

September 2024



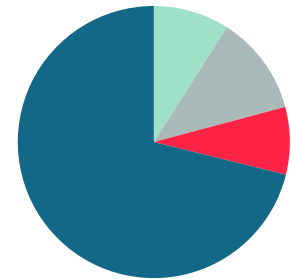
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	182,000	180,000	-1.10%
Median Sale Price	179,500	166,000	-7.52%
Median Percent of Selling Price to List Price	98.31%	96.23%	-2.12%
Median Days on Market to Sale	27.50	27.00	-1.82%
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.

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 **7.52%** in September 2024 to \$166,000 versus the previous year at \$179,500.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 0.50 days or **1.82%** in September 2024 compared to last year's same month at **27.50** DOM.

Sales Success for September 2024 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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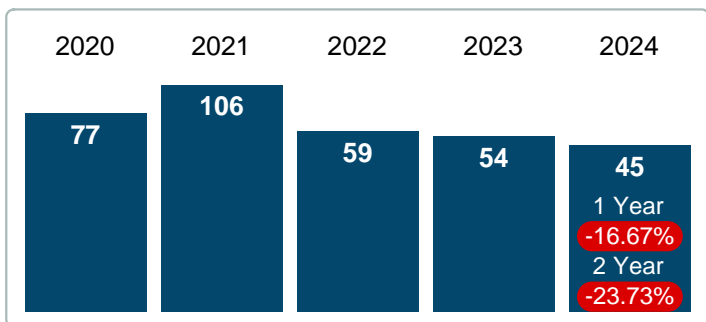
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



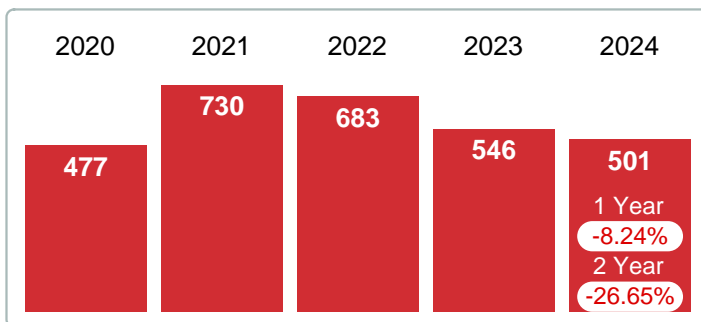
CLOSED LISTINGS

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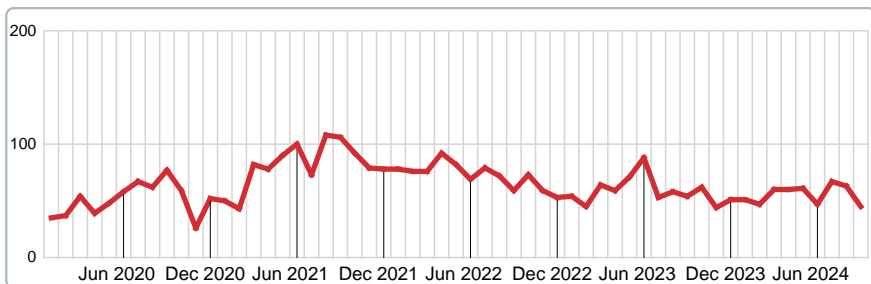
SEPTEMBER



YEAR TO DATE (YTD)

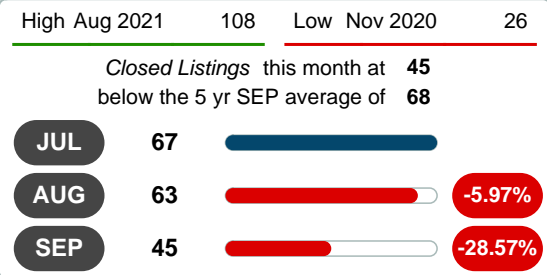


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 68



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	3	6.67%	104.0	3	0	0	0
\$50,001 - \$125,000	9	20.00%	22.0	5	2	2	0
\$125,001 - \$125,000	0	0.00%	22.0	0	0	0	0
\$125,001 - \$175,000	11	24.44%	68.0	4	7	0	0
\$175,001 - \$225,000	9	20.00%	24.0	1	7	1	0
\$225,001 - \$450,000	8	17.78%	7.5	0	4	4	0
\$450,001 and up	5	11.11%	69.0	1	2	2	0
Total Closed Units	45			14	22	9	0
Total Closed Volume	9,039,450	100%	27.0	1.77M	4.67M	2.61M	0.00B
Median Closed Price	\$166,000			\$107,500	\$187,500	\$280,000	\$0

