

# July 2024



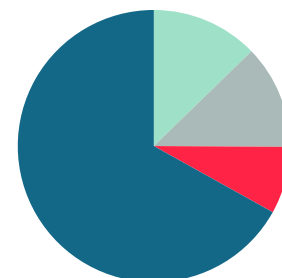
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	219,000	225,000	2.74%
Median Sale Price	222,000	228,500	2.93%
Median Percent of Selling Price to List Price	96.07%	98.31%	2.33%
Median Days on Market to Sale	26.00	22.00	-15.38%
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.

#### 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 **2.93%** in July 2024 to \$228,500 versus the previous year at \$222,000.

#### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 4.00 days or **15.38%** in July 2024 compared to last year's same month at **26.00** DOM.

#### Sales Success for July 2024 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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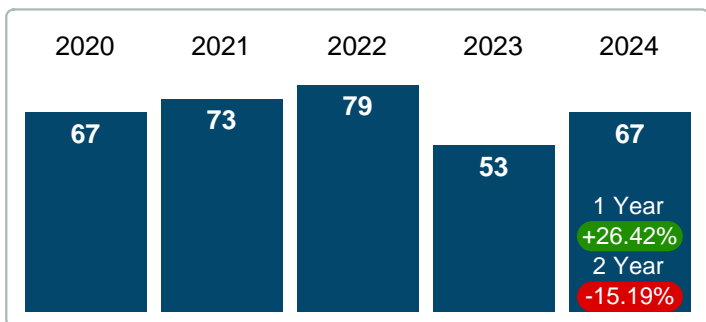
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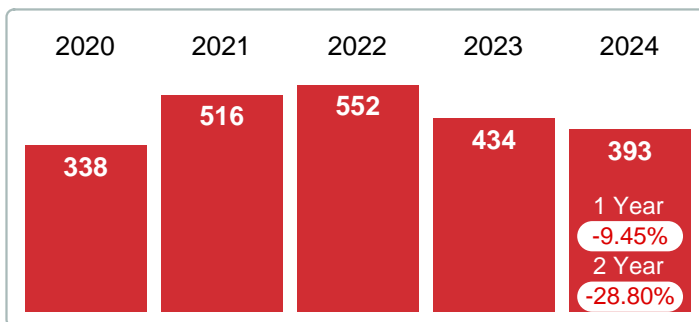
## CLOSED LISTINGS

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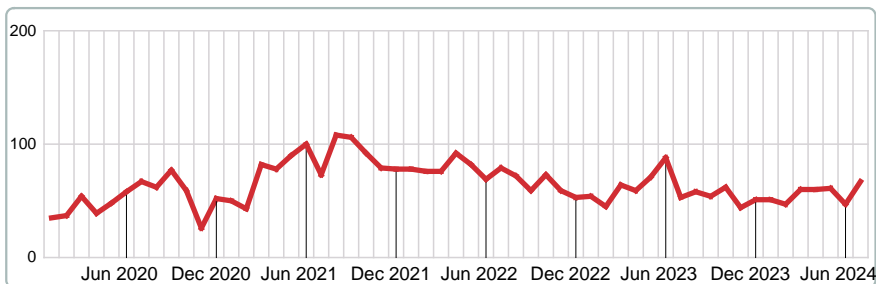
### JULY



### YEAR TO DATE (YTD)

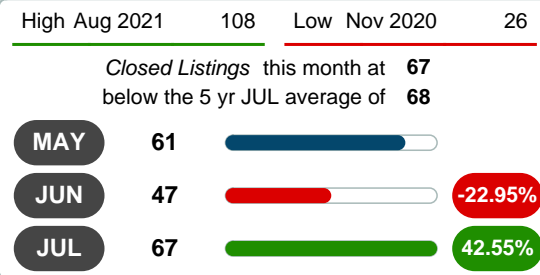


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 68



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	8.96%	11.5	4	2	0	0
\$75,001 - \$100,000	7	10.45%	33.0	2	4	1	0
\$100,001 - \$150,000	7	10.45%	31.0	4	3	0	0
\$150,001 - \$275,000	21	31.34%	9.0	4	14	2	1
\$275,001 - \$375,000	11	16.42%	37.0	0	9	1	1
\$375,001 - \$475,000	8	11.94%	35.0	1	5	2	0
\$475,001 and up	7	10.45%	6.0	0	2	3	2
<b>Total Closed Units</b>	<b>67</b>			<b>15</b>	<b>39</b>	<b>9</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>18,577,605</b>	<b>100%</b>	<b>22.0</b>	<b>2.06M</b>	<b>10.64M</b>	<b>3.68M</b>	<b>2.19M</b>
<b>Median Closed Price</b>	<b>\$228,500</b>			<b>\$120,000</b>	<b>\$239,900</b>	<b>\$450,000</b>	<b>\$455,000</b>

