

# August 2024



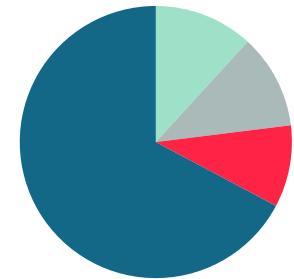
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	58	63	8.62%
Pending Listings	68	60	-11.76%
New Listings	104	109	4.81%
Average List Price	229,252	210,811	-8.04%
Average Sale Price	220,007	199,423	-9.36%
Average Percent of Selling Price to List Price	94.55%	93.71%	-0.89%
Average Days on Market to Sale	41.34	58.87	42.40%
End of Month Inventory	248	359	44.76%
Months Supply of Inventory	4.04	6.46	59.73%



■ Closed (11.80%)  
■ Pending (11.24%)  
■ Other OffMarket (9.74%)  
■ Active (67.23%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of August 31, 2024 = **359**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2024 rose **44.76%** to 359 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **6.46** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.36%** in August 2024 to \$199,423 versus the previous year at \$220,007.

#### Average Days on Market Lengthens

The average number of **58.87** days that homes spent on the market before selling increased by 17.53 days or **42.40%** in August 2024 compared to last year's same month at **41.34** DOM.

#### Sales Success for August 2024 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 109 New Listings in August 2024, up **4.81%** from last year at 104. Furthermore, there were 63 Closed Listings this month versus last year at 58, a **8.62%** increase.

Closed versus Listed trends yielded a **57.8%** ratio, up from previous year's, August 2023, at **55.8%**, a **3.64%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# August 2024



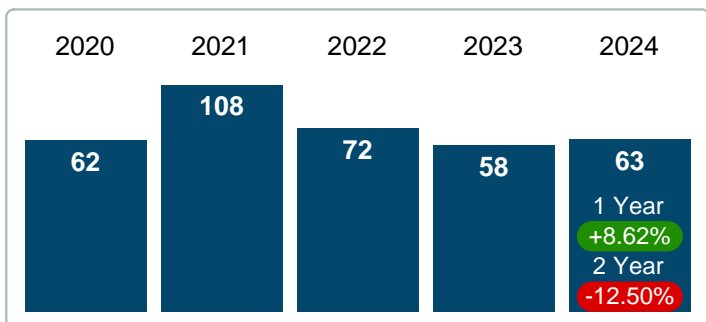
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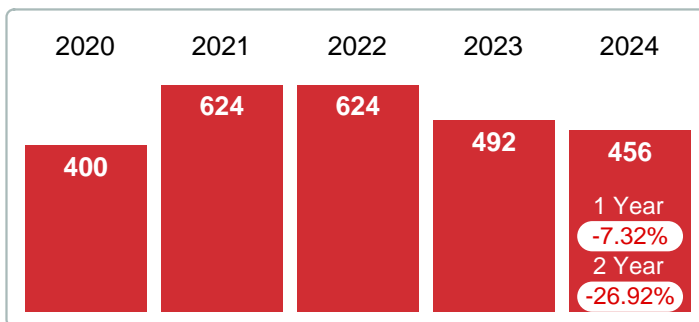
## CLOSED LISTINGS

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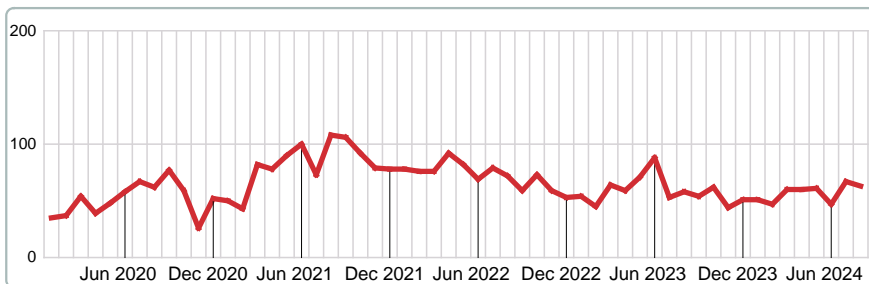
### AUGUST



