

# August 2024



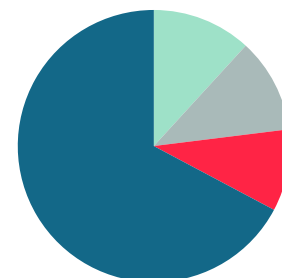
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## 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%
Median List Price	226,500	180,000	-20.53%
Median Sale Price	197,500	175,000	-11.39%
Median Percent of Selling Price to List Price	97.67%	96.99%	-0.70%
Median Days on Market to Sale	26.50	49.00	84.91%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **11.39%** in August 2024 to \$175,000 versus the previous year at \$197,500.

#### Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 22.50 days or **84.91%** in August 2024 compared to last year's same month at **26.50** DOM.

#### Sales Success for August 2024 is Positive

Overall, with Median 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>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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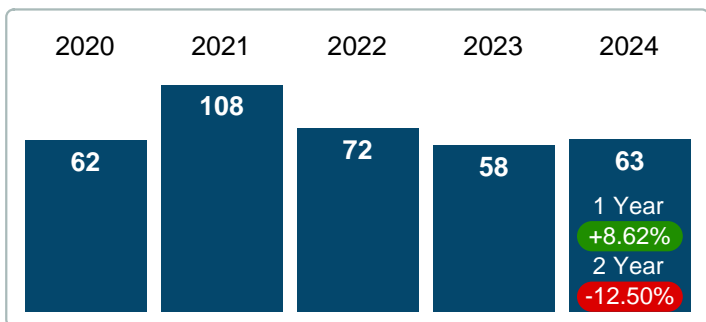
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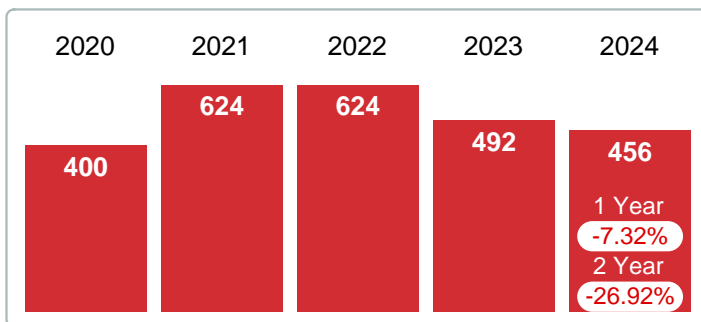
## CLOSED LISTINGS

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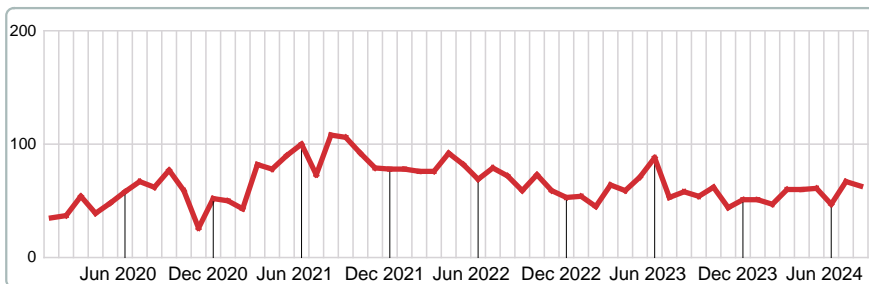
### AUGUST



### YEAR TO DATE (YTD)

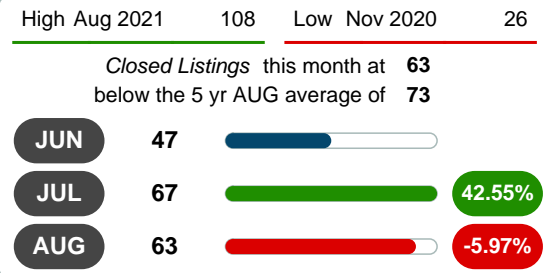


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 73



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.35%	41.5	3	1	0	0
\$50,001 - \$75,000	5	7.94%	27.0	0	3	2	0
\$75,001 - \$125,000	12	19.05%	51.5	6	5	1	0
\$125,001 - \$200,000	17	26.98%	59.0	2	7	8	0
\$200,001 - \$275,000	10	15.87%	34.5	0	8	2	0
\$275,001 - \$300,000	6	9.52%	47.5	0	5	1	0
\$300,001 and up	9	14.29%	51.0	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>49.0</b>	<b>995.50K</b>	<b>7.07M</b>	<b>3.90M</b>	<b>600.00K</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$85,000</b>	<b>\$209,999</b>	<b>\$176,250</b>	<b>\$600,000</b>