September 2024



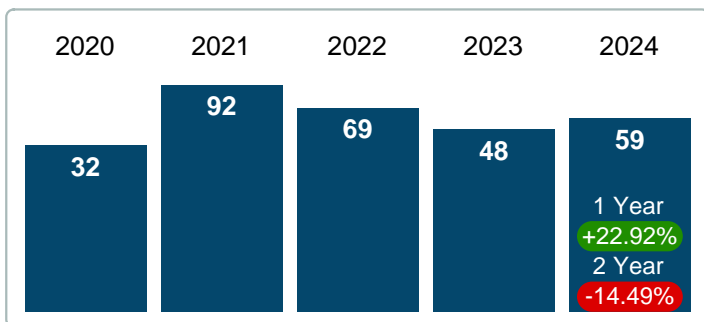
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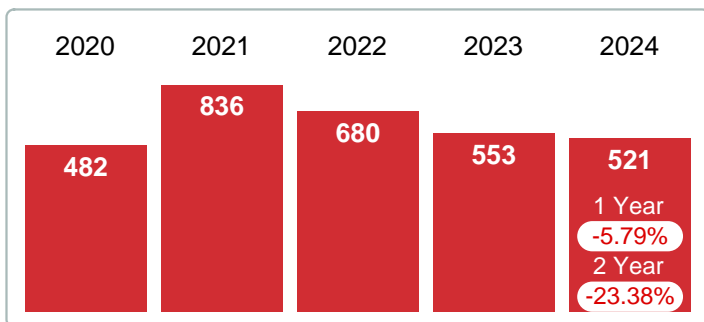
PENDING LISTINGS

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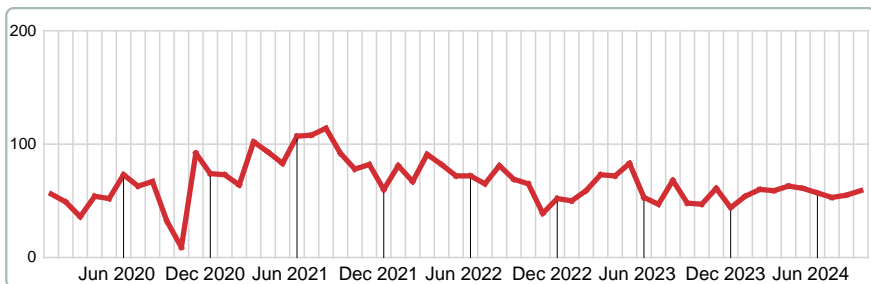
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 60

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 59 below the 5 yr SEP average of 60

- JUL 53
- AUG 55 3.77%
- SEP 59 7.27%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	8.47%	16.0	3	2	0	0
\$25,001 - \$75,000	5	8.47%	17.0	2	3	0	0
\$75,001 - \$150,000	12	20.34%	22.0	5	7	0	0
\$150,001 - \$225,000	14	23.73%	30.0	0	14	0	0
\$225,001 - \$250,000	6	10.17%	78.0	0	6	0	0
\$250,001 - \$375,000	9	15.25%	62.0	0	6	2	1
\$375,001 and up	8	13.56%	90.0	0	4	4	0
Total Pending Units	59			10	42	6	1
Total Pending Volume	13,509,774	100%	33.0	709.90K	9.41M	3.01M	375.00K
Median Listing Price	\$185,000			\$77,450	\$187,500	\$462,450	\$375,000

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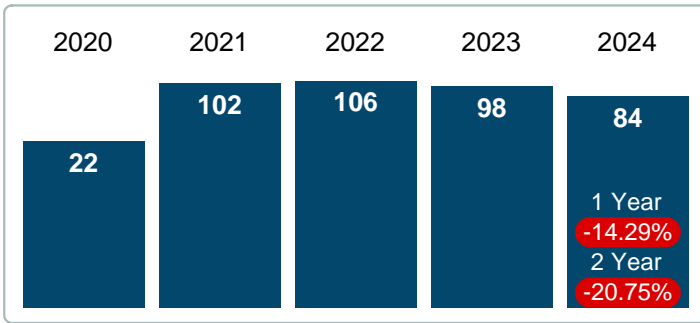
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



