

October 2024



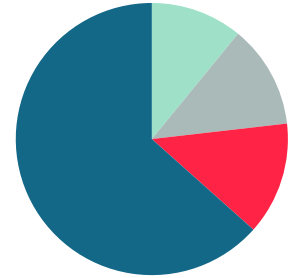
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



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%
Median List Price	186,500	169,000	-9.38%
Median Sale Price	185,700	169,000	-8.99%
Median Percent of Selling Price to List Price	98.06%	96.65%	-1.43%
Median Days on Market to Sale	30.00	33.00	10.00%
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.

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 **8.99%** in October 2024 to \$169,000 versus the previous year at \$185,700.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 3.00 days or **10.00%** in October 2024 compared to last year's same month at **30.00** DOM.

Sales Success for October 2024 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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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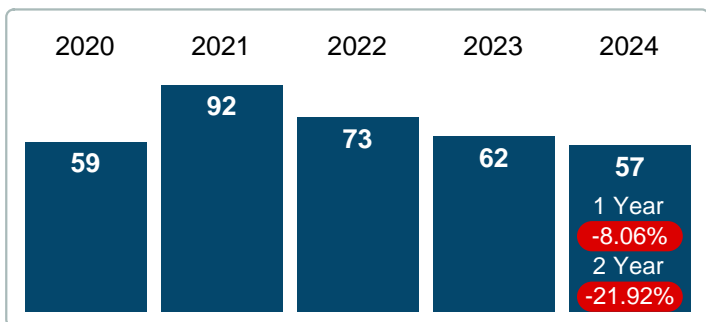
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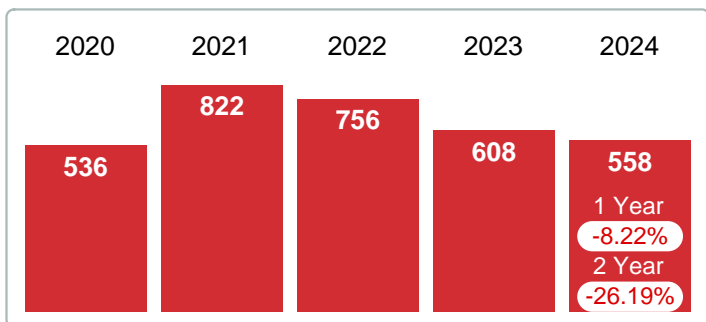
CLOSED LISTINGS

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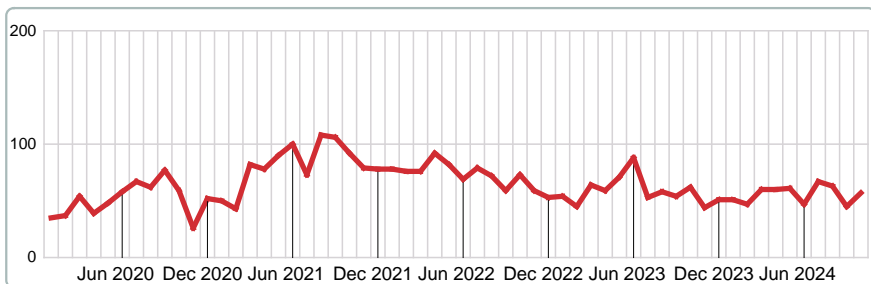
OCTOBER



YEAR TO DATE (YTD)

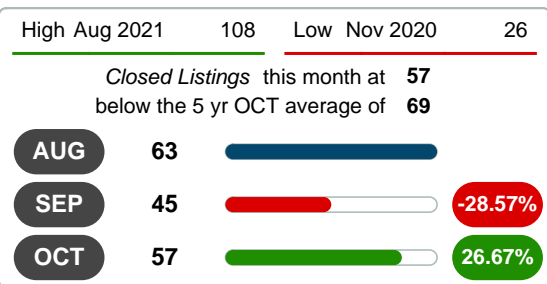


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 69



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	8.77%	15.0	2	3	0	0
\$25,001 - \$75,000	5	8.77%	19.0	3	2	0	0
\$75,001 - \$125,000	8	14.04%	57.5	6	1	1	0
\$125,001 - \$175,000	12	21.05%	19.0	3	7	2	0
\$175,001 - \$250,000	14	24.56%	34.0	0	13	1	0
\$250,001 - \$350,000	7	12.28%	59.0	0	5	2	0
\$350,001 and up	6	10.53%	53.0	0	4	2	0
Total Closed Units	57			14	35	8	0
Total Closed Volume	10,263,360	100%	33.0	1.23M	6.90M	2.14M	0.00B
Median Closed Price	\$169,000			\$86,250	\$186,000	\$233,500	\$0

