

# September 2024



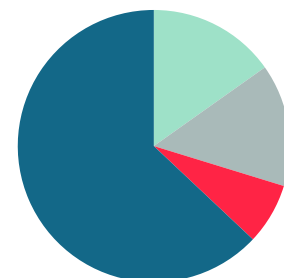
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	63	48	-23.81%
Pending Listings	45	46	2.22%
New Listings	76	74	-2.63%
Average List Price	221,419	254,185	14.80%
Average Sale Price	214,173	245,144	14.46%
Average Percent of Selling Price to List Price	96.18%	96.33%	0.16%
Average Days on Market to Sale	37.00	35.58	-3.83%
End of Month Inventory	206	199	-3.40%
Months Supply of Inventory	3.92	4.28	9.07%



- Closed (15.19%)
- Pending (14.56%)
- Other OffMarket (7.28%)
- Active (62.97%)

**Absorption:** Last 12 months, an Average of **47** Sales/Month  
**Active Inventory** as of September 30, 2024 = **199**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2024 decreased **3.40%** to 199 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **4.28** 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 **14.46%** in September 2024 to \$245,144 versus the previous year at \$214,173.

#### Average Days on Market Shortens

The average number of **35.58** days that homes spent on the market before selling decreased by 1.42 days or **3.83%** in September 2024 compared to last year's same month at **37.00** DOM.

#### Sales Success for September 2024 is Positive

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

There were 74 New Listings in September 2024, down **2.63%** from last year at 76. Furthermore, there were 48 Closed Listings this month versus last year at 63, a **-23.81%** decrease.

Closed versus Listed trends yielded a **64.9%** ratio, down from previous year's, September 2023, at **82.9%**, a **21.75%** downswing. This will certainly create pressure on a decreasing 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

# September 2024



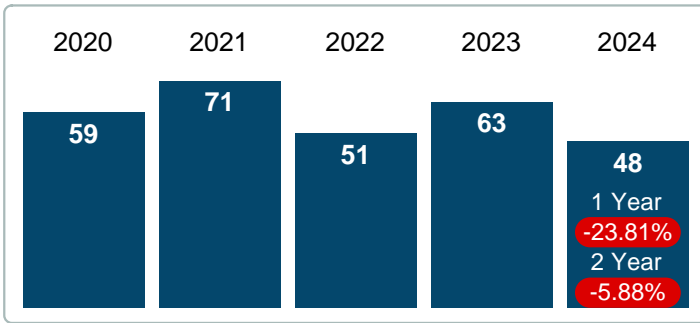
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



