

October 2024



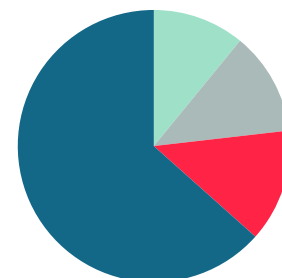
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	October 2024	+/-%
Closed Listings	62	57	-8.06%
Pending Listings	47	64	36.17%
New Listings	74	102	37.84%
Average List Price	205,204	187,651	-8.55%
Average Sale Price	197,644	180,059	-8.90%
Average Percent of Selling Price to List Price	96.45%	94.94%	-1.57%
Average Days on Market to Sale	56.55	51.70	-8.57%
End of Month Inventory	270	331	22.59%
Months Supply of Inventory	4.50	6.08	35.17%



- Closed (10.92%)
- Pending (12.26%)
- Other OffMarket (13.41%)
- Active (63.41%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of October 31, 2024 = **331**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2024 rose **22.59%** to 331 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **6.08** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.90%** in October 2024 to \$180,059 versus the previous year at \$197,644.

Average Days on Market Shortens

The average number of **51.70** days that homes spent on the market before selling decreased by 4.85 days or **8.57%** in October 2024 compared to last year's same month at **56.55** DOM.

Sales Success for October 2024 is Positive

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

There were 102 New Listings in October 2024, up **37.84%** from last year at 74. Furthermore, there were 57 Closed Listings this month versus last year at 62, a **-8.06%** decrease.

Closed versus Listed trends yielded a **55.9%** ratio, down from previous year's, October 2023, at **83.8%**, a **33.30%** 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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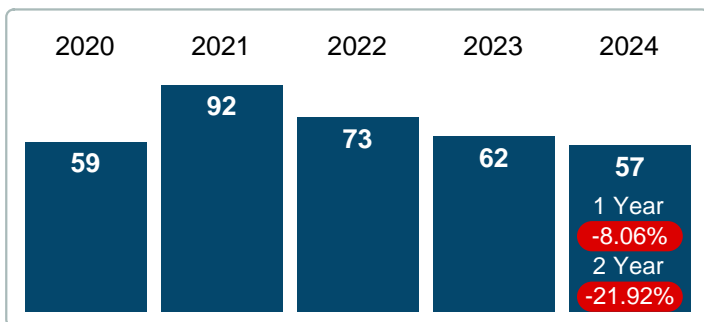
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



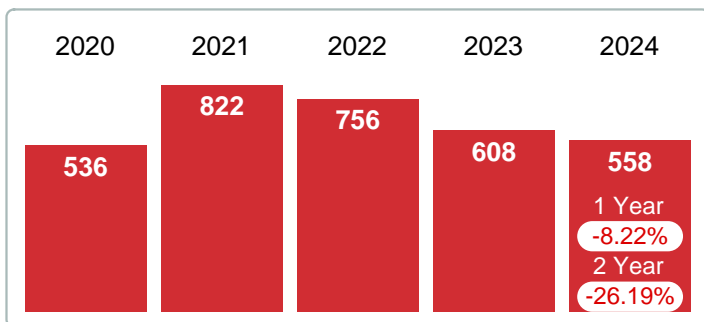
CLOSED LISTINGS

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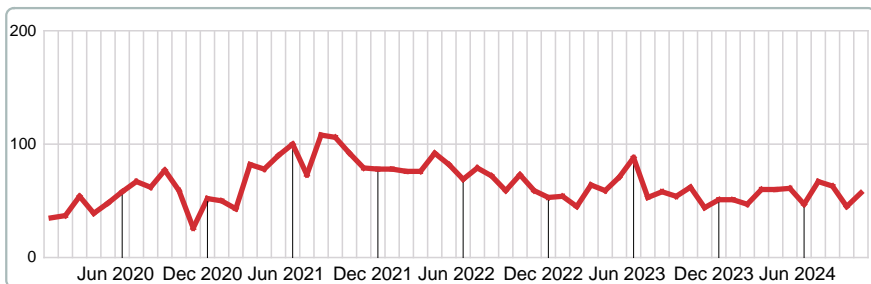
OCTOBER



YEAR TO DATE (YTD)

