

October 2024



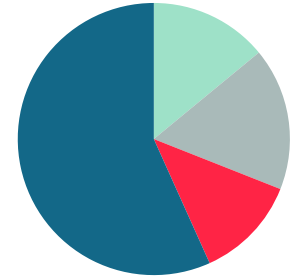
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	47	48	2.13%
Pending Listings	39	58	48.72%
New Listings	68	87	27.94%
Median List Price	179,000	173,750	-2.93%
Median Sale Price	180,000	169,250	-5.97%
Median Percent of Selling Price to List Price	97.78%	99.65%	1.92%
Median Days on Market to Sale	26.00	9.50	-63.46%
End of Month Inventory	202	194	-3.96%
Months Supply of Inventory	3.84	4.16	8.58%



- Closed (14.04%)
- Pending (16.96%)
- Other OffMarket (12.28%)
- Active (56.73%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of October 31, 2024 = **194**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2024 decreased **3.96%** to 194 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 **4.16** 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 **5.97%** in October 2024 to \$169,250 versus the previous year at \$180,000.

Median Days on Market Shortens

The median number of **9.50** days that homes spent on the market before selling decreased by 16.50 days or **63.46%** in October 2024 compared to last year's same month at **26.00** DOM.

Sales Success for October 2024 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 87 New Listings in October 2024, up **27.94%** from last year at 68. Furthermore, there were 48 Closed Listings this month versus last year at 47, a **2.13%** increase.

Closed versus Listed trends yielded a **55.2%** ratio, down from previous year's, October 2023, at **69.1%**, a **20.18%** 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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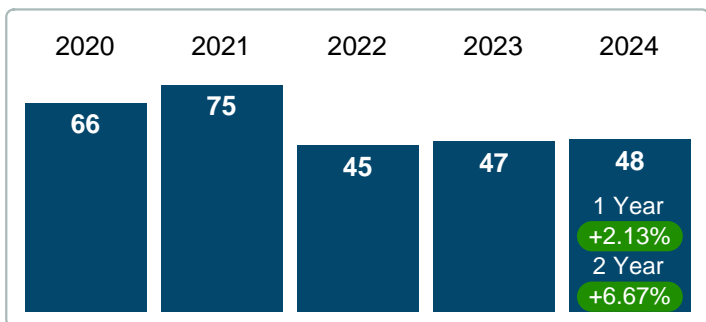
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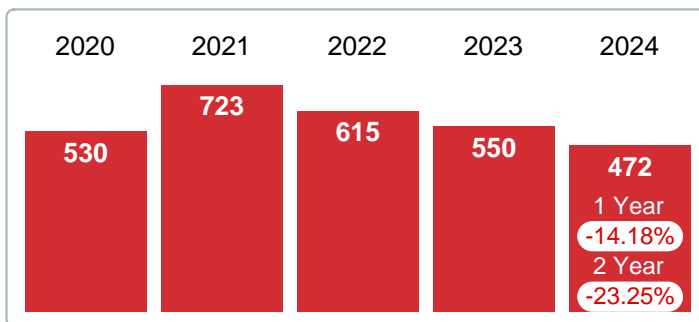
CLOSED LISTINGS

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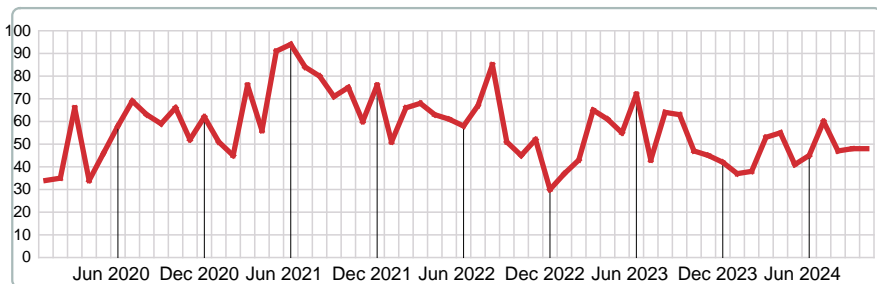
OCTOBER



YEAR TO DATE (YTD)

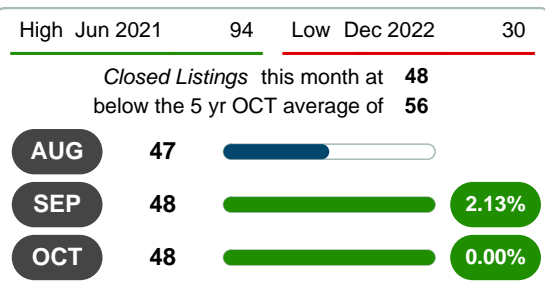


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



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	5	10.42%	10.0	5	0	0	0
\$50,001 - \$100,000	3	6.25%	44.0	1	2	0	0
\$100,001 - \$125,000	4	8.33%	79.0	3	1	0	0
\$125,001 - \$175,000	12	25.00%	4.5	2	7	3	0
\$175,001 - \$250,000	12	25.00%	6.0	2	10	0	0
\$250,001 - \$375,000	7	14.58%	6.0	0	5	2	0
\$375,001 and up	5	10.42%	41.0	0	2	2	1
Total Closed Units	48			13	27	7	1
Total Closed Volume	9,900,700	100%	9.5	1.33M	6.20M	1.97M	401.00K
Median Closed Price	\$169,250			\$104,000	\$187,000	\$299,900	\$401,000