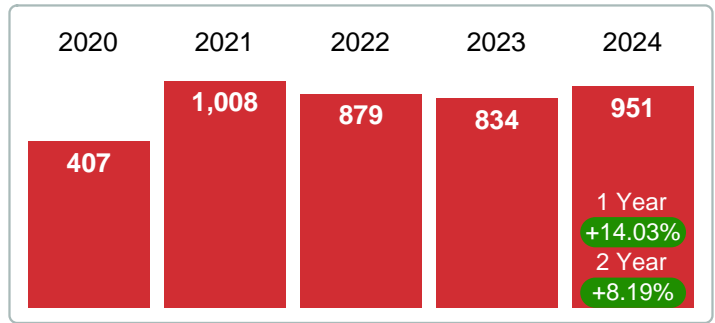
NEW LISTINGS

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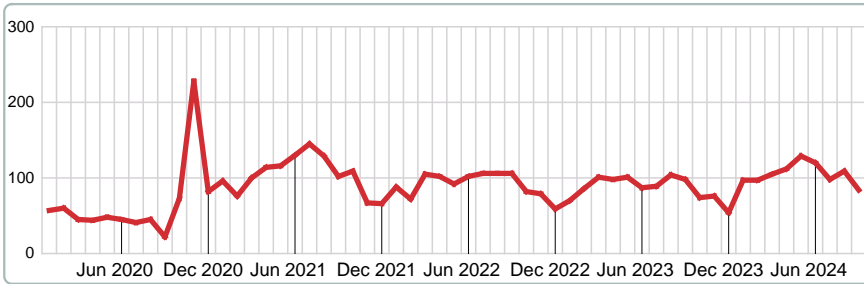
SEPTEMBER



YEAR TO DATE (YTD)

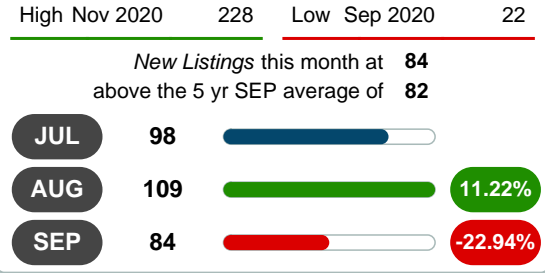


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 82



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	4	4.76%	2	2	0	0
\$75,001 - \$125,000	15	17.86%	6	6	2	1
\$125,001 - \$150,000	10	11.90%	0	10	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 - \$450,000	8	9.52%	1	6	1	0
\$450,001 and up	10	11.90%	2	6	2	0
Total New Listed Units	84		15	56	12	1
Total New Listed Volume	27,944,799	100%	8.59M	15.42M	3.82M	115.00K
Median New Listed Listing Price	\$193,500		\$125,000	\$190,500	\$332,400	\$115,000

September 2024



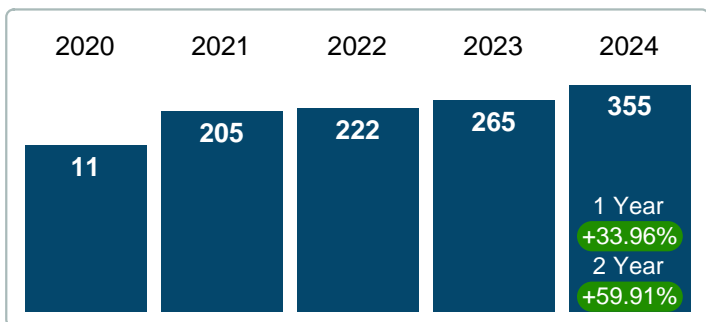
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



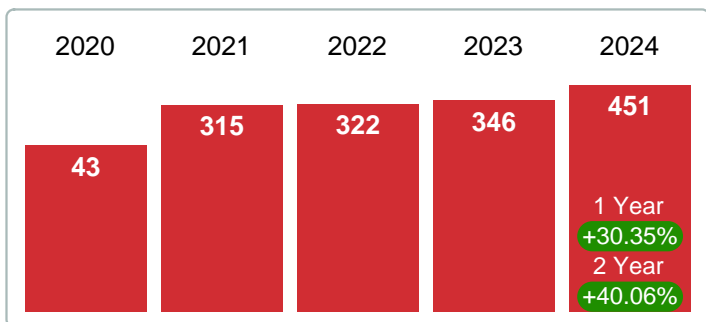
ACTIVE INVENTORY

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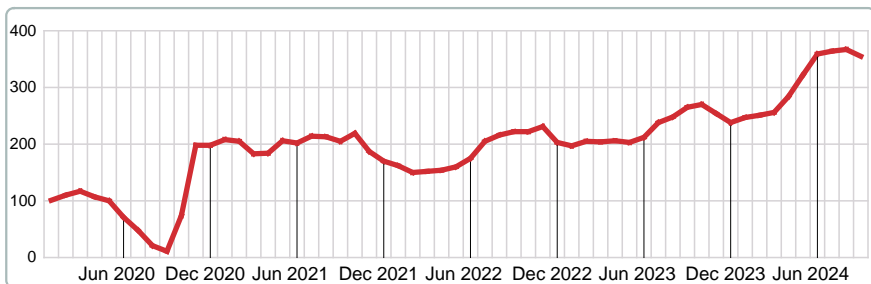
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

