

August 2024



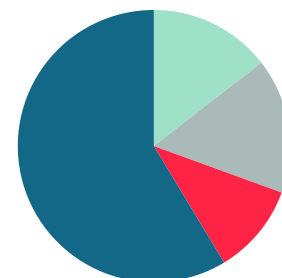
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	159,900	210,000	31.33%
Median Sale Price	149,500	212,000	41.81%
Median Percent of Selling Price to List Price	96.02%	97.38%	1.42%
Median Days on Market to Sale	7.00	17.00	142.86%
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.

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 **41.81%** in August 2024 to \$212,000 versus the previous year at \$149,500.

Median Days on Market Lengthens

The median number of **17.00** days that homes spent on the market before selling increased by 10.00 days or **142.86%** in August 2024 compared to last year's same month at **7.00** DOM.

Sales Success for August 2024 is Positive

Overall, with Median 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.

What's in this Issue

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

August 2024



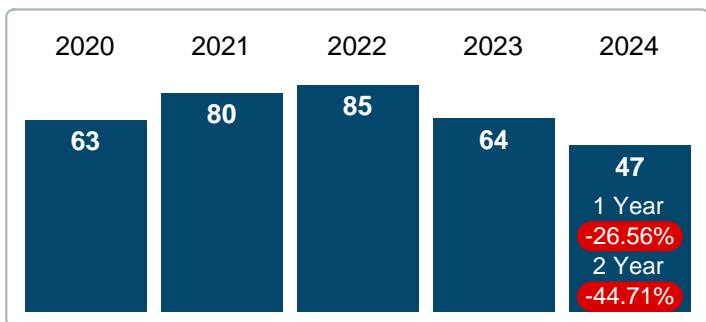
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



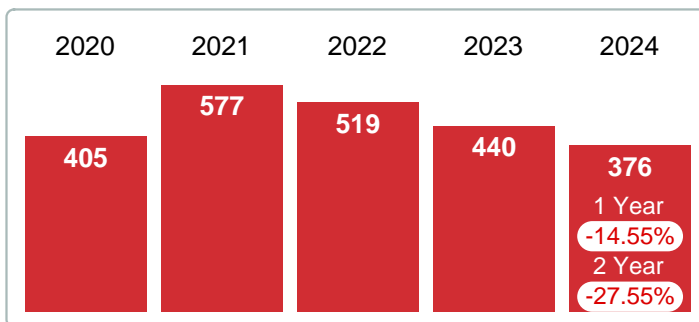
CLOSED LISTINGS

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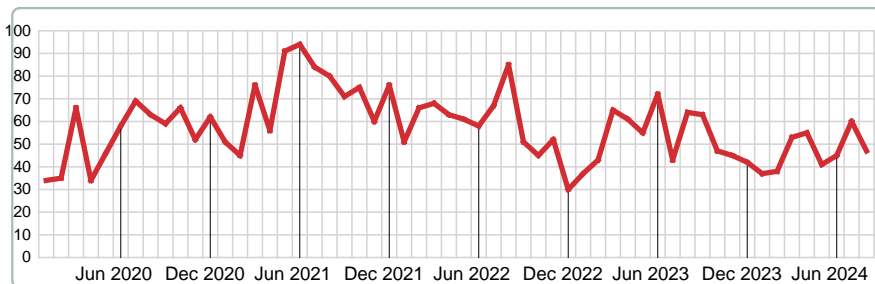
AUGUST



YEAR TO DATE (YTD)

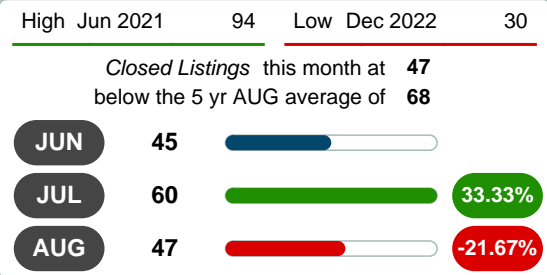


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$50,000 and less	3	6.38%	5.0	2	1	0	0
\$50,001 - \$100,000	6	12.77%	28.0	2	2	2	0
\$100,001 - \$150,000	8	17.02%	14.0	3	5	0	0
\$150,001 - \$225,000	11	23.40%	17.0	0	8	3	0
\$225,001 - \$250,000	5	10.64%	61.0	0	5	0	0
\$250,001 - \$400,000	9	19.15%	6.0	0	6	3	0
\$400,001 and up	5	10.64%	21.0	0	2	3	0
Total Closed Units	47			7	29	11	0
Total Closed Volume	10,129,550	100%	17.0	503.80K	6.47M	3.16M	0.00B
Median Closed Price	\$212,000			\$64,000	\$220,000	\$259,000	\$0