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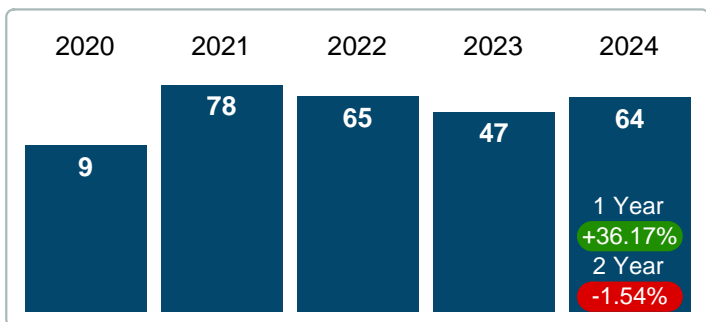
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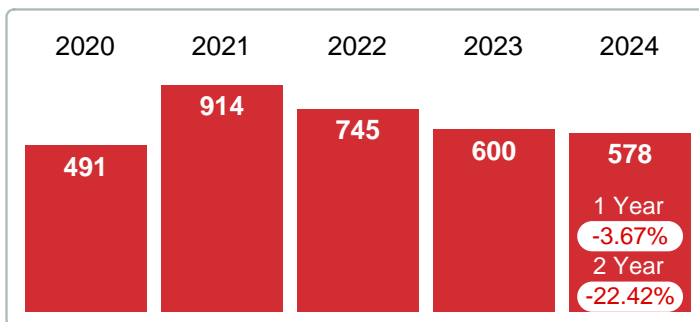
PENDING LISTINGS

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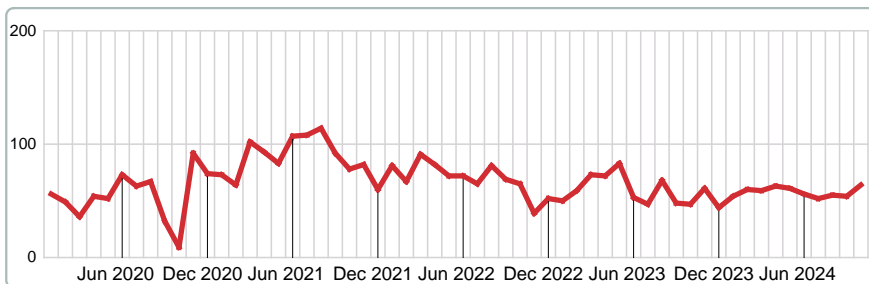
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	9.38%	59.0	3	3	0	0
\$75,001 - \$125,000	7	10.94%	16.0	3	3	1	0
\$125,001 - \$150,000	9	14.06%	22.0	4	5	0	0
\$150,001 - \$250,000	17	26.56%	49.0	2	14	1	0
\$250,001 - \$325,000	10	15.63%	50.5	3	5	2	0
\$325,001 - \$475,000	8	12.50%	25.0	1	4	2	1
\$475,001 and up	7	10.94%	157.0	0	1	4	2
Total Pending Units	64			16	35	10	3
Total Pending Volume	15,939,900	100%	46.0	2.67M	7.37M	4.47M	1.43M
Median Listing Price	\$194,500			\$149,000	\$175,000	\$350,000	\$519,000

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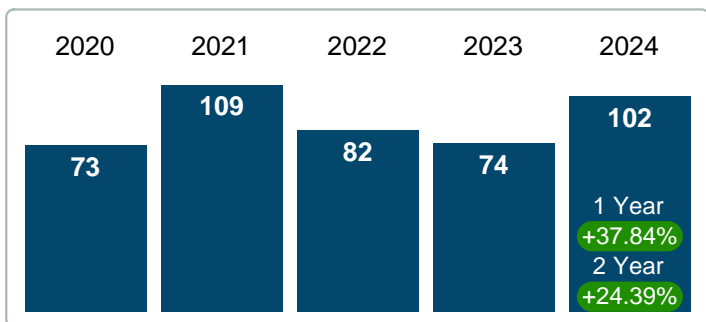
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



