

# September 2024



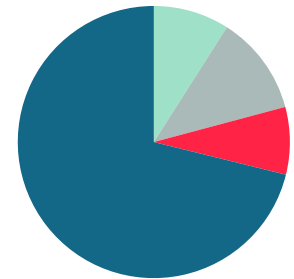
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2023	2024	+/-%
Closed Listings	54	45	-16.67%
Pending Listings	48	59	22.92%
New Listings	98	84	-14.29%
Average List Price	190,893	210,591	10.32%
Average Sale Price	180,848	200,877	11.07%
Average Percent of Selling Price to List Price	95.03%	93.70%	-1.40%
Average Days on Market to Sale	48.00	65.36	36.16%
End of Month Inventory	265	355	33.96%
Months Supply of Inventory	4.35	6.47	48.82%



- Closed (9.02%)
- Pending (11.82%)
- Other OffMarket (8.02%)
- Active (71.14%)

**Absorption:** Last 12 months, an Average of **55 Sales/Month**  
**Active Inventory** as of September 30, 2024 = **355**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2024 rose **33.96%** to 355 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **6.47** 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 **11.07%** in September 2024 to \$200,877 versus the previous year at \$180,848.

#### Average Days on Market Lengthens

The average number of **65.36** days that homes spent on the market before selling increased by 17.36 days or **36.16%** in September 2024 compared to last year's same month at **48.00** DOM.

#### Sales Success for September 2024 is Positive

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

There were 84 New Listings in September 2024, down **14.29%** from last year at 98. Furthermore, there were 45 Closed Listings this month versus last year at 54, a **-16.67%** decrease.

Closed versus Listed trends yielded a **53.6%** ratio, down from previous year's, September 2023, at **55.1%**, a **2.78%** downswing. 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

# September 2024



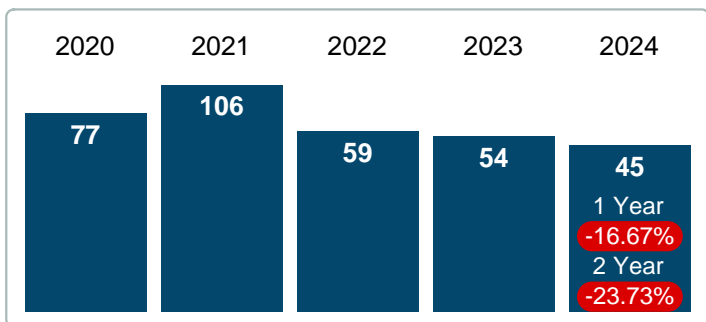
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



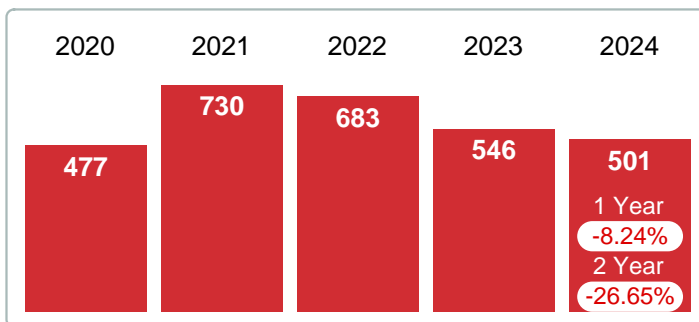
## CLOSED LISTINGS

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

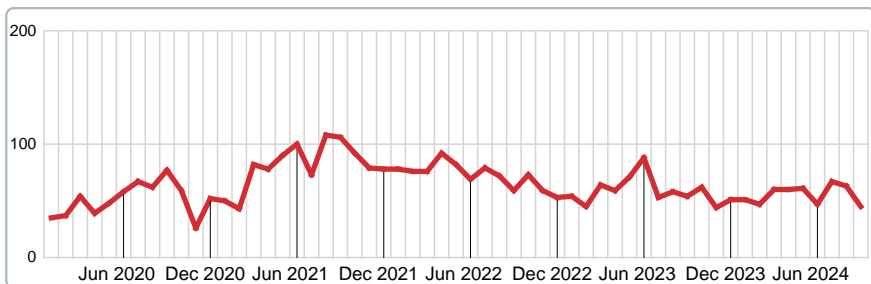
### SEPTEMBER



### YEAR TO DATE (YTD)

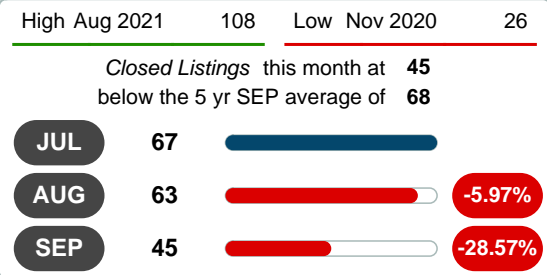


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 68



### 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	3	6.67%	163.3	3	0	0	0
\$50,001 - \$125,000	9	20.00%	73.4	5	2	2	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	11	24.44%	63.3	4	7	0	0
\$175,001 - \$225,000	9	20.00%	39.1	1	7	1	0
\$225,001 - \$450,000	8	17.78%	45.4	0	4	4	0
\$450,001 and up	5	11.11%	75.8	1	2	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>14</b>	<b>22</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,039,450</b>	<b>100%</b>	<b>65.4</b>	<b>1.77M</b>	<b>4.67M</b>	<b>2.61M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$200,877</b>			<b>\$126,136</b>	<b>\$212,048</b>	<b>\$289,833</b>	<b>\$0</b>