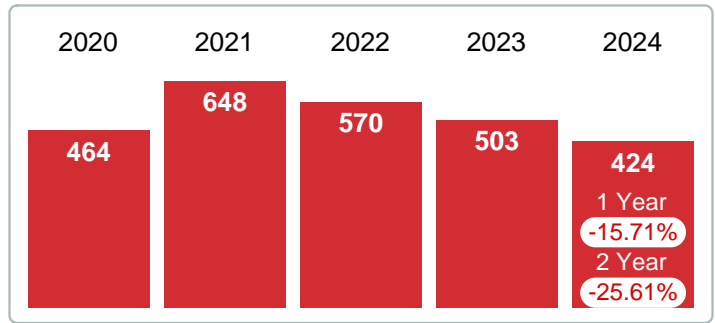
## CLOSED LISTINGS

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

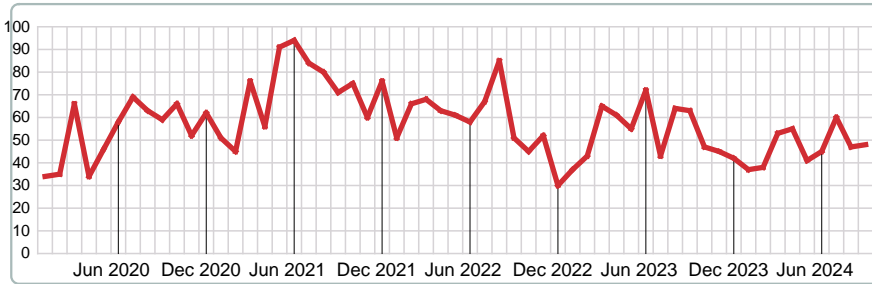
### SEPTEMBER



### YEAR TO DATE (YTD)

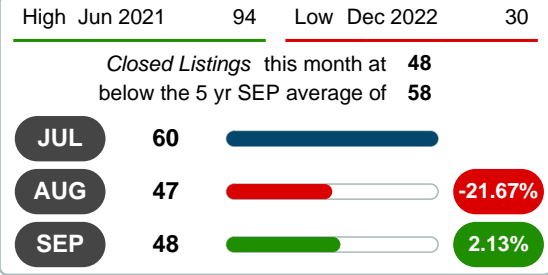


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 58



### 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	8.33%	42.0	1	2	1	0
\$50,001 - \$100,000	5	10.42%	8.2	2	1	2	0
\$100,001 - \$150,000	7	14.58%	66.7	4	3	0	0
\$150,001 - \$300,000	14	29.17%	40.8	1	11	1	1
\$300,001 - \$350,000	7	14.58%	13.0	0	3	4	0
\$350,001 - \$475,000	6	12.50%	23.2	0	5	1	0
\$475,001 and up	5	10.42%	46.2	0	4	1	0
<b>Total Closed Units</b>	<b>48</b>			<b>8</b>	<b>29</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,766,919</b>	<b>100%</b>	<b>35.6</b>	<b>886.90K</b>	<b>7.94M</b>	<b>2.75M</b>	<b>185.00K</b>
<b>Average Closed Price</b>	<b>\$245,144</b>			<b>\$110,863</b>	<b>\$273,795</b>	<b>\$275,497</b>	<b>\$185,000</b>

# September 2024



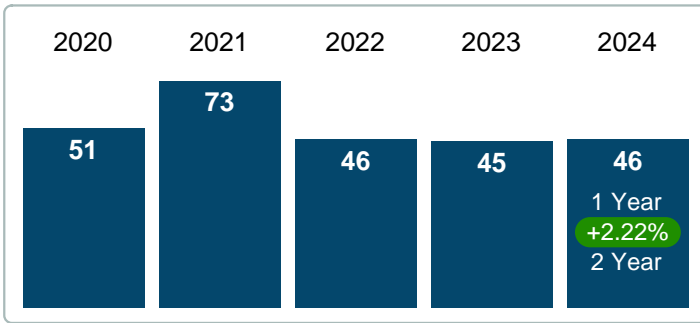
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



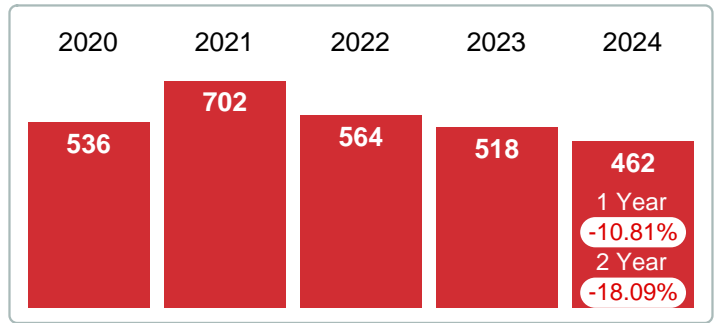
## PENDING LISTINGS

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

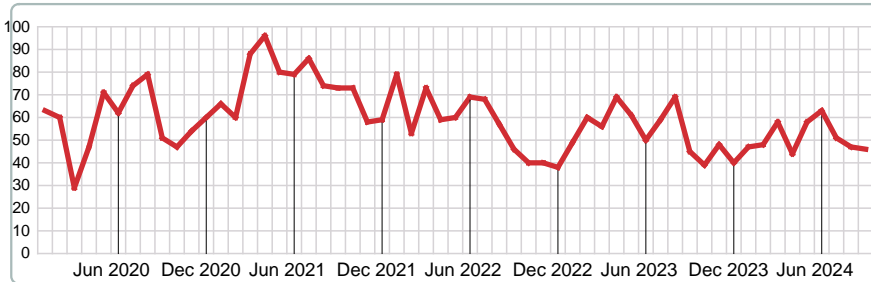
### SEPTEMBER



### YEAR TO DATE (YTD)

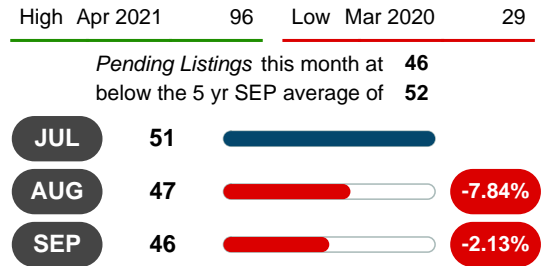


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 52



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.35%	93.5	2	0	0	0
\$75,001 - \$150,000	7	15.22%	64.1	3	4	0	0
\$150,001 - \$175,000	3	6.52%	68.0	1	2	0	0
\$175,001 - \$250,000	13	28.26%	17.4	2	10	1	0
\$250,001 - \$350,000	11	23.91%	43.0	0	7	4	0
\$350,001 - \$375,000	3	6.52%	56.7	0	1	2	0
\$375,001 and up	7	15.22%	28.0	0	3	3	1
<b>Total Pending Units</b>	<b>46</b>			<b>8</b>	<b>27</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,612,250</b>	<b>100%</b>	<b>16.0</b>	<b>1.01M</b>	<b>6.54M</b>	<b>3.66M</b>	<b>400.00K</b>
<b>Average Listing Price</b>	<b>\$307,022</b>			<b>\$126,231</b>	<b>\$242,241</b>	<b>\$366,190</b>	<b>\$400,000</b>