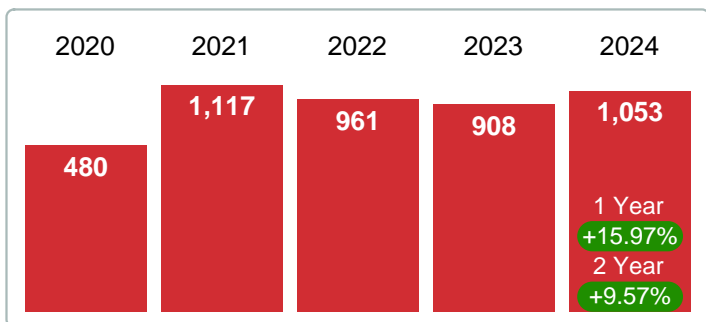
NEW LISTINGS

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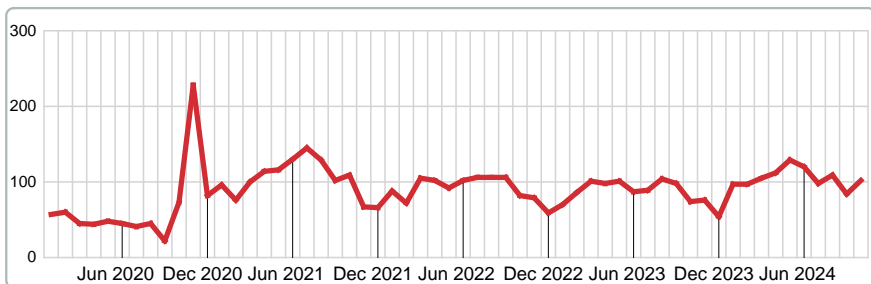
OCTOBER



YEAR TO DATE (YTD)

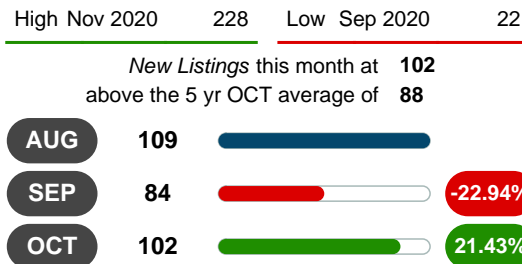


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 88



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	10	9.80%	9	1	0	0
\$75,001 - \$100,000	9	8.82%	5	4	0	0
\$100,001 - \$125,000	8	7.84%	1	5	2	0
\$125,001 - \$225,000	35	34.31%	9	24	2	0
\$225,001 - \$325,000	15	14.71%	3	8	3	1
\$325,001 - \$450,000	14	13.73%	1	10	3	0
\$450,001 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
Median New Listed Listing Price	\$174,950		\$112,500	\$184,500	\$317,000	\$519,950

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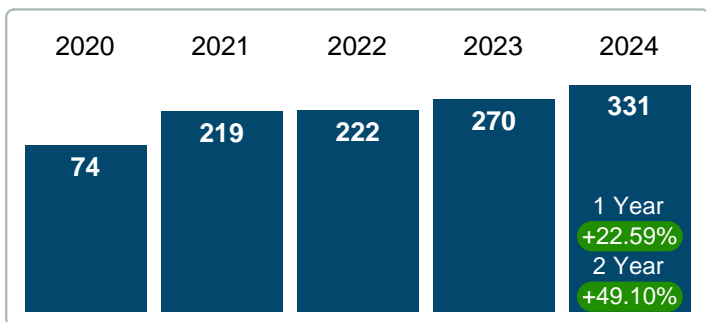
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



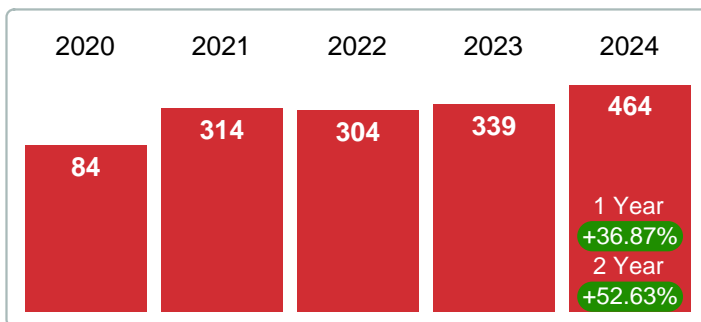
ACTIVE INVENTORY

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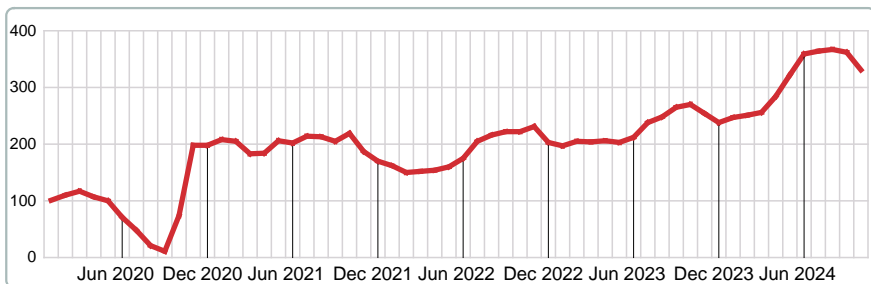
END OF OCTOBER