# July 2024



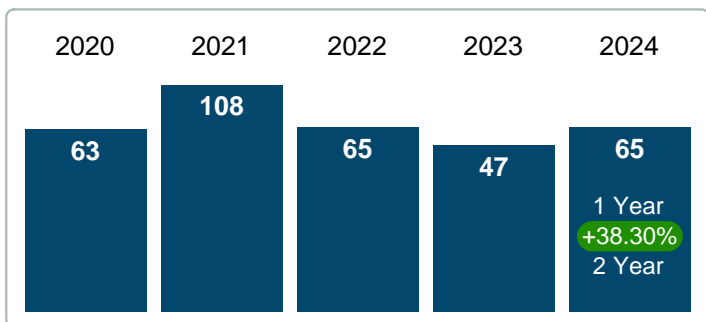
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



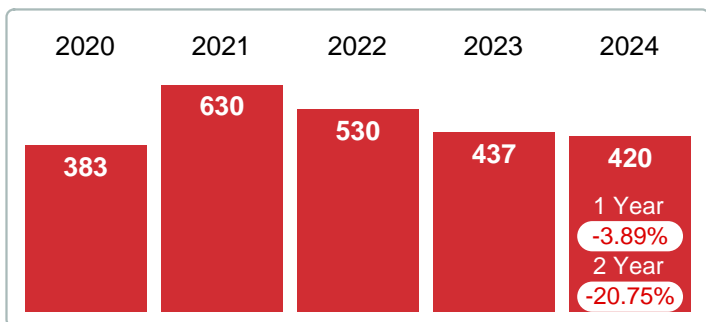
## PENDING LISTINGS

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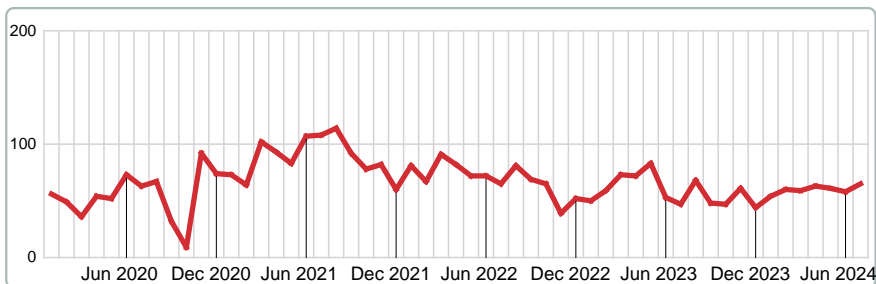
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.23%	52.5	4	2	0	0
\$75,001 - \$100,000	8	12.31%	37.5	2	5	1	0
\$100,001 - \$125,000	6	9.23%	74.0	3	2	1	0
\$125,001 - \$225,000	21	32.31%	47.0	4	10	7	0
\$225,001 - \$300,000	9	13.85%	55.0	0	8	1	0
\$300,001 - \$425,000	9	13.85%	19.0	0	5	4	0
\$425,001 and up	6	9.23%	29.5	0	3	1	2
<b>Total Pending Units</b>	<b>65</b>			<b>13</b>	<b>35</b>	<b>15</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,709,248</b>	<b>100%</b>	<b>47.0</b>	<b>1.44M</b>	<b>8.65M</b>	<b>4.47M</b>	<b>1.16M</b>
<b>Median Listing Price</b>	<b>\$189,999</b>			<b>\$115,500</b>	<b>\$225,000</b>	<b>\$189,000</b>	<b>\$580,000</b>