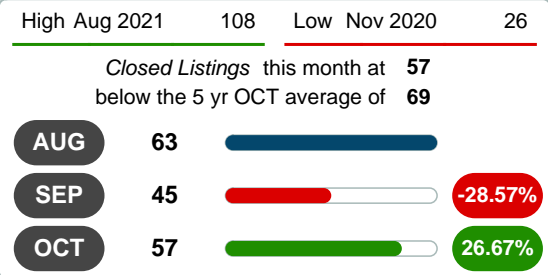


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	8.77%	17.6	2	3	0	0
\$25,001 - \$75,000	5	8.77%	28.2	3	2	0	0
\$75,001 - \$125,000	8	14.04%	59.5	6	1	1	0
\$125,001 - \$175,000	12	21.05%	40.6	3	7	2	0
\$175,001 - \$250,000	14	24.56%	48.8	0	13	1	0
\$250,001 - \$350,000	7	12.28%	86.4	0	5	2	0
\$350,001 and up	6	10.53%	77.8	0	4	2	0
Total Closed Units	57			14	35	8	0
Total Closed Volume	10,263,360	100%	51.7	1.23M	6.90M	2.14M	0.00B
Average Closed Price	\$180,059			\$87,500	\$197,013	\$267,863	\$0

October 2024



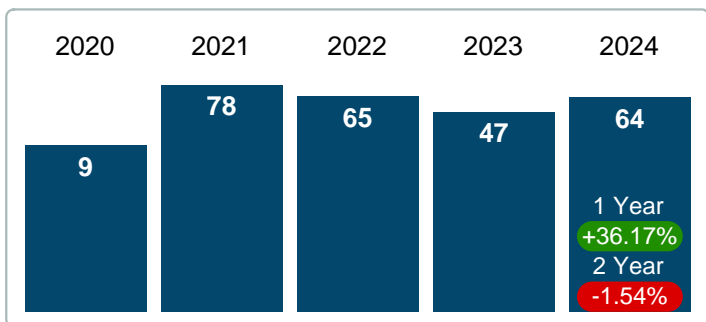
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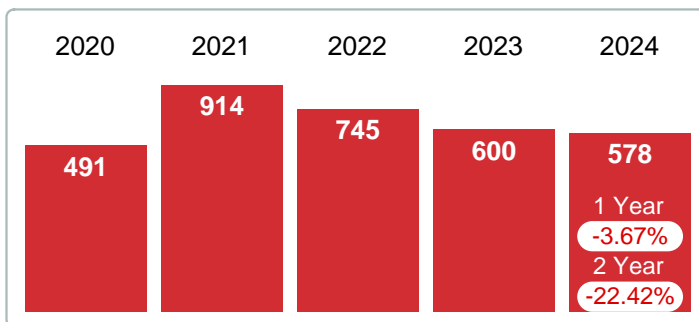
PENDING LISTINGS

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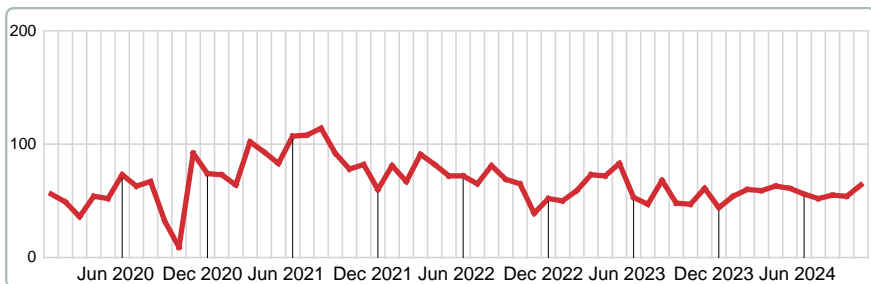
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 53

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 64 above the 5 yr OCT average of 53

- AUG 55
- SEP 54 (-1.82%)
- OCT 64 (18.52%)

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	6	9.38%	66.2	3	3	0	0
\$75,001 - \$125,000	7	10.94%	26.0	3	3	1	0
\$125,001 - \$150,000	9	14.06%	43.8	4	5	0	0
\$150,001 - \$250,000	17	26.56%	49.9	2	14	1	0
\$250,001 - \$325,000	10	15.63%	62.4	3	5	2	0
\$325,001 - \$475,000	8	12.50%	44.4	1	4	2	1
\$475,001 and up	7	10.94%	167.3	0	1	4	2
Total Pending Units	64			16	35	10	3
Total Pending Volume	15,939,900	100%	56.8	2.67M	7.37M	4.47M	1.43M
Average Listing Price	\$162,742			\$166,563	\$210,700	\$446,640	\$478,000