### YEAR TO DATE (YTD)

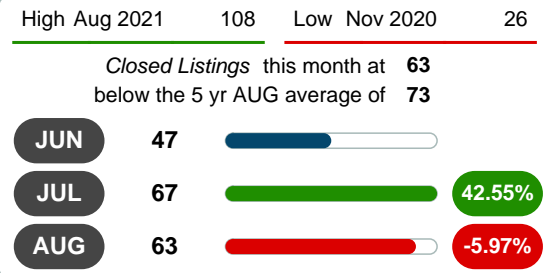


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 73



### 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	4	6.35%	62.0	3	1	0	0
\$50,001 - \$75,000	5	7.94%	71.6	0	3	2	0
\$75,001 - \$125,000	12	19.05%	54.8	6	5	1	0
\$125,001 - \$200,000	17	26.98%	58.1	2	7	8	0
\$200,001 - \$275,000	10	15.87%	50.1	0	8	2	0
\$275,001 - \$300,000	6	9.52%	63.3	0	5	1	0
\$300,001 and up	9	14.29%	64.0	0	4	4	1
<b>Total Closed Units</b>	<b>63</b>			<b>11</b>	<b>33</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,563,647</b>	<b>100%</b>	<b>58.9</b>	<b>995.50K</b>	<b>7.07M</b>	<b>3.90M</b>	<b>600.00K</b>
<b>Average Closed Price</b>	<b>\$199,423</b>			<b>\$90,500</b>	<b>\$214,239</b>	<b>\$216,569</b>	<b>\$600,000</b>

# August 2024



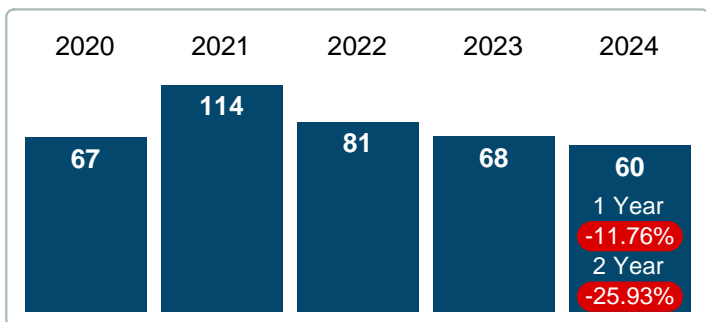
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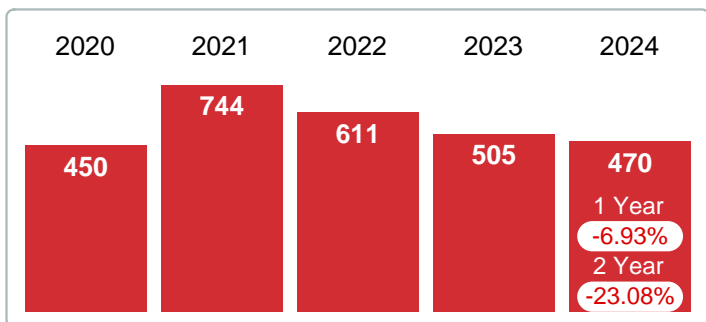
## PENDING LISTINGS

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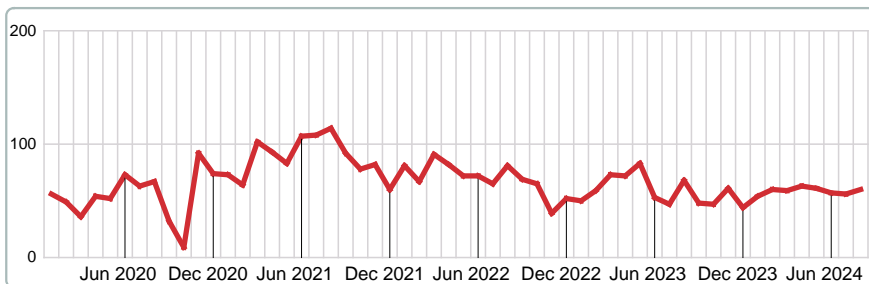
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 78

High Aug 2021 114    Low Oct 2020 9

Pending Listings this month at **60**  
below the 5 yr AUG average of **78**

- JUN 57
- JUL 56 (-1.75%)
- AUG 60 (7.14%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.00%	48.3	2	1	0	0
\$50,001 - \$100,000	9	15.00%	84.3	7	1	1	0
\$100,001 - \$125,000	3	5.00%	191.0	1	1	1	0
\$125,001 - \$225,000	22	36.67%	50.8	7	11	4	0
\$225,001 - \$325,000	9	15.00%	50.0	1	6	2	0
\$325,001 - \$475,000	8	13.33%	72.1	1	3	4	0
\$475,001 and up	6	10.00%	107.2	0	2	3	1
<b>Total Pending Units</b>	<b>60</b>			<b>19</b>	<b>25</b>	<b>15</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>14,303,299</b>	<b>100%</b>	<b>66.3</b>	<b>2.57M</b>	<b>5.87M</b>	<b>5.35M</b>	<b>519.00K</b>
<b>Average Listing Price</b>	<b>\$188,964</b>			<b>\$135,147</b>	<b>\$234,784</b>	<b>\$356,460</b>	<b>\$519,000</b>

