

September 2024



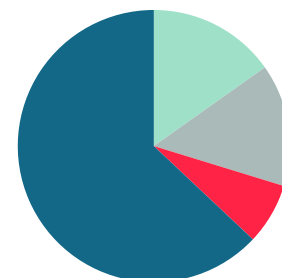
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



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%
Median List Price	195,000	220,450	13.05%
Median Sale Price	185,000	217,950	17.81%
Median Percent of Selling Price to List Price	99.39%	97.69%	-1.71%
Median Days on Market to Sale	13.00	13.00	0.00%
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.

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 **17.81%** in September 2024 to \$217,950 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in September 2024 compared to last year's same month at **13.00** DOM.

Sales Success for September 2024 is Positive

Overall, with Median 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.

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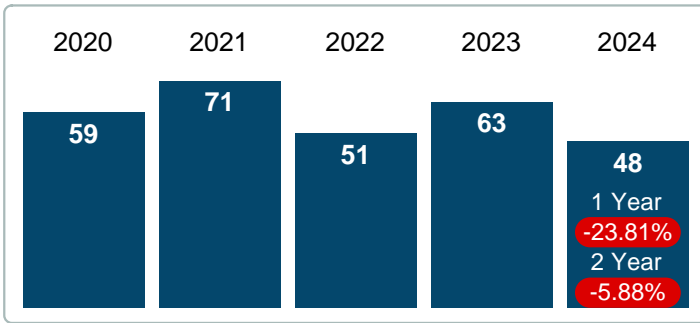
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



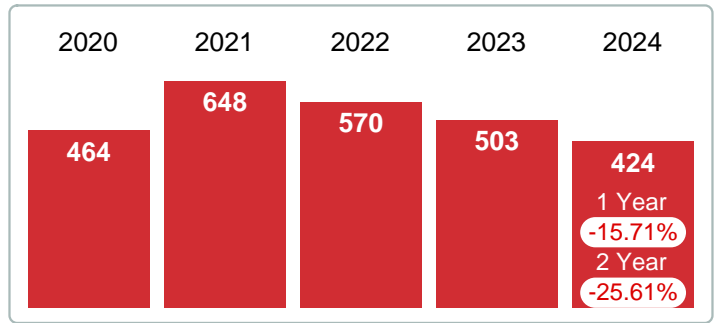
CLOSED LISTINGS

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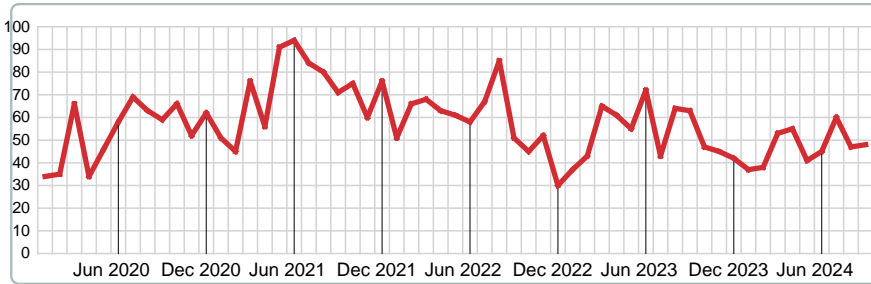
SEPTEMBER



YEAR TO DATE (YTD)

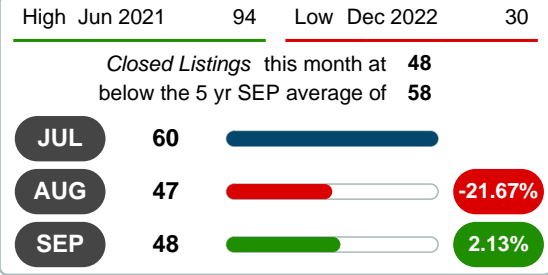


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 58



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.33%	29.0	1	2	1	0
\$50,001 - \$100,000	5	10.42%	9.0	2	1	2	0
\$100,001 - \$150,000	7	14.58%	69.0	4	3	0	0
\$150,001 - \$300,000	14	29.17%	20.0	1	11	1	1
\$300,001 - \$350,000	7	14.58%	2.0	0	3	4	0
\$350,001 - \$475,000	6	12.50%	9.0	0	5	1	0
\$475,001 and up	5	10.42%	25.0	0	4	1	0
Total Closed Units	48			8	29	10	1
Total Closed Volume	11,766,919	100%	13.0	886.90K	7.94M	2.75M	185.00K
Median Closed Price	\$217,950			\$122,500	\$225,000	\$315,100	\$185,000