# July 2024



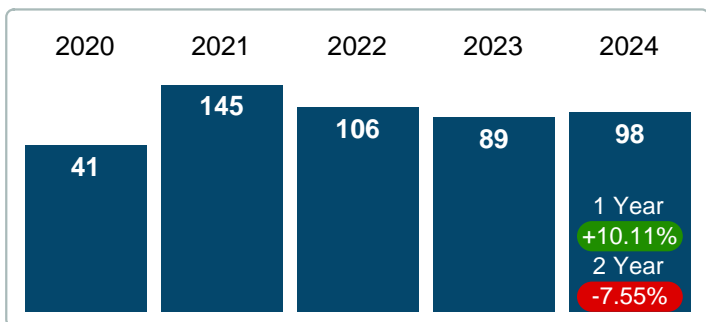
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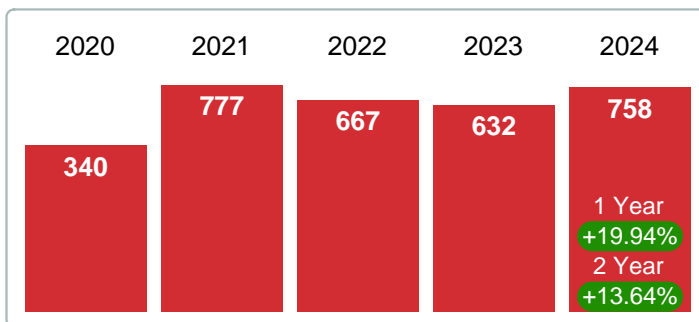
## NEW LISTINGS

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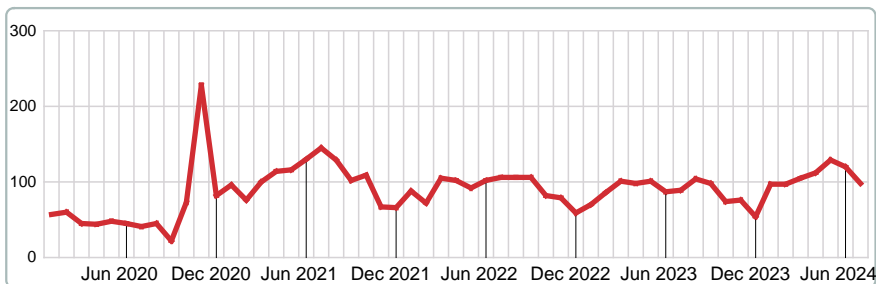
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 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	0
\$75,001 - \$125,000	15	15.31%	5	9	1	0
\$125,001 - \$175,000	13	13.27%	5	5	3	0
\$175,001 - \$250,000	26	26.53%	3	19	4	0
\$250,001 - \$325,000	12	12.24%	0	9	2	1
\$325,001 - \$575,000	16	16.33%	0	13	3	0
\$575,001 and up	11	11.22%	2	4	3	2
<b>Total New Listed Units</b>	<b>98</b>		<b>18</b>	<b>61</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>32,980,113</b>	<b>100%</b>	<b>5.94M</b>	<b>18.94M</b>	<b>4.85M</b>	<b>3.25M</b>
<b>Median New Listed Listing Price</b>	<b>\$215,000</b>		<b>\$142,000</b>	<b>\$239,500</b>	<b>\$247,450</b>	<b>\$625,000</b>

# July 2024



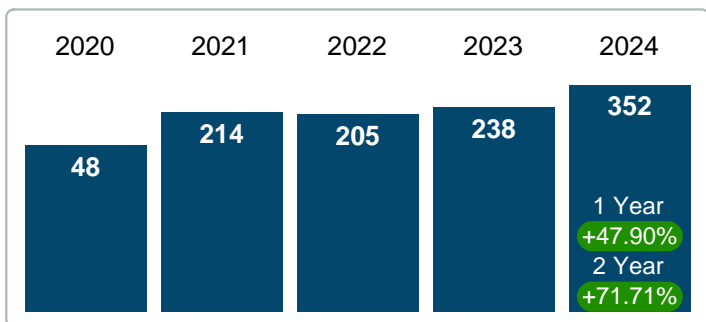
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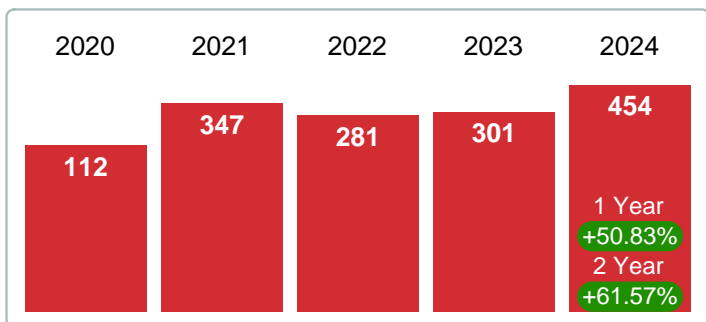
## ACTIVE INVENTORY