# August 2024



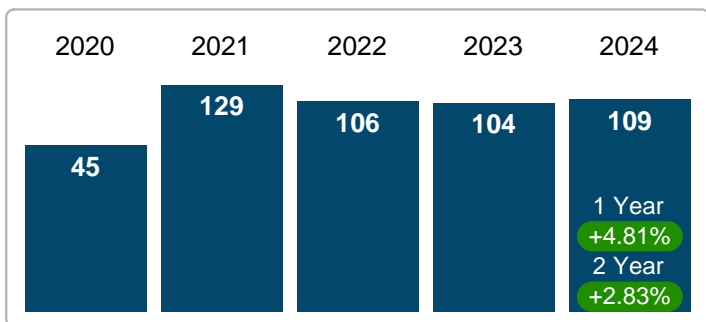
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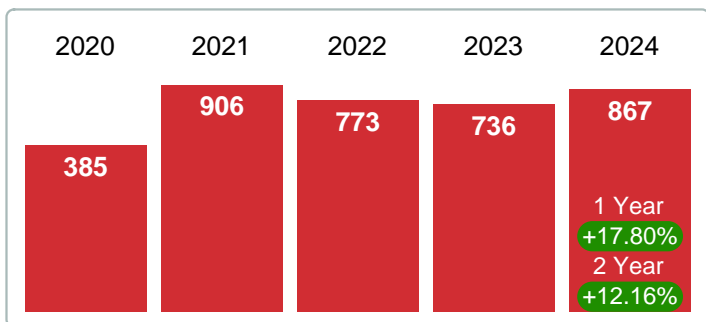
## NEW LISTINGS

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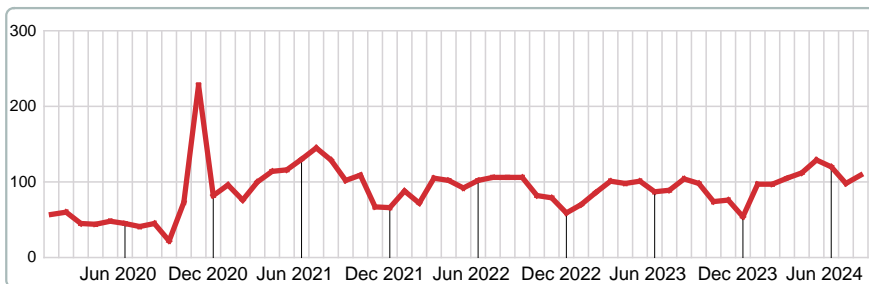
### AUGUST



### YEAR TO DATE (YTD)

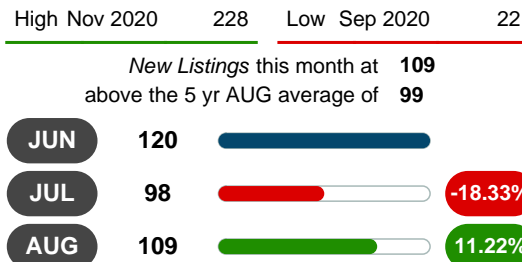


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	9	8.26%	4	4	1	0
\$70,001 - \$130,000	12	11.01%	7	3	2	0
\$130,001 - \$170,000	17	15.60%	6	8	3	0
\$170,001 - \$280,000	30	27.52%	3	20	7	0
\$280,001 - \$370,000	16	14.68%	1	10	5	0
\$370,001 - \$640,000	15	13.76%	0	6	7	2
\$640,001 and up	10	9.17%	1	6	2	1
<b>Total New Listed Units</b>	<b>109</b>		<b>22</b>	<b>57</b>	<b>27</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>33,716,028</b>	<b>100%</b>	<b>3.43M</b>	<b>18.40M</b>	<b>10.31M</b>	<b>1.58M</b>
<b>Average New Listed Listing Price</b>	<b>\$53,750</b>		<b>\$155,827</b>	<b>\$322,777</b>	<b>\$381,952</b>	<b>\$525,610</b>

# August 2024



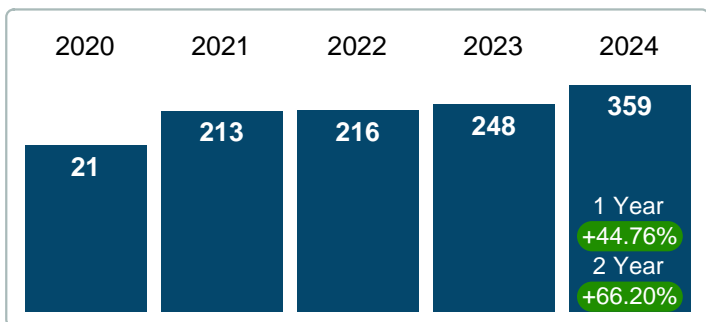
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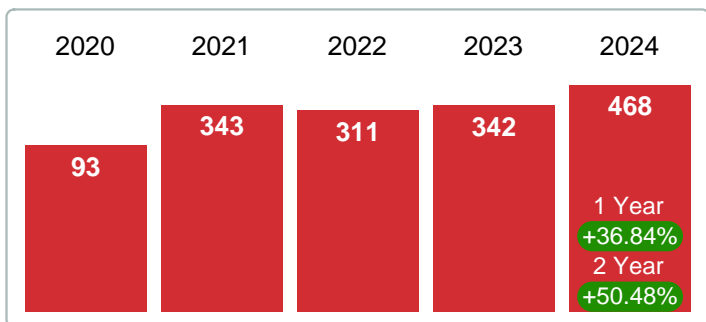
## ACTIVE INVENTORY