September 2024



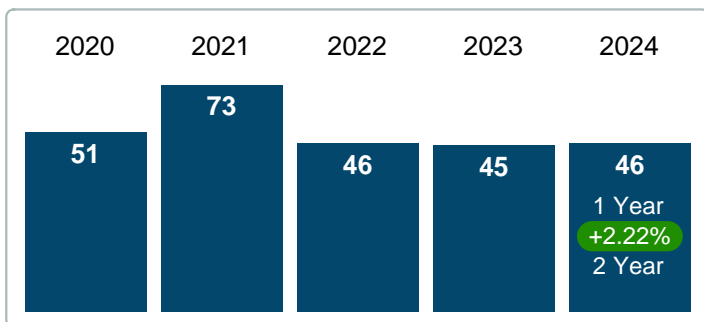
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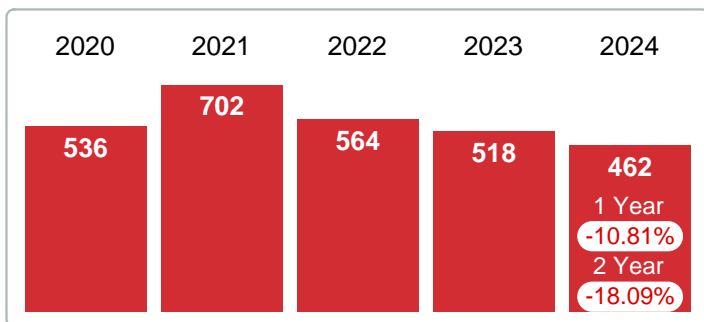
PENDING LISTINGS

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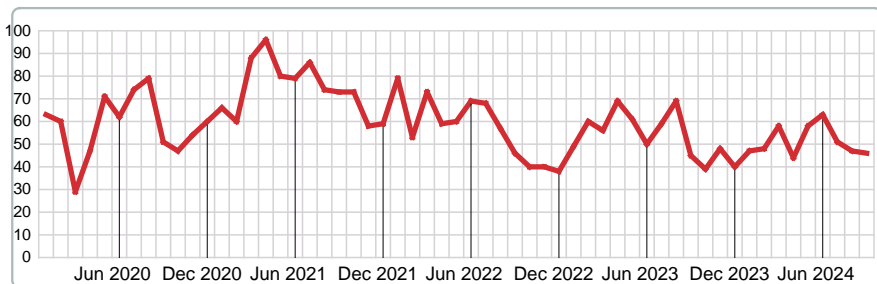
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52

High Apr 2021 96 Low Mar 2020 29

Pending Listings this month at 46 below the 5 yr SEP average of 52

- JUL 51
- AUG 47 (-7.84%)
- SEP 46 (-2.13%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	63.0	3	4	0	0
\$150,001 - \$175,000	3	6.52%	26.0	1	2	0	0
\$175,001 - \$250,000	13	28.26%	6.0	2	10	1	0
\$250,001 - \$350,000	11	23.91%	48.0	0	7	4	0
\$350,001 - \$375,000	3	6.52%	3.0	0	1	2	0
\$375,001 and up	7	15.22%	16.0	0	3	3	1
Total Pending Units	46			8	27	10	1
Total Pending Volume	11,612,250	100%	16.0	1.01M	6.54M	3.66M	400.00K
Median Listing Price	\$242,450			\$99,900	\$227,900	\$352,500	\$400,000

September 2024



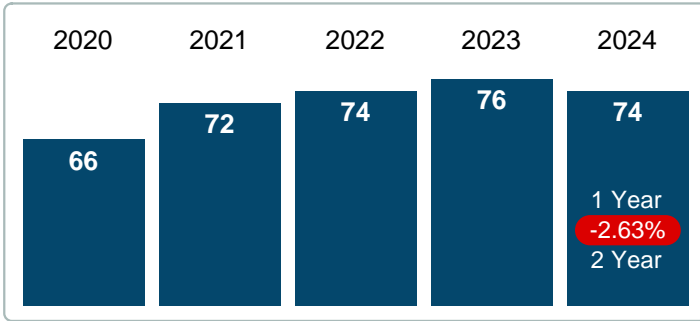
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