# August 2024



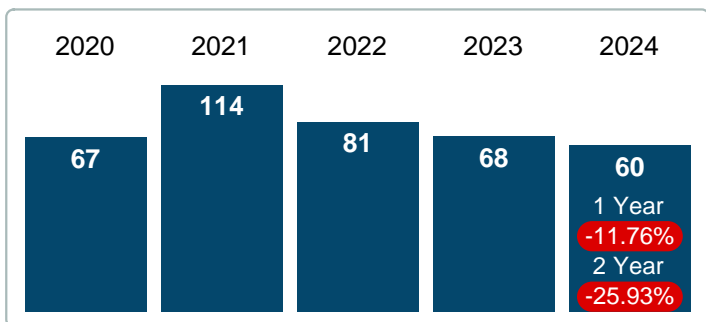
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



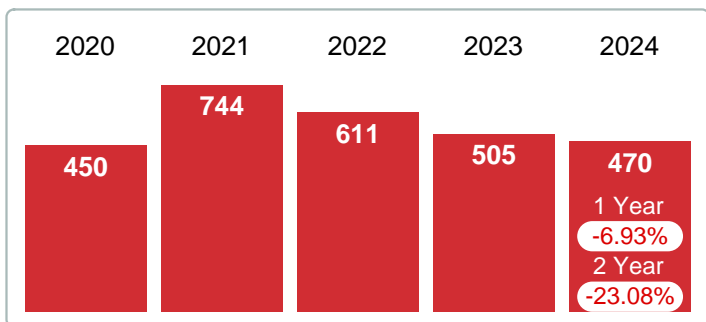
## PENDING LISTINGS

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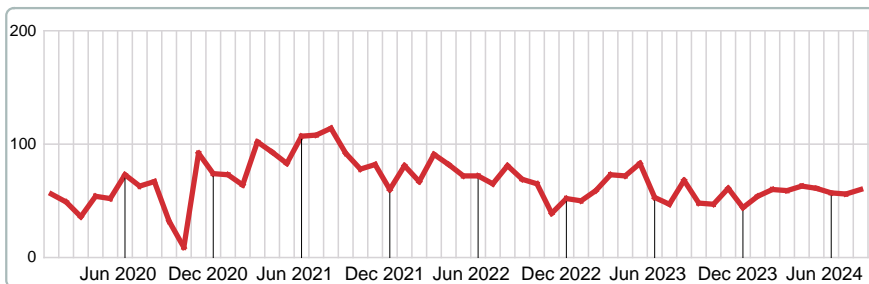
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.00%	41.0	2	1	0	0
\$50,001 - \$100,000	9	15.00%	71.0	7	1	1	0
\$100,001 - \$125,000	3	5.00%	249.0	1	1	1	0
\$125,001 - \$225,000	22	36.67%	21.0	7	11	4	0
\$225,001 - \$325,000	9	15.00%	33.0	1	6	2	0
\$325,001 - \$475,000	8	13.33%	60.0	1	3	4	0
\$475,001 and up	6	10.00%	117.0	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>60.0</b>	<b>2.57M</b>	<b>5.87M</b>	<b>5.35M</b>	<b>519.00K</b>
<b>Median Listing Price</b>	<b>\$184,500</b>			<b>\$105,000</b>	<b>\$197,900</b>	<b>\$255,000</b>	<b>\$519,000</b>

# August 2024



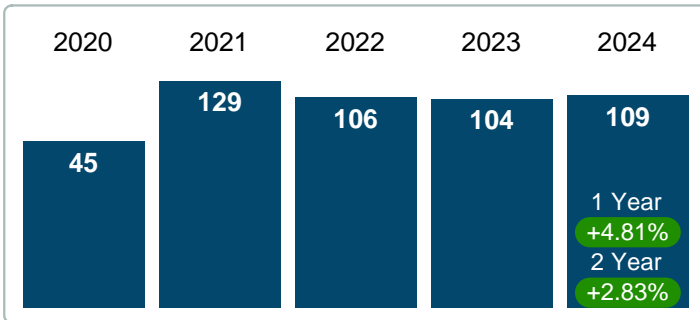
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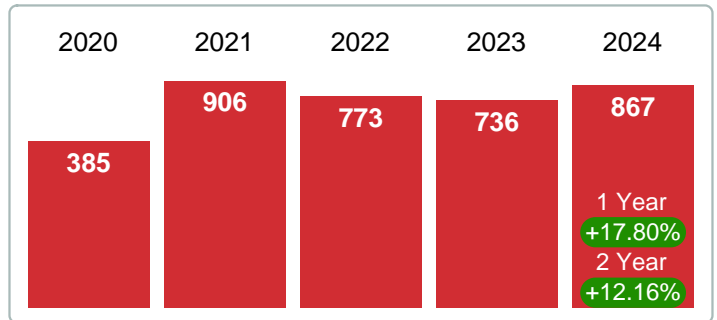
## NEW LISTINGS