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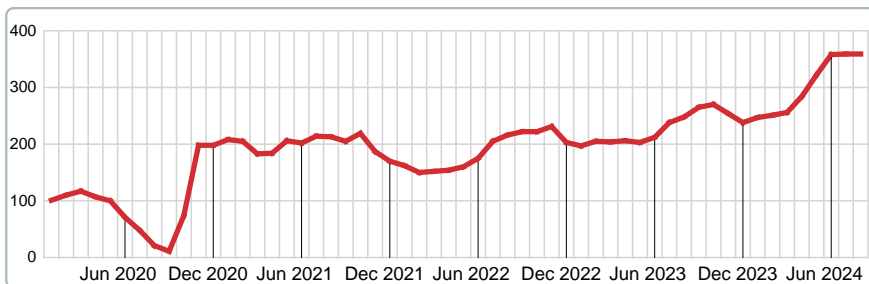
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 211

High Aug 2024 359 Low Sep 2020 11

Inventory this month at 359  
above the 5 yr AUG average of 211

- JUN 358
- JUL 359 0.28%
- AUG 359 0.00%

### 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	21	5.85%	81.0	15	4	2	0
\$75,001 - \$125,000	44	12.26%	88.1	24	19	1	0
\$125,001 - \$175,000	57	15.88%	90.3	18	30	9	0
\$175,001 - \$275,000	90	25.07%	75.9	8	66	16	0
\$275,001 - \$375,000	59	16.43%	90.9	4	35	14	6
\$375,001 - \$625,000	53	14.76%	98.4	4	24	19	6
\$625,001 and up	35	9.75%	90.8	4	14	11	6
<b>Total Active Inventory by Units</b>	<b>359</b>			<b>77</b>	<b>192</b>	<b>72</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>122,204,537</b>	<b>100%</b>	<b>87.2</b>	<b>15.35M</b>	<b>61.63M</b>	<b>31.50M</b>	<b>13.72M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$340,403</b>			<b>\$199,381</b>	<b>\$320,991</b>	<b>\$437,565</b>	<b>\$762,068</b>

# August 2024



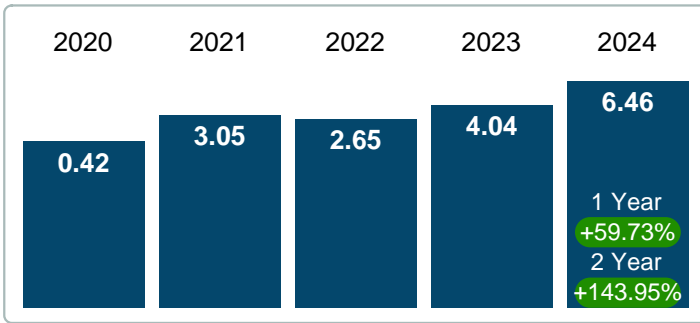
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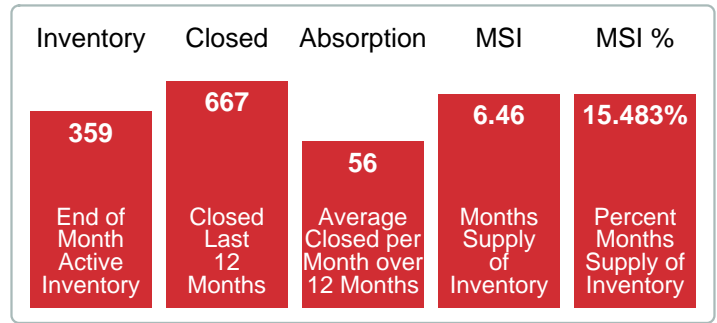
## MONTHS SUPPLY of INVENTORY (MSI)

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

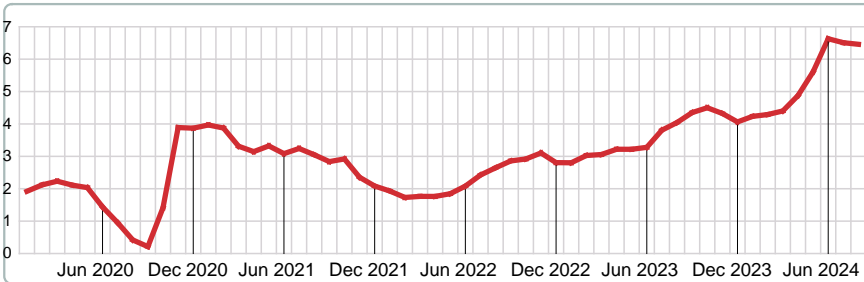
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2024

