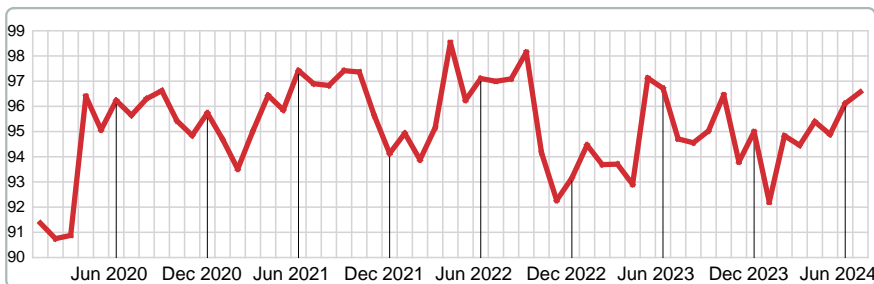
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

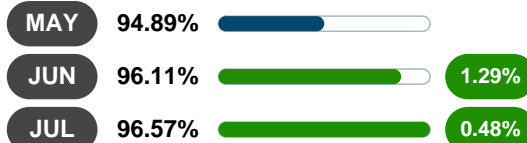


3 MONTHS

5 year JUL AVG = 96.16%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **96.57%** above the 5 yr JUL average of **96.16%**



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	6	8.96%	93.93%	90.89%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	7	10.45%	91.35%	93.58%	89.92%	92.57%	0.00%
\$100,001 - \$150,000	7	10.45%	90.20%	91.70%	88.20%	0.00%	0.00%
\$150,001 - \$275,000	21	31.34%	99.69%	98.48%	100.37%	98.91%	96.49%
\$275,001 - \$375,000	11	16.42%	98.58%	0.00%	98.63%	101.38%	95.32%
\$375,001 - \$475,000	8	11.94%	97.36%	97.46%	97.79%	96.21%	0.00%
\$475,001 and up	7	10.45%	97.03%	0.00%	100.41%	99.05%	90.63%
Average Sold/List Ratio		96.60%		93.93%	97.61%	97.93%	93.27%
Total Closed Units		67	100%	15	39	9	4
Total Closed Volume		18,577,605		2.06M	10.64M	3.68M	2.19M

July 2024



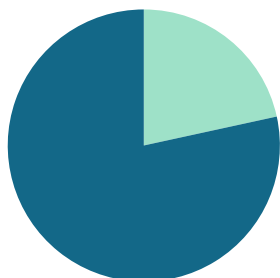
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

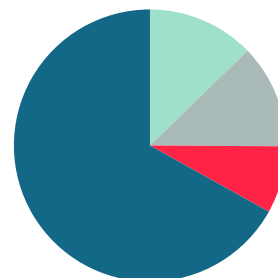


Inventory
 New Listings
98 = 21.59%
 Start Inventory
356
 Total Inventory Units
454
 Volume
\$145,253,704

Market Activity

Closed Sales
67 = 12.74%
 Pending Sales
65 = 12.36%
 Other Off Market
42 = 7.98%
 Active Inventory
352 = 66.92%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	53	67	26.42%	434	393	-9.45%
Pending Sales	47	65	38.30%	437	420	-3.89%
New Listings	89	98	10.11%	632	758	19.94%
Average List Price	277,091	285,039	2.87%	235,385	241,069	2.41%
Average Sale Price	259,146	277,278	7.00%	221,917	230,841	4.02%
Average Percent of Selling Price to List Price	94.71%	96.57%	1.97%	94.98%	94.98%	0.00%
Average Days on Market to Sale	43.87	40.04	-8.72%	46.64	48.07	3.08%
Monthly Inventory	238	352	47.90%	238	352	47.90%
Months Supply of Inventory	3.81	6.38	67.56%	3.81	6.38	67.56%

Absorption: Last 12 months, an Average of **55** Sales/Month

Inventory on July 31, 2024 = **352**

2023 **2024**

JULY MARKET

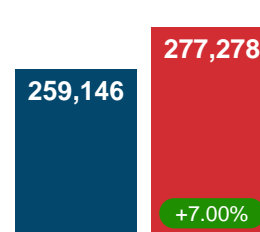
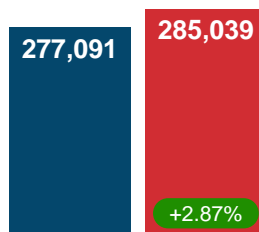
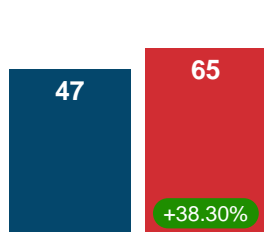
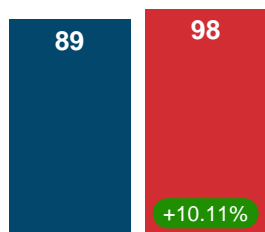
AVERAGE PRICES

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