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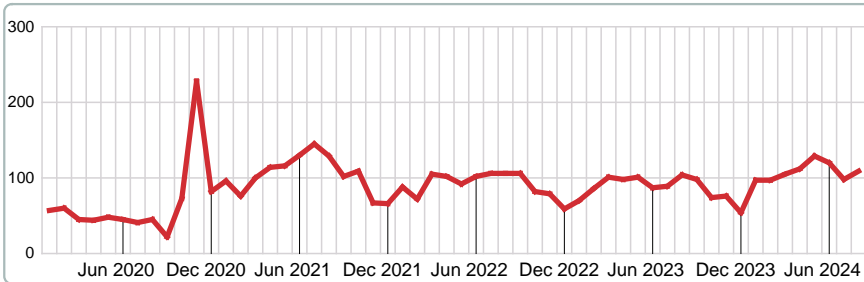
### AUGUST



### YEAR TO DATE (YTD)

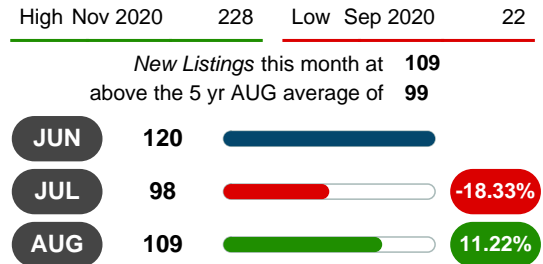


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	10	9.17%	4	4	2	0
\$75,001 - \$125,000	10	9.17%	6	3	1	0
\$125,001 - \$175,000	18	16.51%	7	8	3	0
\$175,001 - \$275,000	30	27.52%	3	20	7	0
\$275,001 - \$350,000	16	14.68%	1	10	5	0
\$350,001 - \$625,000	14	12.84%	0	6	6	2
\$625,001 and up	11	10.09%	1	6	3	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>Median New Listed Listing Price</b>	<b>\$229,000</b>		<b>\$134,450</b>	<b>\$235,000</b>	<b>\$289,900</b>	<b>\$375,000</b>

# August 2024



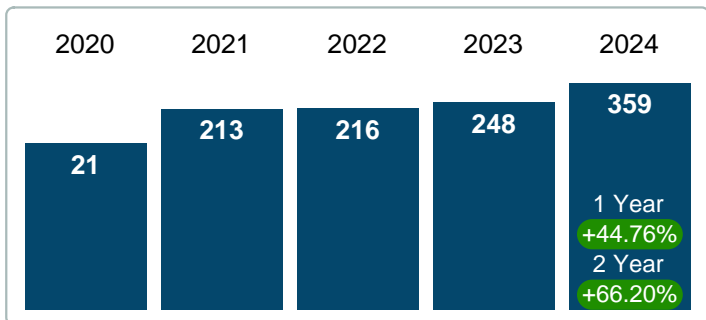
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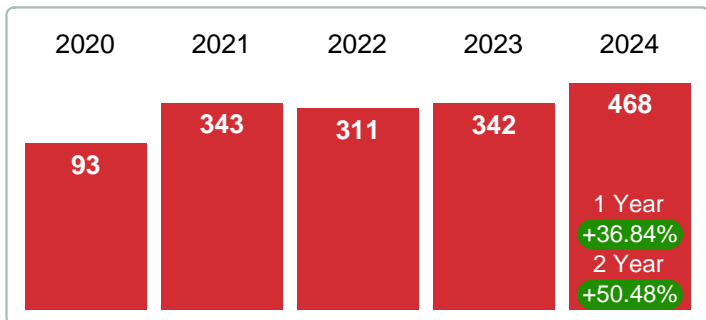
## ACTIVE INVENTORY

