

August 2024



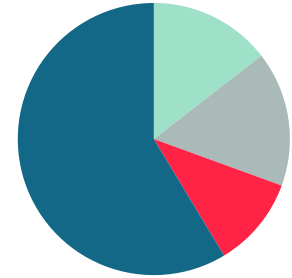
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	64	47	-26.56%
Pending Listings	69	52	-24.64%
New Listings	83	71	-14.46%
Average List Price	197,267	224,753	13.93%
Average Sale Price	181,381	215,522	18.82%
Average Percent of Selling Price to List Price	90.81%	95.20%	4.84%
Average Days on Market to Sale	28.45	41.04	44.25%
End of Month Inventory	193	190	-1.55%
Months Supply of Inventory	3.75	3.98	6.18%



Absorption: Last 12 months, an Average of **48** Sales/Month
Active Inventory as of August 31, 2024 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2024 decreased **1.55%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **3.98** 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 **18.82%** in August 2024 to \$215,522 versus the previous year at \$181,381.

Average Days on Market Lengthens

The average number of **41.04** days that homes spent on the market before selling increased by 12.59 days or **44.25%** in August 2024 compared to last year's same month at **28.45** DOM.

Sales Success for August 2024 is Positive

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

There were 71 New Listings in August 2024, down **14.46%** from last year at 83. Furthermore, there were 47 Closed Listings this month versus last year at 64, a **-26.56%** decrease.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, August 2023, at **77.1%**, a **14.15%** downswing. This will certainly create pressure on a decreasing Monthly 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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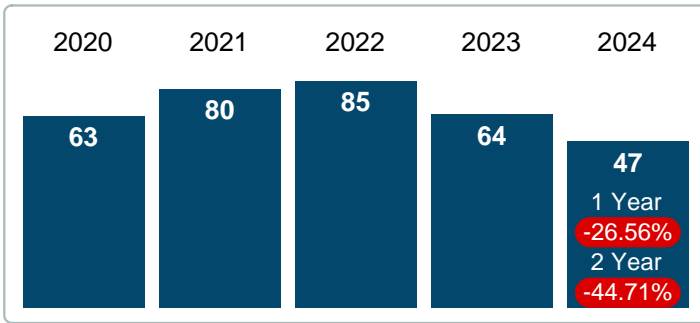
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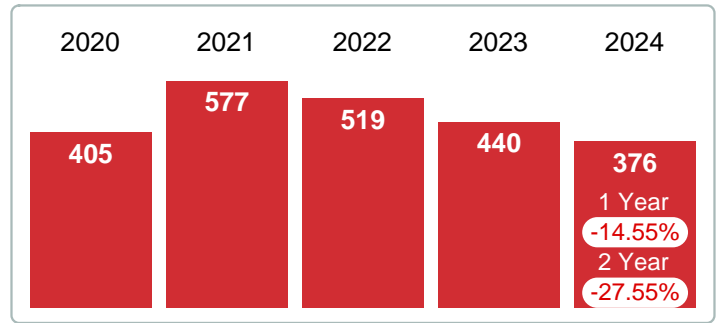
CLOSED LISTINGS

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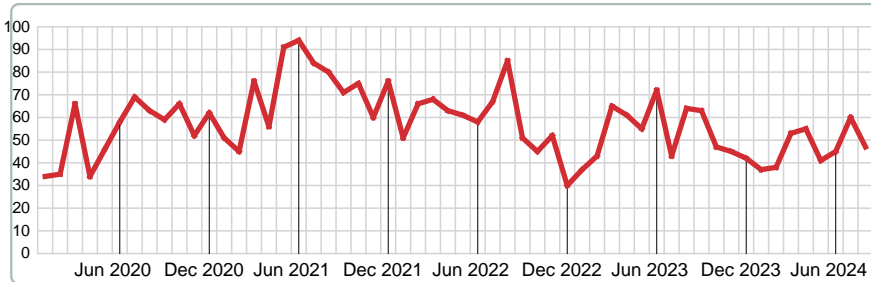
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 68

High Jun 2021 94 Low Dec 2022 30

Closed Listings this month at 47
below the 5 yr AUG average of 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.38%	28.0	2	1	0	0
\$50,001 - \$100,000	6	12.77%	45.2	2	2	2	0
\$100,001 - \$150,000	8	17.02%	35.0	3	5	0	0
\$150,001 - \$225,000	11	23.40%	29.3	0	8	3	0
\$225,001 - \$250,000	5	10.64%	57.2	0	5	0	0
\$250,001 - \$400,000	9	19.15%	42.9	0	6	3	0
\$400,001 and up	5	10.64%	60.0	0	2	3	0
Total Closed Units	47			7	29	11	0
Total Closed Volume	10,129,550	100%	41.0	503.80K	6.47M	3.16M	0.00B
Average Closed Price	\$215,522			\$71,971	\$223,069	\$286,977	\$0