# September 2024



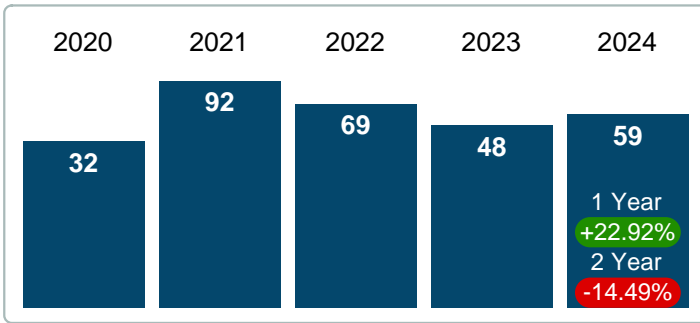
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



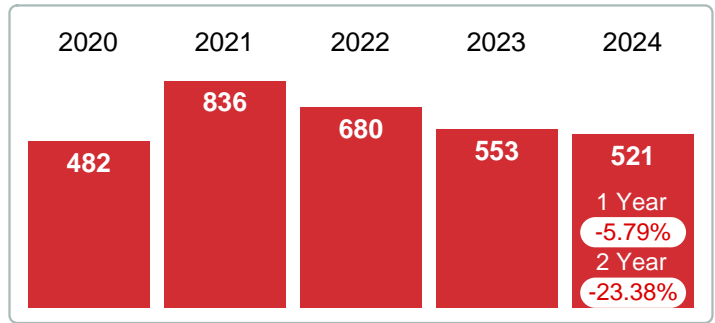
## PENDING LISTINGS

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

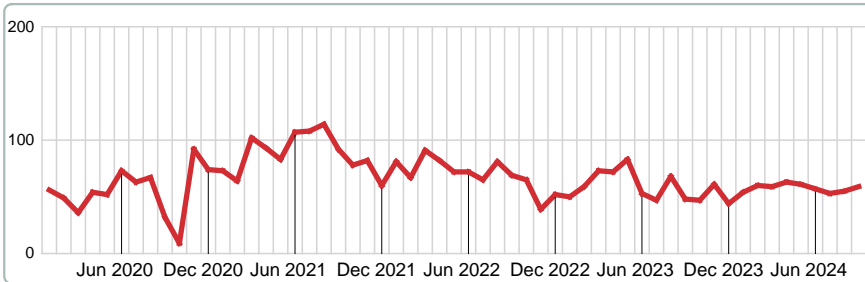
### SEPTEMBER



### YEAR TO DATE (YTD)

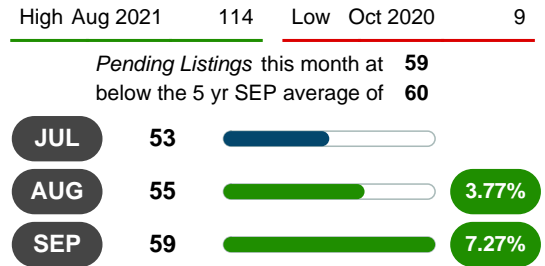


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 60



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	8.47%	83.0	3	2	0	0
\$25,001 - \$75,000	5	8.47%	47.2	2	3	0	0
\$75,001 - \$150,000	12	20.34%	38.2	5	7	0	0
\$150,001 - \$225,000	14	23.73%	38.6	0	14	0	0
\$225,001 - \$250,000	6	10.17%	81.5	0	6	0	0
\$250,001 - \$375,000	9	15.25%	100.0	0	6	2	1
\$375,001 and up	8	13.56%	113.3	0	4	4	0
<b>Total Pending Units</b>	<b>59</b>			<b>10</b>	<b>42</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,509,774</b>	<b>100%</b>	<b>56.4</b>	<b>709.90K</b>	<b>9.41M</b>	<b>3.01M</b>	<b>375.00K</b>
<b>Average Listing Price</b>	<b>\$162,044</b>			<b>\$70,990</b>	<b>\$224,047</b>	<b>\$502,483</b>	<b>\$375,000</b>