October 2024



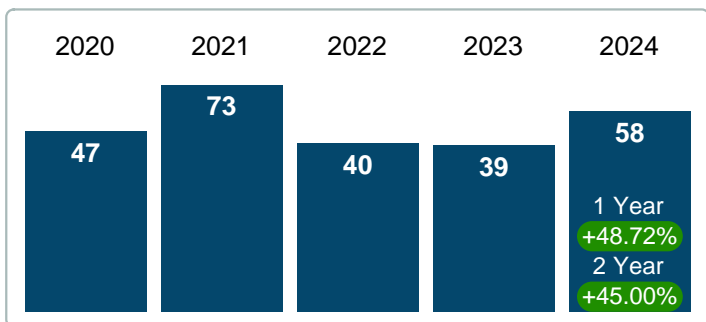
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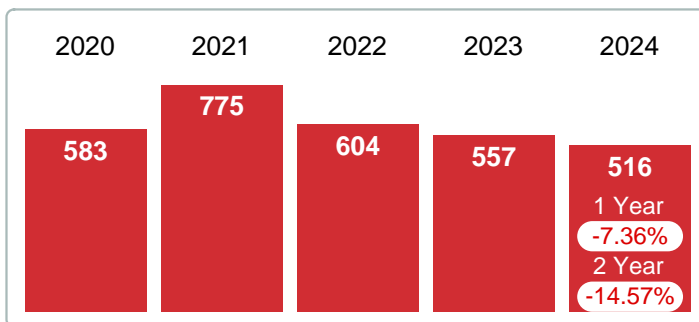
PENDING LISTINGS

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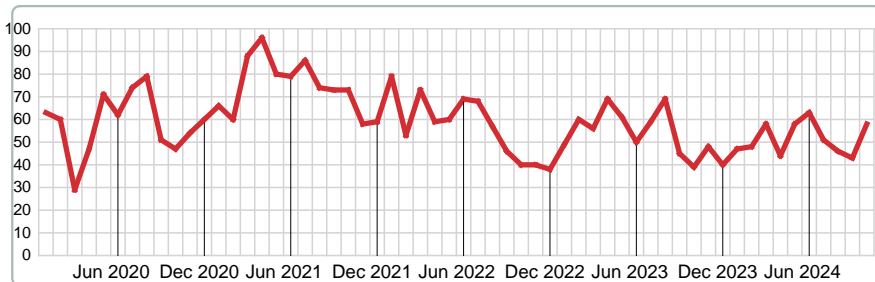
OCTOBER



YEAR TO DATE (YTD)

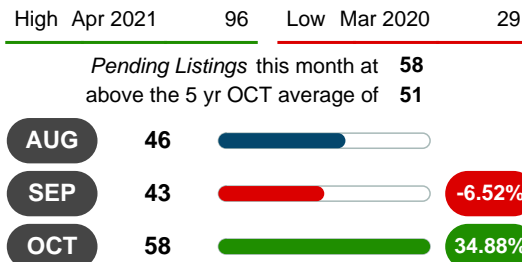


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 51



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	3	5.17%	41.0	1	2	0	0
\$75,001 - \$125,000	6	10.34%	41.5	3	2	1	0
\$125,001 - \$150,000	13	22.41%	48.0	3	9	1	0
\$150,001 - \$225,000	12	20.69%	59.0	1	9	2	0
\$225,001 - \$250,000	5	8.62%	30.0	0	4	1	0
\$250,001 - \$400,000	13	22.41%	32.0	2	7	3	1
\$400,001 and up	6	10.34%	111.5	0	1	4	1
Total Pending Units	58			10	34	12	2
Total Pending Volume	15,993,300	100%	42.5	1.54M	7.14M	5.92M	1.40M
Median Listing Price	\$199,950			\$147,000	\$192,450	\$288,500	\$700,000

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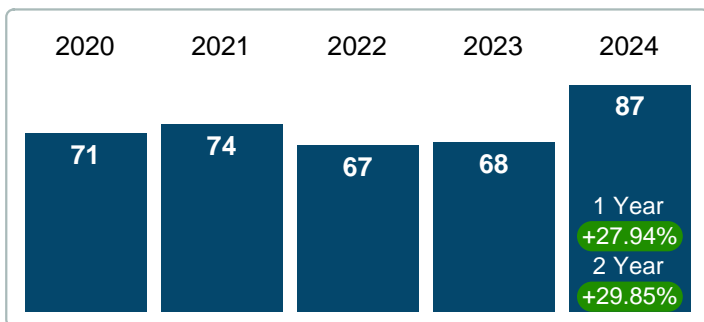
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