August 2024



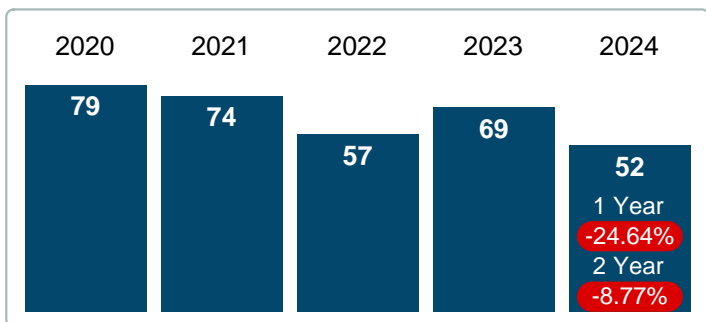
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



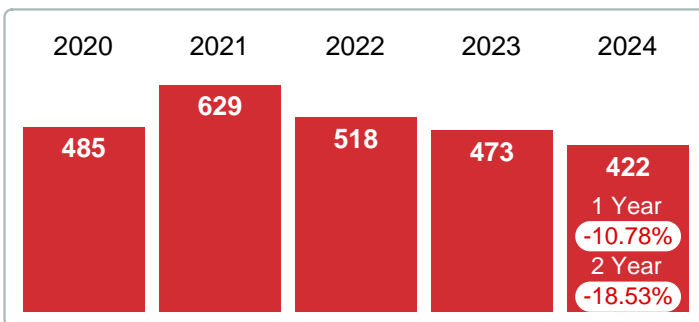
PENDING LISTINGS

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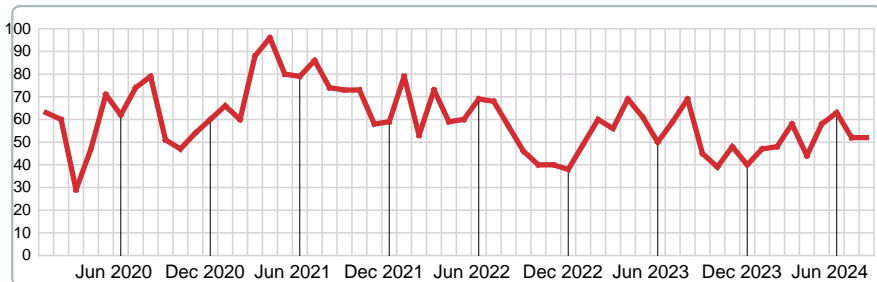
AUGUST



YEAR TO DATE (YTD)

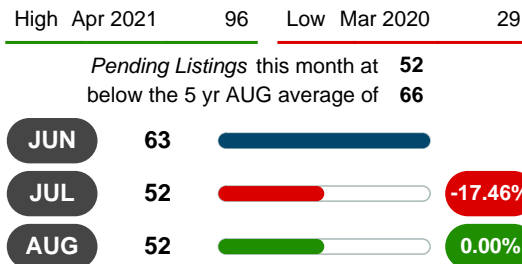


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.92%	109.0	0	1	0	0
\$25,001 - \$50,000	9	17.31%	15.1	5	3	0	1
\$50,001 - \$125,000	9	17.31%	33.2	6	1	2	0
\$125,001 - \$175,000	13	25.00%	39.2	2	9	2	0
\$175,001 - \$325,000	9	17.31%	23.8	4	4	1	0
\$325,001 - \$525,000	5	9.62%	41.4	0	2	3	0
\$525,001 and up	6	11.54%	79.0	0	4	2	0
Total Pending Units	52			17	24	10	1
Total Pending Volume	10,945,300	100%	56.0	1.93M	6.00M	2.98M	39.90K
Average Listing Price	\$191,625			\$113,541	\$249,967	\$297,600	\$39,900

August 2024



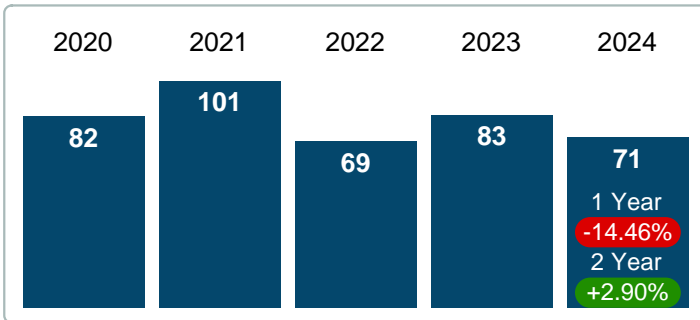
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