August 2024



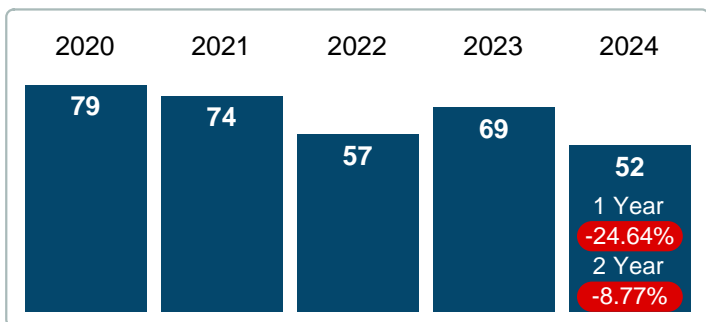
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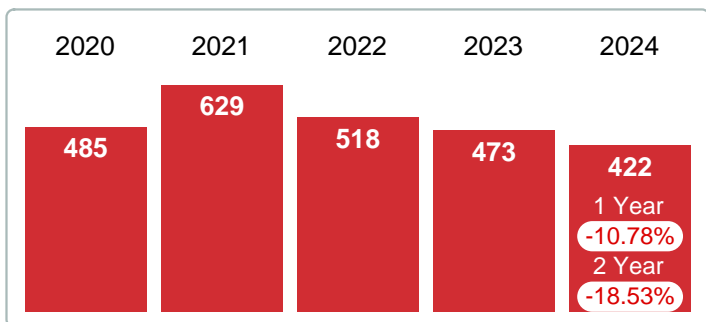
PENDING LISTINGS

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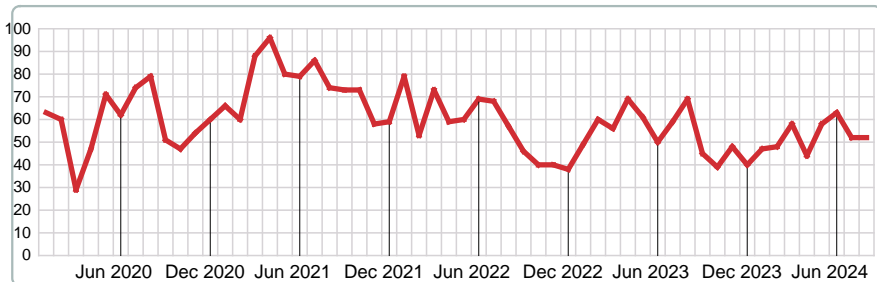
AUGUST



YEAR TO DATE (YTD)

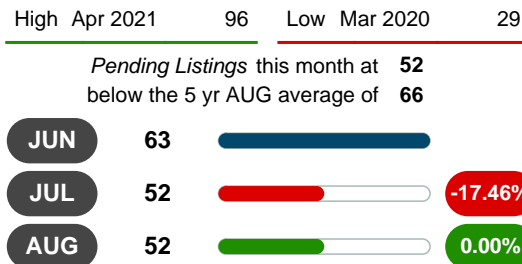


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	2	3.85%	91.0	1	1	0	0
\$30,001 - \$50,000	8	15.38%	2.0	4	3	0	1
\$50,001 - \$120,000	9	17.31%	20.0	6	1	2	0
\$120,001 - \$190,000	14	26.92%	29.0	2	10	2	0
\$190,001 - \$320,000	7	13.46%	18.0	4	2	1	0
\$320,001 - \$530,000	6	11.54%	27.0	0	3	3	0
\$530,001 and up	6	11.54%	62.5	0	4	2	0
Total Pending Units	52			17	24	10	1
Total Pending Volume	10,945,300	100%	19.0	1.93M	6.00M	2.98M	39.90K
Median Listing Price	\$145,000			\$65,000	\$161,500	\$329,000	\$39,900

August 2024



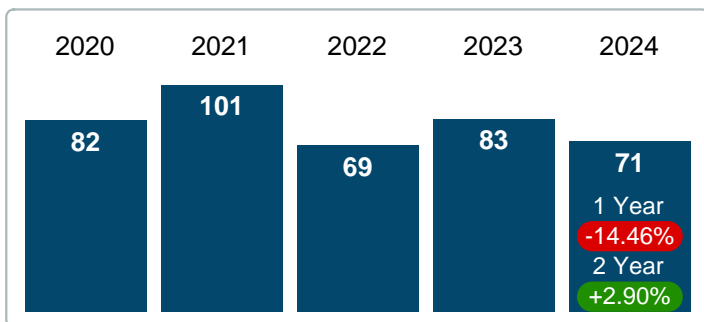
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