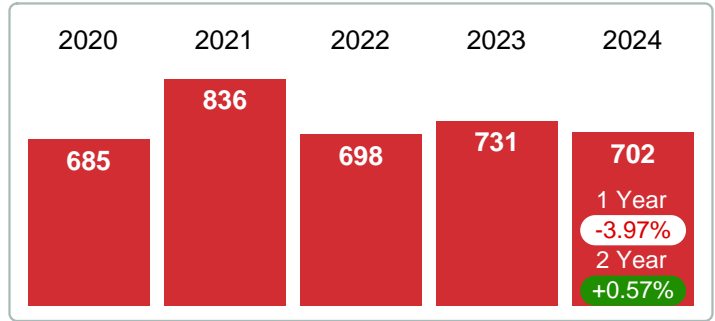
NEW LISTINGS

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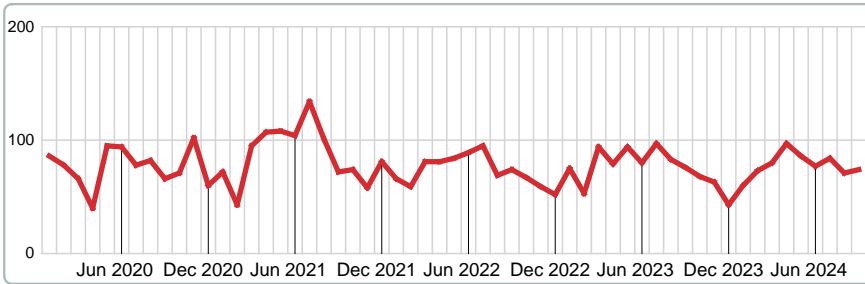
SEPTEMBER



YEAR TO DATE (YTD)

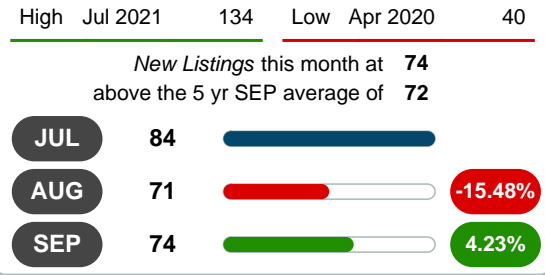


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 72



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
Total New Listed Units	74		10	48	14	2
Total New Listed Volume	23,114,799	100%	2.25M	14.81M	5.25M	809.90K
Median New Listed Listing Price	\$249,900		\$99,750	\$245,000	\$350,000	\$404,950

September 2024



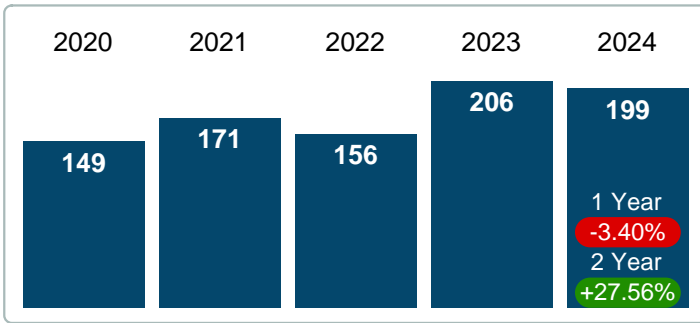
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



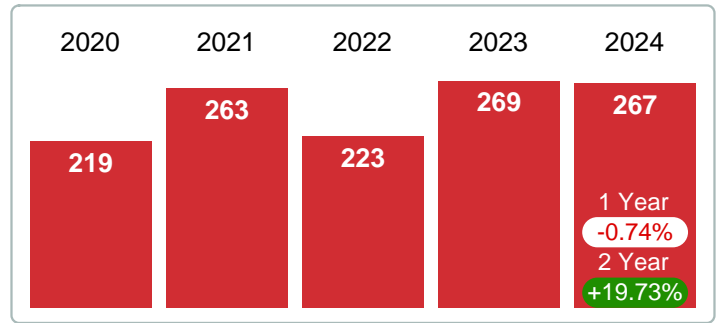
ACTIVE INVENTORY

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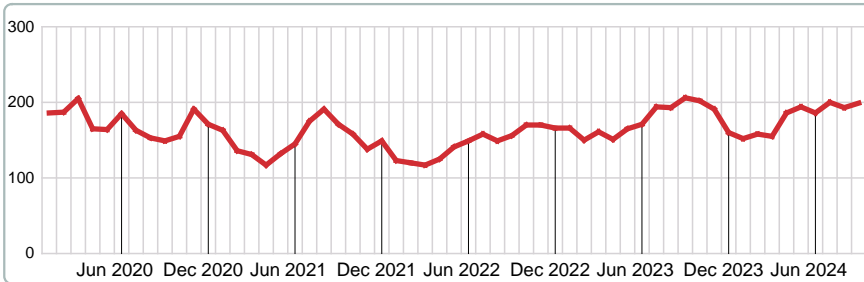
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