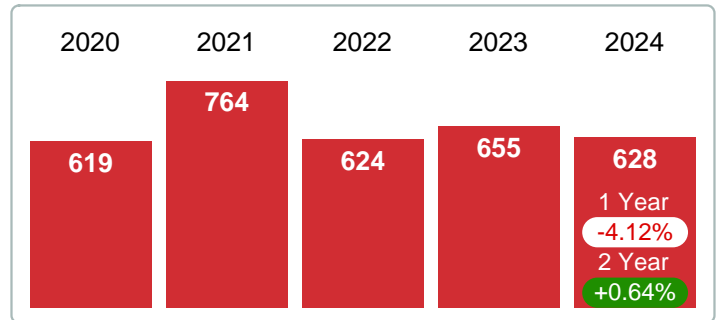
NEW LISTINGS

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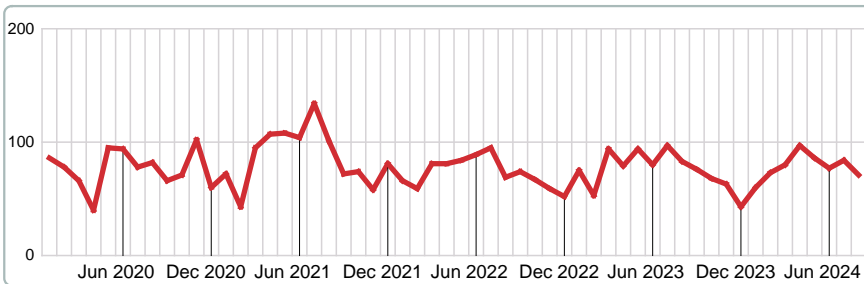
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

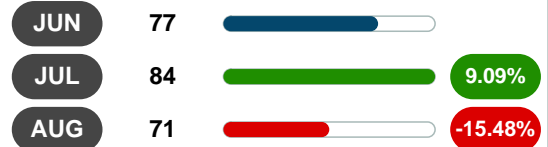


3 MONTHS

5 year AUG AVG = 81

High Jul 2021 134 Low Apr 2020 40

New Listings this month at 71
below the 5 yr AUG average of 81



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.45%	2	2	1	1
\$40,001 - \$110,000	10	14.08%	4	3	3	0
\$110,001 - \$150,000	13	18.31%	2	10	1	0
\$150,001 - \$250,000	15	21.13%	4	10	1	0
\$250,001 - \$360,000	10	14.08%	1	6	2	1
\$360,001 - \$540,000	9	12.68%	0	4	5	0
\$540,001 and up	8	11.27%	1	1	3	3
Total New Listed Units	71		14	36	16	5
Total New Listed Volume	18,571,850	100%	2.74M	7.76M	5.25M	2.82M
Average New Listed Listing Price	\$53,750		\$195,361	\$215,586	\$328,181	\$564,960

August 2024



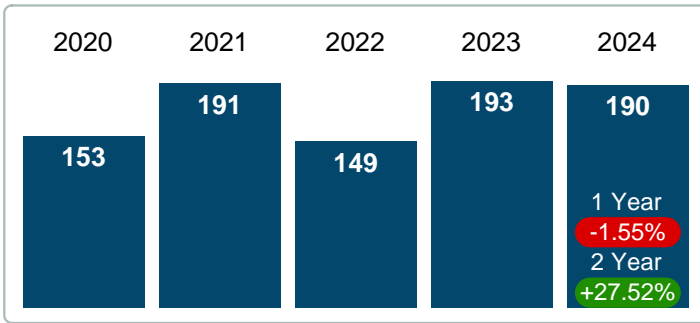
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



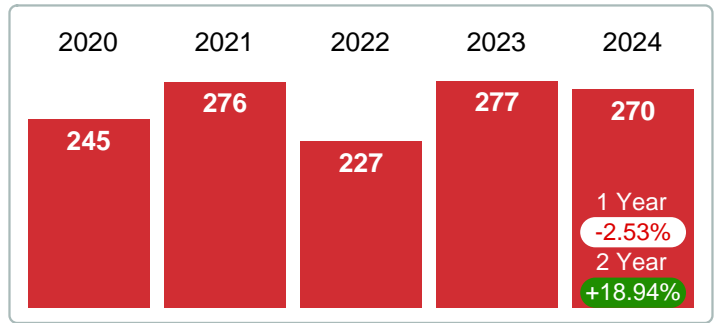
ACTIVE INVENTORY

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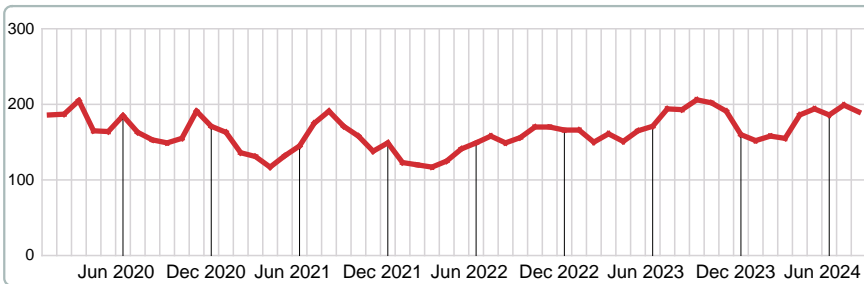
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 175