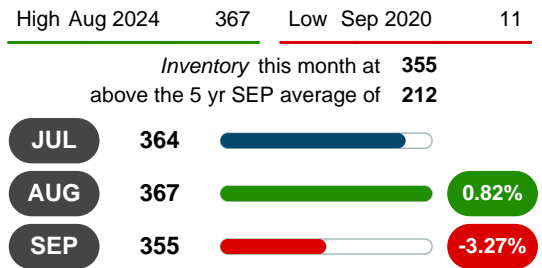


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 212



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	16	4.51%	98.5	13	1	2	0
\$75,001 - \$125,000	49	13.80%	76.0	22	23	3	1
\$125,001 - \$175,000	65	18.31%	75.0	21	35	9	0
\$175,001 - \$275,000	82	23.10%	82.5	8	58	16	0
\$275,001 - \$375,000	57	16.06%	95.0	4	32	17	4
\$375,001 - \$625,000	50	14.08%	91.5	3	25	15	7
\$625,001 and up	36	10.14%	96.5	6	14	10	6
Total Active Inventory by Units	355			77	188	72	18
Total Active Inventory by Volume	123,716,905	100%	83.0	22.11M	58.40M	29.49M	13.72M
Median Active Inventory Listing Price	\$239,000			\$133,000	\$239,000	\$299,700	\$522,000

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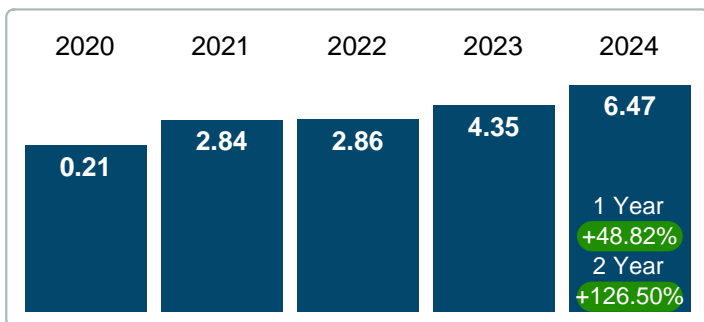
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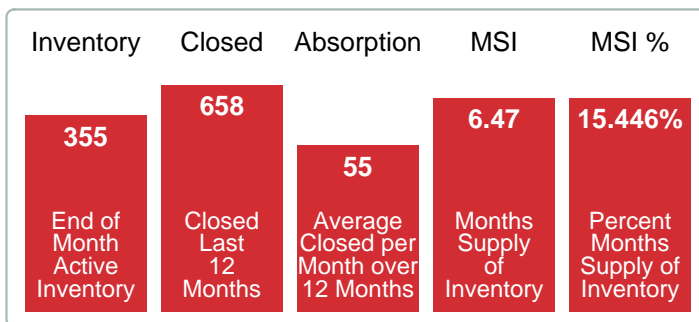
MONTHS SUPPLY of INVENTORY (MSI)

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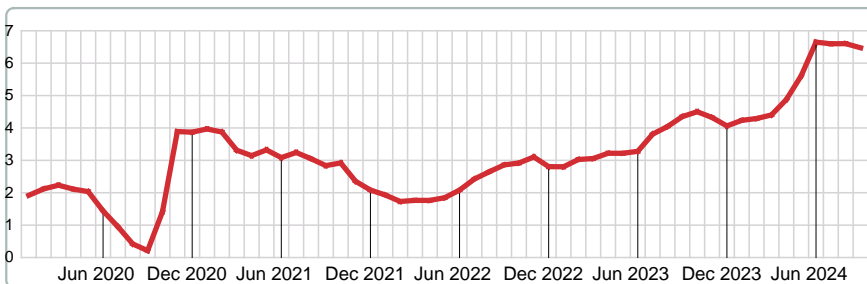
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