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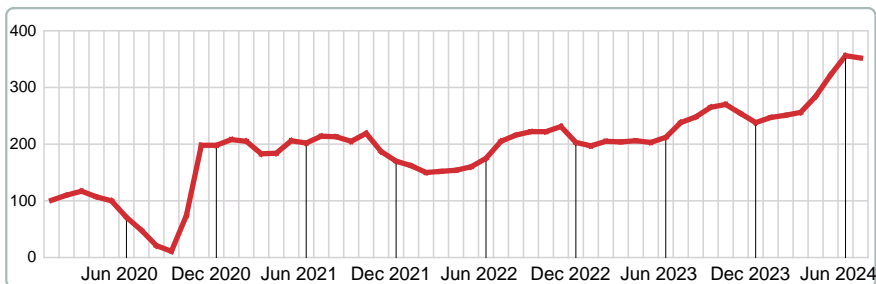
### END OF JULY



### ACTIVE DURING JULY

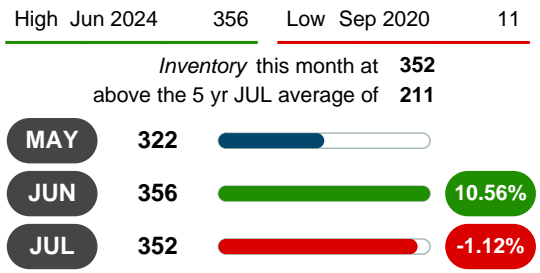


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 211



### 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	25	7.10%	92.0	19	5	1	0
\$75,001 - \$125,000	40	11.36%	67.0	25	15	0	0
\$125,001 - \$175,000	57	16.19%	69.0	19	29	9	0
\$175,001 - \$275,000	88	25.00%	56.0	8	66	14	0
\$275,001 - \$400,000	63	17.90%	72.0	9	33	16	5
\$400,001 - \$600,000	44	12.50%	61.5	2	21	16	5
\$600,001 and up	35	9.94%	68.0	4	13	12	6
<b>Total Active Inventory by Units</b>	<b>352</b>			<b>86</b>	<b>182</b>	<b>68</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>118,747,657</b>	<b>100%</b>	<b>69.0</b>	<b>17.64M</b>	<b>56.66M</b>	<b>31.58M</b>	<b>12.87M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$226,000</b>			<b>\$122,500</b>	<b>\$230,000</b>	<b>\$341,950</b>	<b>\$504,000</b>

# July 2024



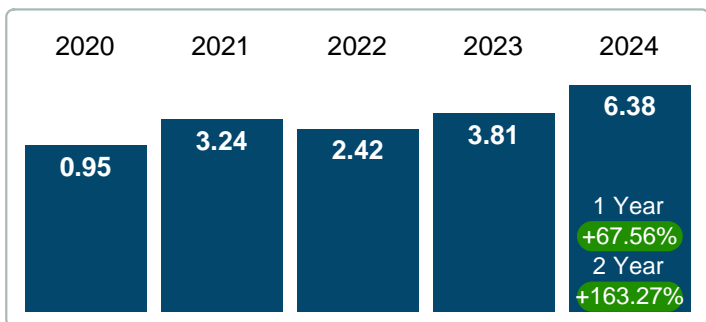
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



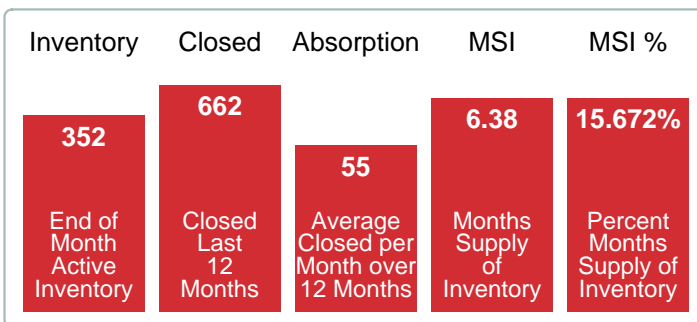
## MONTHS SUPPLY of INVENTORY (MSI)

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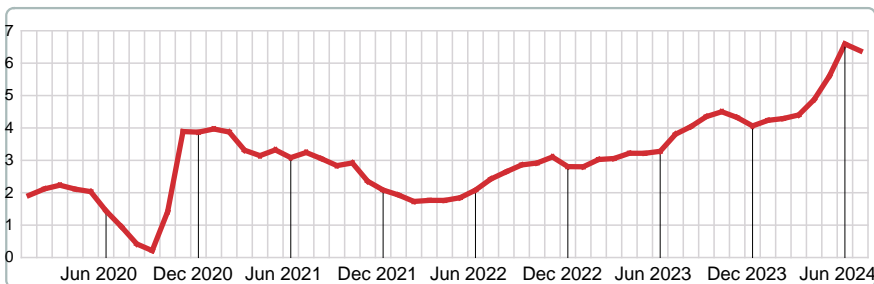
### MSI FOR JULY