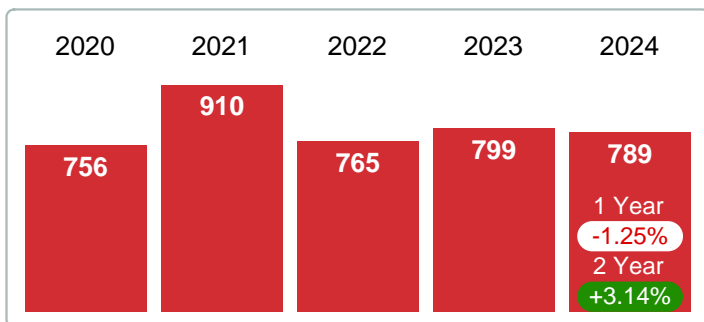
NEW LISTINGS

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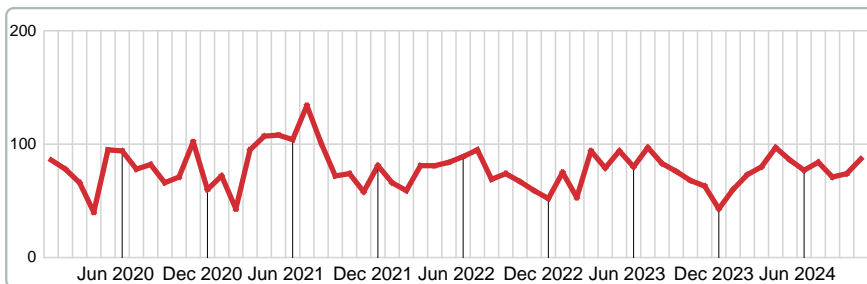
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

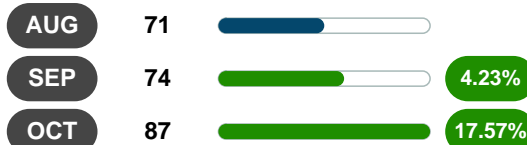


3 MONTHS

5 year OCT AVG = 73

High Jul 2021 134 Low Apr 2020 40

New Listings this month at **87**
above the 5 yr OCT average of **73**



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	7	8.05%	3	4	0	0
\$75,001 - \$100,000	9	10.34%	4	4	1	0
\$100,001 - \$150,000	15	17.24%	3	10	2	0
\$150,001 - \$225,000	19	21.84%	2	16	1	0
\$225,001 - \$300,000	16	18.39%	1	11	4	0
\$300,001 - \$425,000	12	13.79%	1	3	6	2
\$425,001 and up	9	10.34%	0	5	3	1
Total New Listed Units	87		14	53	17	3
Total New Listed Volume	19,738,950	100%	1.85M	11.42M	5.22M	1.24M
Median New Listed Listing Price	\$195,000		\$108,000	\$189,900	\$309,900	\$398,900

October 2024



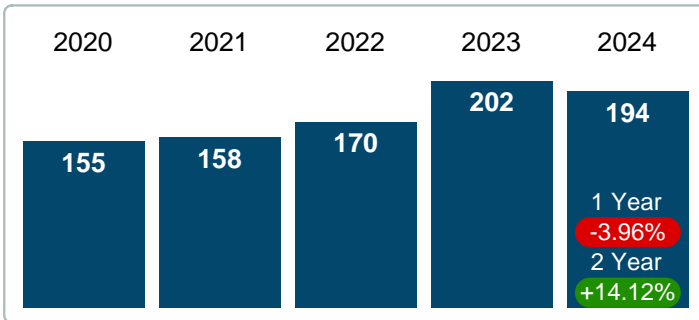
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



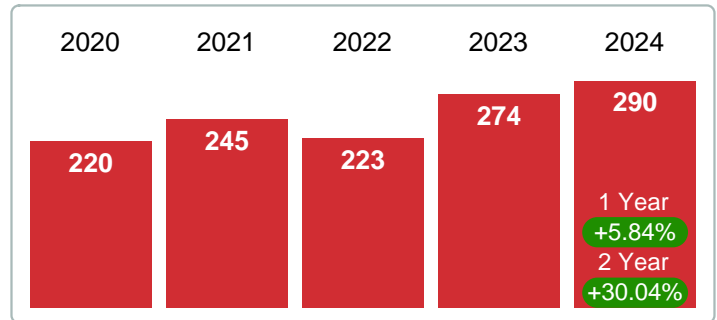
ACTIVE INVENTORY

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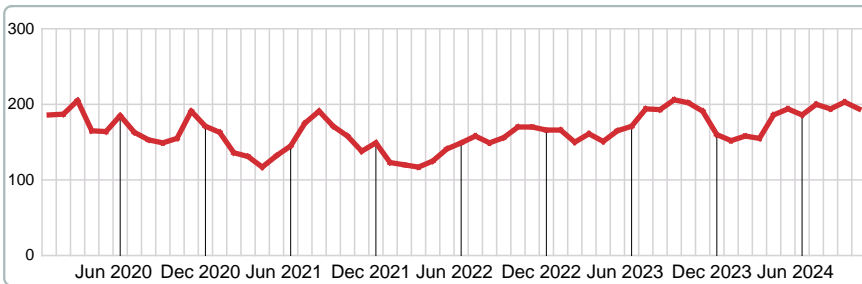
END OF OCTOBER