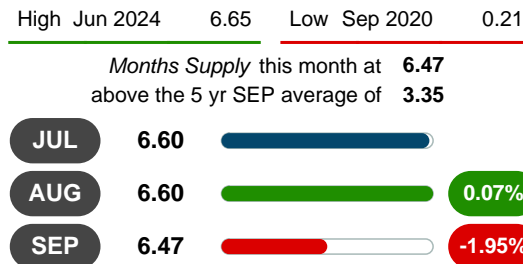


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.35



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



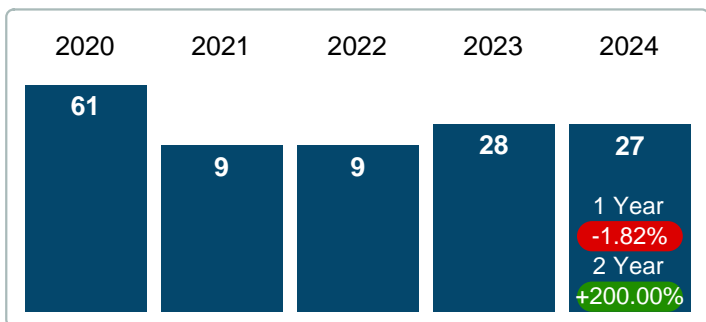
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



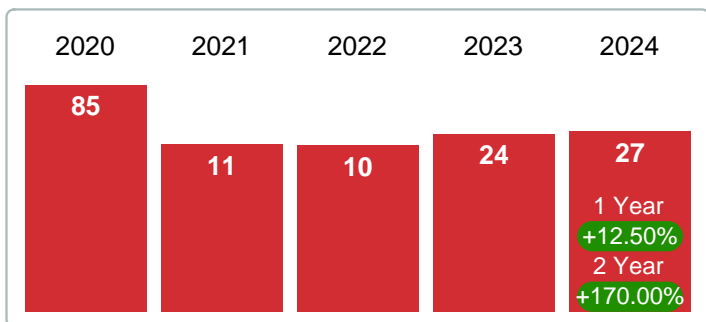
MEDIAN DAYS ON MARKET TO SALE

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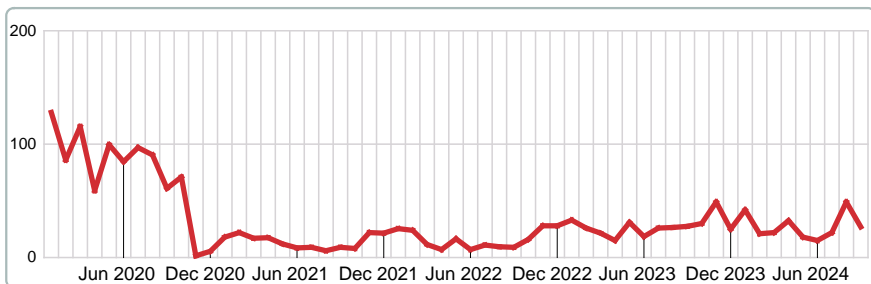
SEPTEMBER



YEAR TO DATE (YTD)

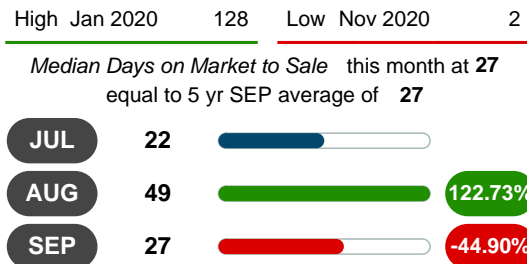


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 27



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	6.67%	104	104	0	0	0
\$50,001 - \$125,000	20.00%	22	15	13	150	0
\$125,001 - \$125,000	0.00%	22	0	0	0	0
\$125,001 - \$175,000	24.44%	68	11	91	0	0
\$175,001 - \$225,000	20.00%	24	6	27	9	0
\$225,001 - \$450,000	17.78%	8	0	5	68	0
\$450,001 and up	11.11%	69	69	81	75	0
Median Closed DOM		27	32	26	66	0
Total Closed Units	100%	45	14	22	9	
Total Closed Volume		9,039,450	1.77M	4.67M	2.61M	0.00B