October 2024



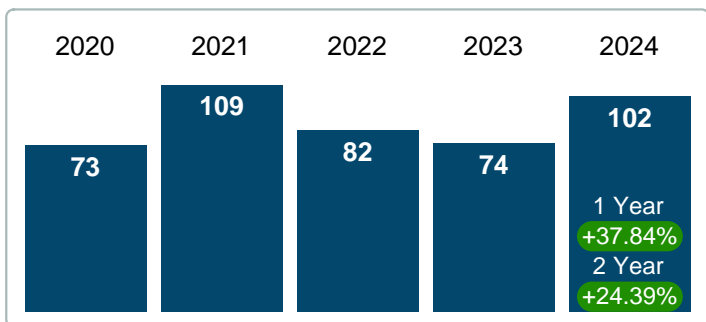
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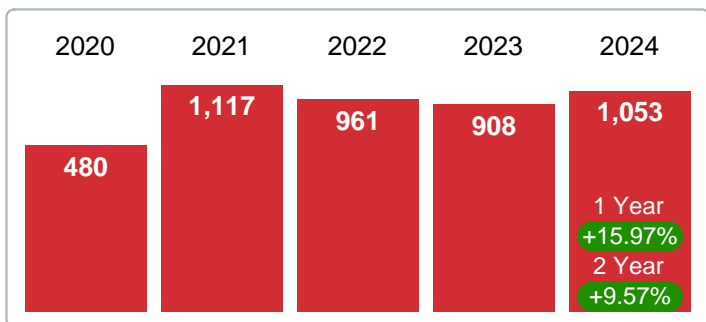
NEW LISTINGS

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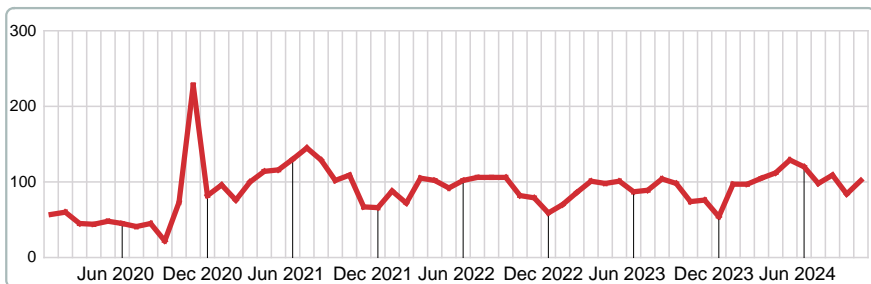
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 88

High Nov 2020 228 Low Sep 2020 22

New Listings this month at **102**
above the 5 yr OCT average of **88**

Month	New Listings	% Change
AUG	109	
SEP	84	-22.94%
OCT	102	21.43%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$70,000 and less	9	8.82%	9	0	0	0
\$70,001 - \$110,000	11	10.78%	5	6	0	0
\$110,001 - \$140,000	18	17.65%	3	13	2	0
\$140,001 - \$230,000	25	24.51%	7	16	2	0
\$230,001 - \$330,000	16	15.69%	3	9	3	1
\$330,001 - \$460,000	12	11.76%	1	8	3	0
\$460,001 and up	11	10.78%	0	4	4	3
Total New Listed Units	102		28	56	14	4
Total New Listed Volume	24,251,132	100%	3.83M	13.42M	4.71M	2.30M
Average New Listed Listing Price	\$100,500		\$136,750	\$239,585	\$336,329	\$574,200

October 2024



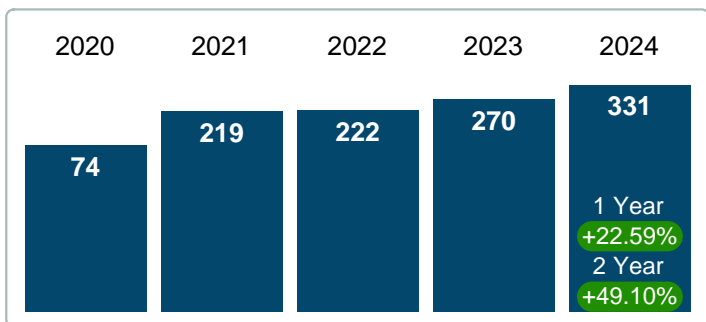
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