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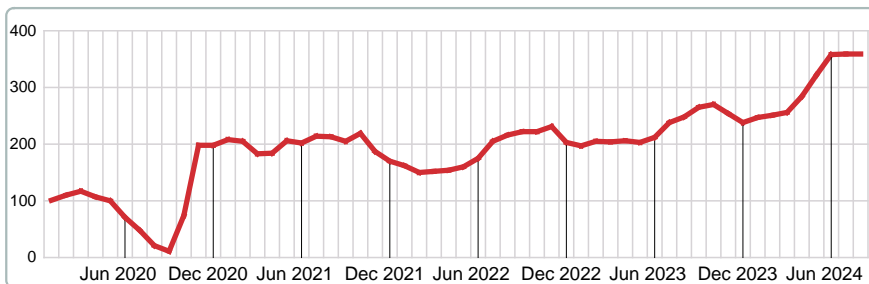
### END OF AUGUST



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	5.85%	53.0	15	4	2	0
\$75,001 - \$125,000	44	12.26%	69.0	24	19	1	0
\$125,001 - \$175,000	57	15.88%	84.0	18	30	9	0
\$175,001 - \$275,000	90	25.07%	62.5	8	66	16	0
\$275,001 - \$375,000	59	16.43%	71.0	4	35	14	6
\$375,001 - \$625,000	53	14.76%	91.0	4	24	19	6
\$625,001 and up	35	9.75%	71.0	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>72.0</b>	<b>15.35M</b>	<b>61.63M</b>	<b>31.50M</b>	<b>13.72M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$235,000</b>			<b>\$125,000</b>	<b>\$237,000</b>	<b>\$315,000</b>	<b>\$469,500</b>

# August 2024



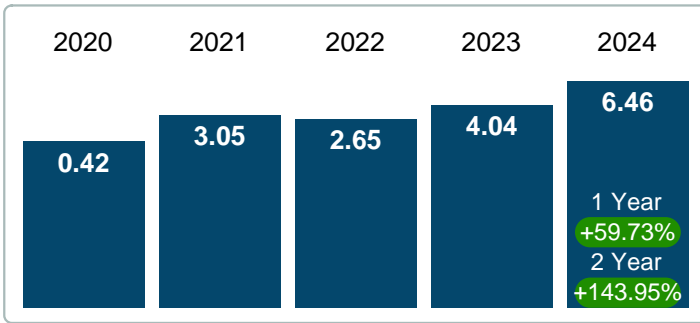
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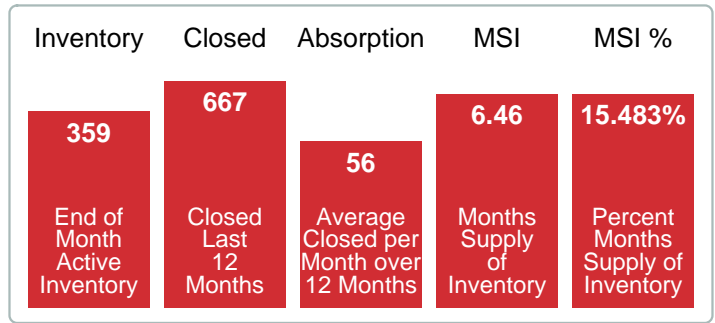
## MONTHS SUPPLY of INVENTORY (MSI)

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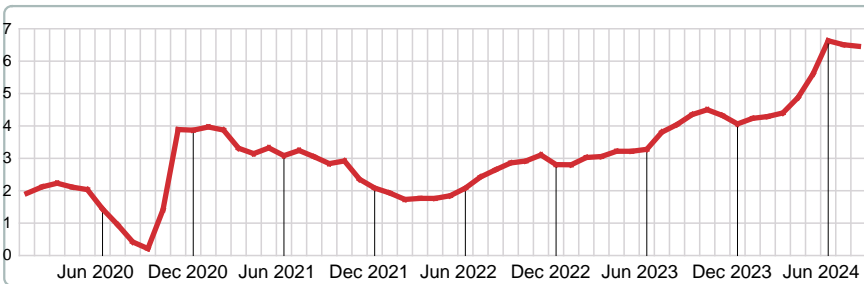
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2024