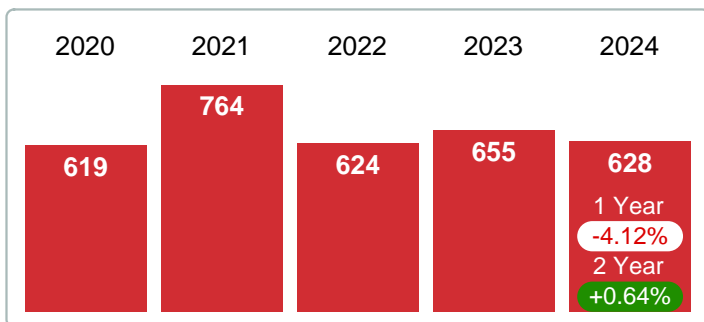
NEW LISTINGS

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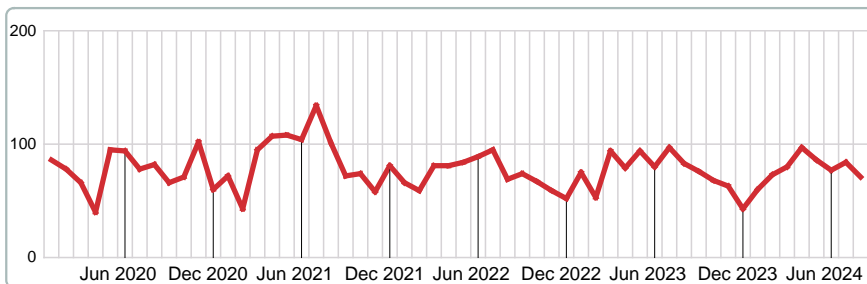
AUGUST



YEAR TO DATE (YTD)

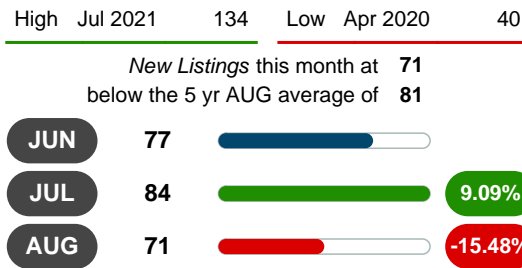


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 81



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0	0	0	0
\$25,001 - \$100,000	14	19.72%	5	4	4	1
\$100,001 - \$150,000	15	21.13%	3	11	1	0
\$150,001 - \$250,000	15	21.13%	4	10	1	0
\$250,001 - \$350,000	9	12.68%	1	6	2	0
\$350,001 - \$525,000	9	12.68%	0	4	4	1
\$525,001 and up	9	12.68%	1	1	4	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
Median New Listed Listing Price	\$200,000		\$134,500	\$181,000	\$362,000	\$599,900

August 2024



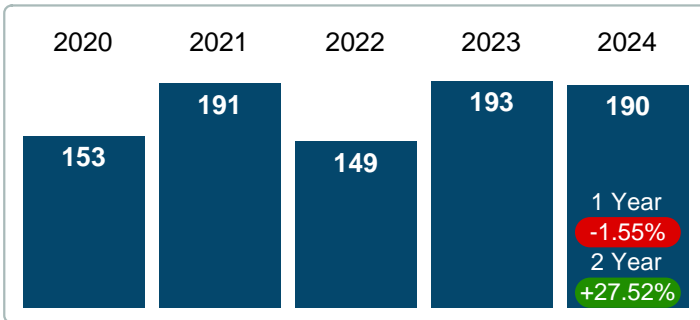
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