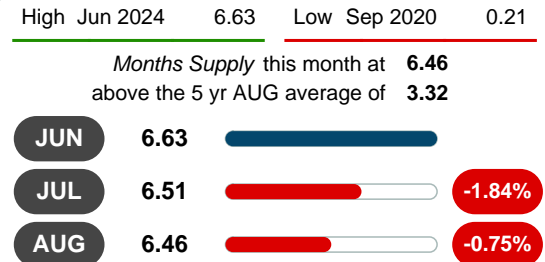


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.32



### 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	21	5.85%	3.23	4.00	1.78	4.00	0.00
\$75,001 - \$125,000	44	12.26%	4.67	4.72	4.96	3.00	0.00
\$125,001 - \$175,000	57	15.88%	5.52	6.55	4.74	7.20	0.00
\$175,001 - \$275,000	90	25.07%	5.87	4.36	6.19	6.00	0.00
\$275,001 - \$375,000	59	16.43%	8.05	12.00	7.12	8.40	14.40
\$375,001 - \$625,000	53	14.76%	8.96	16.00	7.58	9.50	12.00
\$625,001 and up	35	9.75%	46.67	0.00	56.00	33.00	36.00
Market Supply of Inventory (MSI)	6.46			5.50	6.11	8.23	12.71
Total Active Inventory by Units	359		100%	77	192	72	18

# August 2024



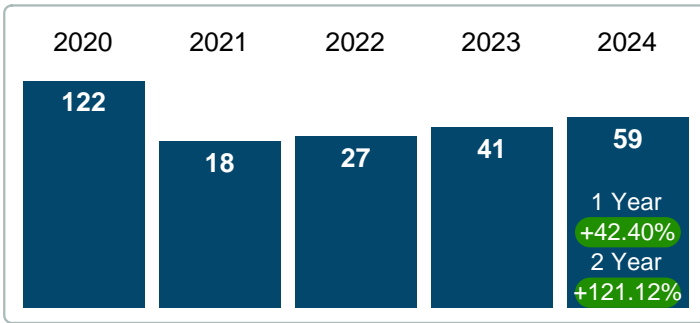
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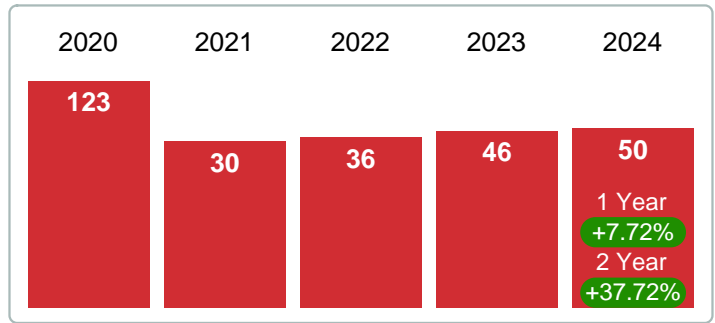
## AVERAGE DAYS ON MARKET TO SALE

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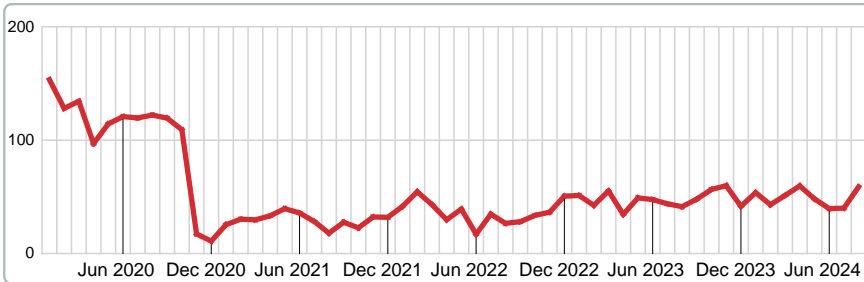
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 53

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 59 above the 5 yr AUG 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
\$50,000 and less	4	6.35%	62	82	1	0
\$50,001 - \$75,000	5	7.94%	72	0	97	33
\$75,001 - \$125,000	12	19.05%	55	56	54	56
\$125,001 - \$200,000	17	26.98%	58	78	65	47
\$200,001 - \$275,000	10	15.87%	50	0	59	14
\$275,001 - \$300,000	6	9.52%	63	0	59	85
\$300,001 and up	9	14.29%	64	0	56	85
Average Closed DOM		59		67	61	53
Total Closed Units		63	100%	59	11	33
Total Closed Volume		12,563,647		995.50K	7.07M	3.90M
					18	600.00K