# September 2024



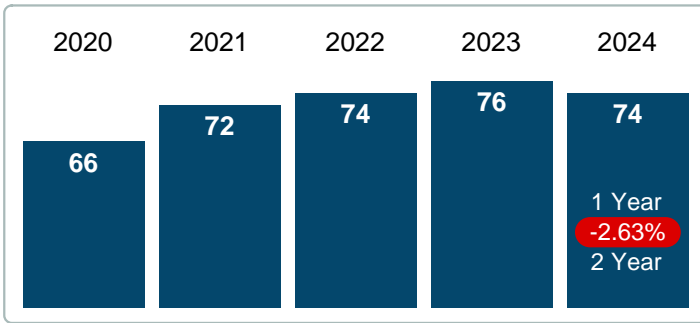
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



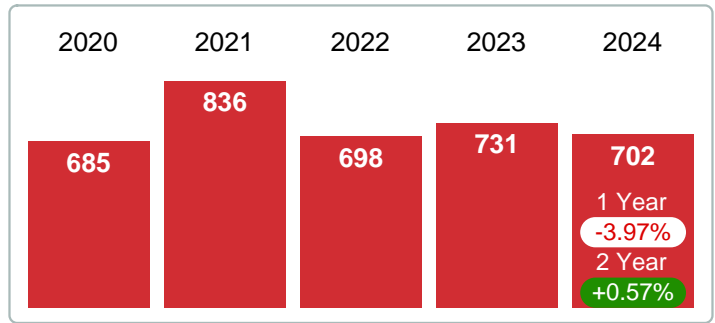
## NEW LISTINGS

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

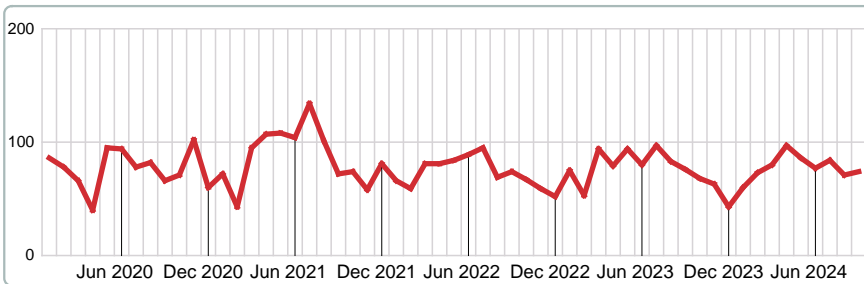
### SEPTEMBER



### YEAR TO DATE (YTD)

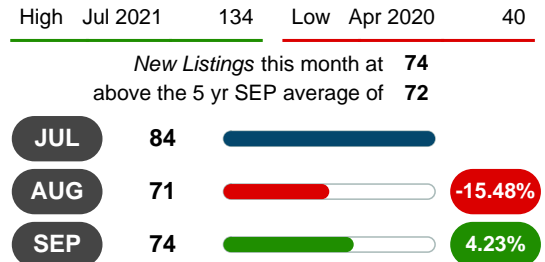


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 72



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	10.81%	6	2	0	0
\$100,001 - \$150,000	8	10.81%	1	7	0	0
\$150,001 - \$225,000	13	17.57%	1	12	0	0
\$225,001 - \$300,000	17	22.97%	1	13	3	0
\$300,001 - \$375,000	11	14.86%	0	5	6	0
\$375,001 - \$425,000	10	13.51%	0	5	3	2
\$425,001 and up	7	9.46%	1	4	2	0
<b>Total New Listed Units</b>	<b>74</b>		<b>10</b>	<b>48</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>23,114,799</b>	<b>100%</b>	<b>2.25M</b>	<b>14.81M</b>	<b>5.25M</b>	<b>809.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$317,733</b>		<b>\$224,620</b>	<b>\$308,558</b>	<b>\$374,850</b>	<b>\$404,950</b>

# September 2024



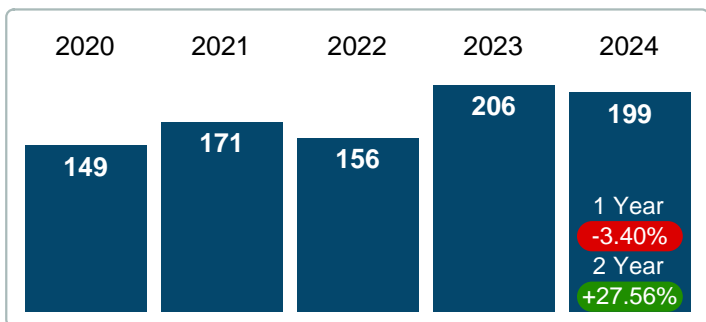
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