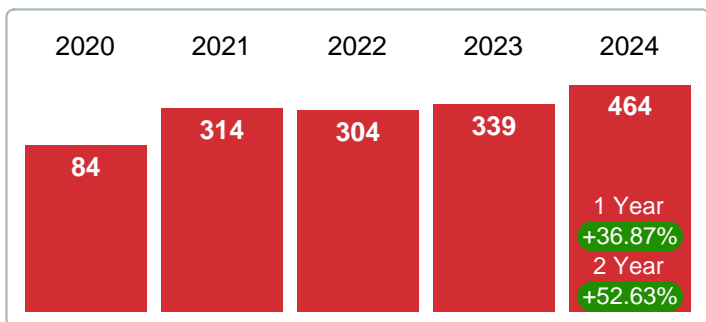
ACTIVE INVENTORY

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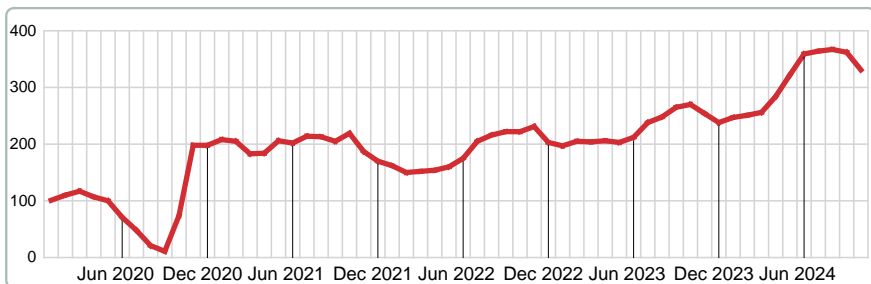
END OF OCTOBER



ACTIVE DURING OCTOBER

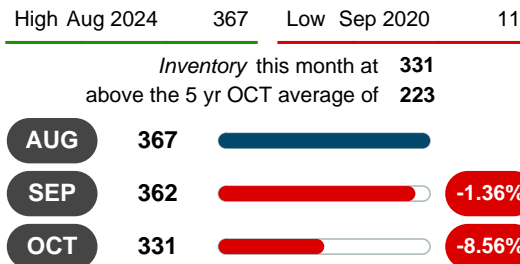


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 223



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	18	5.44%	76.9	15	1	2	0
\$75,001 - \$125,000	45	13.60%	73.7	20	21	3	1
\$125,001 - \$175,000	61	18.43%	83.7	21	34	6	0
\$175,001 - \$275,000	77	23.26%	110.9	9	55	13	0
\$275,001 - \$375,000	52	15.71%	103.5	4	31	13	4
\$375,001 - \$575,000	44	13.29%	83.5	2	23	15	4
\$575,001 and up	34	10.27%	120.6	4	15	7	8
Total Active Inventory by Units	331			75	180	59	17
Total Active Inventory by Volume	111,684,337	100%	95.2	18.47M	55.42M	24.58M	13.21M
Average Active Inventory Listing Price	\$337,415			\$246,300	\$307,880	\$416,669	\$777,060

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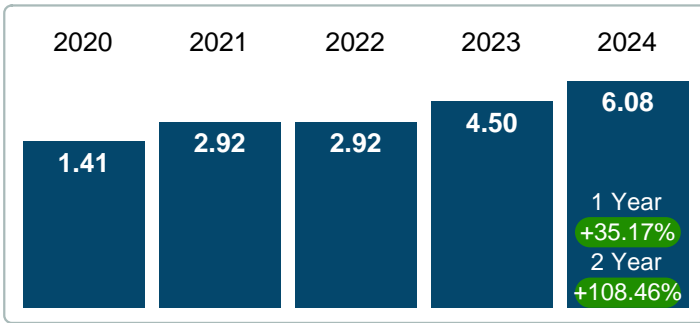
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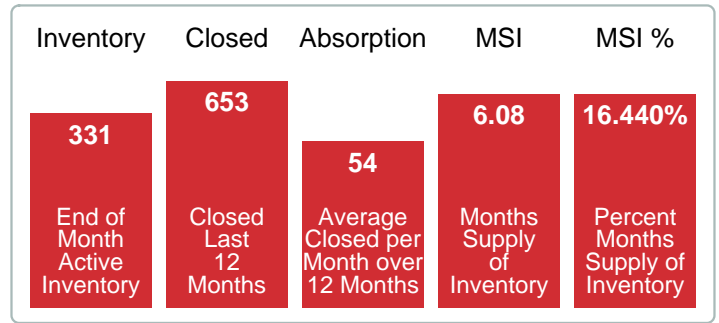
MONTHS SUPPLY of INVENTORY (MSI)

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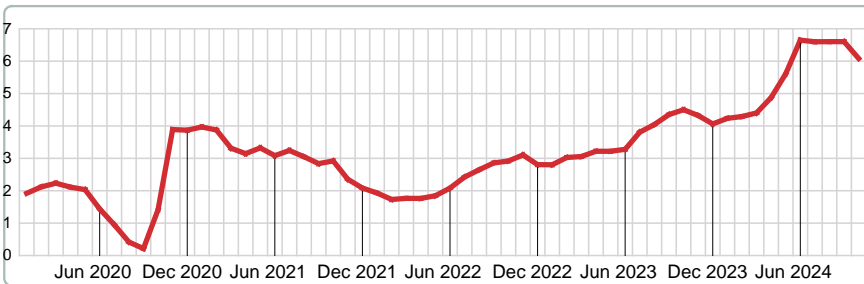
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