# August 2024



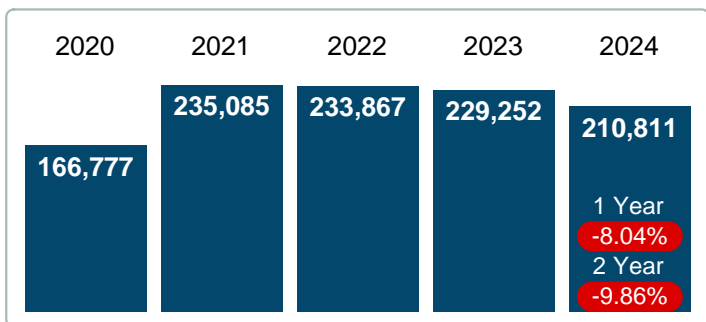
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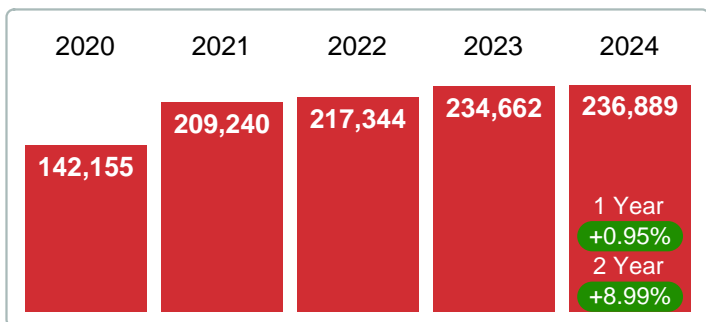
## AVERAGE LIST PRICE AT CLOSING

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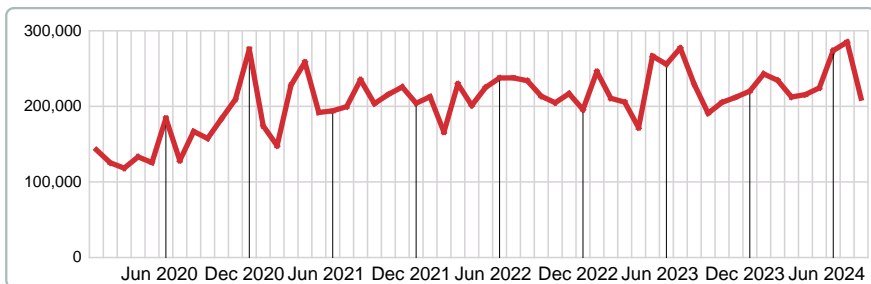
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 215,158

High Jul 2024 285,039 Low Mar 2020 118,240

Average List Price at Closing this month at **210,811** below the 5 yr AUG average of **215,158**

JUN	273,795	
JUL	285,039	+4.11%
AUG	210,811	-26.04%

### 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	6.35%	32,100	31,133	35,000	0	0
\$50,001 - \$75,000	6.35%	68,750	0	67,500	75,500	0
\$75,001 - \$125,000	19.05%	101,292	104,833	101,600	135,000	0
\$125,001 - \$200,000	26.98%	167,041	170,000	178,714	167,338	0
\$200,001 - \$275,000	15.87%	232,890	0	235,487	249,499	0
\$275,001 - \$300,000	7.94%	290,580	0	309,760	295,000	0
\$300,001 and up	17.46%	458,245	0	524,200	409,750	635,000
<b>Average List Price</b>		<b>210,811</b>	<b>96,582</b>	<b>228,061</b>	<b>225,428</b>	<b>635,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>210,811</b>	<b>11</b>	<b>33</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>13,281,095</b>	<b>1.06M</b>	<b>7.53M</b>	<b>4.06M</b>	<b>635.00K</b>



# August 2024



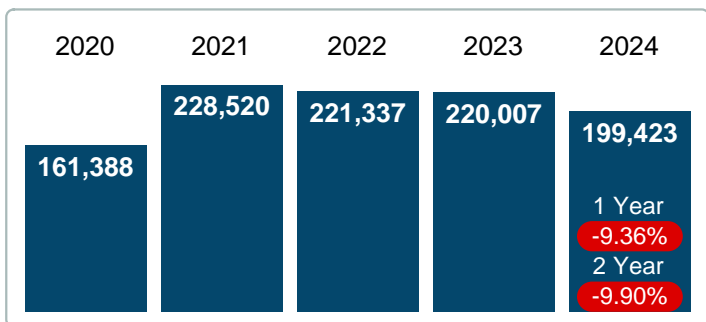
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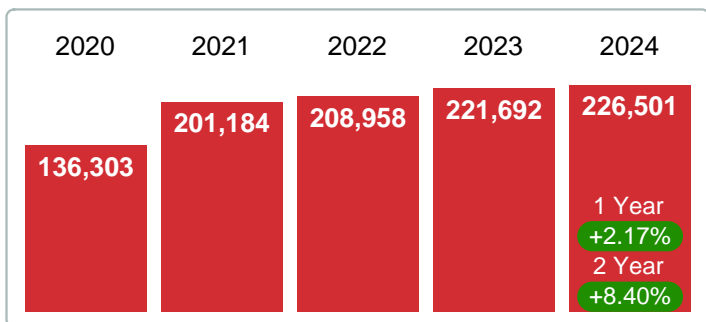
## AVERAGE SOLD PRICE AT CLOSING