ACTIVE DURING OCTOBER

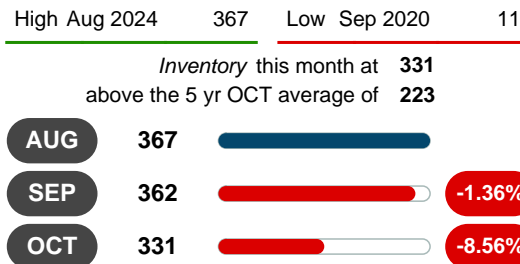


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 223



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	5.44%	73.5	15	1	2	0
\$75,001 - \$125,000	45	13.60%	55.0	20	21	3	1
\$125,001 - \$175,000	61	18.43%	73.0	21	34	6	0
\$175,001 - \$275,000	77	23.26%	110.0	9	55	13	0
\$275,001 - \$375,000	52	15.71%	83.0	4	31	13	4
\$375,001 - \$575,000	44	13.29%	63.0	2	23	15	4
\$575,001 and up	34	10.27%	101.0	4	15	7	8
Total Active Inventory by Units	331			75	180	59	17
Total Active Inventory by Volume	111,684,337	100%	85.0	18.47M	55.42M	24.58M	13.21M
Median Active Inventory Listing Price	\$230,000			\$130,000	\$238,500	\$299,500	\$550,000

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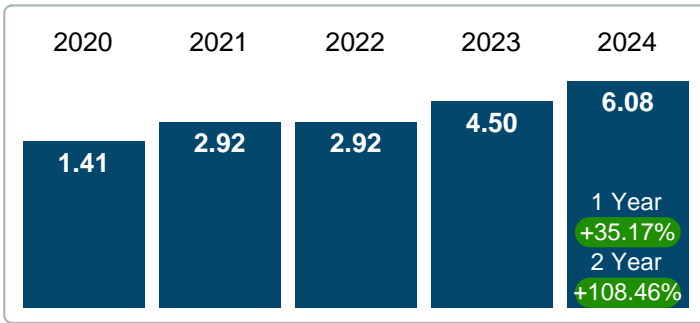
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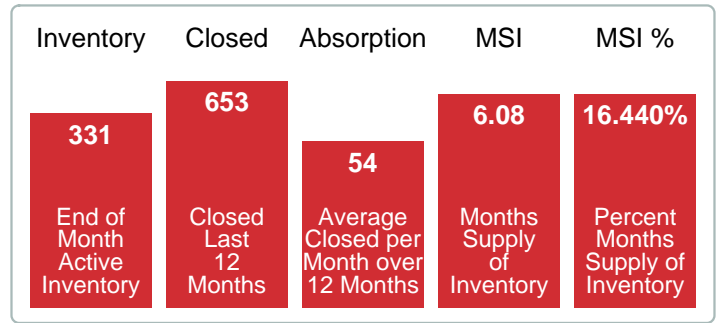
MONTHS SUPPLY of INVENTORY (MSI)

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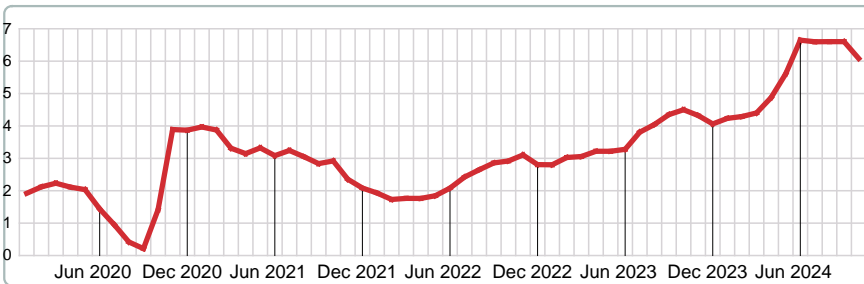
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2024