### INDICATORS FOR JULY 2024

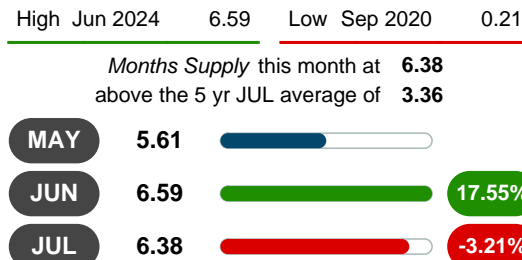


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# July 2024



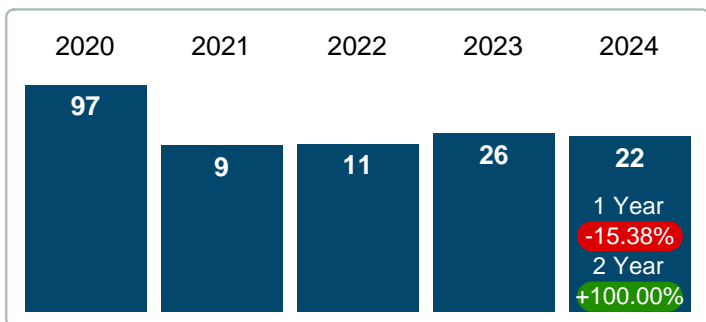
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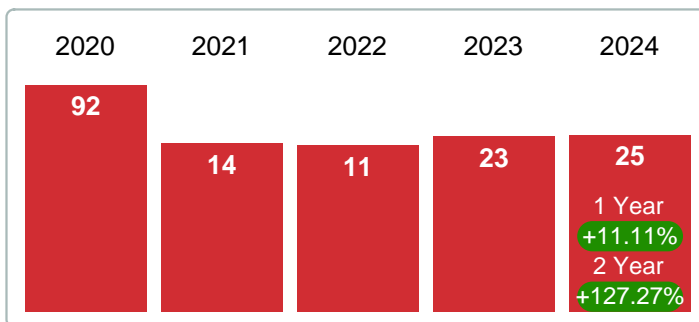
## MEDIAN DAYS ON MARKET TO SALE

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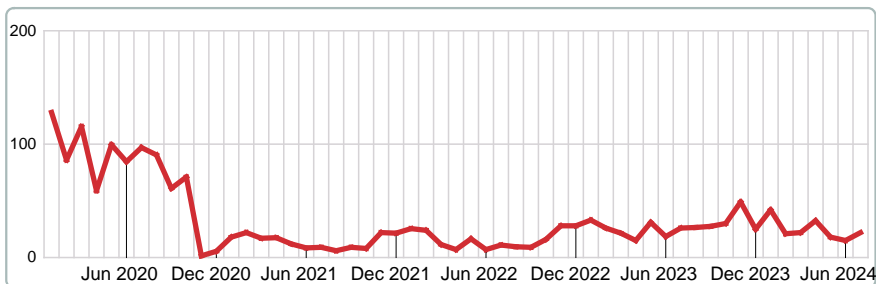
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 33

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 22 below the 5 yr JUL average of 33



### 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	8.96%	12	18	2	0	0
\$75,001 - \$100,000	10.45%	33	106	28	2	0
\$100,001 - \$150,000	10.45%	31	18	69	0	0
\$150,001 - \$275,000	31.34%	9	5	12	18	3
\$275,001 - \$375,000	16.42%	37	0	37	62	16
\$375,001 - \$475,000	11.94%	35	49	15	40	0
\$475,001 and up	10.45%	6	0	10	3	9
Median Closed DOM		22	18	24	29	10
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



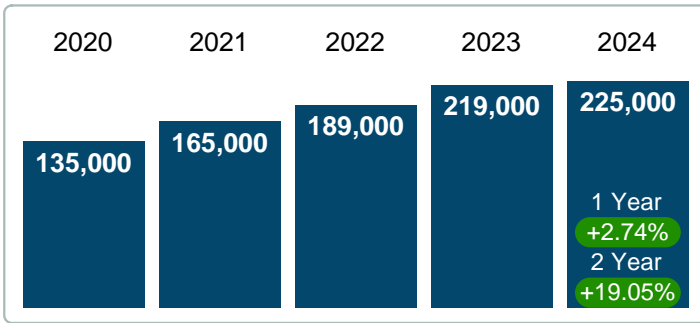
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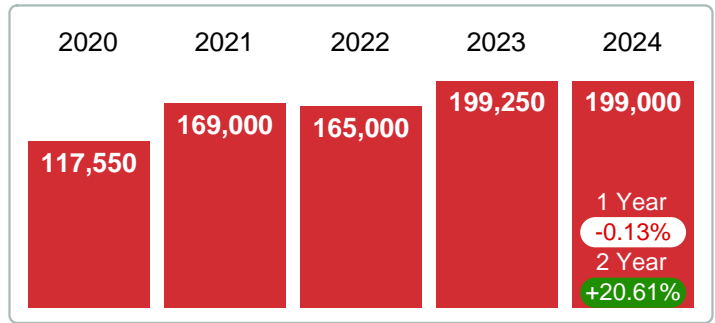
## MEDIAN LIST PRICE AT CLOSING