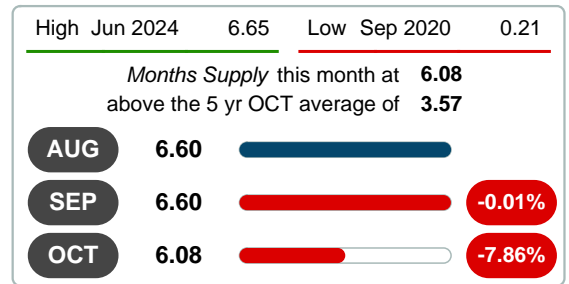


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.57



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	18	5.44%	2.73	4.00	0.41	4.80	0.00
\$75,001 - \$125,000	45	13.60%	5.14	4.29	6.30	5.14	6.00
\$125,001 - \$175,000	61	18.43%	5.72	7.64	5.16	4.50	0.00
\$175,001 - \$275,000	77	23.26%	5.25	6.75	5.16	5.20	0.00
\$275,001 - \$375,000	52	15.71%	7.70	16.00	6.64	8.67	12.00
\$375,001 - \$575,000	44	13.29%	8.12	8.00	8.12	6.92	24.00
\$575,001 and up	34	10.27%	21.47	48.00	25.71	14.00	19.20
Market Supply of Inventory (MSI)			6.08	5.73	5.79	6.56	13.60
Total Active Inventory by Units		100%	6.08	75	180	59	17

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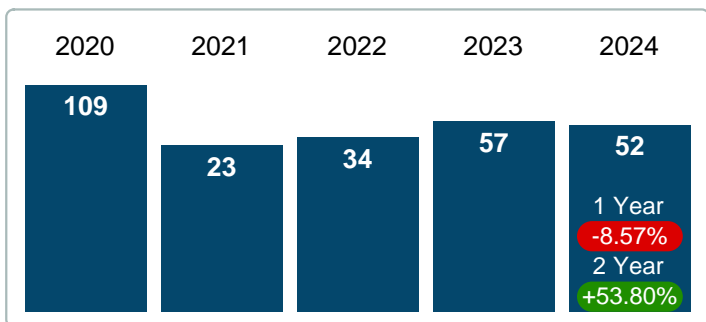
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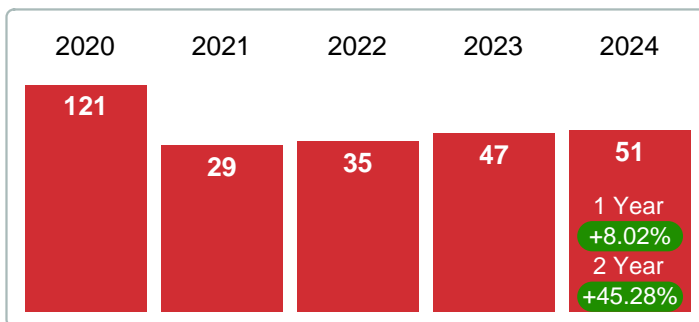
AVERAGE DAYS ON MARKET TO SALE

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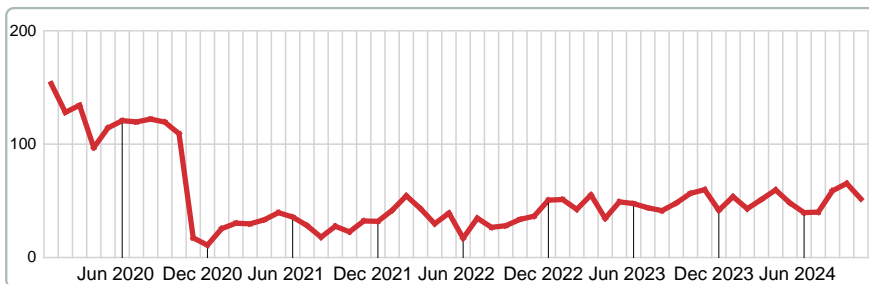
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

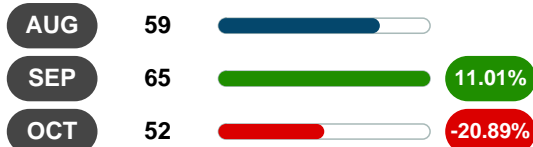


3 MONTHS

5 year OCT AVG = 55

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 52 below the 5 yr OCT average of 55



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
\$25,000 and less	8.77%	18	16	19	0	0
\$25,001 - \$75,000	8.77%	28	35	18	0	0
\$75,001 - \$125,000	14.04%	60	63	89	8	0
\$125,001 - \$175,000	21.05%	41	23	38	76	0
\$175,001 - \$250,000	24.56%	49	0	52	2	0
\$250,001 - \$350,000	12.28%	86	0	115	15	0
\$350,001 and up	10.53%	78	0	109	16	0
Average Closed DOM		52	42	61	28	0
Total Closed Units	100%	52	14	35	8	0
Total Closed Volume		10,263,360	1.23M	6.90M	2.14M	0.00B