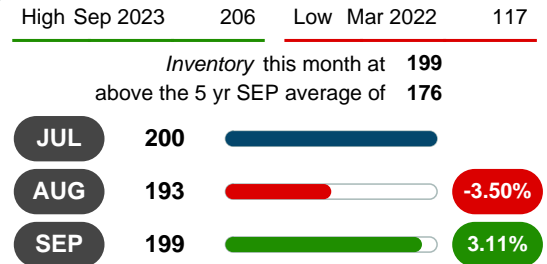


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 176



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	8.54%	186.0	11	5	1	0
\$75,001 - \$125,000	29	14.57%	56.0	15	12	2	0
\$125,001 - \$175,000	29	14.57%	69.0	3	24	2	0
\$175,001 - \$275,000	43	21.61%	66.0	8	28	7	0
\$275,001 - \$400,000	36	18.09%	50.0	3	18	10	5
\$400,001 - \$725,000	25	12.56%	61.0	0	11	10	4
\$725,001 and up	20	10.05%	129.5	4	7	2	7
Total Active Inventory by Units	199			44	105	34	16
Total Active Inventory by Volume	67,888,046	100%	67.0	9.86M	31.89M	14.32M	11.82M
Median Active Inventory Listing Price	\$229,000			\$104,500	\$219,000	\$349,500	\$584,900

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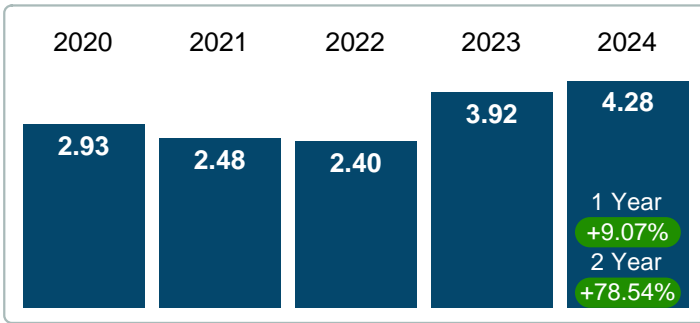
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



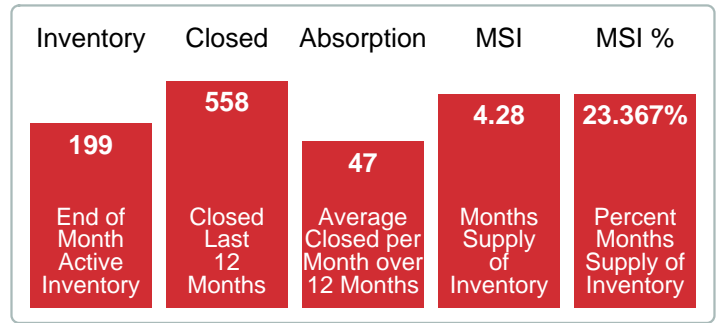
MONTHS SUPPLY of INVENTORY (MSI)

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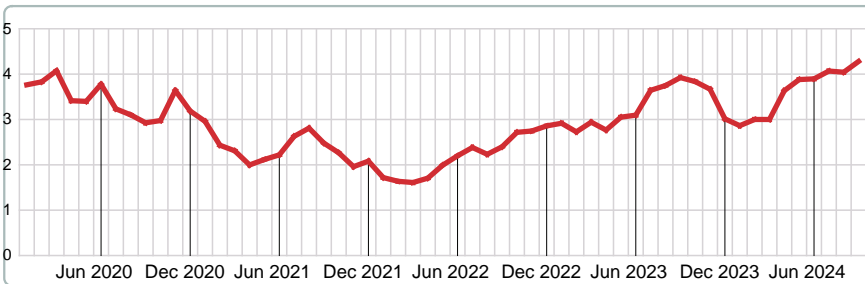
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