ACTIVE DURING OCTOBER

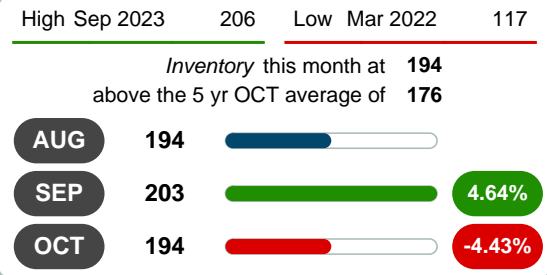


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	13	6.70%	50.0	5	7	1	0
\$75,001 - \$125,000	26	13.40%	40.0	14	11	1	0
\$125,001 - \$175,000	27	13.92%	35.0	4	22	1	0
\$175,001 - \$275,000	46	23.71%	52.0	8	32	6	0
\$275,001 - \$375,000	31	15.98%	41.0	2	15	11	3
\$375,001 - \$650,000	32	16.49%	48.0	0	17	10	5
\$650,001 and up	19	9.79%	156.0	4	7	2	6
Total Active Inventory by Units	194			37	111	32	14
Total Active Inventory by Volume	64,461,497	100%	51.0	9.30M	33.37M	11.38M	10.42M
Median Active Inventory Listing Price	\$239,950			\$116,500	\$219,500	\$349,450	\$584,900

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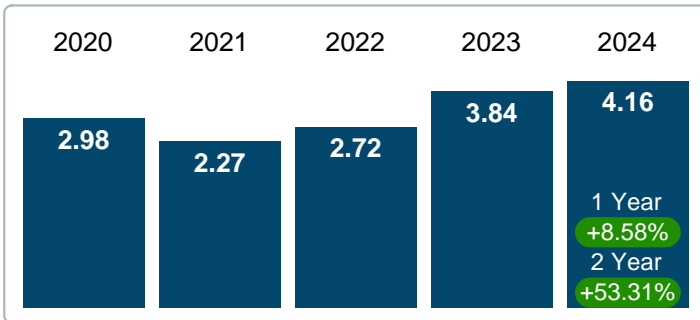
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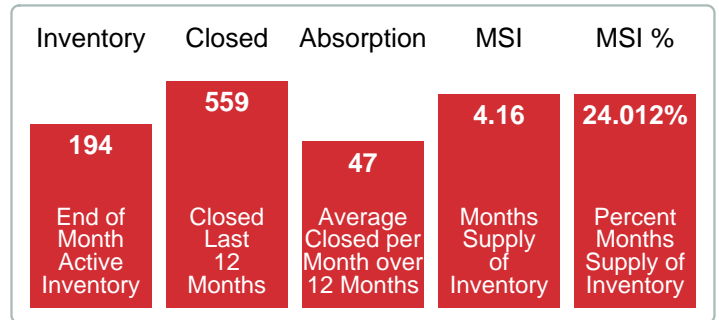
MONTHS SUPPLY of INVENTORY (MSI)

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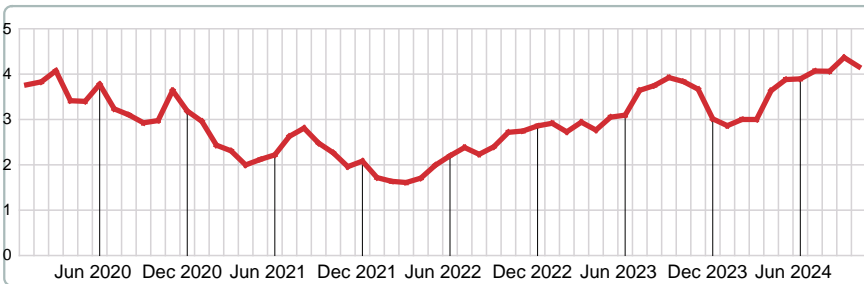
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