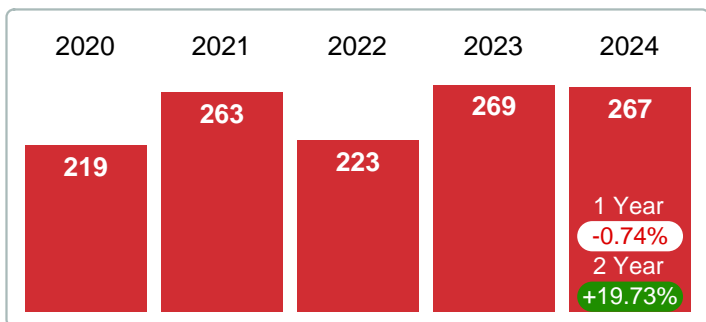
## ACTIVE INVENTORY

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

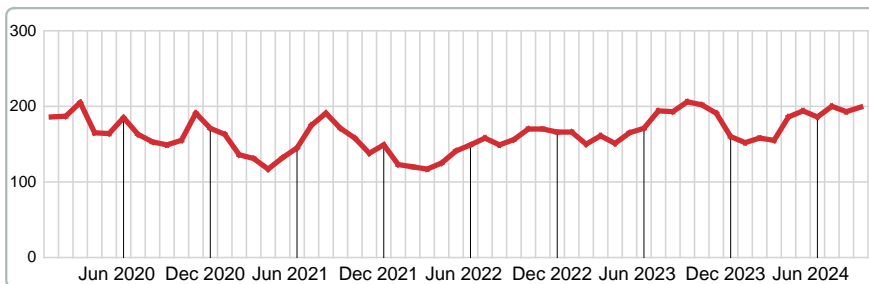
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

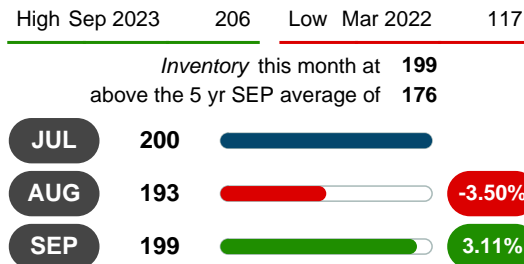


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 176



### 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	17	8.54%	164.4	11	5	1	0
\$75,001 - \$125,000	29	14.57%	85.4	15	12	2	0
\$125,001 - \$175,000	29	14.57%	68.9	3	24	2	0
\$175,001 - \$275,000	43	21.61%	65.3	8	28	7	0
\$275,001 - \$400,000	36	18.09%	72.0	3	18	10	5
\$400,001 - \$725,000	25	12.56%	80.4	0	11	10	4
\$725,001 and up	20	10.05%	108.0	4	7	2	7
<b>Total Active Inventory by Units</b>	<b>199</b>			<b>44</b>	<b>105</b>	<b>34</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>67,888,046</b>	<b>100%</b>	<b>84.6</b>	<b>9.86M</b>	<b>31.89M</b>	<b>14.32M</b>	<b>11.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$341,146</b>			<b>\$224,097</b>	<b>\$303,673</b>	<b>\$421,174</b>	<b>\$738,887</b>

# September 2024



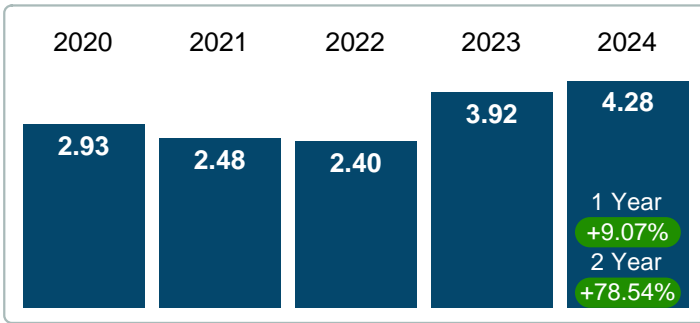
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



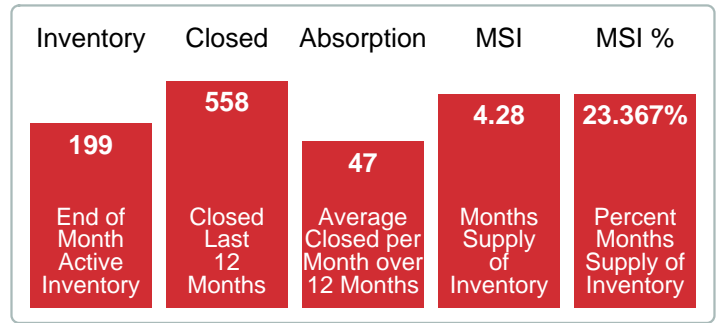
## MONTHS SUPPLY of INVENTORY (MSI)

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

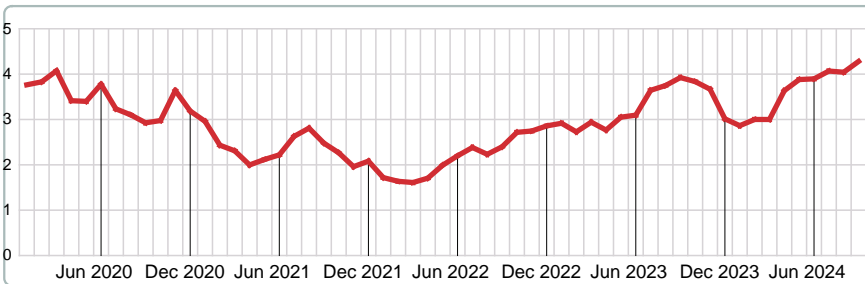
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2024