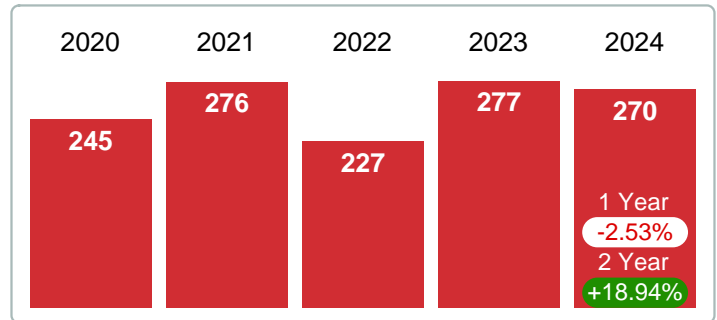
ACTIVE INVENTORY

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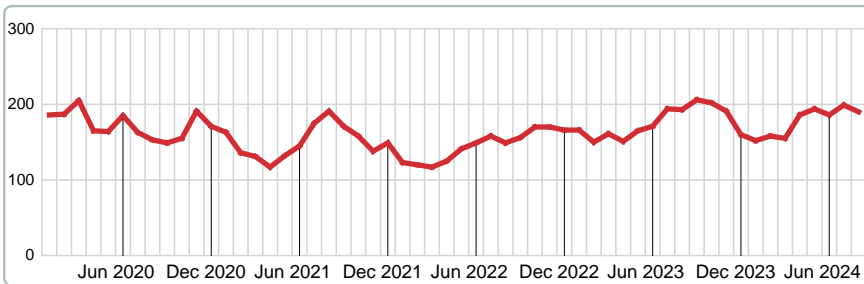
END OF AUGUST



ACTIVE DURING AUGUST

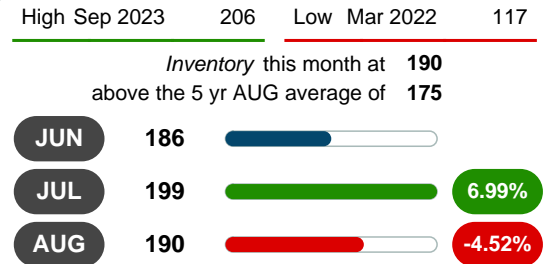


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 175



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	18	9.47%	162.0	11	6	1	0
\$75,001 - \$125,000	27	14.21%	66.0	14	11	2	0
\$125,001 - \$175,000	27	14.21%	50.0	6	18	3	0
\$175,001 - \$275,000	45	23.68%	57.0	9	30	6	0
\$275,001 - \$375,000	27	14.21%	57.0	3	15	6	3
\$375,001 - \$675,000	27	14.21%	70.0	0	10	13	4
\$675,001 and up	19	10.00%	106.0	3	6	3	7
Total Active Inventory by Units	190			46	96	34	14
Total Active Inventory by Volume	62,003,648	100%	67.0	9.17M	26.89M	14.81M	11.13M
Median Active Inventory Listing Price	\$227,450			\$109,450	\$224,500	\$375,000	\$714,900

August 2024



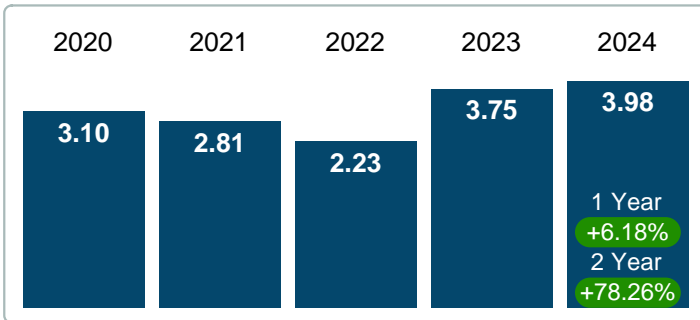
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



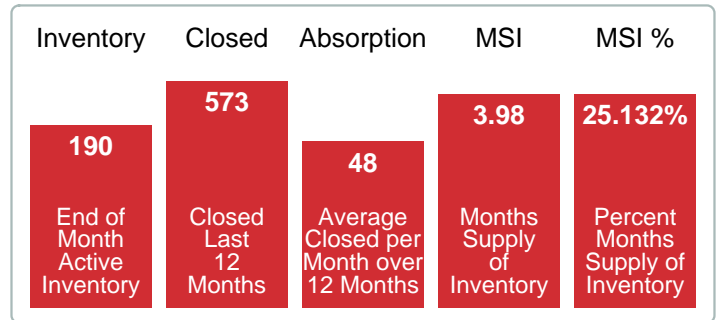
MONTHS SUPPLY of INVENTORY (MSI)

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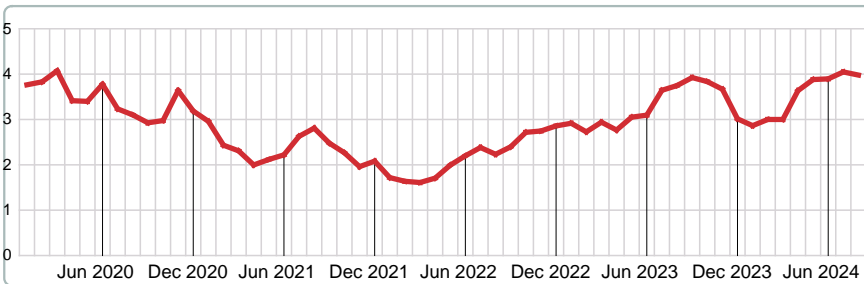
MSI FOR AUGUST