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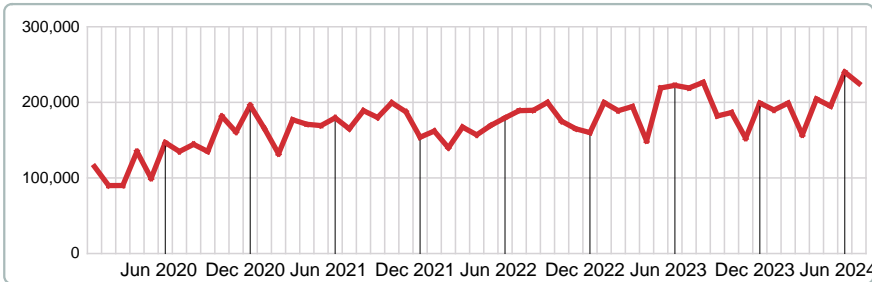
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

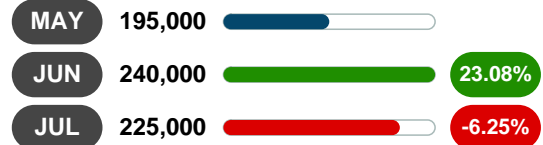


### 3 MONTHS

5 year JUL AVG = 186,600

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

Median List Price at Closing this month at **225,000**  
above the 5 yr JUL average of **186,600**



### 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	8.96%	59,750	65,625	49,750	0	0
\$75,001 - \$100,000	7.46%	95,000	89,000	99,000	87,500	0
\$100,001 - \$150,000	10.45%	115,000	127,450	115,000	0	0
\$150,001 - \$275,000	31.34%	175,000	175,000	175,000	214,900	0
\$275,001 - \$375,000	19.40%	289,900	0	289,900	324,644	292,000
\$375,001 - \$475,000	8.96%	432,500	389,900	432,500	459,900	0
\$475,001 and up	13.43%	629,000	0	629,000	547,000	912,500
<b>Median List Price</b>		<b>225,000</b>	<b>140,000</b>	<b>239,900</b>	<b>459,900</b>	<b>474,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,000</b>	<b>15</b>	<b>39</b>	<b>9</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>19,097,637</b>	<b>2.17M</b>	<b>10.78M</b>	<b>3.74M</b>	<b>2.41M</b>



# July 2024



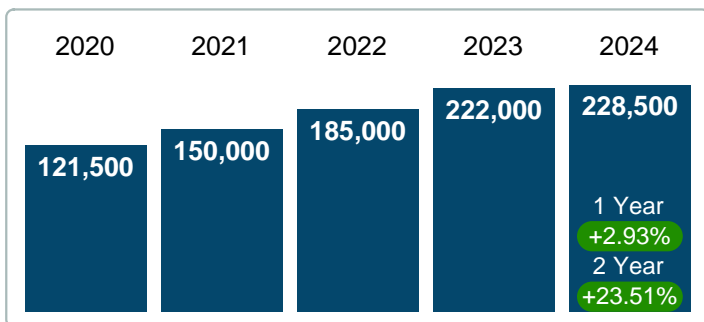
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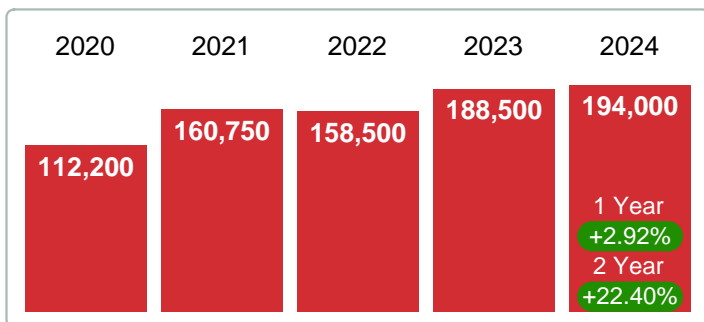
## MEDIAN SOLD PRICE AT CLOSING