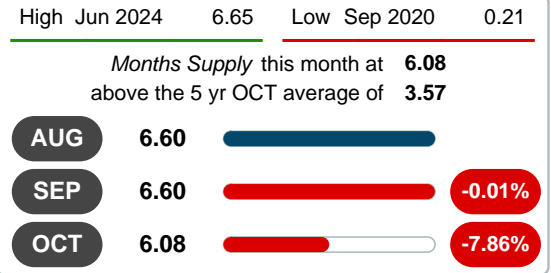


5 YEAR MARKET ACTIVITY TRENDS



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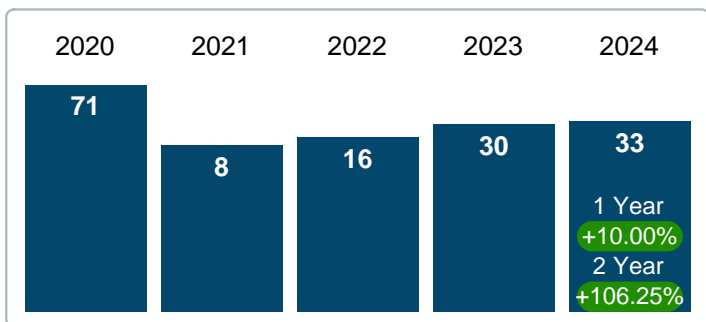
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



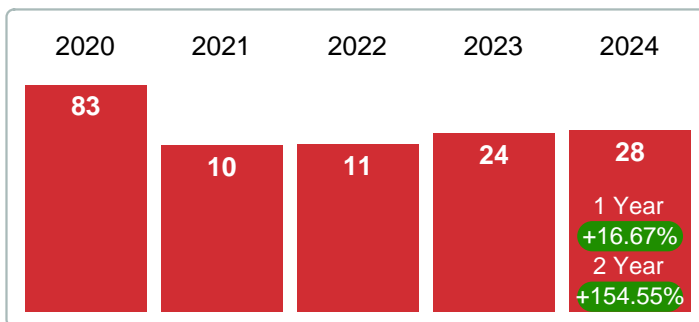
MEDIAN DAYS ON MARKET TO SALE

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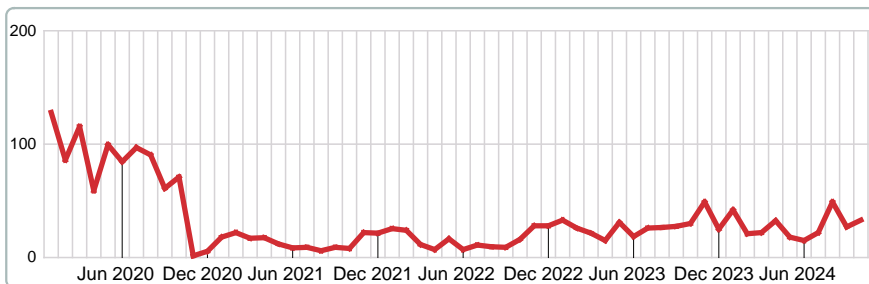
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 32

High Jan 2020 128 Low Nov 2020 2

Median Days on Market to Sale this month at 33 above the 5 yr OCT average of 32



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
\$25,000 and less	5	8.77%	15	16	15	0	0
\$25,001 - \$75,000	5	8.77%	19	41	18	0	0
\$75,001 - \$125,000	8	14.04%	58	58	89	8	0
\$125,001 - \$175,000	12	21.05%	19	20	18	76	0
\$175,001 - \$250,000	14	24.56%	34	0	35	2	0
\$250,001 - \$350,000	7	12.28%	59	0	64	15	0
\$350,001 and up	6	10.53%	53	0	85	16	0
Median Closed DOM			33	41	35	7	0
Total Closed Units		100%	33.0	14	35	8	
Total Closed Volume			10,263,360	1.23M	6.90M	2.14M	0.00B

October 2024



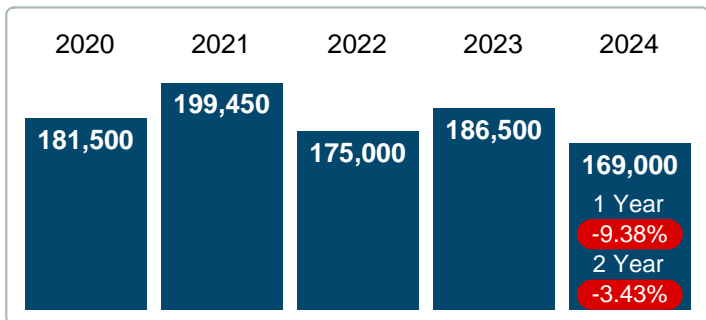
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