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

August 2024



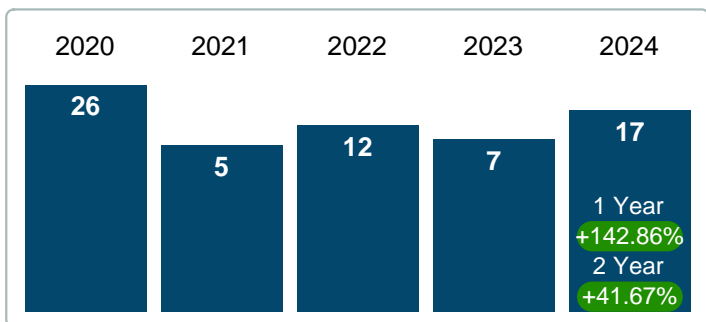
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



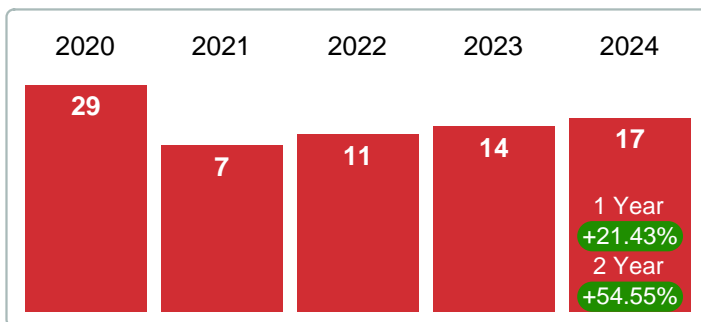
MEDIAN DAYS ON MARKET TO SALE

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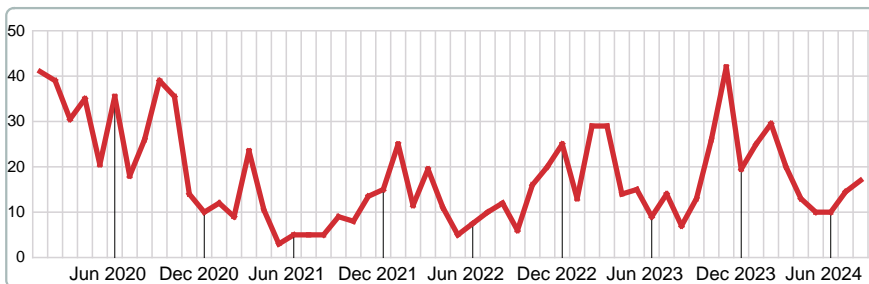
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

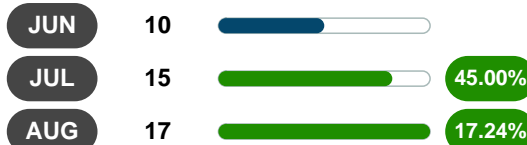


3 MONTHS

5 year AUG AVG = 13

High Nov 2023 42 Low May 2021 3

Median Days on Market to Sale this month at 17 above the 5 yr AUG average of 13



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
\$50,000 and less	6.38%	5	42	1	0	0
\$50,001 - \$100,000	12.77%	28	107	24	5	0
\$100,001 - \$150,000	17.02%	14	60	11	0	0
\$150,001 - \$225,000	23.40%	17	0	14	22	0
\$225,001 - \$250,000	10.64%	61	0	61	0	0
\$250,001 - \$400,000	19.15%	6	0	5	66	0
\$400,001 and up	10.64%	21	0	52	21	0
Median Closed DOM		17	60	11	21	0
Total Closed Units	100%	47	7	29	11	
Total Closed Volume		10,129,550	503.80K	6.47M	3.16M	0.00B

August 2024



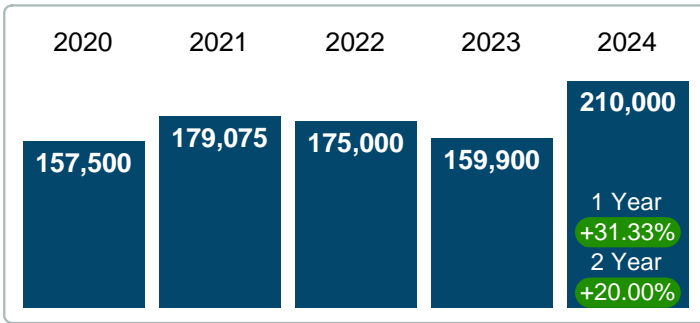
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