# September 2024



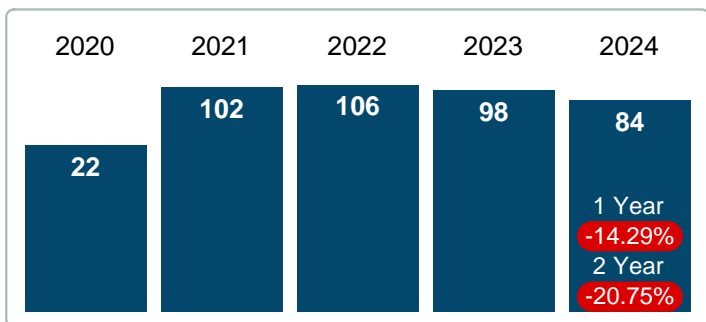
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



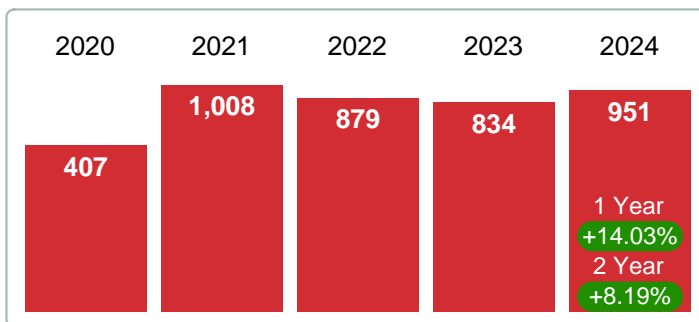
## NEW LISTINGS

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

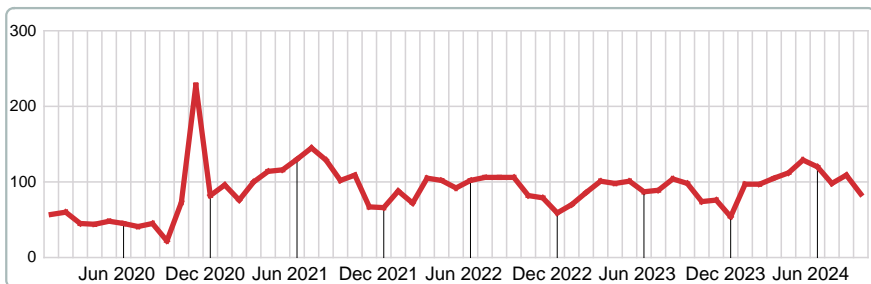
### SEPTEMBER



### YEAR TO DATE (YTD)

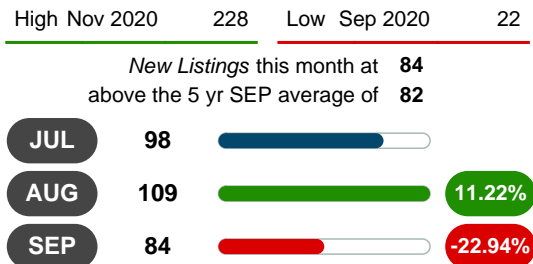


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 82



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	5	5.95%	3	2	0	0
\$90,001 - \$120,000	12	14.29%	4	5	2	1
\$120,001 - \$150,000	12	14.29%	1	11	0	0
\$150,001 - \$250,000	26	30.95%	3	21	2	0
\$250,001 - \$350,000	11	13.10%	1	5	5	0
\$350,001 - \$470,000	9	10.71%	1	7	1	0
\$470,001 and up	9	10.71%	2	5	2	0
<b>Total New Listed Units</b>	<b>84</b>		<b>15</b>	<b>56</b>	<b>12</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>27,944,799</b>	<b>100%</b>	<b>8.59M</b>	<b>15.42M</b>	<b>3.82M</b>	<b>115.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$125,983</b>		<b>\$572,780</b>	<b>\$275,346</b>	<b>\$318,225</b>	<b>\$115,000</b>

# September 2024



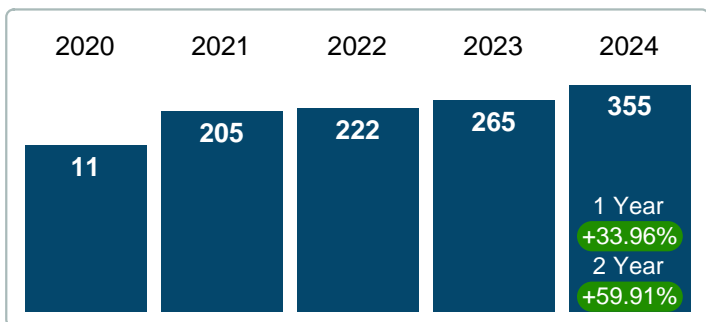
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