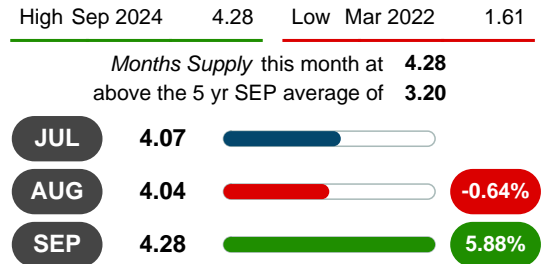


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.20



### 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	17	8.54%	2.83	4.00	1.67	4.00	0.00
\$75,001 - \$125,000	29	14.57%	4.00	5.63	3.43	1.85	0.00
\$125,001 - \$175,000	29	14.57%	3.25	1.50	3.84	3.00	0.00
\$175,001 - \$275,000	43	21.61%	3.63	10.67	3.11	4.42	0.00
\$275,001 - \$400,000	36	18.09%	4.60	6.00	4.24	3.33	60.00
\$400,001 - \$725,000	25	12.56%	6.38	0.00	6.00	6.32	16.00
\$725,001 and up	20	10.05%	26.67	48.00	21.00	0.00	21.00
Market Supply of Inventory (MSI)			4.28	4.89	3.73	4.16	13.71
Total Active Inventory by Units		100%	4.28	44	105	34	16

# September 2024



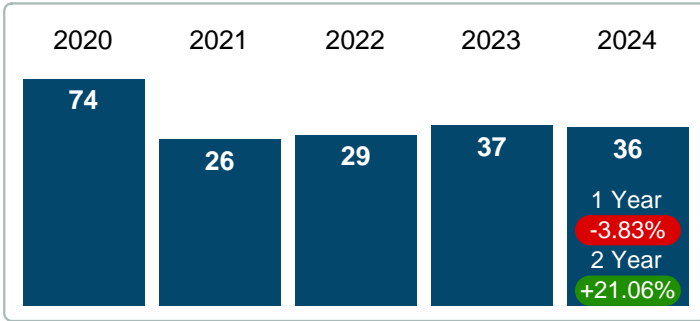
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



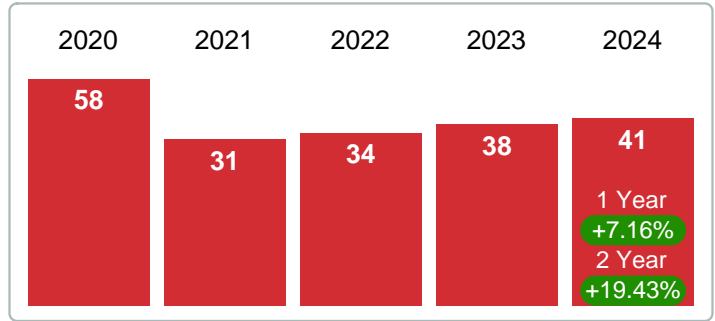
## AVERAGE DAYS ON MARKET TO SALE

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

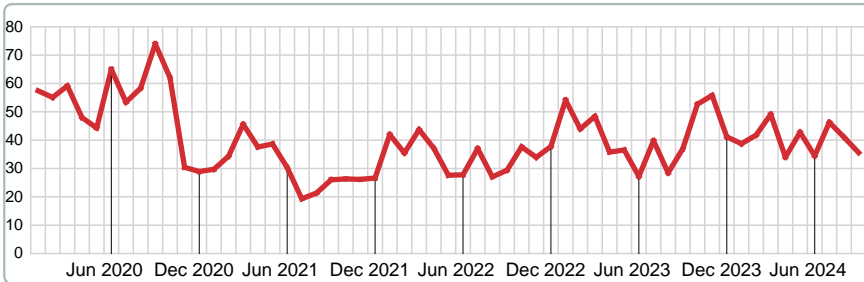
### SEPTEMBER



### YEAR TO DATE (YTD)

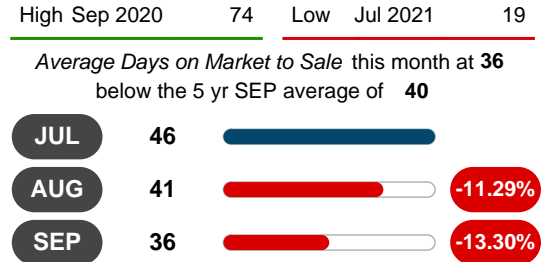


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 40



### 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	8.33%	42	56	56	1	0	
\$50,001 - \$100,000	10.42%	8	11	8	6	0	
\$100,001 - \$150,000	14.58%	67	80	49	0	0	
\$150,001 - \$300,000	29.17%	41	15	50	5	3	
\$300,001 - \$350,000	14.58%	13	0	5	19	0	
\$350,001 - \$475,000	12.50%	23	0	25	15	0	
\$475,001 and up	10.42%	46	0	52	25	0	
<b>Average Closed DOM</b>		<b>36</b>		<b>52</b>	<b>40</b>	<b>13</b>	<b>3</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>8</b>	<b>29</b>	<b>10</b>	<b>1</b>	
<b>Total Closed Volume</b>		<b>11,766,919</b>	<b>886.90K</b>	<b>7.94M</b>	<b>2.75M</b>	<b>185.00K</b>	