September 2024



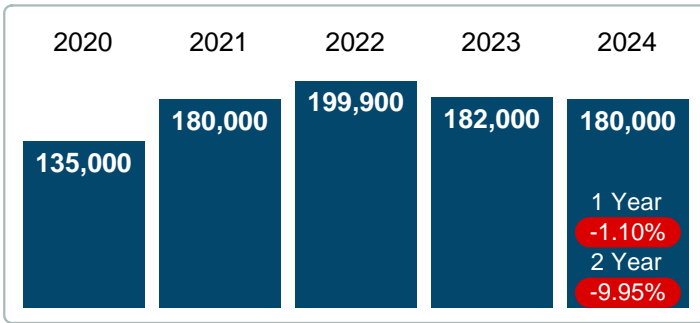
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



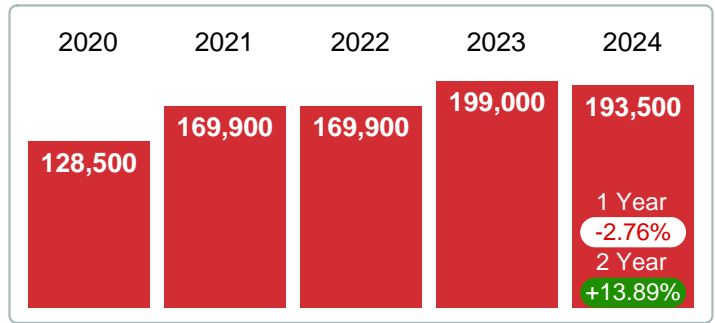
MEDIAN LIST PRICE AT CLOSING

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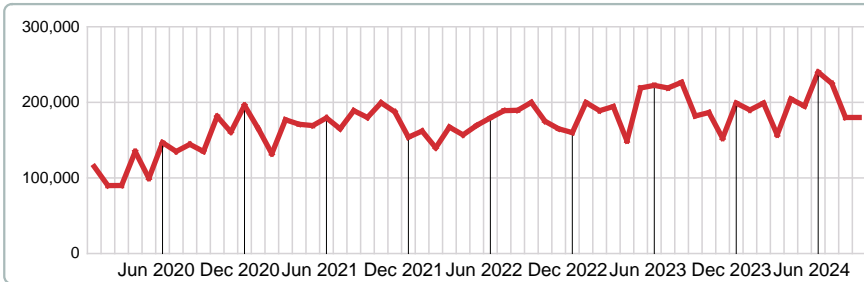
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

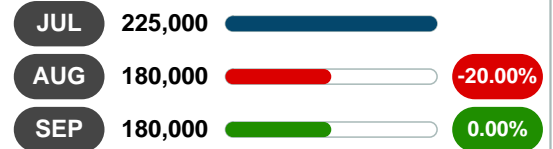


3 MONTHS

5 year SEP AVG = 175,380

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

Median List Price at Closing this month at **180,000**
above the 5 yr SEP average of **175,380**



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	4.44%	27,250	27,250	0	0	0
\$50,001 - \$125,000	20.00%	99,000	75,000	99,000	117,000	0
\$125,001 - \$125,000	0.00%	99,000	0	0	0	0
\$125,001 - \$175,000	22.22%	142,400	142,400	143,950	0	0
\$175,001 - \$225,000	22.22%	195,000	195,000	195,000	185,000	0
\$225,001 - \$450,000	20.00%	249,900	0	249,000	342,000	0
\$450,001 and up	11.11%	495,000	474,000	517,000	502,250	0
Median List Price		180,000	117,450	192,450	335,000	0
Total Closed Units	100%	180,000	14	22	9	0
Total Closed Volume		9,476,600	1.90M	4.85M	2.73M	0.00B

September 2024



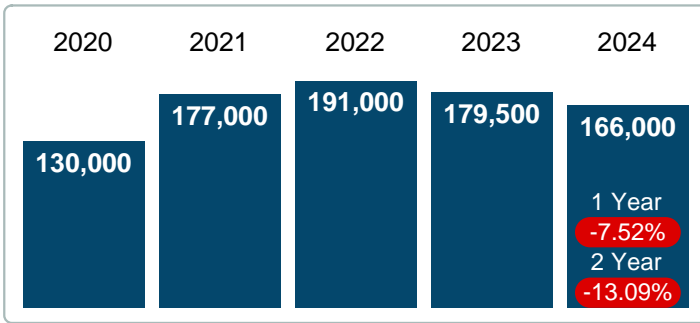
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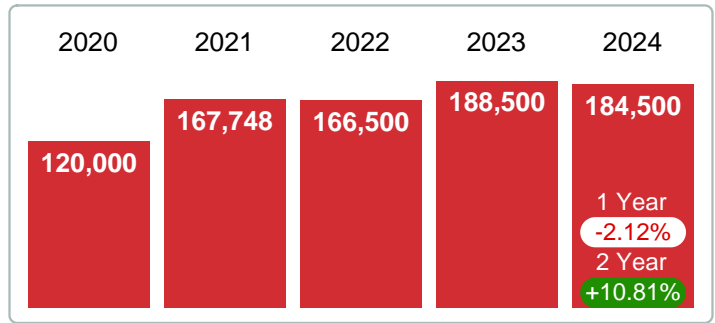
MEDIAN SOLD PRICE AT CLOSING