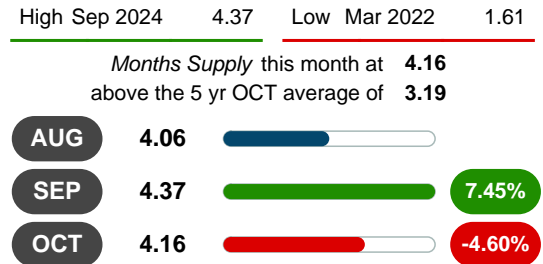


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.19



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	13	6.70%	2.11	1.62	2.47	4.00	0.00
\$75,001 - \$125,000	26	13.40%	3.71	5.42	3.22	1.00	0.00
\$125,001 - \$175,000	27	13.92%	2.97	1.92	3.57	1.20	0.00
\$175,001 - \$275,000	46	23.71%	3.86	9.60	3.46	4.50	0.00
\$275,001 - \$375,000	31	15.98%	4.59	8.00	3.91	4.13	0.00
\$375,001 - \$650,000	32	16.49%	7.11	0.00	8.16	6.32	12.00
\$650,001 and up	19	9.79%	16.29	48.00	14.00	8.00	18.00
Market Supply of Inventory (MSI)			4.16	3.96	3.95	4.04	11.20
Total Active Inventory by Units		100%	4.16	37	111	32	14

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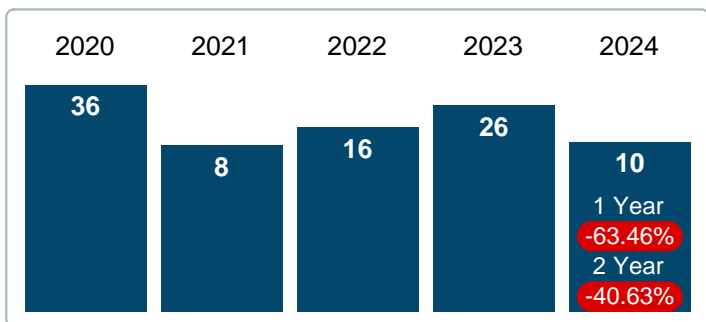
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



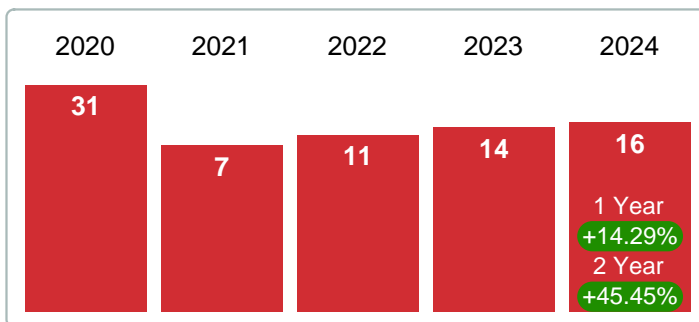
MEDIAN DAYS ON MARKET TO SALE

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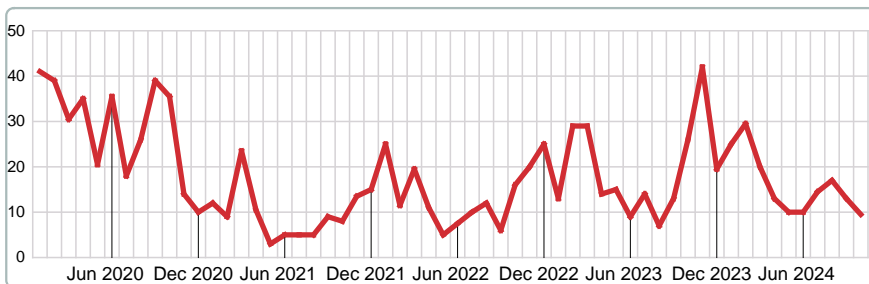
OCTOBER



YEAR TO DATE (YTD)

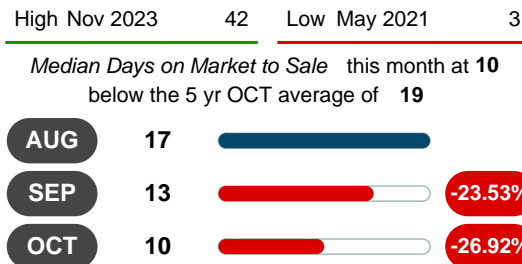


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 19



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	10.42%	10	10	0	0	0
\$50,001 - \$100,000	6.25%	44	63	29	0	0
\$100,001 - \$125,000	8.33%	79	69	89	0	0
\$125,001 - \$175,000	25.00%	5	19	2	5	0
\$175,001 - \$250,000	25.00%	6	41	6	0	0
\$250,001 - \$375,000	14.58%	6	0	88	2	0
\$375,001 and up	10.42%	41	0	133	2	41
Median Closed DOM		10	33	8	2	41
Total Closed Units	100%	9.5	13	27	7	1
Total Closed Volume		9,900,700	1.33M	6.20M	1.97M	401.00K