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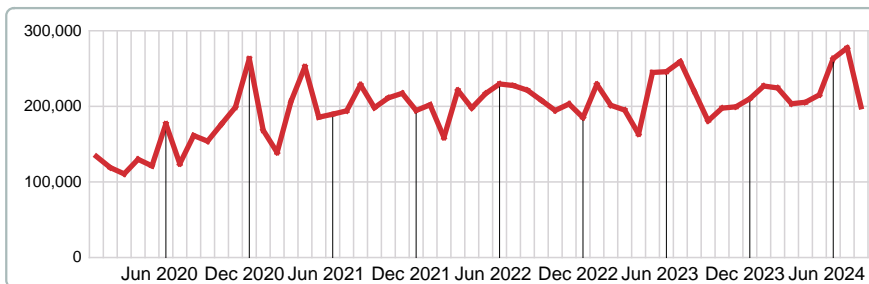
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

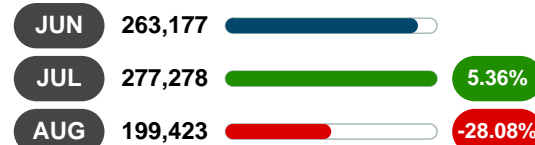


### 3 MONTHS

5 year AUG AVG = 206,135

High Jul 2024 277,278 Low Mar 2020 110,656

Average Sold Price at Closing this month at 199,423 below the 5 yr AUG average of 206,135



### 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	6.35%	28,000	25,667	35,000	0	0
\$50,001 - \$75,000	7.94%	65,600	0	61,167	72,250	0
\$75,001 - \$125,000	19.05%	94,917	98,917	87,100	110,000	0
\$125,001 - \$200,000	26.98%	160,691	162,500	161,429	159,594	0
\$200,001 - \$275,000	15.87%	236,700	0	234,250	246,499	0
\$275,001 - \$300,000	9.52%	288,333	0	289,000	285,000	0
\$300,001 and up	14.29%	461,767	0	491,725	397,250	600,000
<b>Average Sold Price</b>		<b>199,423</b>	<b>90,500</b>	<b>214,239</b>	<b>216,569</b>	<b>600,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>199,423</b>	<b>11</b>	<b>33</b>	<b>18</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,563,647</b>	<b>995.50K</b>	<b>7.07M</b>	<b>3.90M</b>	<b>600.00K</b>

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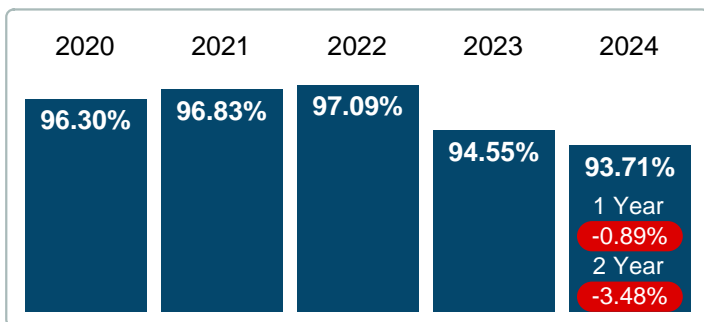
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



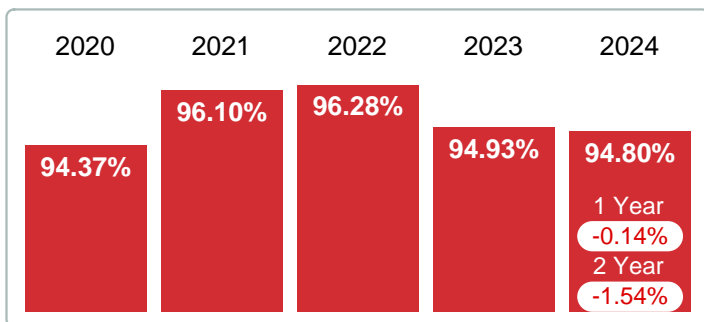
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

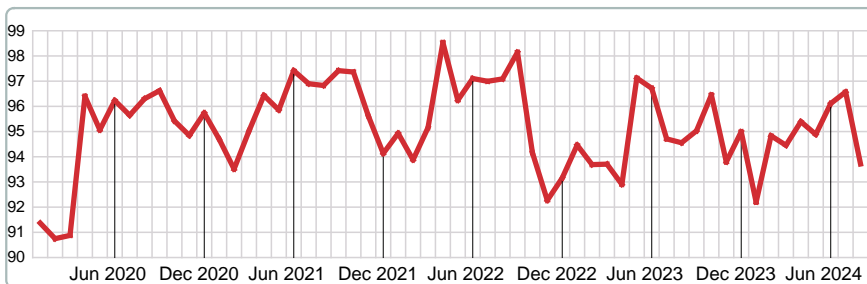
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