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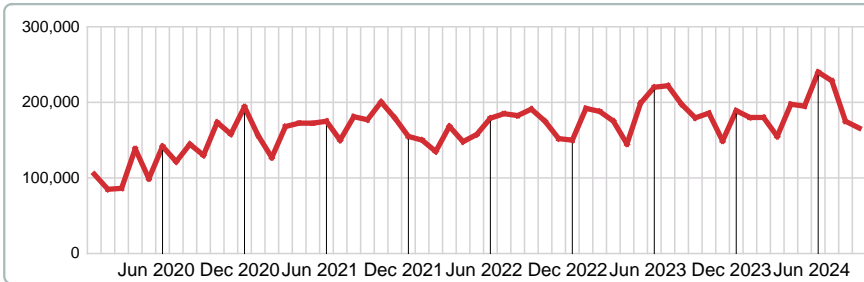
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

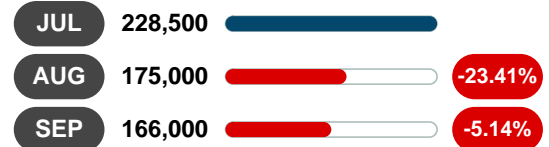


3 MONTHS

5 year SEP AVG = 168,700

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

Median Sold Price at Closing this month at 166,000 below the 5 yr SEP average of 168,700



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	6.67%	30,000	30,000	0	0	0
\$50,001 - \$125,000	20.00%	90,000	78,000	85,000	116,000	0
\$125,001 - \$125,000	0.00%	90,000	0	0	0	0
\$125,001 - \$175,000	24.44%	140,000	149,500	140,000	0	0
\$175,001 - \$225,000	20.00%	190,000	185,000	195,000	190,000	0
\$225,001 - \$450,000	17.78%	266,000	0	248,500	298,000	0
\$450,001 and up	11.11%	479,500	467,000	492,500	489,750	0
Median Sold Price		166,000	107,500	187,500	280,000	0
Total Closed Units	100%	45	14	22	9	
Total Closed Volume		9,039,450	1.77M	4.67M	2.61M	0.00B

September 2024



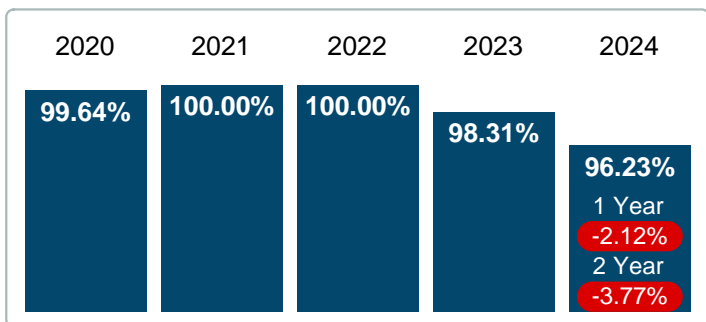
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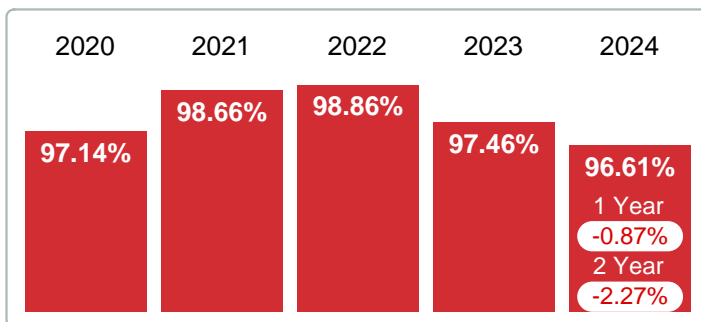
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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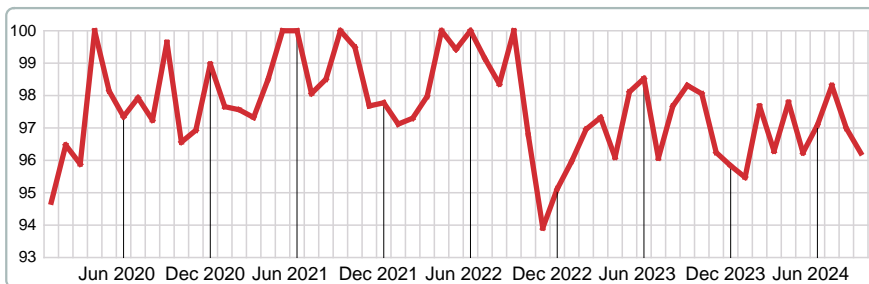
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