High Sep 2023: 206 | Low Mar 2022: 117

Inventory this month at **190**
above the 5 yr AUG average of **175**

JUN	186	<div style="width: 80%;"></div>
JUL	199	<div style="width: 90%;"></div> 6.99%
AUG	190	<div style="width: 85%;"></div> -4.52%

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	18	9.47%	144.6	11	6	1	0
\$75,001 - \$125,000	27	14.21%	96.3	14	11	2	0
\$125,001 - \$175,000	27	14.21%	56.3	6	18	3	0
\$175,001 - \$275,000	45	23.68%	66.2	9	30	6	0
\$275,001 - \$375,000	27	14.21%	74.1	3	15	6	3
\$375,001 - \$675,000	27	14.21%	77.6	0	10	13	4
\$675,001 and up	19	10.00%	94.5	3	6	3	7
Total Active Inventory by Units	190			46	96	34	14
Total Active Inventory by Volume	62,003,648	100%	82.1	9.17M	26.89M	14.81M	11.13M
Average Active Inventory Listing Price	\$326,335			\$199,332	\$280,089	\$435,697	\$795,157

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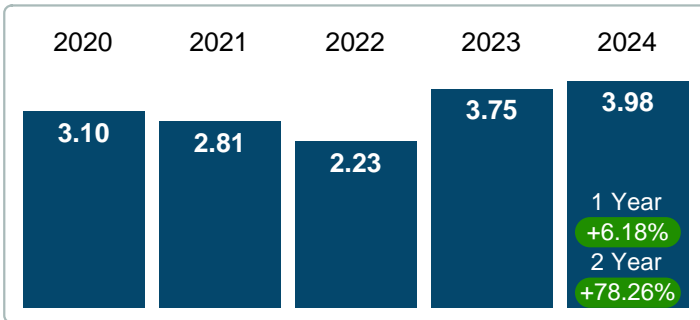
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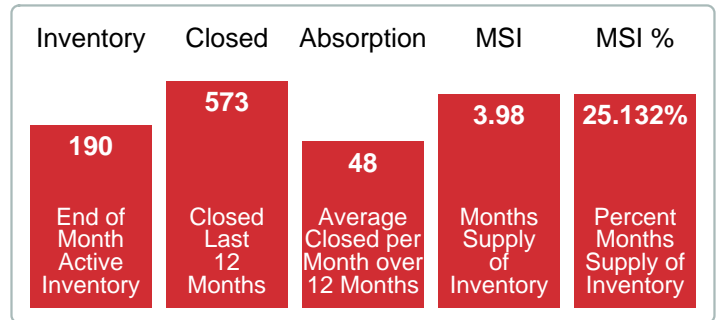
MONTHS SUPPLY of INVENTORY (MSI)

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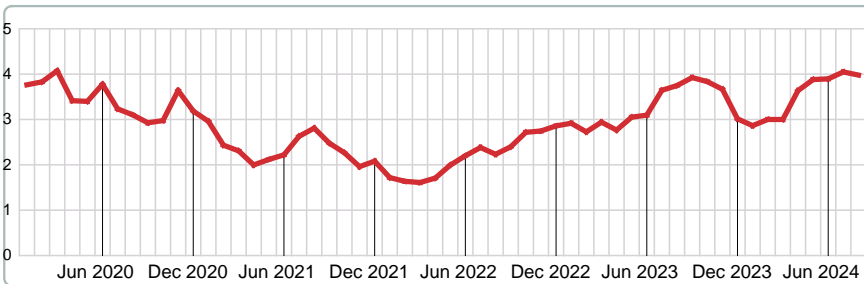
MSI FOR AUGUST



INDICATORS FOR AUGUST 2024



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.17

High Mar 2020 4.07 Low Mar 2022 1.61

Months Supply this month at **3.98**
above the 5 yr AUG average of **3.17**



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	18	9.47%	2.84	3.57	2.00	4.00	0.00
\$75,001 - \$125,000	27	14.21%	3.60	4.94	2.93	2.18	0.00
\$125,001 - \$175,000	27	14.21%	2.92	3.43	2.70	3.60	0.00
\$175,001 - \$275,000	45	23.68%	3.55	10.80	3.13	3.27	0.00
\$275,001 - \$375,000	27	14.21%	4.15	9.00	4.00	2.48	0.00
\$375,001 - \$675,000	27	14.21%	6.11	0.00	5.45	7.09	12.00
\$675,001 and up	19	10.00%	17.54	36.00	18.00	18.00	14.00
Market Supply of Inventory (MSI)			3.98	4.93	3.32	4.12	11.20
Total Active Inventory by Units		100%	3.98	46	96	34	14