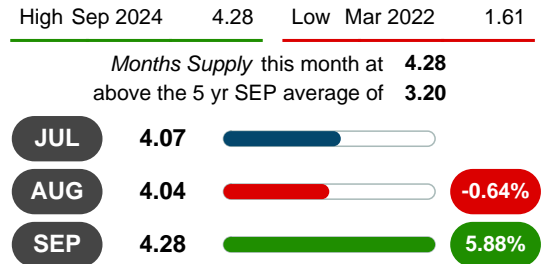


5 YEAR MARKET ACTIVITY TRENDS



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

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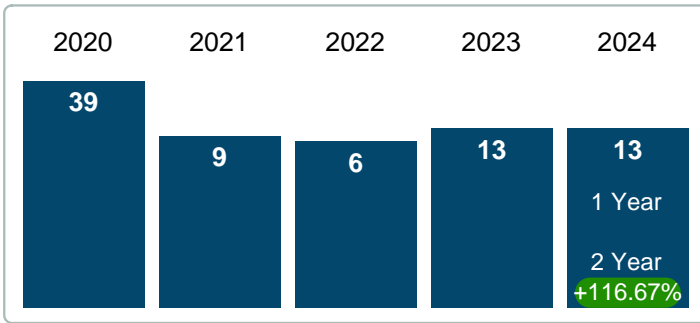
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



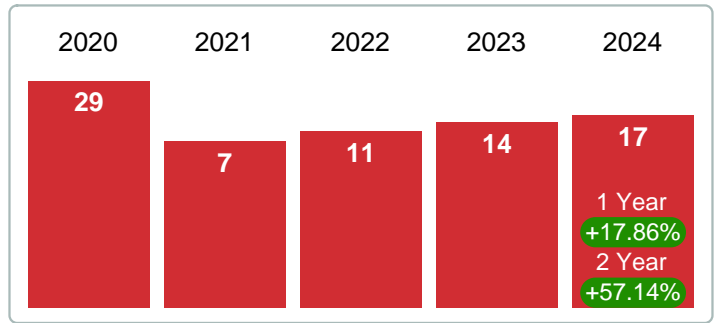
MEDIAN DAYS ON MARKET TO SALE

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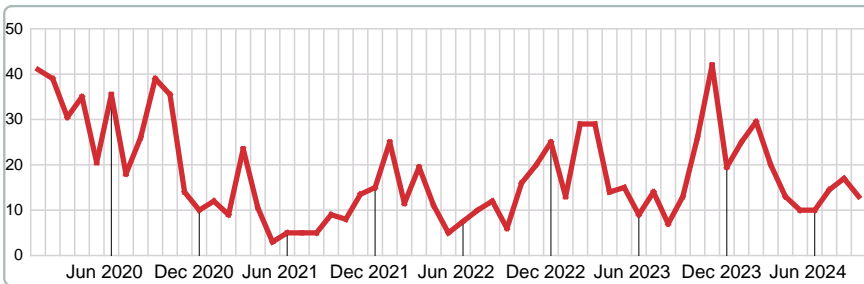
SEPTEMBER



YEAR TO DATE (YTD)

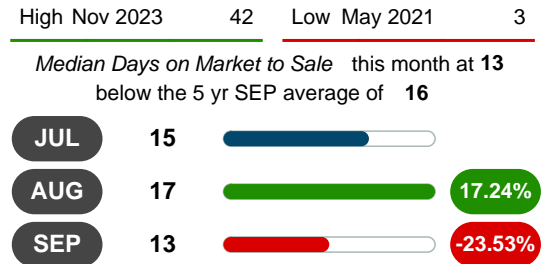


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16



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	8.33%	29	56	56	1	0
\$50,001 - \$100,000	10.42%	9	11	8	6	0
\$100,001 - \$150,000	14.58%	69	71	47	0	0
\$150,001 - \$300,000	29.17%	20	15	26	5	3
\$300,001 - \$350,000	14.58%	2	0	6	1	0
\$350,001 - \$475,000	12.50%	9	0	3	15	0
\$475,001 and up	10.42%	25	0	26	25	0
Median Closed DOM		13	47	13	3	3
Total Closed Units	100%	13.0	8	29	10	1
Total Closed Volume		11,766,919	886.90K	7.94M	2.75M	185.00K

September 2024



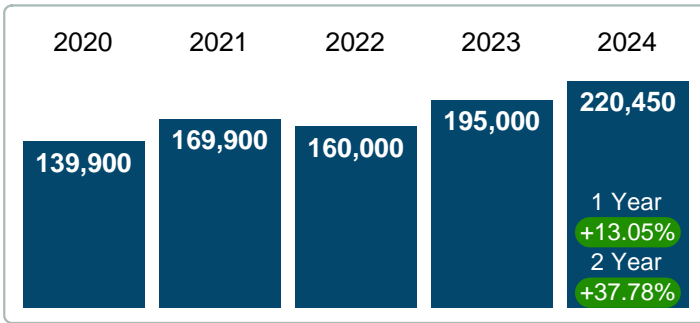
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