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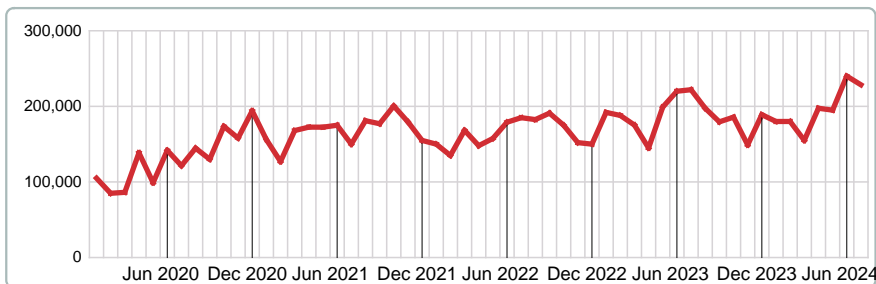
### JULY



### YEAR TO DATE (YTD)

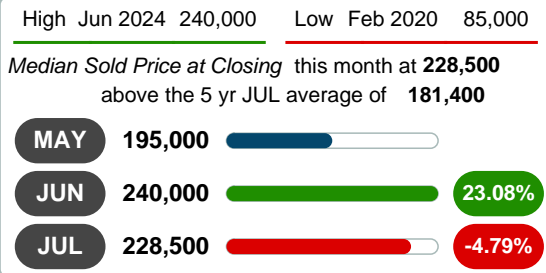


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 181,400



### 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	6	8.96%	60,000	60,750	49,750	0	0
\$75,001 - \$100,000	7	10.45%	87,500	90,750	91,250	81,000	0
\$100,001 - \$150,000	7	10.45%	121,000	134,000	121,000	0	0
\$150,001 - \$275,000	21	31.34%	214,900	187,500	196,500	244,090	275,000
\$275,001 - \$375,000	11	16.42%	295,000	0	295,000	375,000	285,000
\$375,001 - \$475,000	8	11.94%	427,250	380,000	415,000	456,250	0
\$475,001 and up	7	10.45%	625,000		01,038,013	588,000	812,500
Median Sold Price			228,500	120,000	239,900	450,000	455,000
Total Closed Units		100%	228,500	15	39	9	4
Total Closed Volume			18,577,605	2.06M	10.64M	3.68M	2.19M

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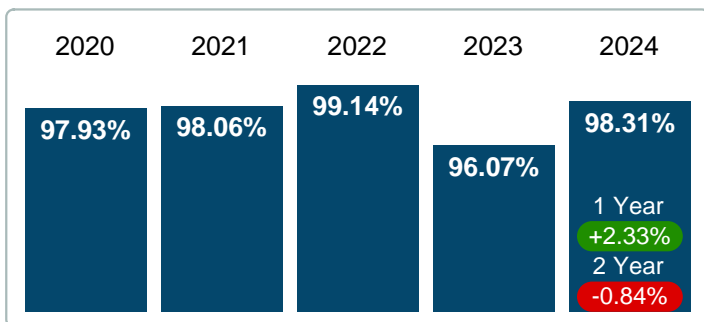
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



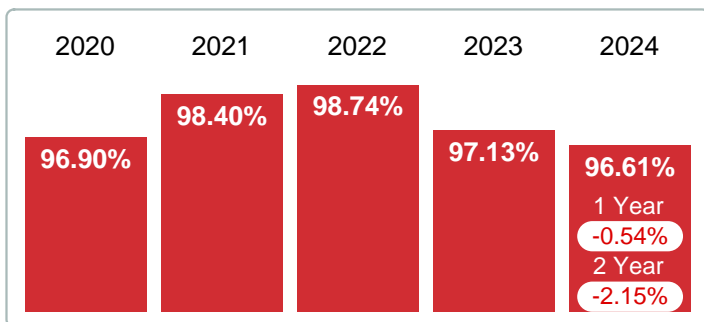
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

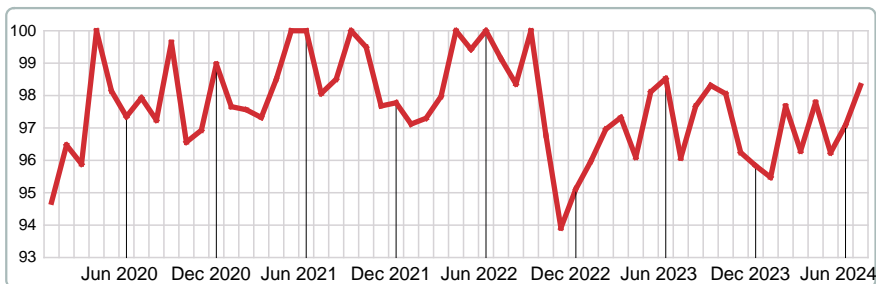
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