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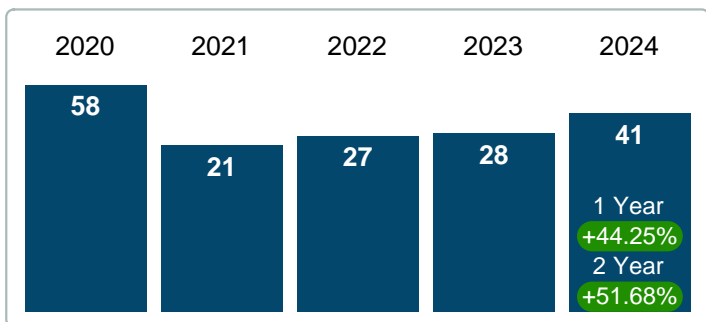
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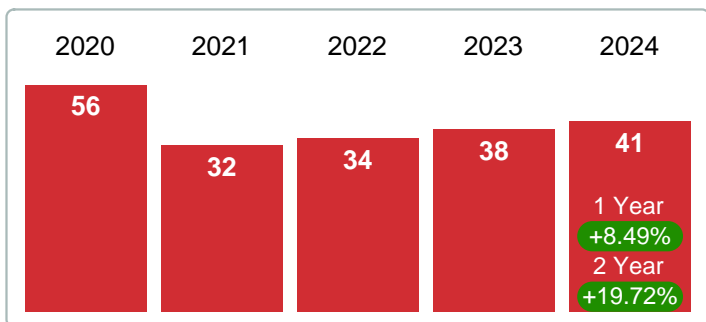
AVERAGE DAYS ON MARKET TO SALE

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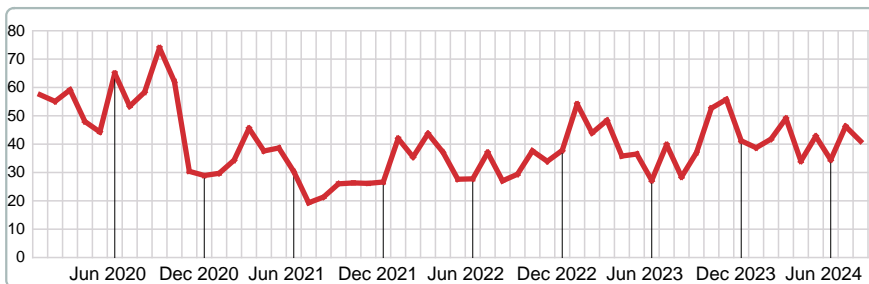
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

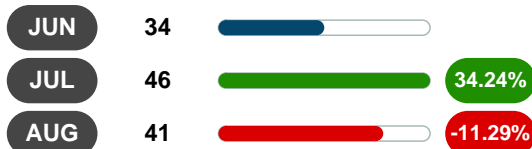


3 MONTHS

5 year AUG AVG = 35

High Sep 2020 74 Low Jul 2021 19

Average Days on Market to Sale this month at 41 above the 5 yr AUG average of 35



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
\$50,000 and less	6.38%	28	42	1	0	0
\$50,001 - \$100,000	12.77%	45	107	24	5	0
\$100,001 - \$150,000	17.02%	35	59	20	0	0
\$150,001 - \$225,000	23.40%	29	0	33	20	0
\$225,001 - \$250,000	10.64%	57	0	57	0	0
\$250,001 - \$400,000	19.15%	43	0	39	51	0
\$400,001 and up	10.64%	60	0	52	66	0
Average Closed DOM		41	68	36	38	0
Total Closed Units	100%	47	7	29	11	0
Total Closed Volume		10,129,550	503.80K	6.47M	3.16M	0.00B