October 2024



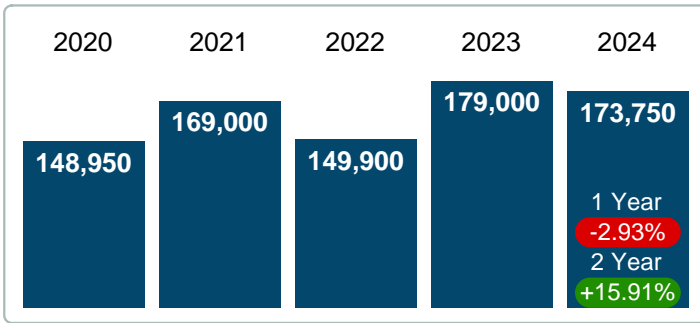
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



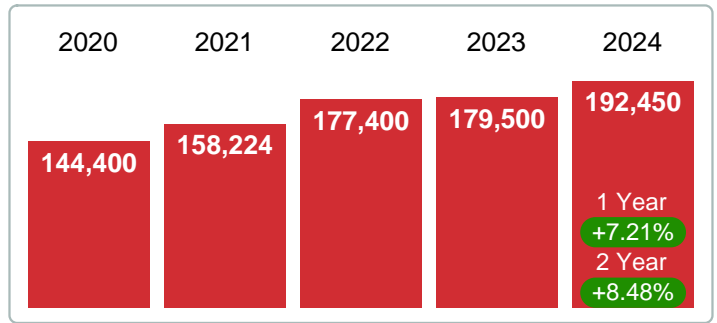
MEDIAN LIST PRICE AT CLOSING

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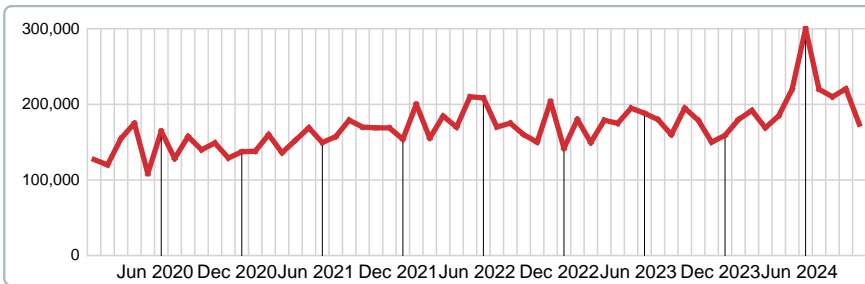
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

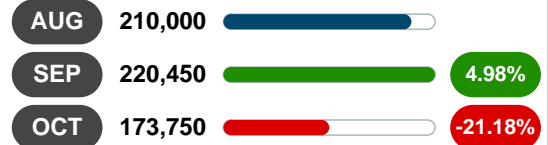


3 MONTHS

5 year OCT AVG = 164,120

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

Median List Price at Closing this month at **173,750** above the 5 yr OCT average of **164,120**



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%	42,250	42,250	0	0	0
\$50,001 - \$100,000	4	8.33%	77,400	79,900	74,900	0	0
\$100,001 - \$125,000	3	6.25%	115,900	115,900	114,000	0	0
\$125,001 - \$175,000	13	27.08%	145,000	159,000	145,000	132,000	0
\$175,001 - \$250,000	12	25.00%	200,000	222,450	192,500	0	0
\$250,001 - \$375,000	6	12.50%	287,400	0	274,450	324,950	0
\$375,001 and up	6	12.50%	462,500	0	739,000	458,500	400,000
Median List Price			173,750	99,900	187,000	299,900	400,000
Total Closed Units		100%	173,750	13	27	7	1
Total Closed Volume			10,242,350	1.44M	6.44M	1.97M	400.00K

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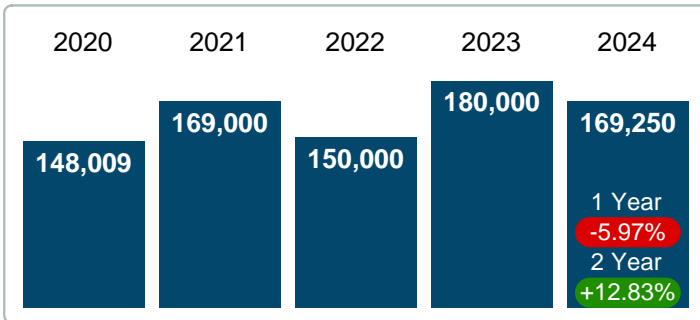
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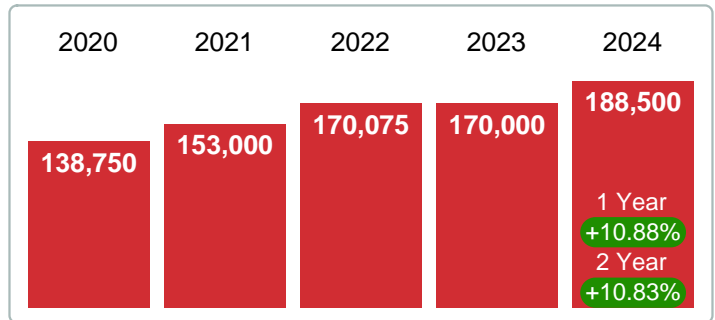
MEDIAN SOLD PRICE AT CLOSING