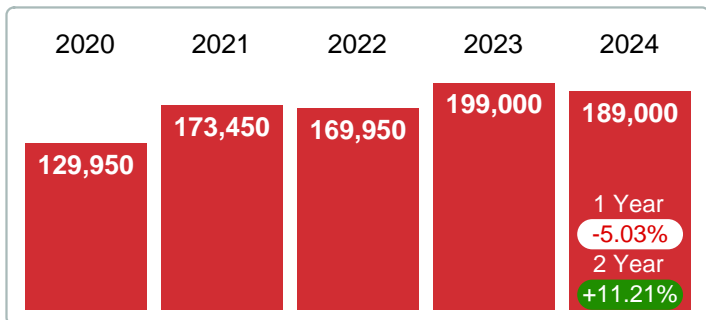
MEDIAN LIST PRICE AT CLOSING

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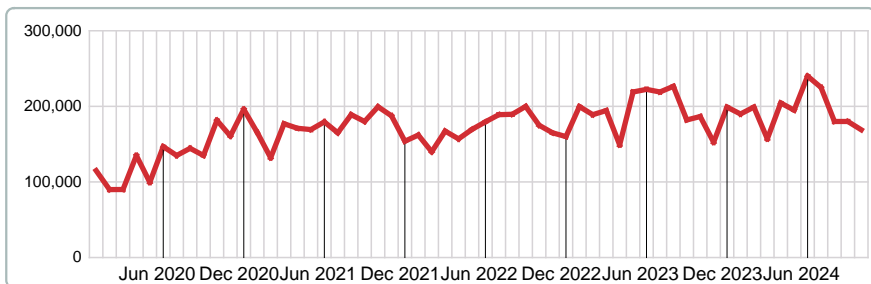
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

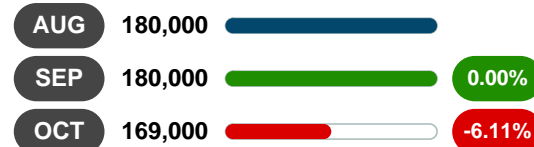


3 MONTHS

5 year OCT AVG = 182,290

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

Median List Price at Closing this month at 169,000 below the 5 yr OCT average of 182,290



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
\$25,000 and less	4	7.02%	20,000	20,000	20,000	0	0
\$25,001 - \$75,000	5	8.77%	45,000	54,500	31,500	0	0
\$75,001 - \$125,000	7	12.28%	93,000	91,500	118,000	0	0
\$125,001 - \$175,000	14	24.56%	149,450	146,250	152,500	134,000	0
\$175,001 - \$250,000	14	24.56%	212,500	0	205,000	220,000	0
\$250,001 - \$350,000	7	12.28%	269,000	0	269,000	302,500	0
\$350,001 and up	6	10.53%	388,000	0	387,000	456,000	0
Median List Price			169,000	91,500	190,000	237,500	0
Total Closed Units		100%	169,000	14	35	8	
Total Closed Volume			10,696,099	1.33M	7.20M	2.17M	0.00B

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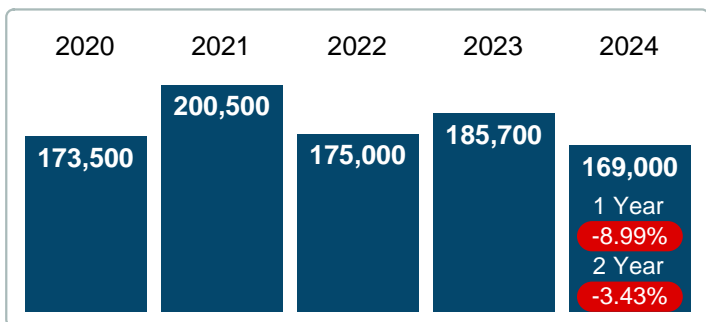
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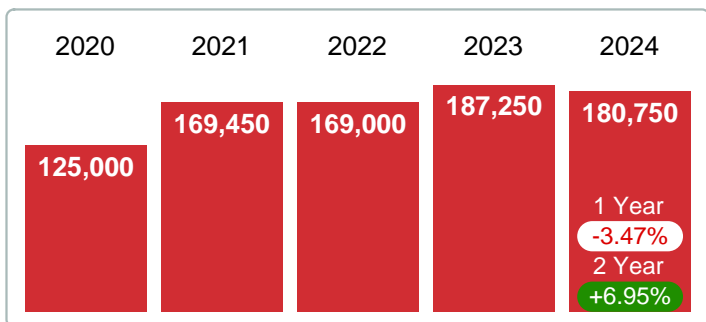
MEDIAN SOLD PRICE AT CLOSING