August 2024



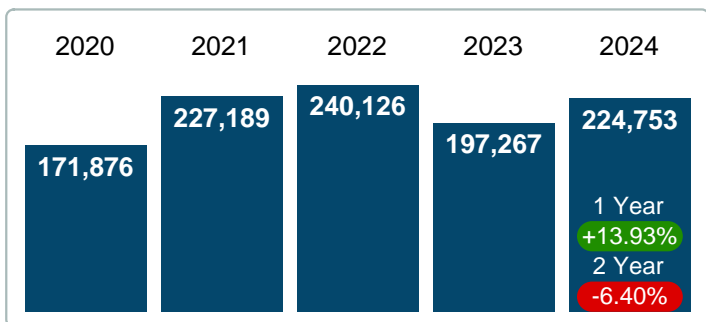
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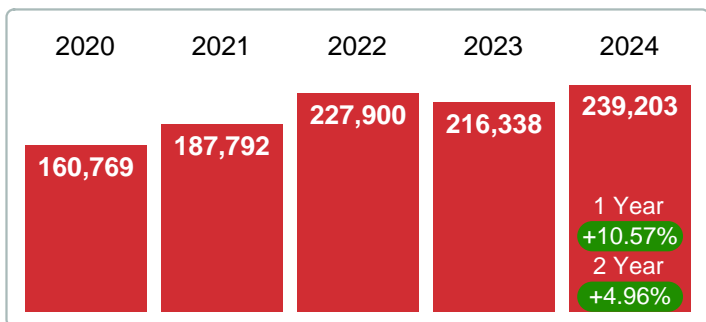
AVERAGE LIST PRICE AT CLOSING

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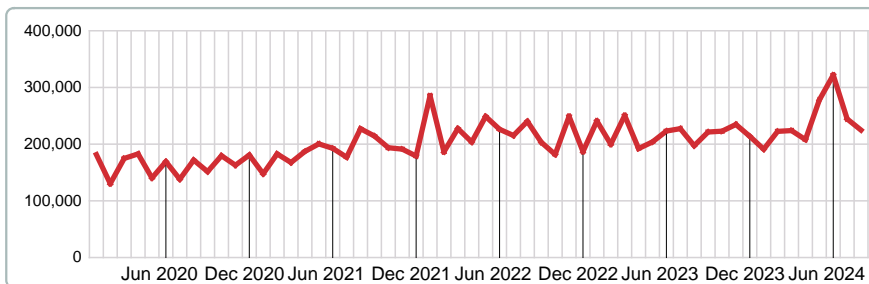
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

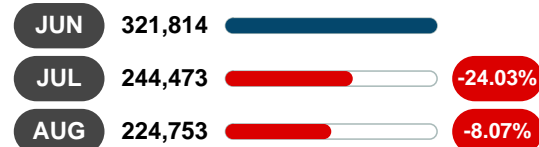


3 MONTHS

5 year AUG AVG = 212,242

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

Average List Price at Closing this month at **224,753** above the 5 yr AUG average of **212,242**



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
\$50,000 and less	6.38%	25,800	21,200	35,000	0	0
\$50,001 - \$100,000	8.51%	75,625	67,500	107,000	88,700	0
\$100,001 - \$150,000	21.28%	126,290	123,833	136,500	0	0
\$150,001 - \$225,000	21.28%	193,150	0	197,688	186,966	0
\$225,001 - \$250,000	12.77%	236,950	0	239,160	0	0
\$250,001 - \$400,000	19.15%	291,156	0	297,900	277,667	0
\$400,001 and up	10.64%	589,400	0	642,500	554,000	0
Average List Price		224,753	78,414	233,834	293,936	0
Total Closed Units	100%	224,753	7	29	11	0
Total Closed Volume		10,563,399	548.90K	6.78M	3.23M	0.00B

August 2024



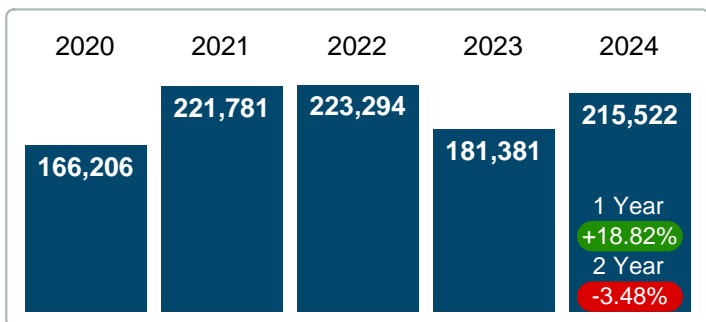
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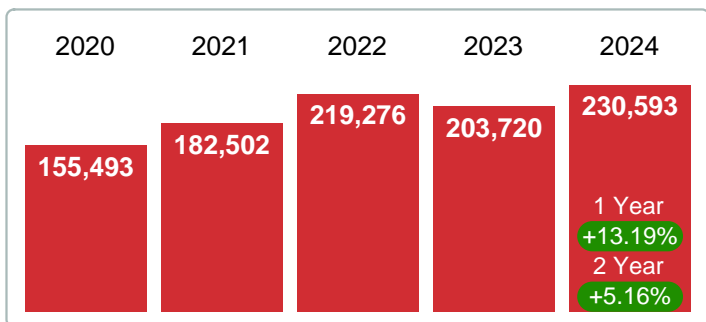
AVERAGE SOLD PRICE AT CLOSING