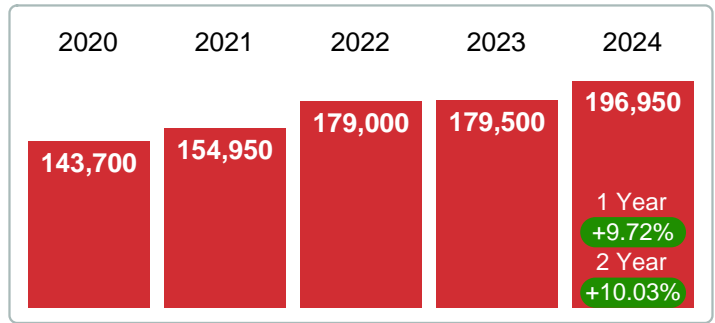
MEDIAN LIST PRICE AT CLOSING

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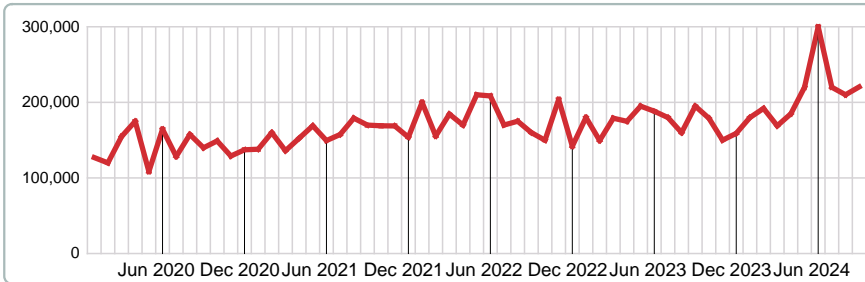
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 177,050

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

Median List Price at Closing this month at **220,450**
above the 5 yr SEP average of **177,050**



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	4	8.33%	44,450	0	45,000	43,900	0
\$50,001 - \$100,000	5	10.42%	82,500	60,000	0	91,200	0
\$100,001 - \$150,000	6	12.50%	132,500	137,450	125,000	0	0
\$150,001 - \$300,000	14	29.17%	204,950	195,000	215,400	0	195,000
\$300,001 - \$350,000	7	14.58%	329,000	0	324,500	344,500	0
\$350,001 - \$475,000	7	14.58%	410,000	0	410,000	407,000	0
\$475,001 and up	5	10.42%	539,000	0	547,000	539,000	0
Median List Price			220,450	129,500	264,900	344,500	195,000
Total Closed Units		100%	220,450	8	29	10	1
Total Closed Volume			12,200,900	958.70K	8.12M	2.93M	195.00K

September 2024



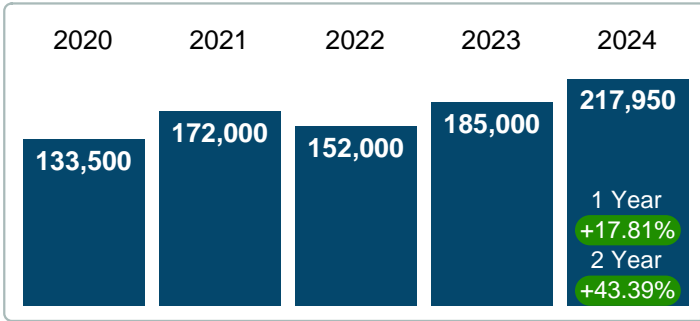
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