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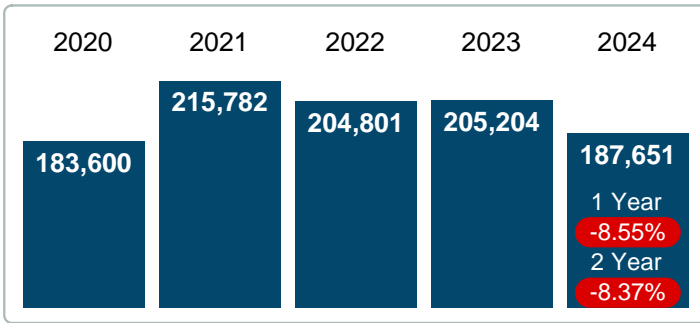
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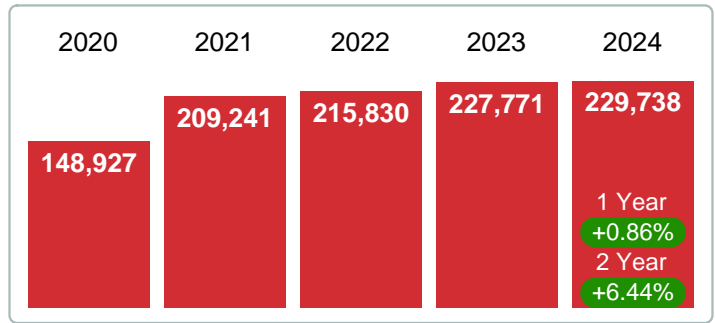
AVERAGE LIST PRICE AT CLOSING

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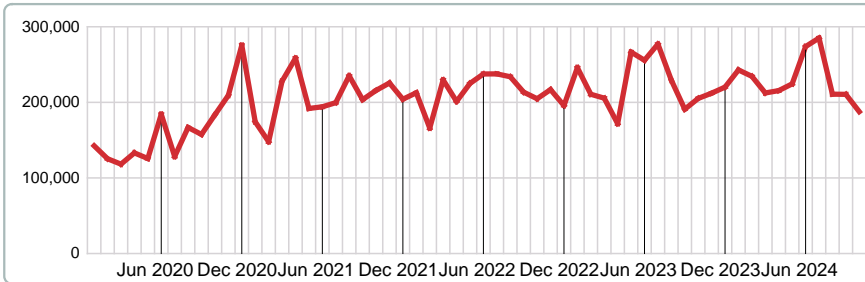
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

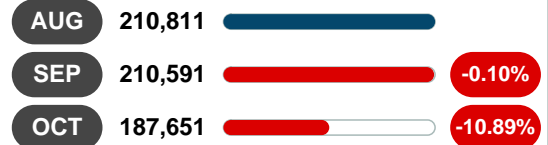


3 MONTHS

5 year OCT AVG = 199,408

High Jul 2024 285,039 Low Mar 2020 118,240

Average List Price at Closing this month at **187,651** below the 5 yr OCT average of **199,408**



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
\$25,000 and less	7.02%	20,000	20,000	23,333	0	0
\$25,001 - \$75,000	8.77%	43,100	62,967	38,250	0	0
\$75,001 - \$125,000	12.28%	101,486	110,250	118,000	134,000	0
\$125,001 - \$175,000	24.56%	149,771	145,833	153,486	150,950	0
\$175,001 - \$250,000	24.56%	213,193	0	213,523	220,000	0
\$250,001 - \$350,000	12.28%	288,271	0	280,360	302,500	0
\$350,001 and up	10.53%	431,800	0	419,700	456,000	0
Average List Price		187,651	94,850	205,580	271,613	0
Total Closed Units	100%	187,651	14	35	8	0
Total Closed Volume		10,696,099	1.33M	7.20M	2.17M	0.00B