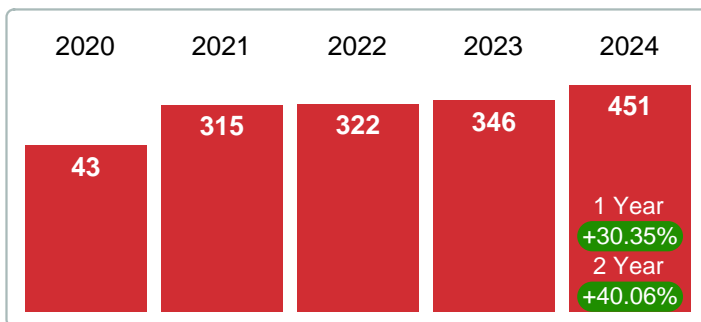
## ACTIVE INVENTORY

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

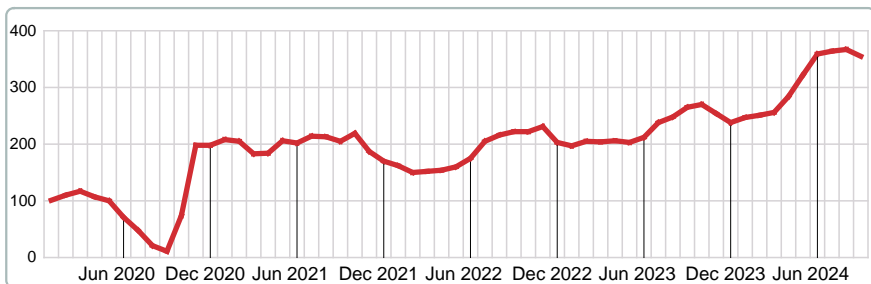
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 212

High Aug 2024 367 Low Sep 2020 11

Inventory this month at **355**  
above the 5 yr SEP average of **212**

- JUL 364
- AUG 367  **0.82%**
- SEP 355  **-3.27%**

### 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	16	4.51%	112.3	13	1	2	0
\$75,001 - \$125,000	49	13.80%	92.4	22	23	3	1
\$125,001 - \$175,000	65	18.31%	93.2	21	35	9	0
\$175,001 - \$275,000	82	23.10%	91.3	8	58	16	0
\$275,001 - \$375,000	57	16.06%	103.7	4	32	17	4
\$375,001 - \$625,000	50	14.08%	102.5	3	25	15	7
\$625,001 and up	36	10.14%	101.9	6	14	10	6
<b>Total Active Inventory by Units</b>	<b>355</b>			<b>77</b>	<b>188</b>	<b>72</b>	<b>18</b>
<b>Total Active Inventory by Volume</b>	<b>123,716,905</b>	<b>100%</b>	<b>97.4</b>	<b>22.11M</b>	<b>58.40M</b>	<b>29.49M</b>	<b>13.72M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$348,498</b>			<b>\$287,121</b>	<b>\$310,631</b>	<b>\$409,551</b>	<b>\$762,346</b>

# September 2024



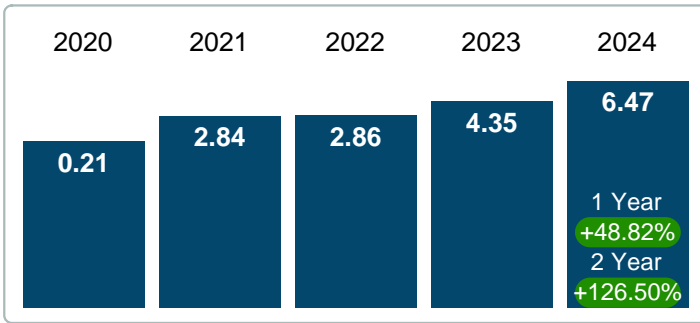
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



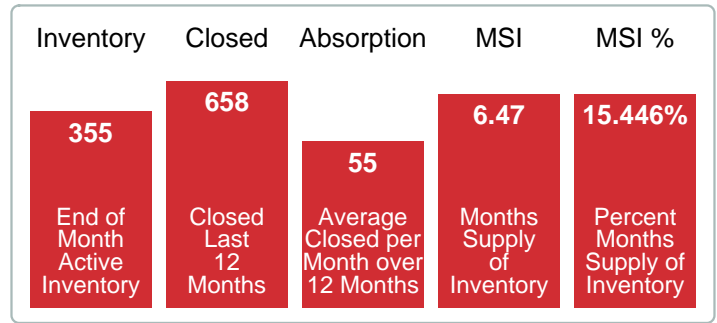
## MONTHS SUPPLY of INVENTORY (MSI)

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

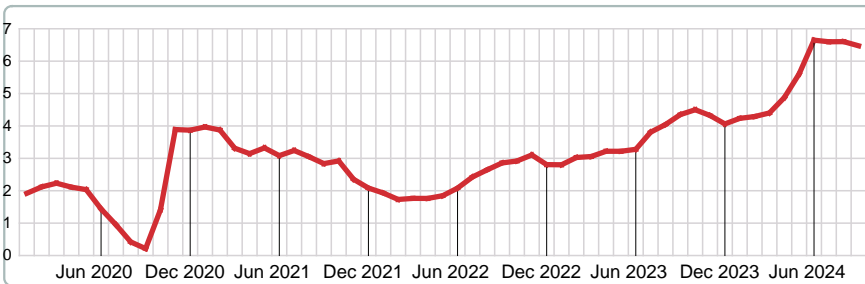
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2024