# September 2024



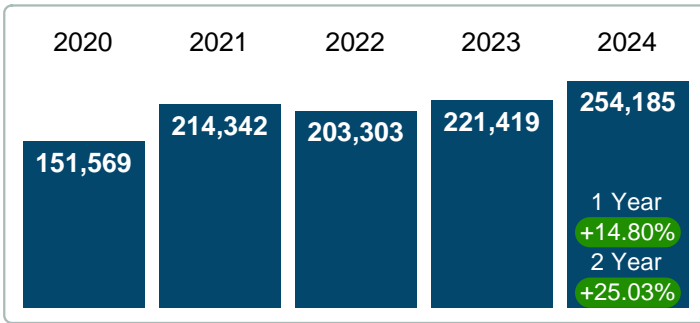
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



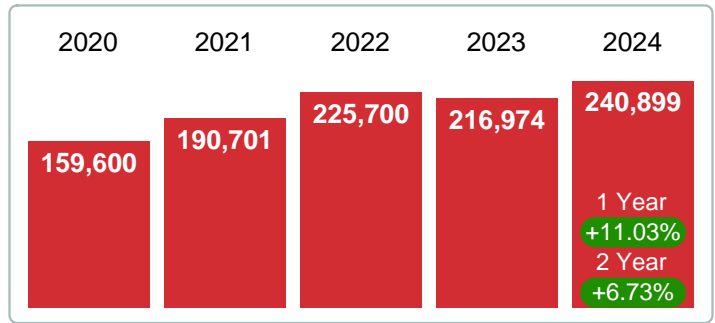
## AVERAGE LIST PRICE AT CLOSING

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

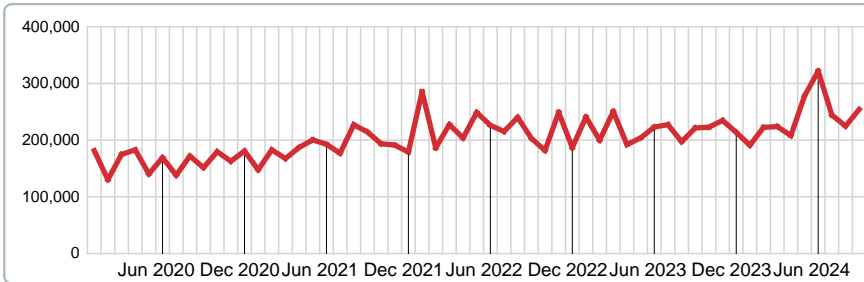
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

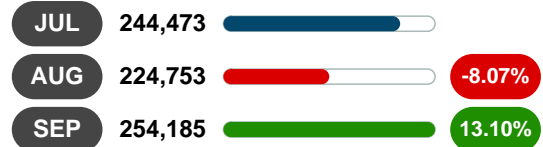


### 3 MONTHS

5 year SEP AVG = 208,964

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

Average List Price at Closing this month at **254,185** above the 5 yr SEP average of **208,964**



### 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	8.33%	40,975	55,000	37,500	43,900	0
\$50,001 - \$100,000	10.42%	79,460	94,500	45,000	91,200	0
\$100,001 - \$150,000	12.50%	133,133	129,925	138,000	0	0
\$150,001 - \$300,000	29.17%	210,964	195,000	218,136	309,000	195,000
\$300,001 - \$350,000	14.58%	332,214	0	325,833	353,500	0
\$350,001 - \$475,000	14.58%	406,414	0	406,180	439,000	0
\$475,001 and up	10.42%	543,400	0	544,500	539,000	0
<b>Average List Price</b>		<b>254,185</b>	<b>119,838</b>	<b>279,997</b>	<b>292,730</b>	<b>195,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>254,185</b>	<b>8</b>	<b>29</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,200,900</b>	<b>958.70K</b>	<b>8.12M</b>	<b>2.93M</b>	<b>195.00K</b>



# September 2024



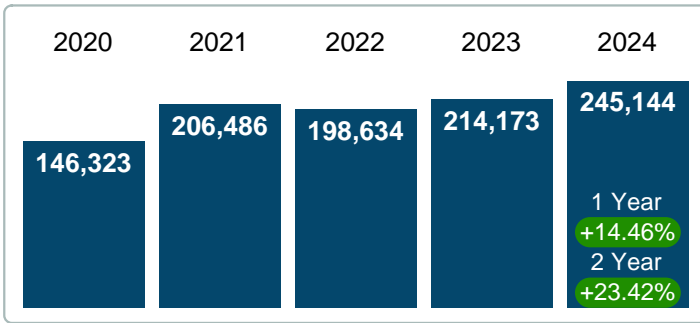
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