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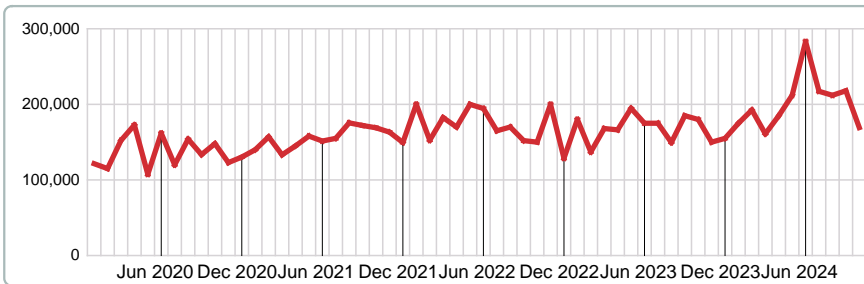
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

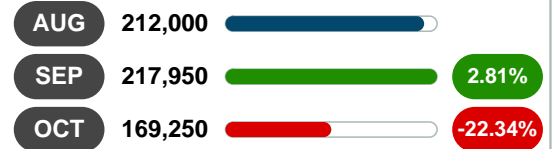


3 MONTHS

5 year OCT AVG = 163,252

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

Median Sold Price at Closing this month at **169,250** above the 5 yr OCT average of **163,252**



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	10.42%	42,500	42,500	0	0	0
\$50,001 - \$100,000	6.25%	72,000	72,000	82,500	0	0
\$100,001 - \$125,000	8.33%	109,700	109,500	110,000	0	0
\$125,001 - \$175,000	25.00%	141,250	150,500	143,000	133,900	0
\$175,001 - \$250,000	25.00%	194,000	219,000	192,500	0	0
\$250,001 - \$375,000	14.58%	299,900	0	280,000	324,950	0
\$375,001 and up	10.42%	525,000	0	690,000	458,500	401,000
Median Sold Price		169,250	104,000	187,000	299,900	401,000
Total Closed Units	100%	48	13	27	7	1
Total Closed Volume		9,900,700	1.33M	6.20M	1.97M	401.00K

October 2024



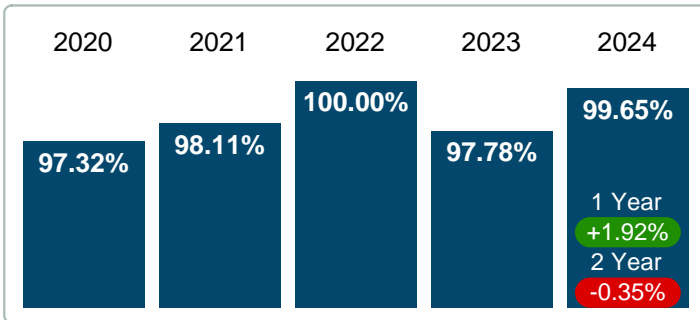
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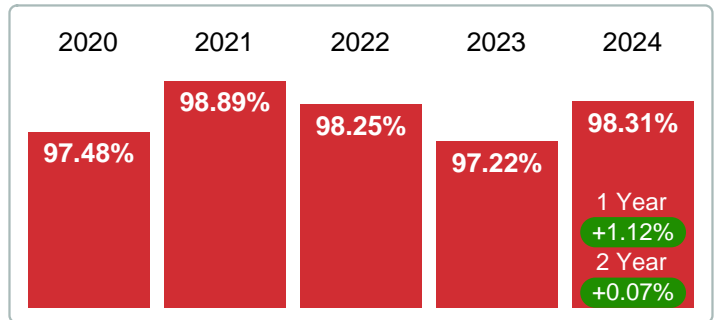
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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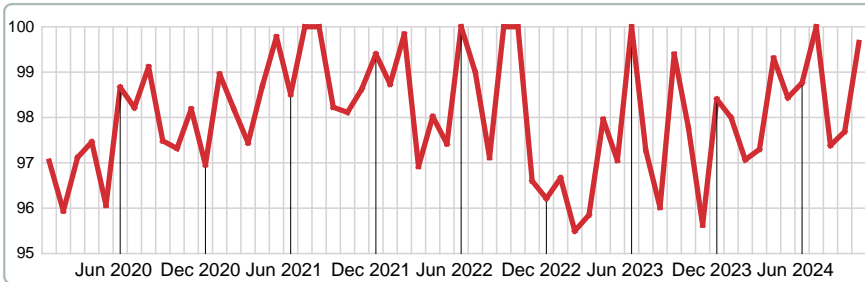
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