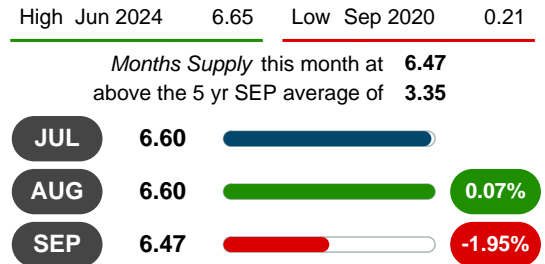


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.35



### 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	16	4.51%	2.59	3.55	0.48	4.80	0.00
\$75,001 - \$125,000	49	13.80%	5.35	4.55	6.27	6.00	6.00
\$125,001 - \$175,000	65	18.31%	6.09	7.20	5.38	7.20	0.00
\$175,001 - \$275,000	82	23.10%	5.56	4.80	5.52	6.62	0.00
\$275,001 - \$375,000	57	16.06%	8.05	16.00	6.62	10.74	9.60
\$375,001 - \$625,000	50	14.08%	8.00	9.00	7.69	6.67	16.80
\$625,001 and up	36	10.14%	48.00	0.00	56.00	30.00	36.00
Market Supply of Inventory (MSI)			6.47	5.63	6.05	8.23	13.50
Total Active Inventory by Units		100%	6.47	77	188	72	18

# September 2024



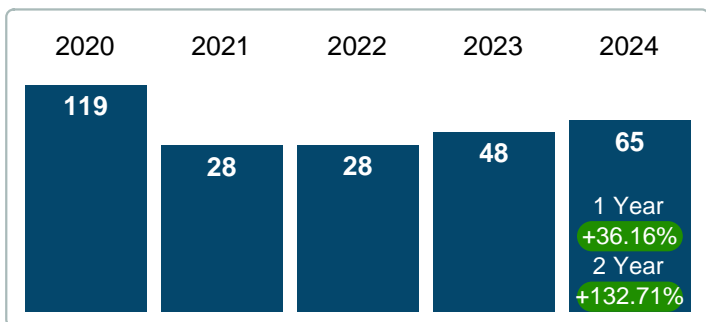
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



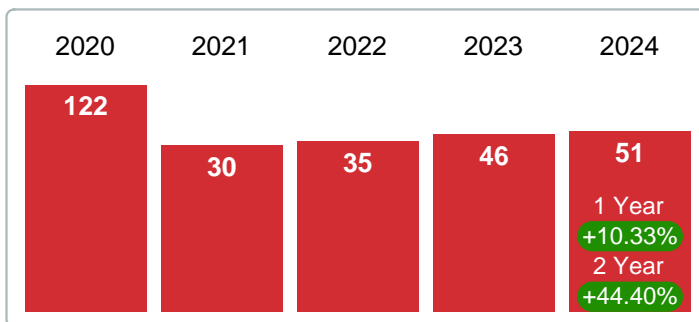
## AVERAGE DAYS ON MARKET TO SALE

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

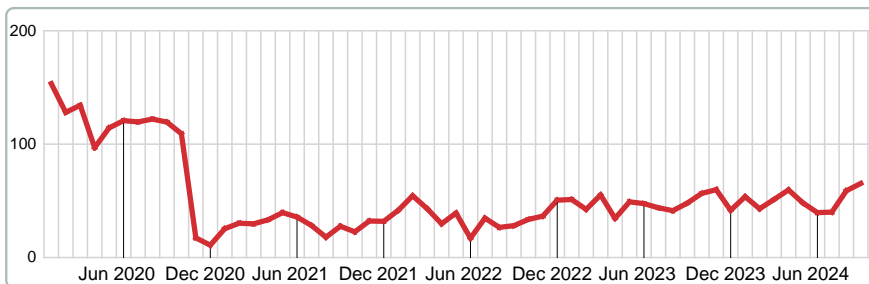
### SEPTEMBER



### YEAR TO DATE (YTD)

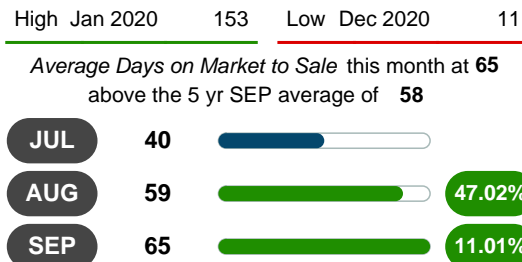


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 58



### 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	6.67%	163	163	0	0	0
\$50,001 - \$125,000	20.00%	73	67	13	150	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	24.44%	63	41	76	0	0
\$175,001 - \$225,000	20.00%	39	6	48	9	0
\$225,001 - \$450,000	17.78%	45	0	13	78	0
\$450,001 and up	11.11%	76	69	81	75	0
Average Closed DOM		65	76	50	86	0
Total Closed Units	100%	65	14	22	9	
Total Closed Volume		9,039,450	1.77M	4.67M	2.61M	0.00B