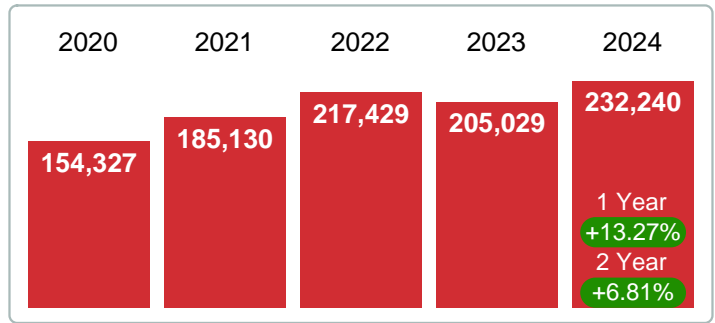
## AVERAGE SOLD PRICE AT CLOSING

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

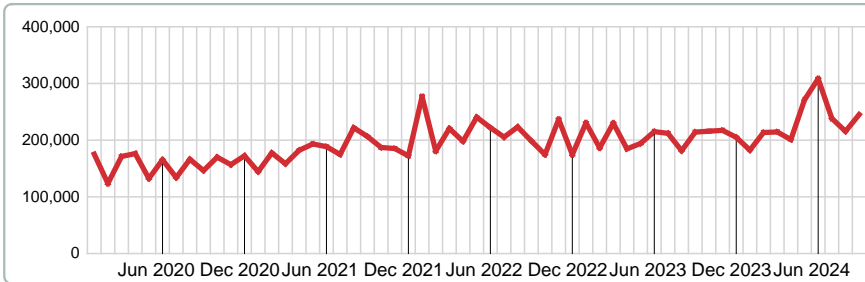
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

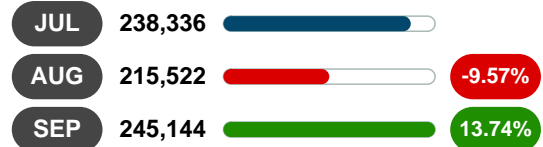


### 3 MONTHS

5 year SEP AVG = 202,152

High Jun 2024 308,334 Low Feb 2020 123,607

Average Sold Price at Closing this month at **245,144** above the 5 yr SEP average of **202,152**



### 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	8.33%	40,600	45,000	36,250	44,900	0
\$50,001 - \$100,000	10.42%	74,574	73,500	51,000	87,435	0
\$100,001 - \$150,000	14.58%	133,507	132,475	134,883	0	0
\$150,001 - \$300,000	29.17%	210,136	165,000	208,445	299,000	185,000
\$300,001 - \$350,000	14.58%	326,671	0	325,500	327,550	0
\$350,001 - \$475,000	12.50%	401,333	0	400,200	407,000	0
\$475,001 and up	10.42%	532,100	0	535,375	519,000	0
<b>Average Sold Price</b>		<b>245,144</b>	<b>110,863</b>	<b>273,795</b>	<b>275,497</b>	<b>185,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,144</b>	<b>8</b>	<b>29</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,766,919</b>	<b>886.90K</b>	<b>7.94M</b>	<b>2.75M</b>	<b>185.00K</b>

# September 2024



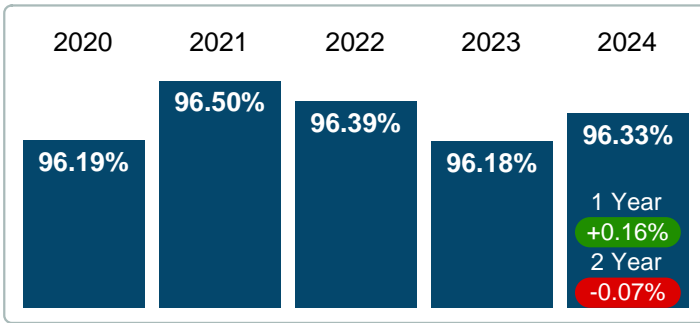
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



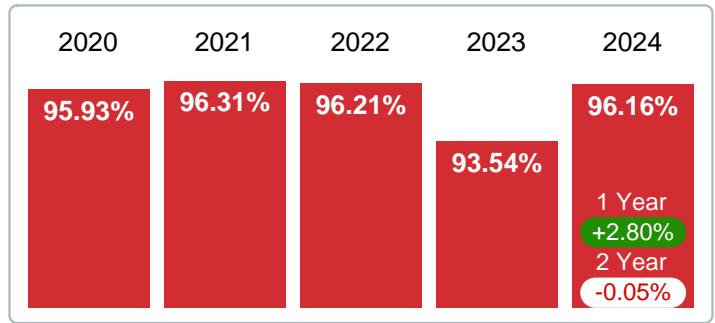
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