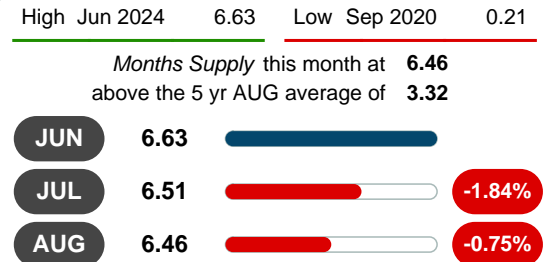


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.32



### 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		100%	6.46	77	192	72	18

# August 2024



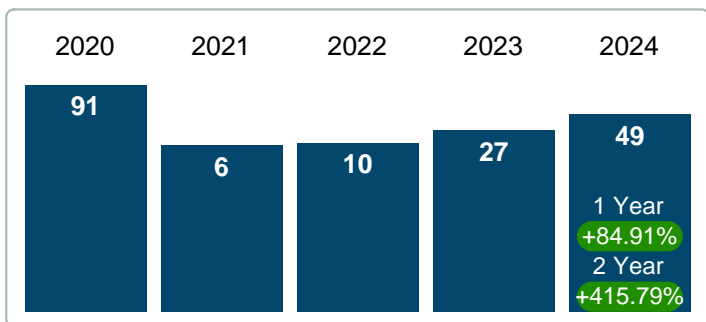
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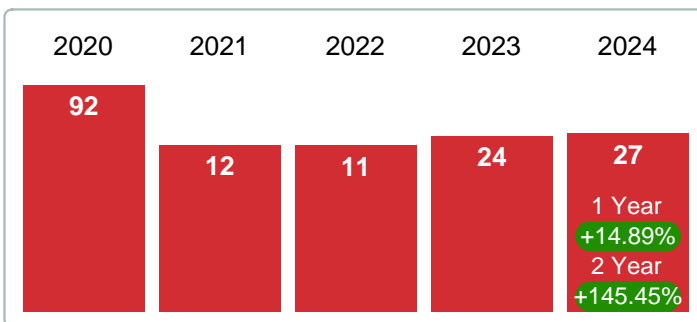
## MEDIAN DAYS ON MARKET TO SALE

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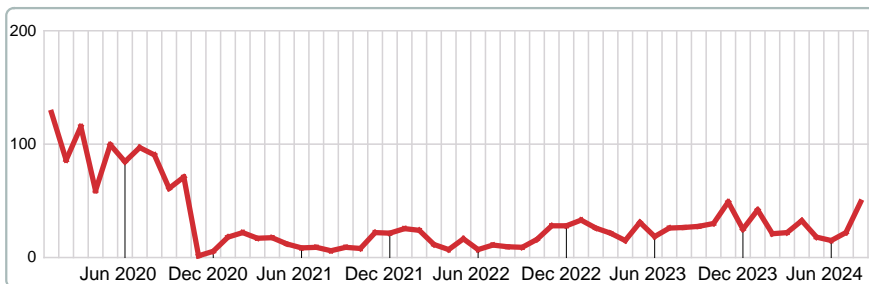
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

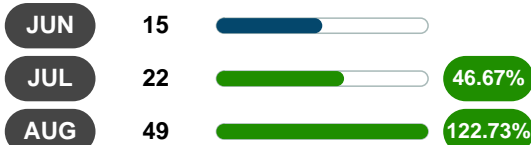


### 3 MONTHS

5 year AUG AVG = 36

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 49 above the 5 yr AUG average of 36



### 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	6.35%	42	78	1	0	0
\$50,001 - \$75,000	7.94%	27	0	27	33	0
\$75,001 - \$125,000	19.05%	52	44	47	56	0
\$125,001 - \$200,000	26.98%	59	78	47	57	0
\$200,001 - \$275,000	15.87%	35	0	51	14	0
\$275,001 - \$300,000	9.52%	48	0	46	85	0
\$300,001 and up	14.29%	51	0	56	76	12
Median Closed DOM		49	62	47	55	12
Total Closed Units	100%	63	11	33	18	1
Total Closed Volume		12,563,647	995.50K	7.07M	3.90M	600.00K