# September 2024



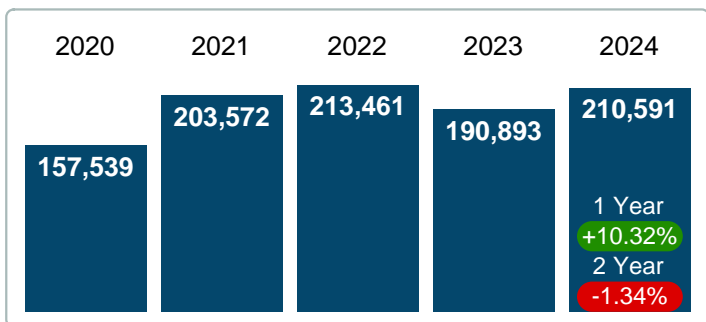
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



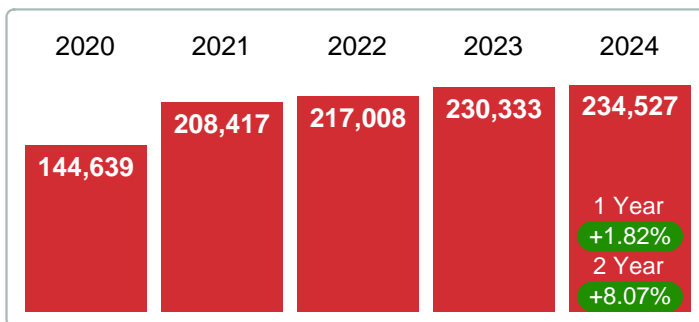
## AVERAGE LIST PRICE AT CLOSING

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

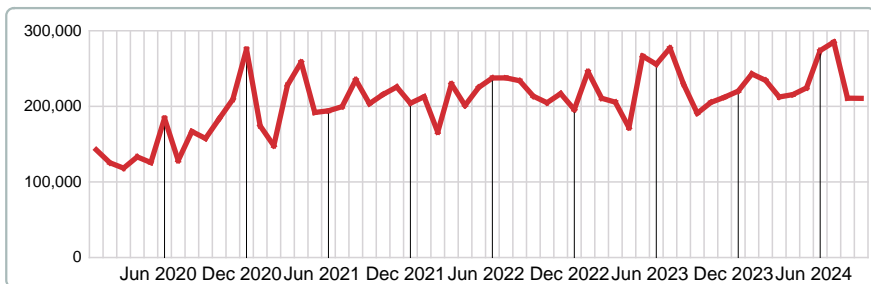
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 195,211

High Jul 2024 285,039 Low Mar 2020 118,240  
 Average List Price at Closing this month at **210,591**  
 above the 5 yr SEP average of **195,211**

- JUL** 285,039
- AUG** 210,811 (-26.04%)
- SEP** 210,591 (-0.10%)

## 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	4.44%	27,250	36,500	0	0	0
\$50,001 - \$125,000	20.00%	93,056	96,080	99,000	117,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	22.22%	145,650	159,700	151,686	0	0
\$175,001 - \$225,000	22.22%	196,290	195,000	206,271	185,000	0
\$225,001 - \$450,000	20.00%	294,744	0	277,200	327,225	0
\$450,001 and up	11.11%	502,500	474,000	517,000	502,250	0
<b>Average List Price</b>		<b>210,591</b>	<b>135,550</b>	<b>220,295</b>	<b>303,600</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>210,591</b>	<b>14</b>	<b>22</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,476,600</b>	<b>1.90M</b>	<b>4.85M</b>	<b>2.73M</b>	<b>0.00B</b>



# September 2024



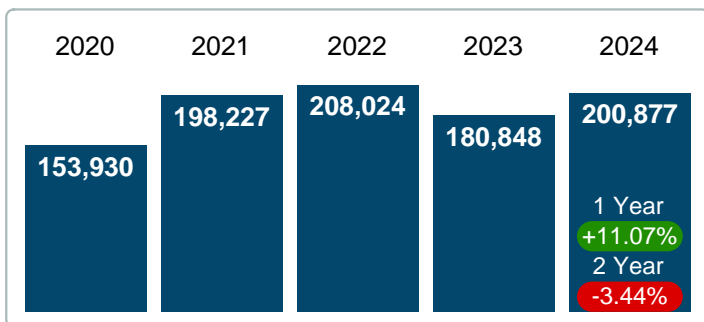
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