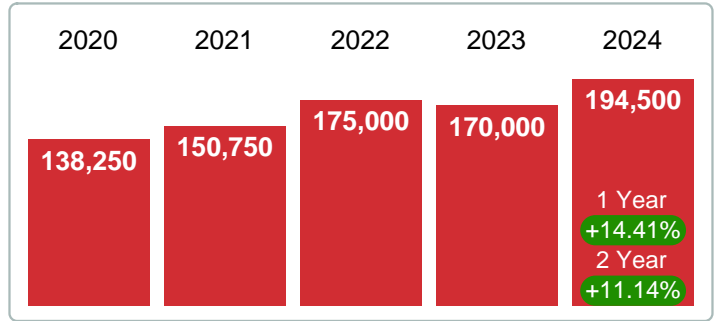
MEDIAN SOLD PRICE AT CLOSING

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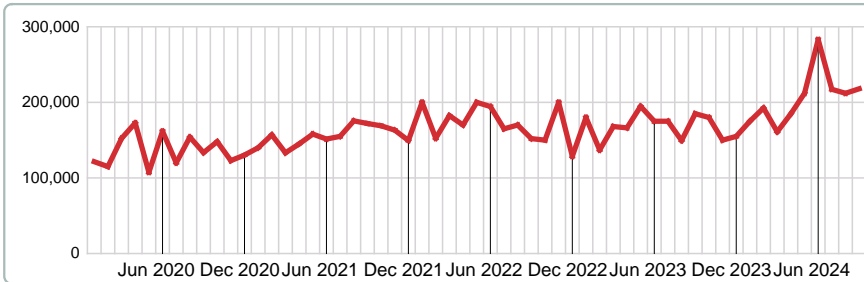
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

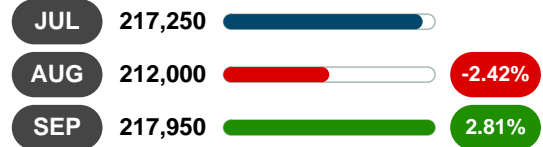


3 MONTHS

5 year SEP AVG = 172,090

High Jun 2024 283,000 Low May 2020 107,500

Median Sold Price at Closing this month at 217,950 above the 5 yr SEP average of 172,090



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	8.33%	44,950	45,000	36,250	44,900	0
\$50,001 - \$100,000	10.42%	80,000	73,500	51,000	87,435	0
\$100,001 - \$150,000	14.58%	137,650	135,000	137,650	0	0
\$150,001 - \$300,000	29.17%	212,950	165,000	215,900	299,000	185,000
\$300,001 - \$350,000	14.58%	325,000	0	325,000	323,000	0
\$350,001 - \$475,000	12.50%	407,250	0	407,500	407,000	0
\$475,001 and up	10.42%	525,000	0	540,000	519,000	0
Median Sold Price		217,950	122,500	225,000	315,100	185,000
Total Closed Units	100%	217,950	8	29	10	1
Total Closed Volume		11,766,919	886.90K	7.94M	2.75M	185.00K

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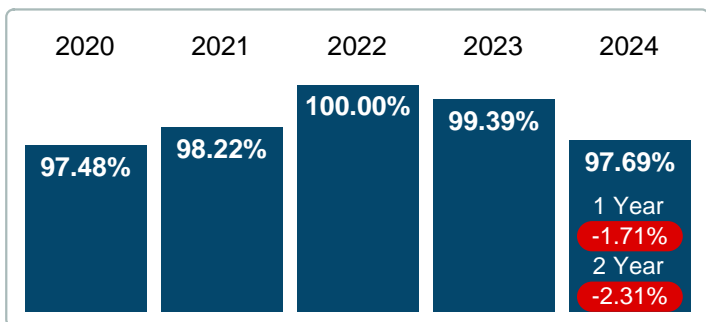
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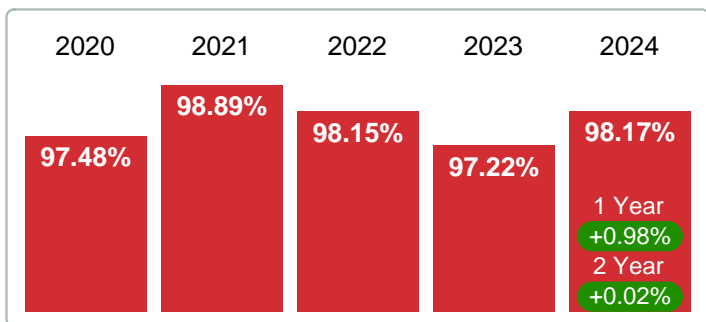
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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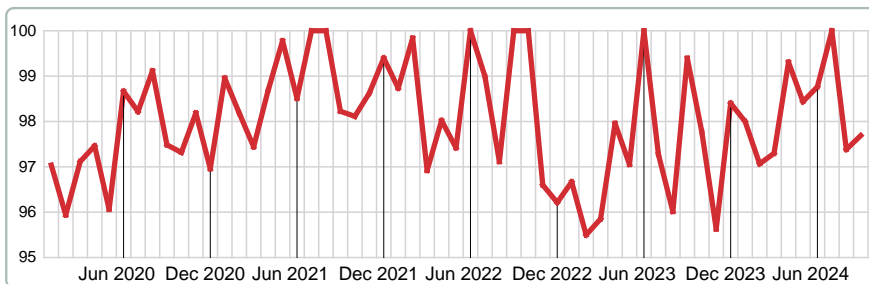
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