# August 2024



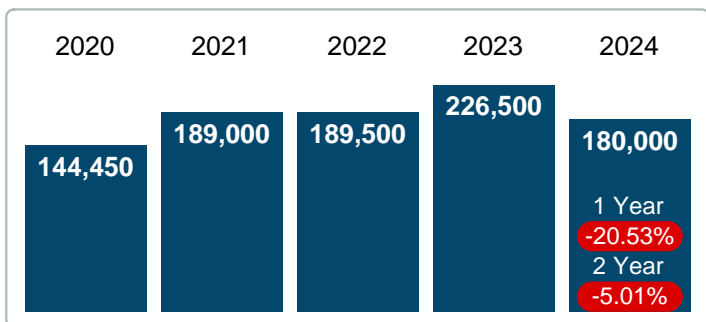
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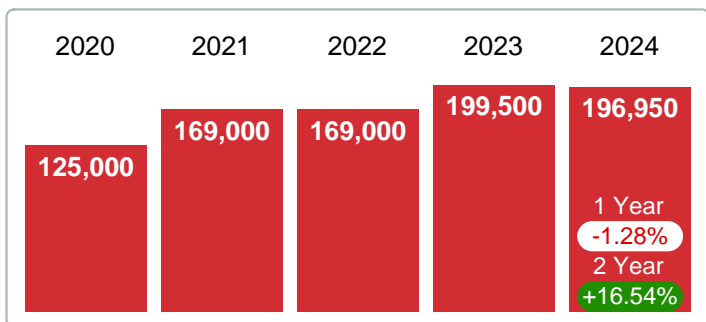
## MEDIAN LIST PRICE AT CLOSING

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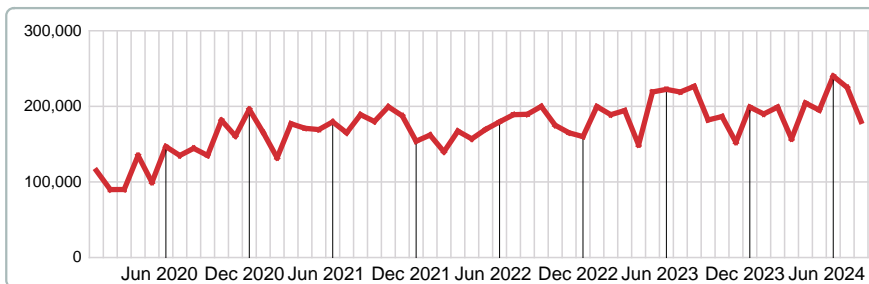
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

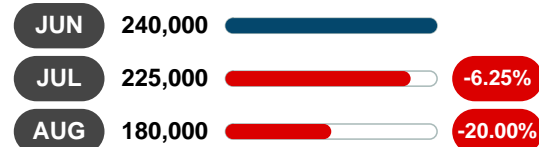


### 3 MONTHS

5 year AUG AVG = 185,890

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

Median List Price at Closing this month at **180,000**  
below the 5 yr AUG average of **185,890**



### 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	6.35%	29,250	23,500	35,000	0	0
\$50,001 - \$75,000	6.35%	68,750	0	68,000	72,500	0
\$75,001 - \$125,000	19.05%	97,500	105,250	100,000	78,500	0
\$125,001 - \$200,000	26.98%	175,000	170,000	179,750	165,000	0
\$200,001 - \$275,000	15.87%	233,500	0	226,500	249,499	0
\$275,001 - \$300,000	7.94%	295,000	0	289,500	295,000	0
\$300,001 and up	17.46%	439,900	0	394,950	392,000	635,000
Median List Price		180,000	95,000	210,000	179,950	635,000
Total Closed Units	100%	180,000	11	33	18	1
Total Closed Volume		13,281,095	1.06M	7.53M	4.06M	635.00K



# August 2024



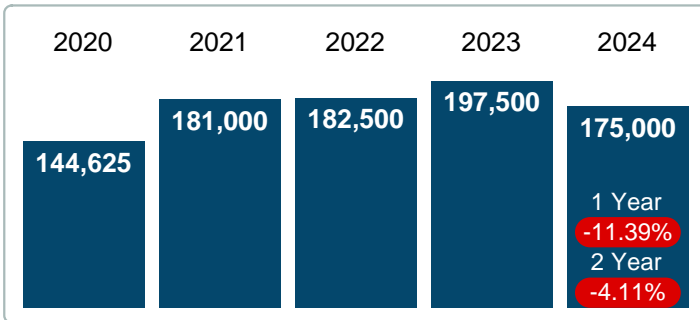
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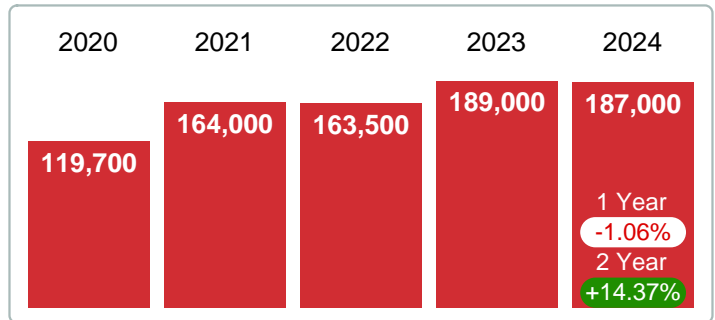
## MEDIAN SOLD PRICE AT CLOSING