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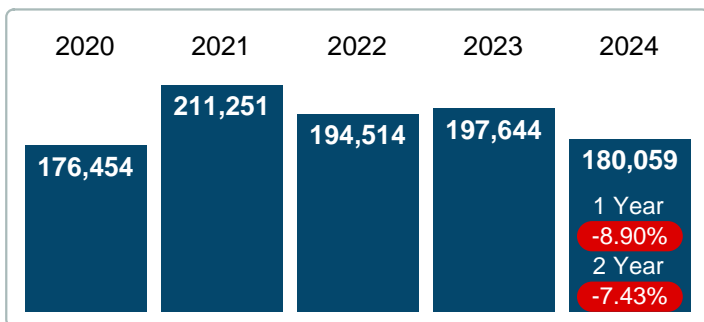
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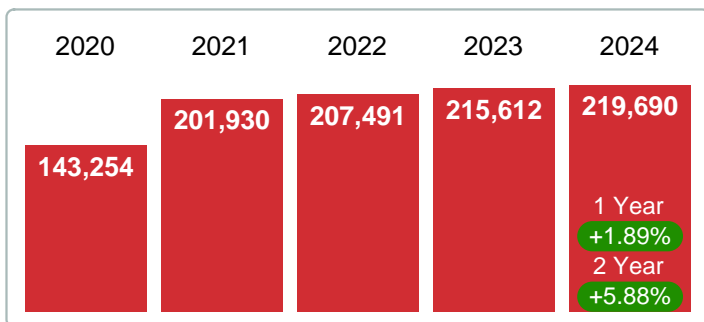
AVERAGE SOLD PRICE AT CLOSING

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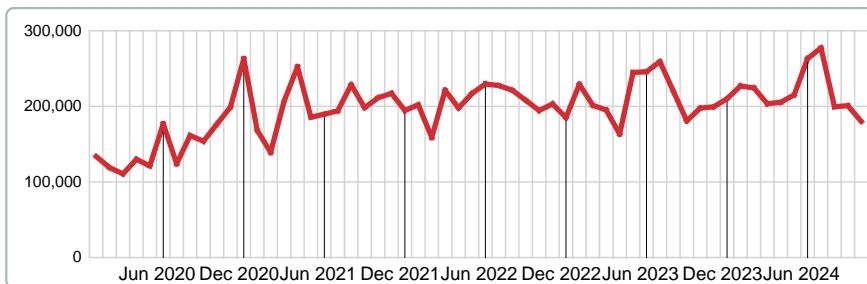
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 191,984

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

Average Sold Price at Closing this month at **180,059**
below the 5 yr OCT average of **191,984**

- AUG** 199,423
- SEP** 200,877 +0.73%
- OCT** 180,059 -10.36%

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
\$25,000 and less 5	8.77%	16,950	15,250	18,083	0	0
\$25,001 - \$75,000 5	8.77%	53,342	60,333	42,855	0	0
\$75,001 - \$125,000 8	14.04%	103,375	99,500	110,000	120,000	0
\$125,001 - \$175,000 12	21.05%	148,192	138,833	151,843	149,450	0
\$175,001 - \$250,000 14	24.56%	203,257	0	202,585	212,000	0
\$250,001 - \$350,000 7	12.28%	279,143	0	269,800	302,500	0
\$350,001 and up 6	10.53%	417,833	0	400,000	453,500	0
Average Sold Price		180,059	87,500	197,013	267,863	0
Total Closed Units		57	14	35	8	0
Total Closed Volume		10,263,360	1.23M	6.90M	2.14M	0.00B

October 2024



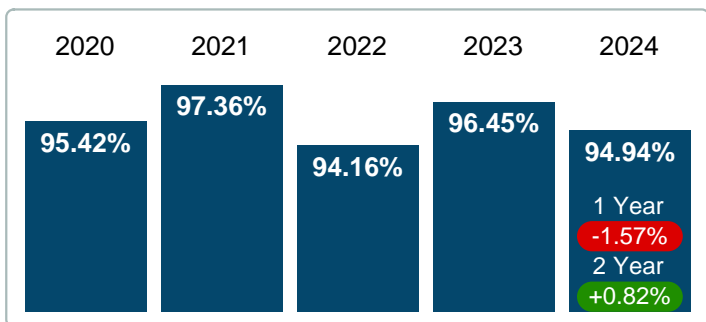
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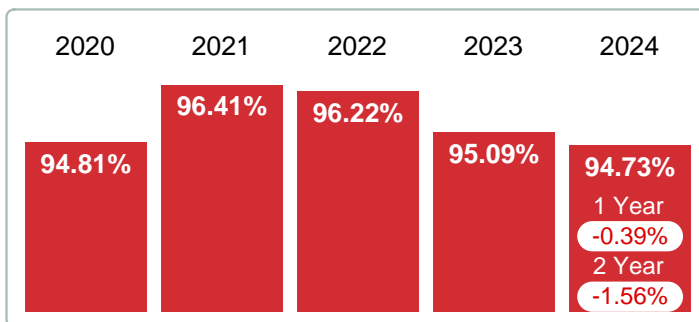
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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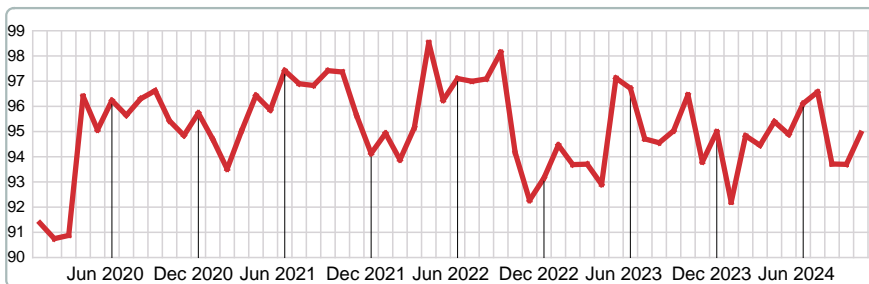
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