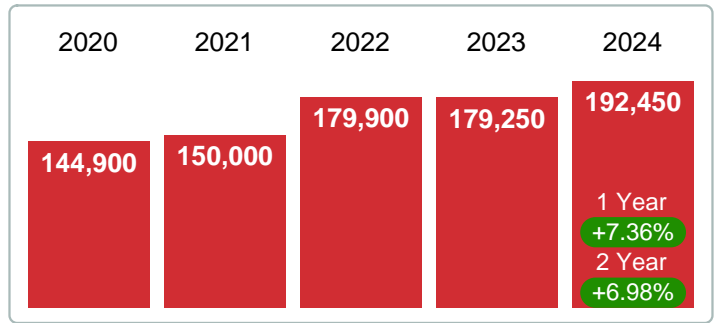
MEDIAN LIST PRICE AT CLOSING

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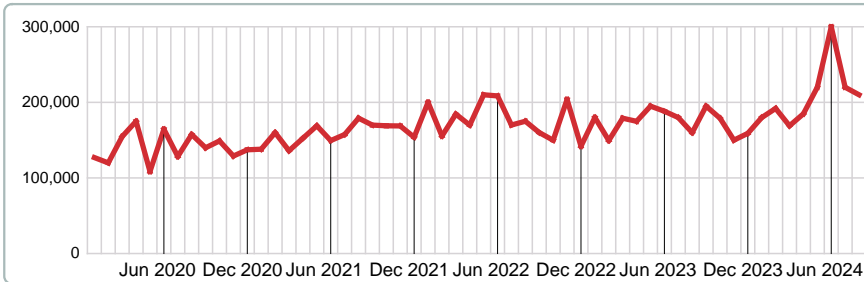
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

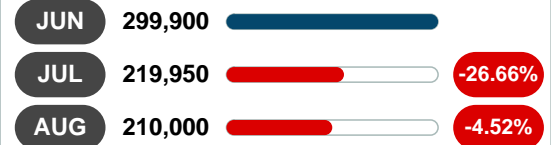


3 MONTHS

5 year AUG AVG = 176,295

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

Median List Price at Closing this month at **210,000**
 above the 5 yr AUG average of **176,295**



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
\$50,000 and less	6.38%	22,500	21,200	35,000	0	0
\$50,001 - \$100,000	8.51%	71,250	67,500	95,000	72,500	0
\$100,001 - \$150,000	21.28%	127,000	116,500	129,000	127,450	0
\$150,001 - \$225,000	21.28%	187,000	0	189,000	184,999	0
\$225,001 - \$250,000	12.77%	239,000	0	239,000	225,900	0
\$250,001 - \$400,000	19.15%	295,000	0	297,250	279,000	0
\$400,001 and up	10.64%	585,000	0	642,500	540,000	0
Median List Price		210,000	70,000	220,000	259,000	0
Total Closed Units	100%	210,000	7	29	11	0
Total Closed Volume		10,563,399	548.90K	6.78M	3.23M	0.00B

August 2024



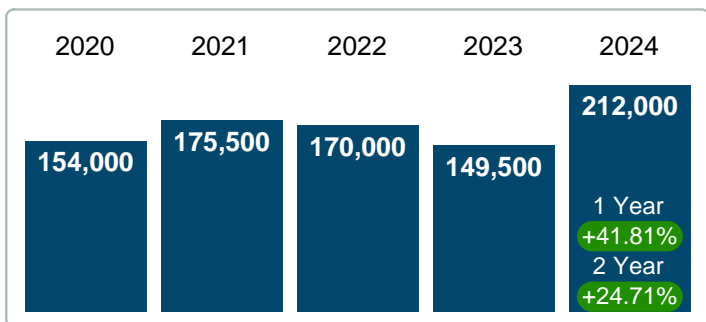
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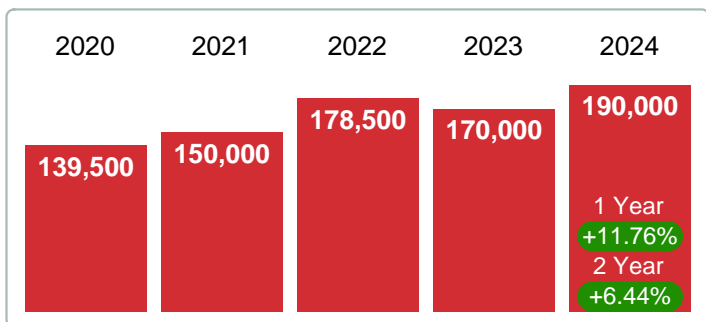
MEDIAN SOLD PRICE AT CLOSING