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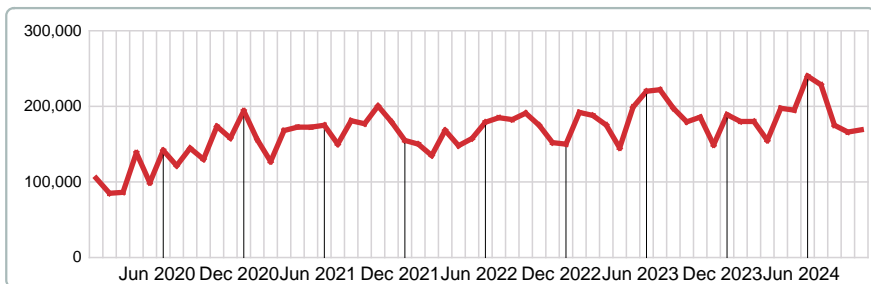
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 180,740

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

Median Sold Price at Closing this month at **169,000**
 below the 5 yr OCT average of **180,740**

- AUG** 175,000
- SEP** 166,000 (-5.14%)
- OCT** 169,000 (1.81%)

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
\$25,000 and less	5	8.77%	15,250	15,250	15,250	0	0
\$25,001 - \$75,000	5	8.77%	50,000	59,000	42,855	0	0
\$75,001 - \$125,000	8	14.04%	109,750	98,500	110,000	120,000	0
\$125,001 - \$175,000	12	21.05%	146,700	142,000	150,000	149,450	0
\$175,001 - \$250,000	14	24.56%	196,100	0	187,000	212,000	0
\$250,001 - \$350,000	7	12.28%	260,000	0	260,000	302,500	0
\$350,001 and up	6	10.53%	381,000	0	375,000	453,500	0
Median Sold Price			169,000	86,250	186,000	233,500	0
Total Closed Units		100%	169,000	14	35	8	
Total Closed Volume			10,263,360	1.23M	6.90M	2.14M	0.00B

October 2024



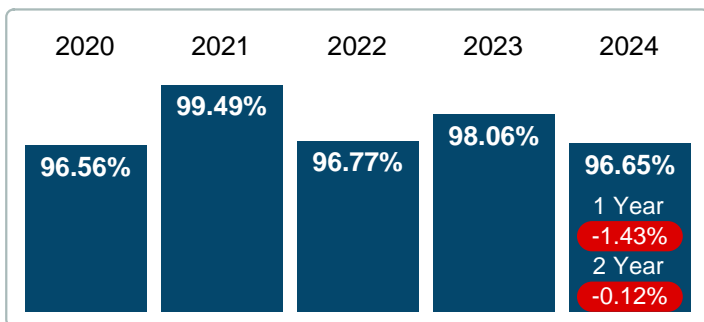
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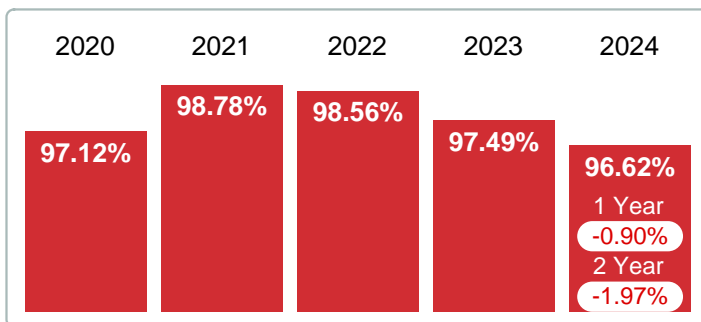
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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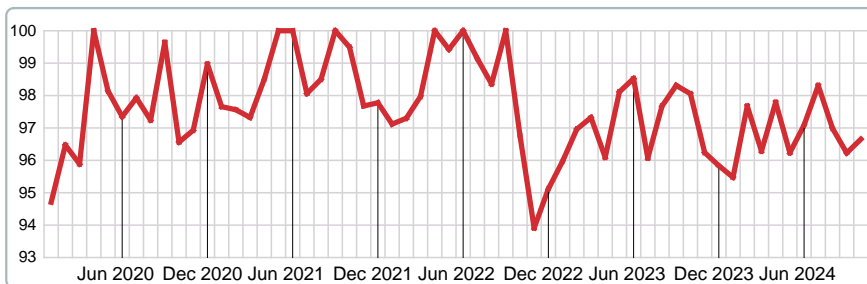
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