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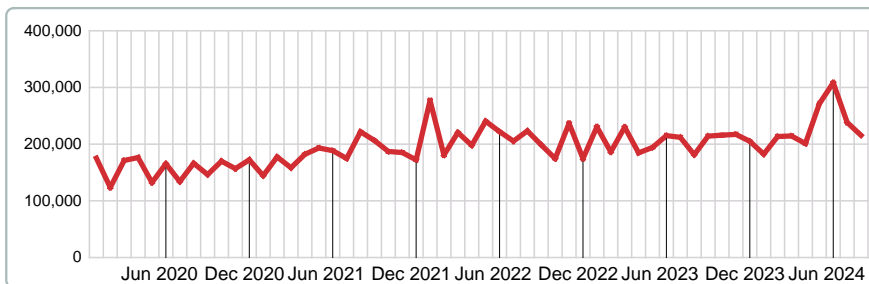
AUGUST



YEAR TO DATE (YTD)

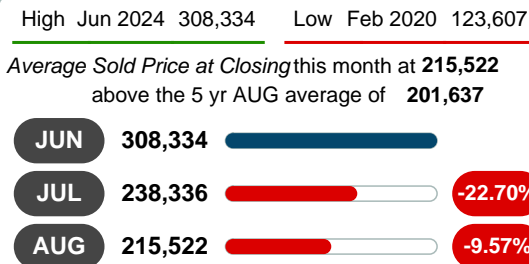


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 201,637



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
\$50,000 and less	6.38%	21,933	15,400	35,000	0	0
\$50,001 - \$100,000	12.77%	77,750	62,000	85,000	86,250	0
\$100,001 - \$150,000	17.02%	124,688	116,333	129,700	0	0
\$150,001 - \$225,000	23.40%	193,614	0	194,063	192,417	0
\$225,001 - \$250,000	10.64%	236,000	0	236,000	0	0
\$250,001 - \$400,000	19.15%	281,333	0	285,500	273,000	0
\$400,001 and up	10.64%	551,600	0	585,000	529,333	0
Average Sold Price		215,522	71,971	223,069	286,977	0
Total Closed Units		47	7	29	11	0
Total Closed Volume		10,129,550	503.80K	6.47M	3.16M	0.00B

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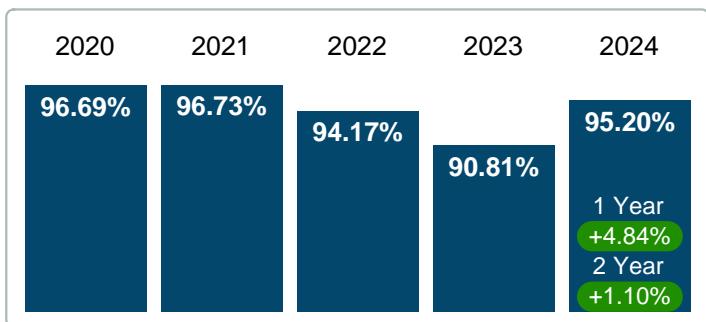
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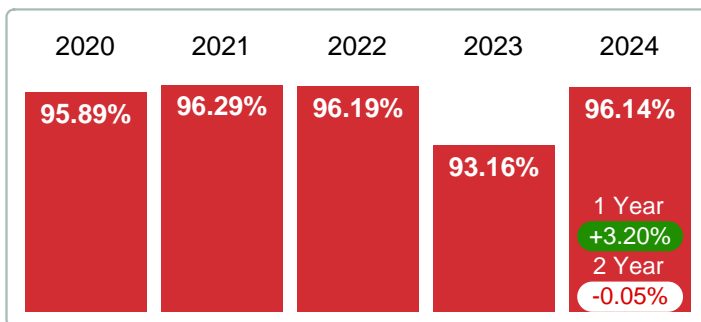
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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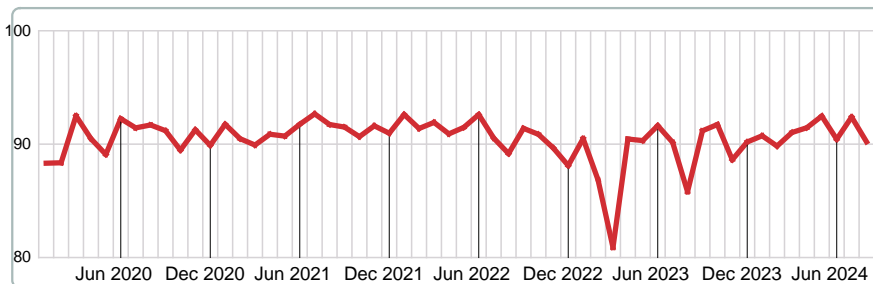
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