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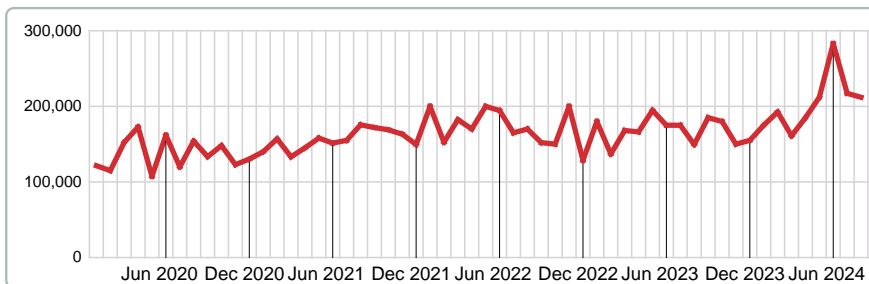
AUGUST



YEAR TO DATE (YTD)

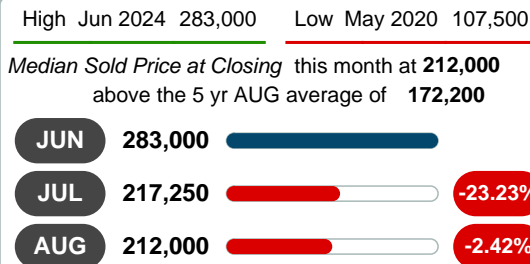


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 172,200



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
\$50,000 and less	6.38%	16,800	15,400	35,000	0	0
\$50,001 - \$100,000	12.77%	76,250	62,000	85,000	86,250	0
\$100,001 - \$150,000	17.02%	124,500	107,000	129,000	0	0
\$150,001 - \$225,000	23.40%	200,000	0	192,500	212,000	0
\$225,001 - \$250,000	10.64%	235,000	0	235,000	0	0
\$250,001 - \$400,000	19.15%	275,000	0	277,500	275,000	0
\$400,001 and up	10.64%	570,000	0	585,000	495,000	0
Median Sold Price		212,000	64,000	220,000	259,000	0
Total Closed Units		47	7	29	11	0
Total Closed Volume		10,129,550	503.80K	6.47M	3.16M	0.00B

August 2024



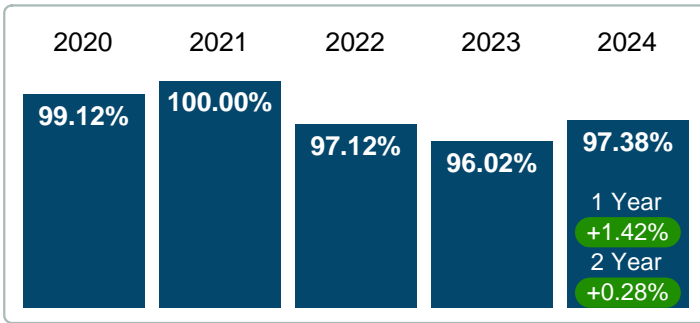
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



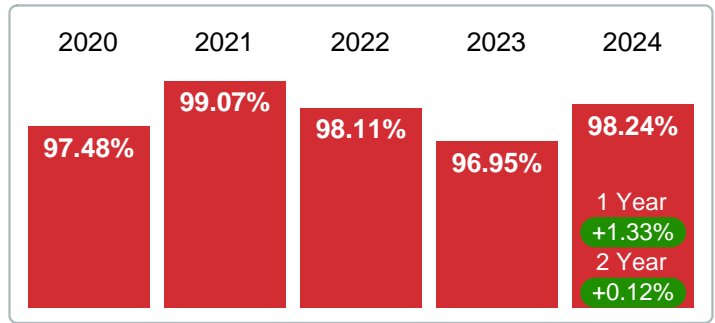
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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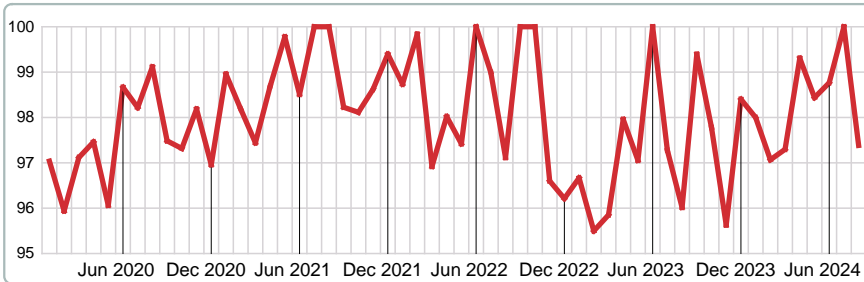
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