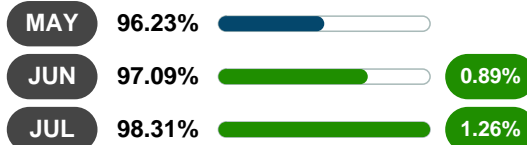


### 3 MONTHS

5 year JUL AVG = 97.90%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **98.31%**  
equal to 5 yr JUL average of **97.90%**



### 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	6	8.96%	96.67%	89.12%	100.00%	0.00%	0.00%
\$75,001 - \$100,000	7	10.45%	92.57%	93.58%	89.65%	92.57%	0.00%
\$100,001 - \$150,000	7	10.45%	89.70%	90.54%	87.66%	0.00%	0.00%
\$150,001 - \$275,000	21	31.34%	100.00%	100.00%	100.19%	98.91%	96.49%
\$275,001 - \$375,000	11	16.42%	98.94%	0.00%	98.94%	101.38%	95.32%
\$375,001 - \$475,000	8	11.94%	97.65%	97.46%	98.96%	96.21%	0.00%
\$475,001 and up	7	10.45%	98.16%	0.00%	100.41%	98.99%	90.63%
Median Sold/List Ratio		98.31%		93.33%	100.00%	98.16%	95.74%
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



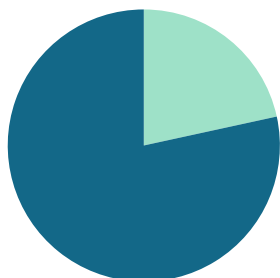
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

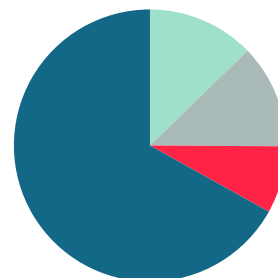


**Inventory**  
 New Listings  
**98 = 21.59%**  
 Start Inventory  
**356**  
 Total Inventory Units  
**454**  
 Volume  
**\$145,253,704**

### 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%
Median List Price	219,000	225,000	2.74%	199,250	199,000	-0.13%
Median Sale Price	222,000	228,500	2.93%	188,500	194,000	2.92%
Median Percent of Selling Price to List Price	96.07%	98.31%	2.33%	97.13%	96.61%	-0.54%
Median Days on Market to Sale	26.00	22.00	-15.38%	22.50	25.00	11.11%
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

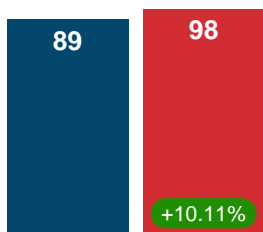
**Inventory** on July 31, 2024 = **352**

**2023** **2024**

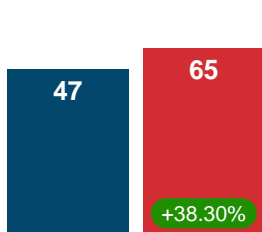
### JULY MARKET

### MEDIAN PRICES

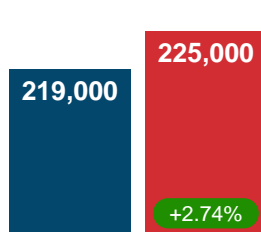
#### New Listings



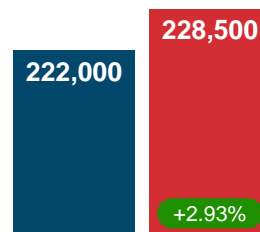
#### Pending Listings



#### List Price



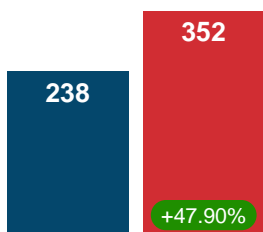
#### Sale Price



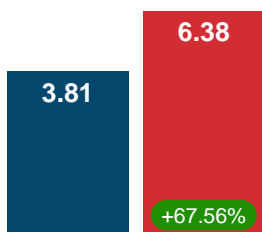
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

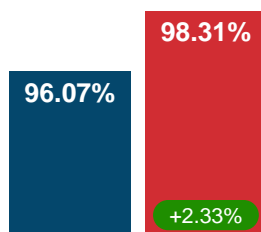
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