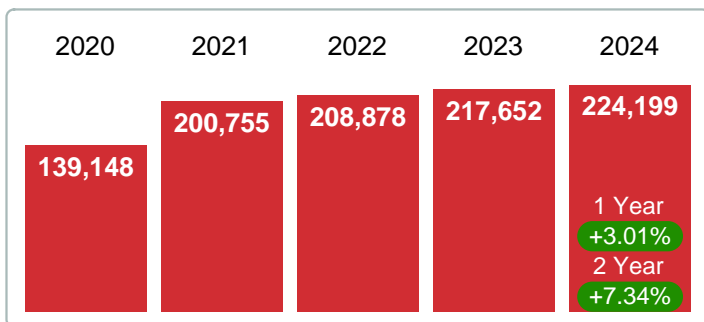
## AVERAGE SOLD PRICE AT CLOSING

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

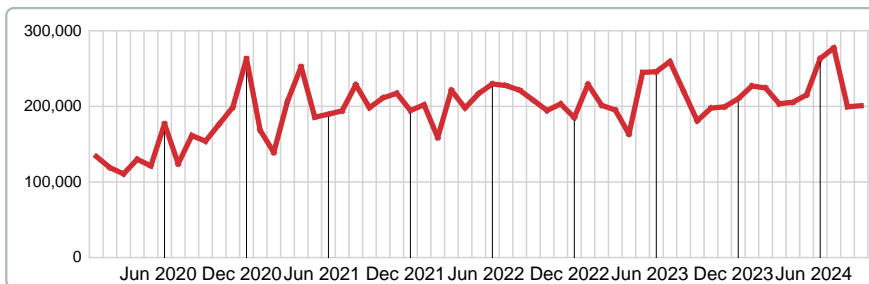
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

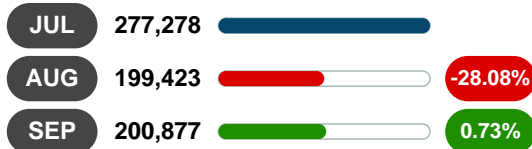


### 3 MONTHS

5 year SEP AVG = 188,381

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

Average Sold Price at Closing this month at **200,877** above the 5 yr SEP average of **188,381**



### 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	6.67%	28,500	28,500	0	0	0
\$50,001 - \$125,000	20.00%	91,833	84,900	85,000	116,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	24.44%	147,905	150,975	146,150	0	0
\$175,001 - \$225,000	20.00%	198,333	185,000	201,429	190,000	0
\$225,001 - \$450,000	17.78%	285,500	0	269,250	301,750	0
\$450,001 and up	11.11%	486,300	467,000	492,500	489,750	0
<b>Average Sold Price</b>		<b>200,877</b>	<b>126,136</b>	<b>212,048</b>	<b>289,833</b>	<b>0</b>
<b>Total Closed Units</b>		<b>45</b>	<b>14</b>	<b>22</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,039,450</b>	<b>1.77M</b>	<b>4.67M</b>	<b>2.61M</b>	<b>0.00B</b>

# September 2024



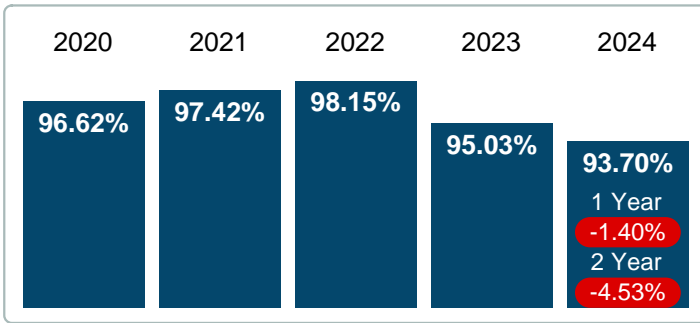
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



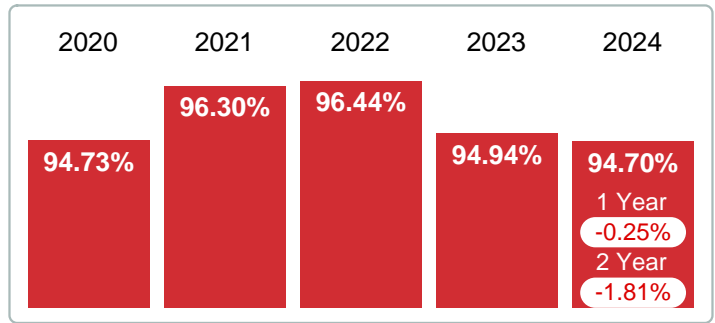
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

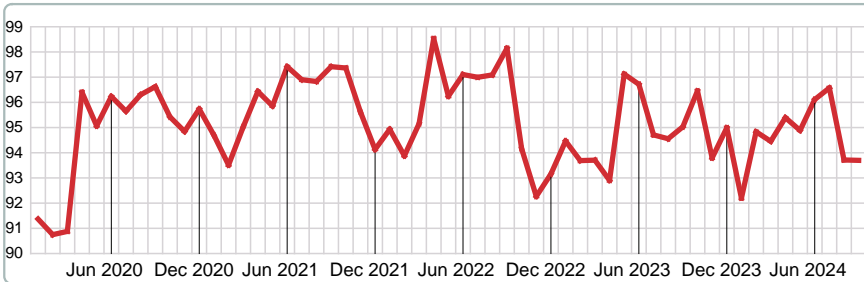
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