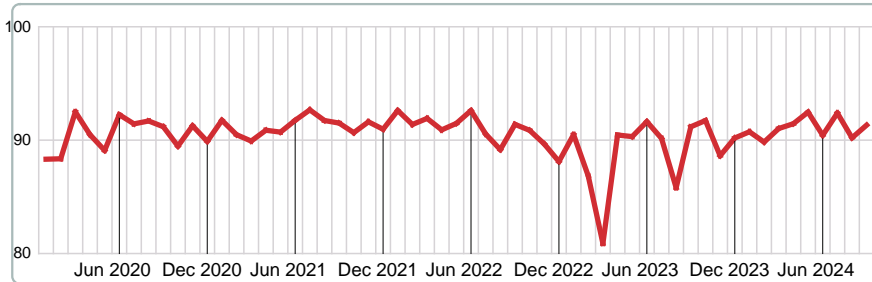
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

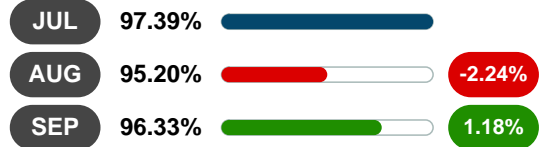


### 3 MONTHS

5 year SEP AVG = 96.32%

High Jul 2021 97.67% Low Mar 2023 85.89%

Average Sold/List Ratio this month at **96.33%** equal to 5 yr SEP average of **96.32%**



### 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	8.33%	93.52%	81.82%	95.00%	102.28%	0.00%	
\$50,001 - \$100,000	5	10.42%	93.12%	80.16%	113.33%	95.97%	0.00%	
\$100,001 - \$150,000	7	14.58%	100.99%	102.93%	98.39%	0.00%	0.00%	
\$150,001 - \$300,000	14	29.17%	95.12%	84.62%	95.94%	96.76%	94.87%	
\$300,001 - \$350,000	7	14.58%	95.81%	0.00%	99.90%	92.74%	0.00%	
\$350,001 - \$475,000	6	12.50%	97.57%	0.00%	98.55%	92.71%	0.00%	
\$475,001 and up	5	10.42%	97.89%	0.00%	98.29%	96.29%	0.00%	
<b>Average Sold/List Ratio</b>		<b>96.30%</b>		<b>92.31%</b>	<b>97.91%</b>	<b>95.09%</b>	<b>94.87%</b>	
<b>Total Closed Units</b>		<b>48</b>	<b>100%</b>	<b>96.30%</b>	<b>8</b>	<b>29</b>	<b>10</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,766,919</b>			<b>886.90K</b>	<b>7.94M</b>	<b>2.75M</b>	<b>185.00K</b>

# September 2024



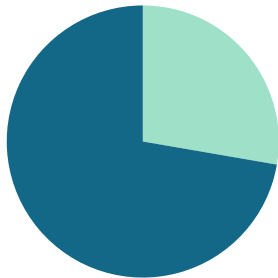
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

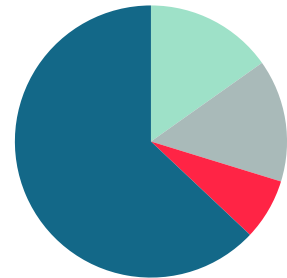


**Inventory**  
 New Listings  
**74 = 27.72%**  
 Start Inventory  
**193**  
 Total Inventory Units  
**267**  
 Volume  
**\$84,615,096**

### Market Activity

Closed Sales  
**48 = 15.19%**  
 Pending Sales  
**46 = 14.56%**  
 Other Off Market  
**23 = 7.28%**  
 Active Inventory  
**199 = 62.97%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	63	48	-23.81%	503	424	-15.71%
Pending Sales	45	46	2.22%	518	462	-10.81%
New Listings	76	74	-2.63%	731	702	-3.97%
Average List Price	221,419	254,185	14.80%	216,974	240,899	11.03%
Average Sale Price	214,173	245,144	14.46%	205,029	232,240	13.27%
Average Percent of Selling Price to List Price	96.18%	96.33%	0.16%	93.54%	96.16%	2.80%
Average Days on Market to Sale	37.00	35.58	-3.83%	37.88	40.59	7.16%
Monthly Inventory	206	199	-3.40%	206	199	-3.40%
Months Supply of Inventory	3.92	4.28	9.07%	3.92	4.28	9.07%

**Absorption:** Last 12 months, an Average of **47** Sales/Month

**Inventory** on September 30, 2024 = **199**

**2023** **2024**

### SEPTEMBER MARKET

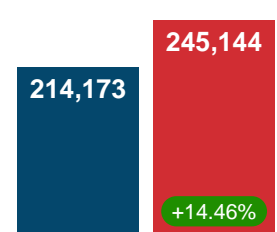
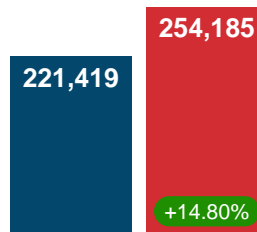
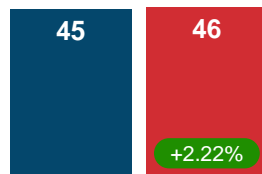
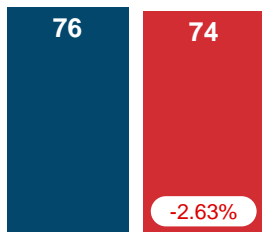
### AVERAGE PRICES

#### 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