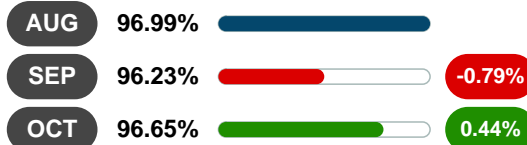


3 MONTHS

5 year OCT AVG = 97.51%

High Sep 2022 100.00% Low Nov 2022 93.91%

Median Sold/List Ratio this month at **96.65%**
below the 5 yr OCT average of **97.51%**



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
\$25,000 and less	5	8.77%	76.25%	76.25%	76.25%	0.00%	0.00%
\$25,001 - \$75,000	5	8.77%	100.00%	100.00%	115.81%	0.00%	0.00%
\$75,001 - \$125,000	8	14.04%	92.61%	94.12%	93.22%	89.55%	0.00%
\$125,001 - \$175,000	12	21.05%	100.00%	100.00%	100.00%	99.28%	0.00%
\$175,001 - \$250,000	14	24.56%	94.67%	0.00%	94.59%	96.36%	0.00%
\$250,001 - \$350,000	7	12.28%	99.62%	0.00%	96.88%	100.00%	0.00%
\$350,001 and up	6	10.53%	96.91%	0.00%	96.12%	99.35%	0.00%
Median Sold/List Ratio		96.65%		94.12%	96.13%	99.35%	0.00%
Total Closed Units		57	100%	14	35	8	
Total Closed Volume		10,263,360		1.23M	6.90M	2.14M	0.00B

October 2024



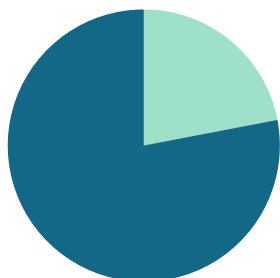
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

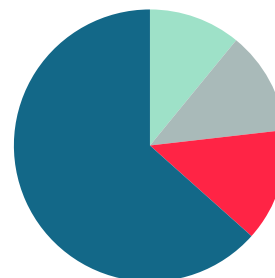


Inventory
 New Listings
102 = 21.98%
 Start Inventory
362
 Total Inventory Units
464
 Volume
\$148,418,337

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%
Median List Price	186,500	169,000	-9.38%	199,000	189,000	-5.03%
Median Sale Price	185,700	169,000	-8.99%	187,250	180,750	-3.47%
Median Percent of Selling Price to List Price	98.06%	96.65%	-1.43%	97.49%	96.62%	-0.90%
Median Days on Market to Sale	30.00	33.00	10.00%	24.00	28.00	16.67%
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

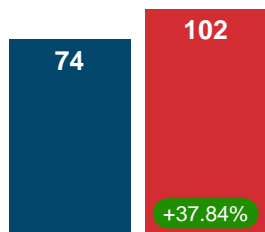
Inventory on October 31, 2024 = **331**

2023 **2024**

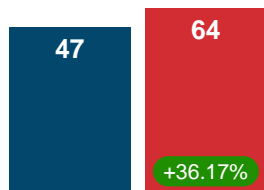
OCTOBER MARKET

MEDIAN PRICES

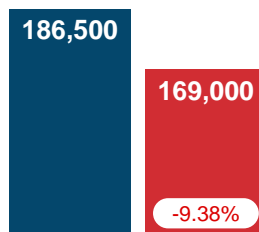
New Listings



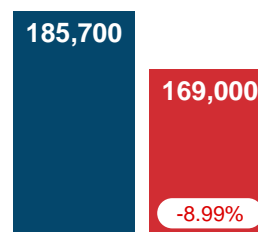
Pending Listings



List Price



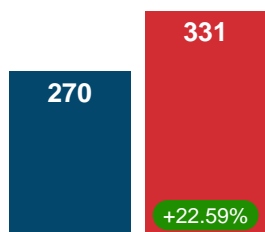
Sale Price



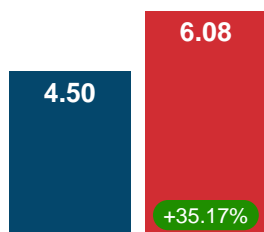
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

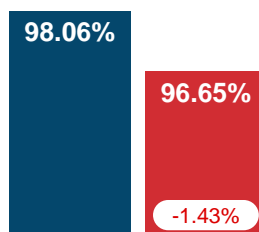
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