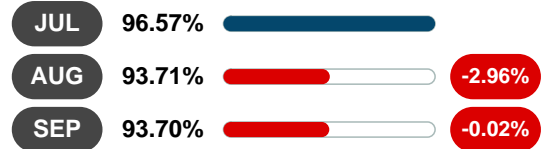


### 3 MONTHS

5 year SEP AVG = 96.18%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **93.70%** below the 5 yr SEP average of **96.18%**



## 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	3	6.67%	74.30%	74.30%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	9	20.00%	90.03%	88.08%	85.86%	99.08%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	11	24.44%	96.18%	95.31%	96.68%	0.00%	0.00%
\$175,001 - \$225,000	9	20.00%	97.96%	94.87%	97.73%	102.70%	0.00%
\$225,001 - \$450,000	8	17.78%	94.93%	0.00%	97.62%	92.24%	0.00%
\$450,001 and up	5	11.11%	96.82%	98.52%	95.17%	97.62%	0.00%
Average Sold/List Ratio		93.70%		88.42%	96.06%	96.12%	0.00%
Total Closed Units		45	100%	14	22	9	
Total Closed Volume		9,039,450		1.77M	4.67M	2.61M	0.00B

# September 2024



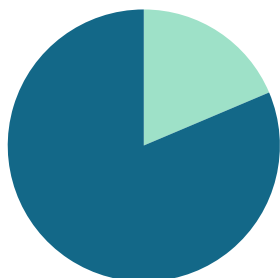
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

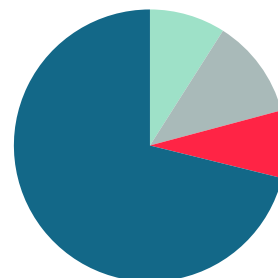


**Inventory**  
 New Listings  
**84 = 18.63%**  
 Start Inventory  
**367**  
 Total Inventory Units  
**451**  
 Volume  
**\$151,293,278**

### Market Activity

Closed Sales  
**45 = 9.02%**  
 Pending Sales  
**59 = 11.82%**  
 Other Off Market  
**40 = 8.02%**  
 Active Inventory  
**355 = 71.14%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	54	45	-16.67%	546	501	-8.24%
Pending Sales	48	59	22.92%	553	521	-5.79%
New Listings	98	84	-14.29%	834	951	14.03%
Average List Price	190,893	210,591	10.32%	230,333	234,527	1.82%
Average Sale Price	180,848	200,877	11.07%	217,652	224,199	3.01%
Average Percent of Selling Price to List Price	95.03%	93.70%	-1.40%	94.94%	94.70%	-0.25%
Average Days on Market to Sale	48.00	65.36	36.16%	46.21	50.98	10.33%
Monthly Inventory	265	355	33.96%	265	355	33.96%
Months Supply of Inventory	4.35	6.47	48.82%	4.35	6.47	48.82%

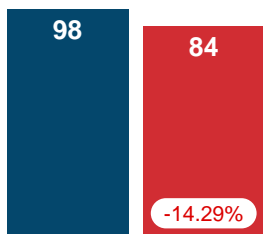
**Absorption:** Last 12 months, an Average of **55** Sales/Month

**Inventory** on September 30, 2024 = **355** 2023 2024

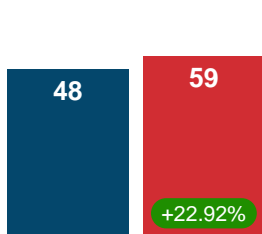
### SEPTEMBER MARKET

### AVERAGE PRICES

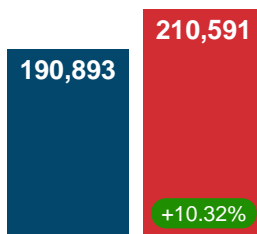
#### New Listings



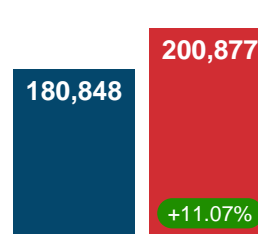
#### Pending Listings



#### List Price



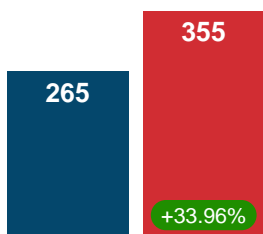
#### Sale Price



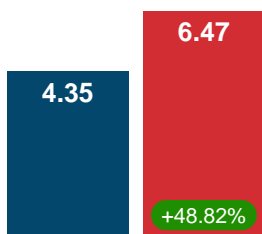
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

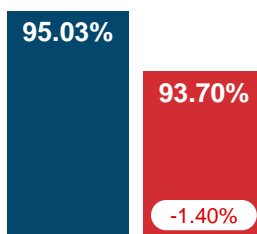
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