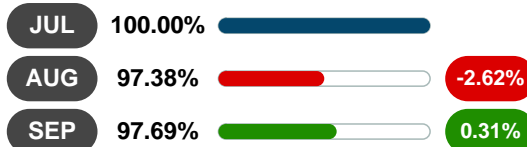


3 MONTHS

5 year SEP AVG = 98.56%

High Jul 2024 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **97.69%**
below the 5 yr SEP average of **98.56%**



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	8.33%	95.00%	81.82%	95.00%	102.28%	0.00%
\$50,001 - \$100,000	5	10.42%	94.96%	80.16%	113.33%	95.97%	0.00%
\$100,001 - \$150,000	7	14.58%	100.00%	100.00%	101.74%	0.00%	0.00%
\$150,001 - \$300,000	14	29.17%	97.69%	84.62%	97.72%	96.76%	94.87%
\$300,001 - \$350,000	7	14.58%	99.38%	0.00%	100.00%	91.48%	0.00%
\$350,001 - \$475,000	6	12.50%	98.82%	0.00%	100.00%	92.71%	0.00%
\$475,001 and up	5	10.42%	97.47%	0.00%	97.89%	96.29%	0.00%
Median Sold/List Ratio		97.69%		91.64%	98.57%	95.63%	94.87%
Total Closed Units		48	100%	8	29	10	1
Total Closed Volume		11,766,919		886.90K	7.94M	2.75M	185.00K

September 2024



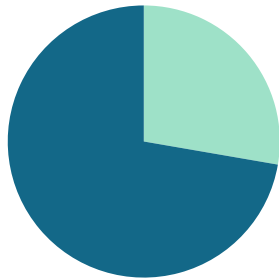
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

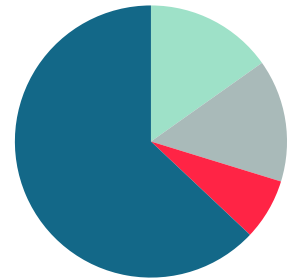


Inventory
 New Listings
74 = 27.72%
 Start Inventory
193
 Total Inventory Units
267
 Volume
\$84,615,096

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%
Median List Price	195,000	220,450	13.05%	179,500	196,950	9.72%
Median Sale Price	185,000	217,950	17.81%	170,000	194,500	14.41%
Median Percent of Selling Price to List Price	99.39%	97.69%	-1.71%	97.22%	98.17%	0.98%
Median Days on Market to Sale	13.00	13.00	0.00%	14.00	16.50	17.86%
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%

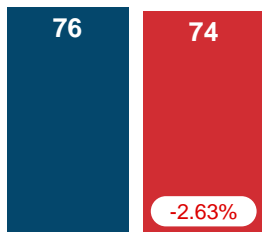
Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on September 30, 2024 = **199** 2023 2024

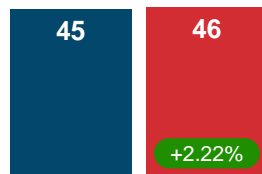
SEPTEMBER MARKET

MEDIAN PRICES

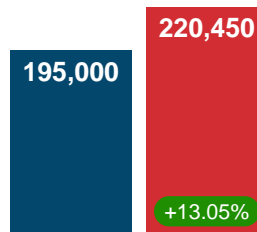
New Listings



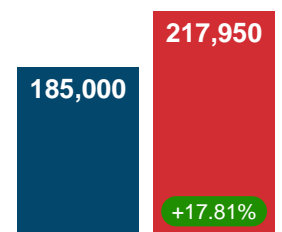
Pending Listings



List Price



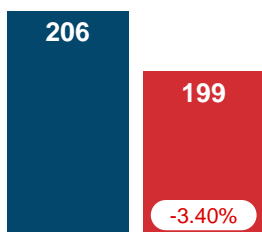
Sale Price



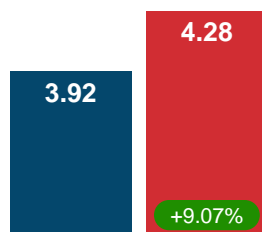
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

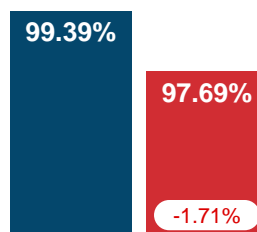
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%