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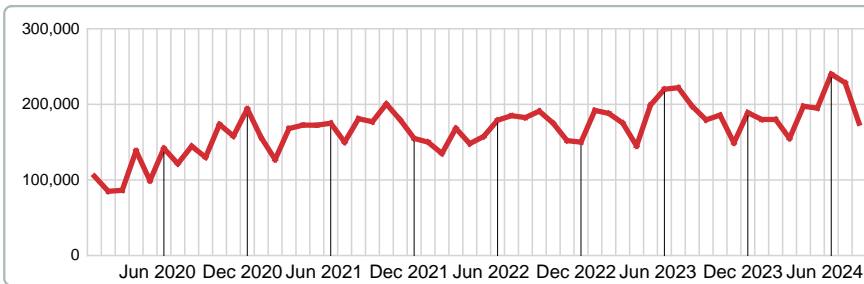
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

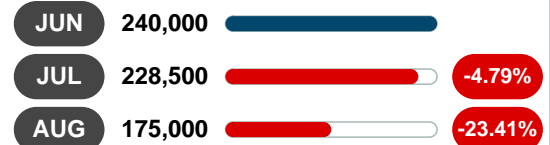


### 3 MONTHS

5 year AUG AVG = 176,125

High Jun 2024 240,000 Low Feb 2020 85,000

Median Sold Price at Closing this month at 175,000 below the 5 yr AUG average of 176,125



### 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	4	6.35%	29,000	23,000	35,000	0	0
\$50,001 - \$75,000	5	7.94%	66,000	0	65,000	72,250	0
\$75,001 - \$125,000	12	19.05%	87,500	96,000	85,000	110,000	0
\$125,001 - \$200,000	17	26.98%	165,000	162,500	167,000	157,625	0
\$200,001 - \$275,000	10	15.87%	237,000	0	231,500	246,499	0
\$275,001 - \$300,000	6	9.52%	287,500	0	290,000	285,000	0
\$300,001 and up	9	14.29%	456,000	0	519,950	389,500	600,000
Median Sold Price			175,000	85,000	209,999	176,250	600,000
Total Closed Units		100%	175,000	11	33	18	1
Total Closed Volume			12,563,647	995.50K	7.07M	3.90M	600.00K

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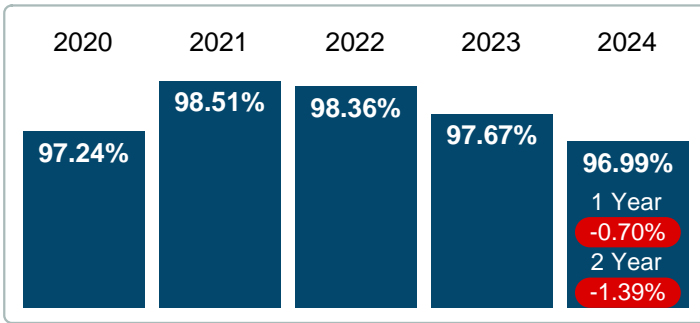
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



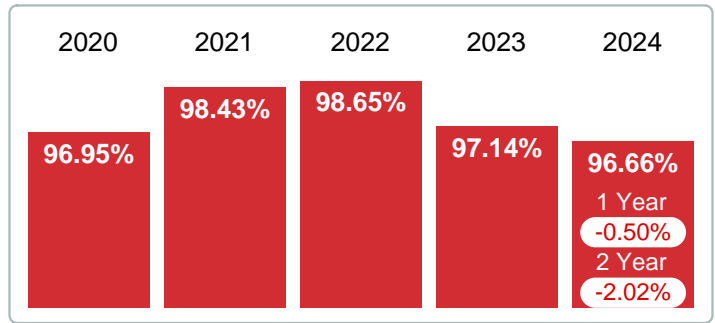
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

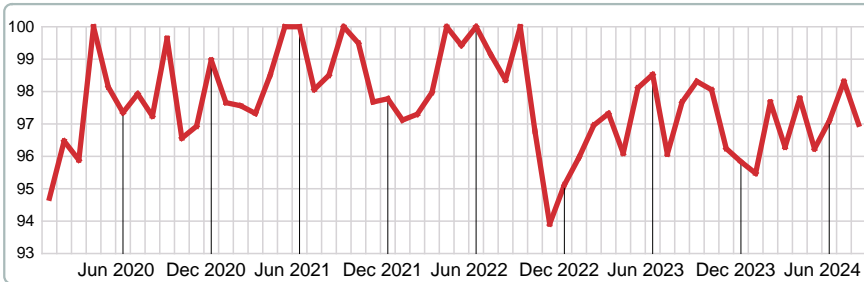
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