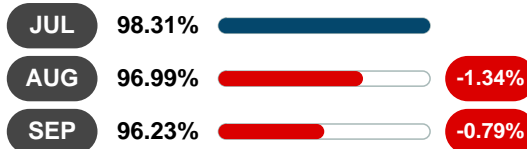


3 MONTHS

5 year SEP AVG = 98.84%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.23%**
below the 5 yr SEP average of **98.84%**



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	3	6.67%	81.08%	81.08%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	9	20.00%	90.91%	86.67%	85.86%	99.08%	0.00%
\$125,001 - \$125,000	0	0.00%	90.91%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	11	24.44%	98.08%	98.31%	98.08%	0.00%	0.00%
\$175,001 - \$225,000	9	20.00%	97.42%	94.87%	97.42%	102.70%	0.00%
\$225,001 - \$450,000	8	17.78%	96.89%	0.00%	97.98%	93.21%	0.00%
\$450,001 and up	5	11.11%	97.40%	98.52%	95.17%	97.62%	0.00%
Median Sold/List Ratio		96.23%		89.84%	97.56%	98.17%	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



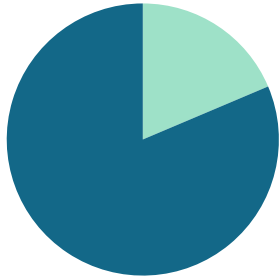
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

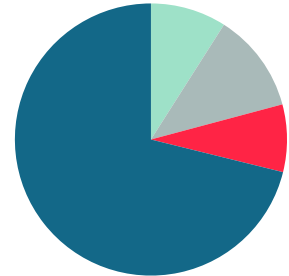


Inventory
 New Listings
84 = 18.63%
 Start Inventory
367
 Total Inventory Units
451
 Volume
\$151,293,278

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%
Median List Price	182,000	180,000	-1.10%	199,000	193,500	-2.76%
Median Sale Price	179,500	166,000	-7.52%	188,500	184,500	-2.12%
Median Percent of Selling Price to List Price	98.31%	96.23%	-2.12%	97.46%	96.61%	-0.87%
Median Days on Market to Sale	27.50	27.00	-1.82%	24.00	27.00	12.50%
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**

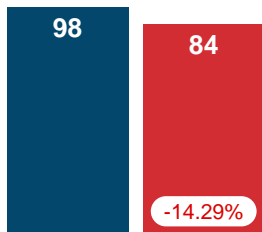
2023

2024

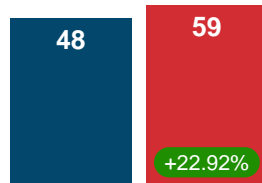
SEPTEMBER MARKET

MEDIAN PRICES

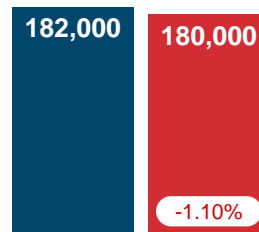
New Listings



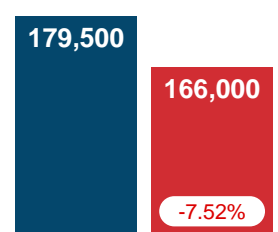
Pending Listings



List Price



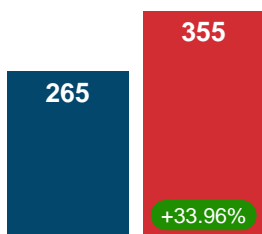
Sale Price



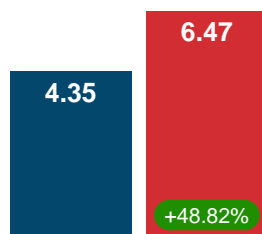
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

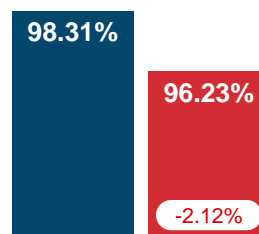
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