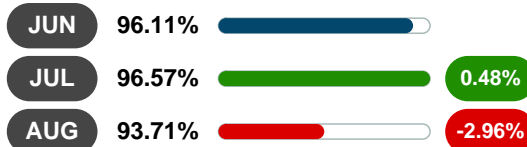


### 3 MONTHS

5 year AUG AVG = 95.70%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.71%**  
below the 5 yr AUG average of **95.70%**



### 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	4	6.35%	87.06%	82.74%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	5	7.94%	92.86%	0.00%	90.87%	95.86%	0.00%
\$75,001 - \$125,000	12	19.05%	89.90%	93.88%	86.81%	81.48%	0.00%
\$125,001 - \$200,000	17	26.98%	93.46%	95.35%	90.70%	95.40%	0.00%
\$200,001 - \$275,000	10	15.87%	99.51%	0.00%	99.68%	98.83%	0.00%
\$275,001 - \$300,000	6	9.52%	94.17%	0.00%	93.68%	96.61%	0.00%
\$300,001 and up	9	14.29%	95.96%	0.00%	94.77%	97.52%	94.49%
Average Sold/List Ratio		93.70%		91.11%	93.53%	95.60%	94.49%
Total Closed Units		63	100%	11	33	18	1
Total Closed Volume		12,563,647		995.50K	7.07M	3.90M	600.00K

# August 2024



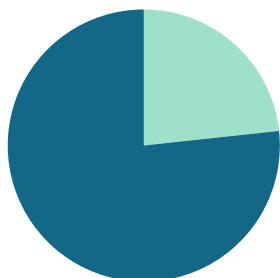
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

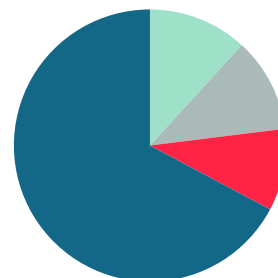


**Inventory**  
 New Listings  
**109 = 23.29%**  
 Start Inventory  
**359**  
 Total Inventory Units  
**468**  
 Volume  
**\$151,142,934**

### Market Activity

Closed Sales  
**63 = 11.80%**  
 Pending Sales  
**60 = 11.24%**  
 Other Off Market  
**52 = 9.74%**  
 Active Inventory  
**359 = 67.23%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	58	63	8.62%	492	456	-7.32%
Pending Sales	68	60	-11.76%	505	470	-6.93%
New Listings	104	109	4.81%	736	867	17.80%
Average List Price	229,252	210,811	-8.04%	234,662	236,889	0.95%
Average Sale Price	220,007	199,423	-9.36%	221,692	226,501	2.17%
Average Percent of Selling Price to List Price	94.55%	93.71%	-0.89%	94.93%	94.80%	-0.14%
Average Days on Market to Sale	41.34	58.87	42.40%	46.01	49.56	7.72%
Monthly Inventory	248	359	44.76%	248	359	44.76%
Months Supply of Inventory	4.04	6.46	59.73%	4.04	6.46	59.73%

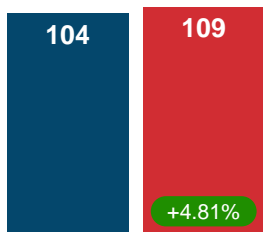
**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Inventory** on August 31, 2024 = **359** 2023 2024

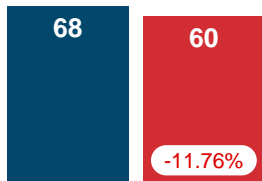
### AUGUST MARKET

### AVERAGE PRICES

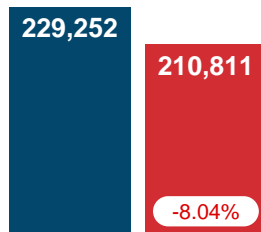
#### New Listings



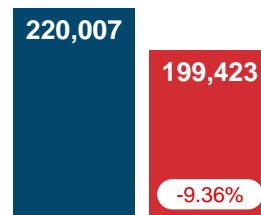
#### Pending Listings



#### List Price



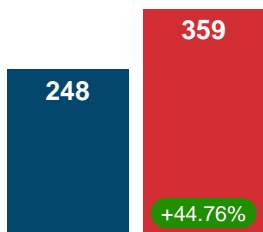
#### Sale Price



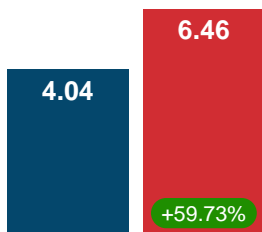
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

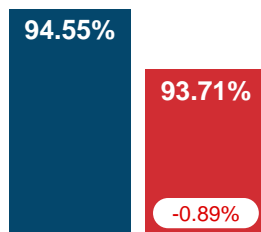
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