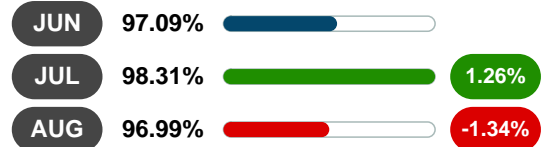


### 3 MONTHS

5 year AUG AVG = 97.75%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.99%**  
below the 5 yr AUG average of **97.75%**



## 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	4	6.35%	88.94%	80.00%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	5	7.94%	97.06%	0.00%	97.06%	95.86%	0.00%
\$75,001 - \$125,000	12	19.05%	92.71%	92.78%	93.58%	81.48%	0.00%
\$125,001 - \$200,000	17	26.98%	94.59%	95.35%	90.00%	99.33%	0.00%
\$200,001 - \$275,000	10	15.87%	100.00%	0.00%	100.00%	98.83%	0.00%
\$275,001 - \$300,000	6	9.52%	95.82%	0.00%	95.03%	96.61%	0.00%
\$300,001 and up	9	14.29%	97.29%	0.00%	96.69%	99.09%	94.49%
Median Sold/List Ratio		96.99%		93.33%	96.99%	98.42%	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



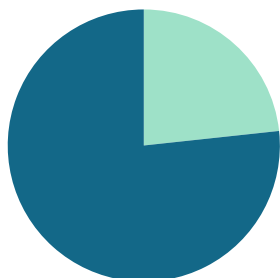
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

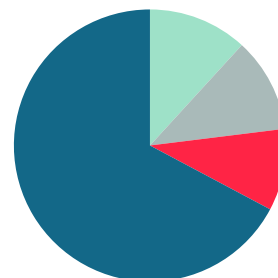


**Inventory**  
 New Listings  
**109 = 23.29%**  
 Start Inventory  
**359**  
 Total Inventory Units  
**468**  
 Volume  
**\$151,142,934**

### 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%
Median List Price	226,500	180,000	-20.53%	199,500	196,950	-1.28%
Median Sale Price	197,500	175,000	-11.39%	189,000	187,000	-1.06%
Median Percent of Selling Price to List Price	97.67%	96.99%	-0.70%	97.14%	96.66%	-0.50%
Median Days on Market to Sale	26.50	49.00	84.91%	23.50	27.00	14.89%
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

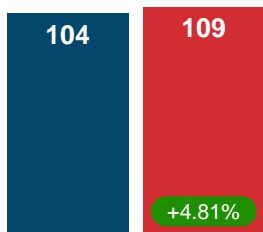
**Inventory** on August 31, 2024 = **359**

**2023** **2024**

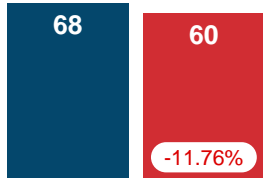
### AUGUST MARKET

### MEDIAN PRICES

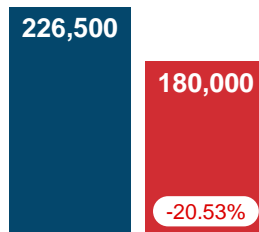
#### New Listings



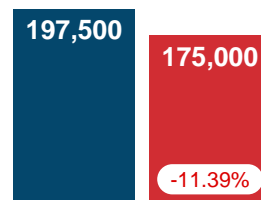
#### Pending Listings



#### List Price



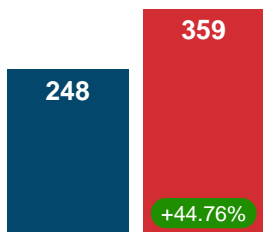
#### Sale Price



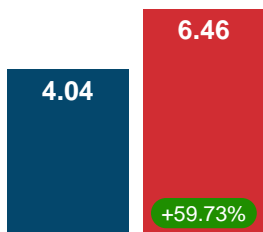
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

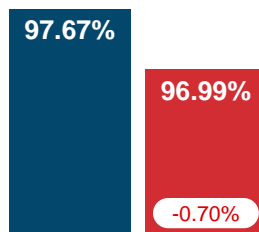
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