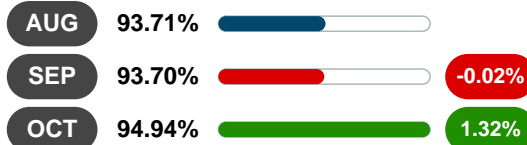


3 MONTHS

5 year OCT AVG = 95.67%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.94%**
below the 5 yr OCT average of **95.67%**



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
\$25,000 and less	5	8.77%	76.42%	76.25%	76.53%	0.00%	0.00%
\$25,001 - \$75,000	5	8.77%	104.35%	96.70%	115.81%	0.00%	0.00%
\$75,001 - \$125,000	8	14.04%	91.64%	91.72%	93.22%	89.55%	0.00%
\$125,001 - \$175,000	12	21.05%	98.20%	95.39%	99.10%	99.28%	0.00%
\$175,001 - \$250,000	14	24.56%	95.16%	0.00%	95.07%	96.36%	0.00%
\$250,001 - \$350,000	7	12.28%	97.53%	0.00%	96.54%	100.00%	0.00%
\$350,001 and up	6	10.53%	96.83%	0.00%	95.56%	99.35%	0.00%
Average Sold/List Ratio			94.90%	91.37%	95.69%	97.90%	0.00%
Total Closed Units		100%	94.90%	14	35	8	
Total Closed Volume				1.23M	6.90M	2.14M	0.00B

October 2024



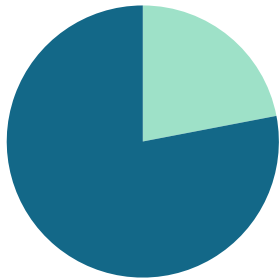
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

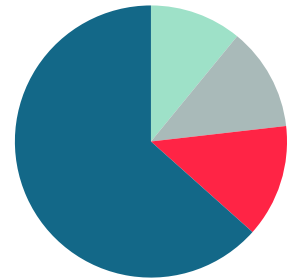


Inventory
 New Listings
102 = 21.98%
 Start Inventory
362
 Total Inventory Units
464
 Volume
\$148,418,337

Market Activity

Closed Sales
57 = 10.92%
 Pending Sales
64 = 12.26%
 Other Off Market
70 = 13.41%
 Active Inventory
331 = 63.41%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	62	57	-8.06%	608	558	-8.22%
Pending Sales	47	64	36.17%	600	578	-3.67%
New Listings	74	102	37.84%	908	1,053	15.97%
Average List Price	205,204	187,651	-8.55%	227,771	229,738	0.86%
Average Sale Price	197,644	180,059	-8.90%	215,612	219,690	1.89%
Average Percent of Selling Price to List Price	96.45%	94.94%	-1.57%	95.09%	94.73%	-0.39%
Average Days on Market to Sale	56.55	51.70	-8.57%	47.26	51.06	8.02%
Monthly Inventory	270	331	22.59%	270	331	22.59%
Months Supply of Inventory	4.50	6.08	35.17%	4.50	6.08	35.17%

Absorption: Last 12 months, an Average of **54** Sales/Month

Inventory on October 31, 2024 = **331**

2023 **2024**

OCTOBER MARKET

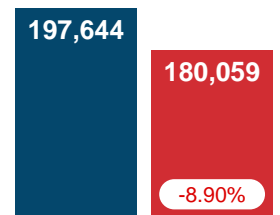
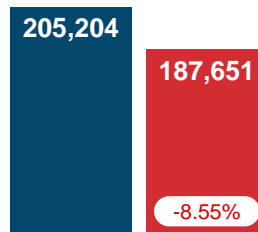
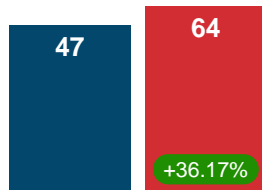
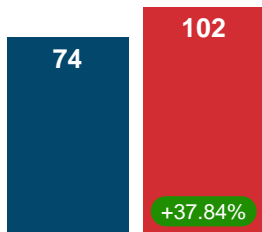
AVERAGE PRICES

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