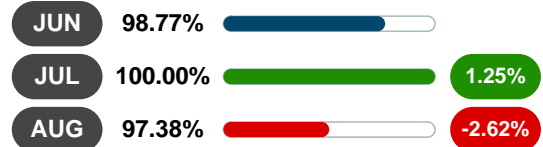


3 MONTHS

5 year AUG AVG = 97.93%

High Jul 2024 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **97.38%**
below the 5 yr AUG average of **97.93%**



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
\$50,000 and less	3 <div style="width: 20%;"></div>	6.38%	74.67%	72.51%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	6 <div style="width: 40%;"></div>	12.77%	93.52%	91.87%	80.98%	97.66%	0.00%
\$100,001 - \$150,000	8 <div style="width: 50%;"></div>	17.02%	93.18%	93.33%	93.02%	0.00%	0.00%
\$150,001 - \$225,000	11 <div style="width: 60%;"></div>	23.40%	100.00%	0.00%	100.00%	100.17%	0.00%
\$225,001 - \$250,000	5 <div style="width: 30%;"></div>	10.64%	98.33%	0.00%	98.33%	0.00%	0.00%
\$250,001 - \$400,000	9 <div style="width: 50%;"></div>	19.15%	97.38%	0.00%	96.83%	98.57%	0.00%
\$400,001 and up	5 <div style="width: 30%;"></div>	10.64%	96.76%	0.00%	91.58%	96.76%	0.00%
Median Sold/List Ratio		97.38%		91.85%	98.33%	97.83%	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



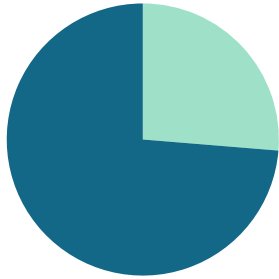
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

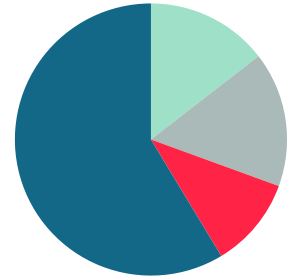


Inventory
 New Listings
71 = 26.30%
 Start Inventory
199
 Total Inventory Units
270
 Volume
\$85,051,698

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%
Median List Price	159,900	210,000	31.33%	179,250	192,450	7.36%
Median Sale Price	149,500	212,000	41.81%	170,000	190,000	11.76%
Median Percent of Selling Price to List Price	96.02%	97.38%	1.42%	96.95%	98.24%	1.33%
Median Days on Market to Sale	7.00	17.00	142.86%	14.00	17.00	21.43%
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

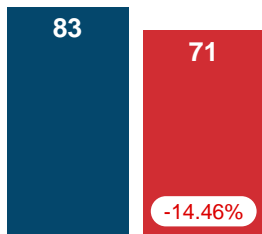
Inventory on August 31, 2024 = **190**

2023 **2024**

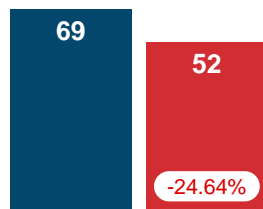
AUGUST MARKET

MEDIAN PRICES

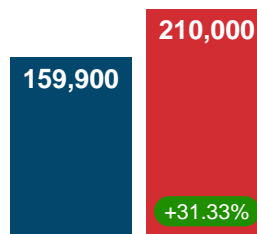
New Listings



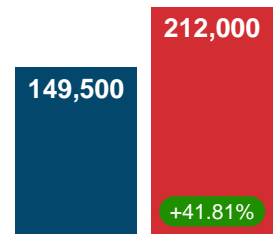
Pending Listings



List Price



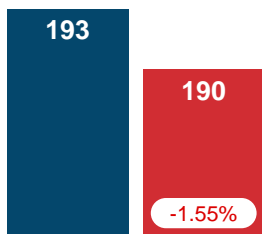
Sale Price



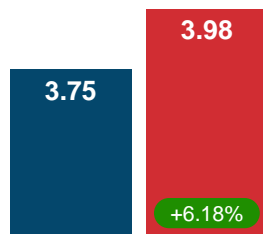
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

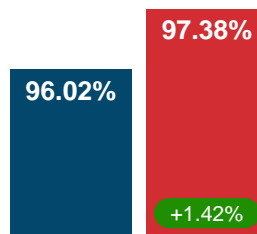
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