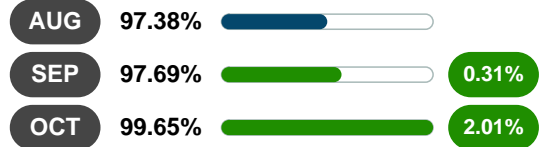


3 MONTHS

5 year OCT AVG = 98.57%

High Jul 2024 100.00% Low Feb 2023 95.50%

Median Sold/List Ratio this month at **99.65%**
above the 5 yr OCT average of **98.57%**



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	5	10.42%	100.00%	100.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	6.25%	90.11%	90.11%	89.91%	0.00%	0.00%
\$100,001 - \$125,000	4	8.33%	94.02%	94.82%	93.22%	0.00%	0.00%
\$125,001 - \$175,000	12	25.00%	99.65%	91.38%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	12	25.00%	100.00%	98.14%	100.00%	0.00%	0.00%
\$250,001 - \$375,000	7	14.58%	98.53%	0.00%	96.35%	100.00%	0.00%
\$375,001 and up	5	10.42%	100.00%	0.00%	89.53%	100.00%	100.25%
Median Sold/List Ratio		99.65%		94.71%	98.68%	100.00%	100.25%
Total Closed Units		48	100%	13	27	7	1
Total Closed Volume		9,900,700		1.33M	6.20M	1.97M	401.00K

October 2024



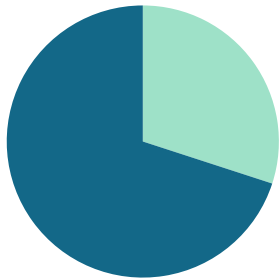
Area Delimited by Counties Coal, Garvin, Murray, Pontotoc - Residential Property Type



MARKET SUMMARY

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

INVENTORY

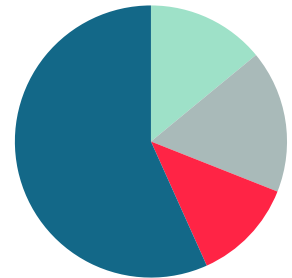


Inventory
 New Listings **87 = 30.00%**
 Start Inventory **203**
 Total Inventory Units **290**
 Volume **\$88,358,697**

Market Activity

Closed Sales **48 = 14.04%**
 Pending Sales **58 = 16.96%**
 Other Off Market **42 = 12.28%**
 Active Inventory **194 = 56.73%**

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	47	48	2.13%	550	472	-14.18%
Pending Sales	39	58	48.72%	557	516	-7.36%
New Listings	68	87	27.94%	799	789	-1.25%
Median List Price	179,000	173,750	-2.93%	179,500	192,450	7.21%
Median Sale Price	180,000	169,250	-5.97%	170,000	188,500	10.88%
Median Percent of Selling Price to List Price	97.78%	99.65%	1.92%	97.22%	98.31%	1.12%
Median Days on Market to Sale	26.00	9.50	-63.46%	14.00	16.00	14.29%
Monthly Inventory	202	194	-3.96%	202	194	-3.96%
Months Supply of Inventory	3.84	4.16	8.58%	3.84	4.16	8.58%

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

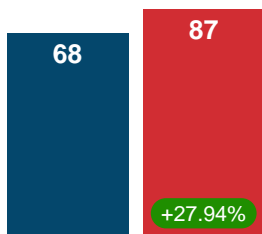
Inventory on October 31, 2024 = **194**

2023 **2024**

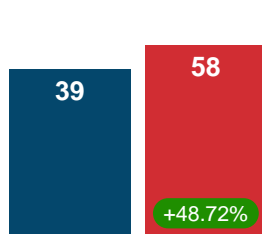
OCTOBER MARKET

MEDIAN PRICES

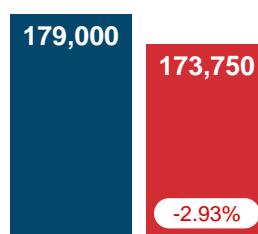
New Listings



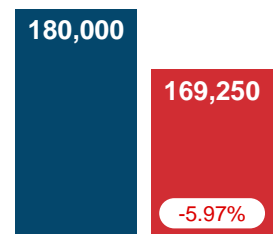
Pending Listings



List Price



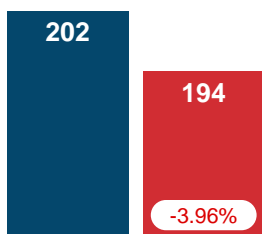
Sale Price



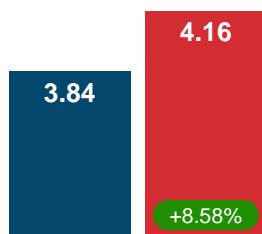
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

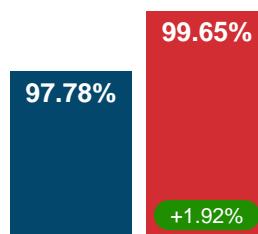
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