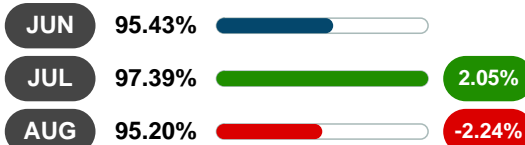


3 MONTHS

5 year AUG AVG = 94.72%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **95.20%** equal to 5 yr AUG average of **94.72%**



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
\$50,000 and less	3	6.38%	81.67%	72.51%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	6	12.77%	90.17%	91.87%	80.98%	97.66%	0.00%
\$100,001 - \$150,000	8	17.02%	94.78%	94.11%	95.19%	0.00%	0.00%
\$150,001 - \$225,000	11	23.40%	99.66%	0.00%	98.30%	103.31%	0.00%
\$225,001 - \$250,000	5	10.64%	98.70%	0.00%	98.70%	0.00%	0.00%
\$250,001 - \$400,000	9	19.15%	96.79%	0.00%	95.99%	98.39%	0.00%
\$400,001 and up	5	10.64%	93.88%	0.00%	91.58%	95.42%	0.00%
Average Sold/List Ratio		95.20%		87.30%	95.75%	98.79%	0.00%
Total Closed Units		47	100%	7	29	11	
Total Closed Volume		10,129,550		503.80K	6.47M	3.16M	0.00B

August 2024



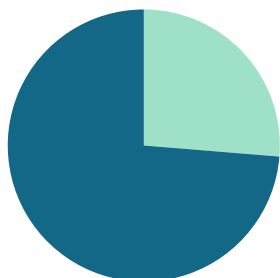
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

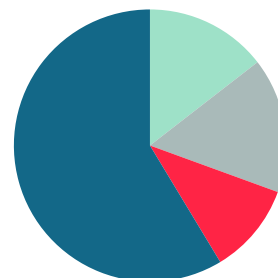


Inventory
 New Listings
71 = 26.30%
 Start Inventory
199
 Total Inventory Units
270
 Volume
\$85,051,698

Market Activity

Closed Sales
47 = 14.51%
 Pending Sales
52 = 16.05%
 Other Off Market
35 = 10.80%
 Active Inventory
190 = 58.64%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	64	47	-26.56%	440	376	-14.55%
Pending Sales	69	52	-24.64%	473	422	-10.78%
New Listings	83	71	-14.46%	655	628	-4.12%
Average List Price	197,267	224,753	13.93%	216,338	239,203	10.57%
Average Sale Price	181,381	215,522	18.82%	203,720	230,593	13.19%
Average Percent of Selling Price to List Price	90.81%	95.20%	4.84%	93.16%	96.14%	3.20%
Average Days on Market to Sale	28.45	41.04	44.25%	38.00	41.23	8.49%
Monthly Inventory	193	190	-1.55%	193	190	-1.55%
Months Supply of Inventory	3.75	3.98	6.18%	3.75	3.98	6.18%

Absorption: Last 12 months, an Average of **48** Sales/Month

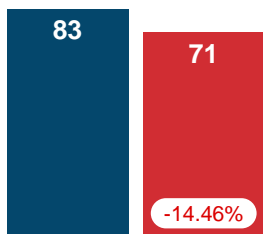
Inventory on August 31, 2024 = **190**

2023 **2024**

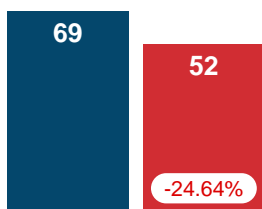
AUGUST MARKET

AVERAGE PRICES

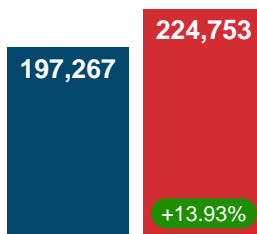
New Listings



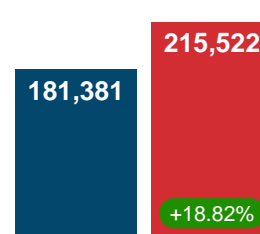
Pending Listings



List Price



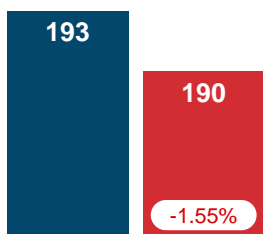
Sale Price



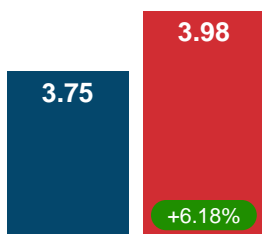
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

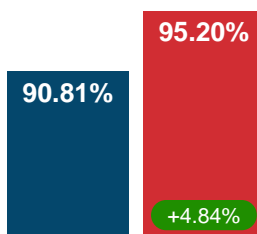
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

