

November 2024



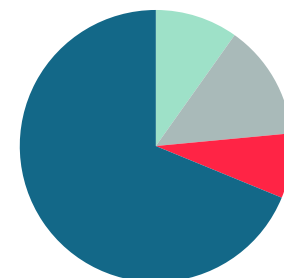
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2023	2024	+/-%
Closed Listings	44	46	4.55%
Pending Listings	61	64	4.92%
New Listings	76	77	1.32%
Average List Price	212,136	265,882	25.34%
Average Sale Price	199,385	246,487	23.62%
Average Percent of Selling Price to List Price	93.80%	94.19%	0.42%
Average Days on Market to Sale	59.86	55.13	-7.91%
End of Month Inventory	255	322	26.27%
Months Supply of Inventory	4.34	5.90	35.91%



■ Closed (9.83%)
■ Pending (13.68%)
■ Other OffMarket (7.69%)
■ Active (68.80%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of November 30, 2024 = **322**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2024 rose **26.27%** to 322 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 **5.90** 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 **23.62%** in November 2024 to \$246,487 versus the previous year at \$199,385.

Average Days on Market Shortens

The average number of **55.13** days that homes spent on the market before selling decreased by 4.73 days or **7.91%** in November 2024 compared to last year's same month at **59.86** DOM.

Sales Success for November 2024 is Positive

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

There were 77 New Listings in November 2024, up **1.32%** from last year at 76. Furthermore, there were 46 Closed Listings this month versus last year at 44, a **4.55%** increase.

Closed versus Listed trends yielded a **59.7%** ratio, up from previous year's, November 2023, at **57.9%**, a **3.19%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

November 2024



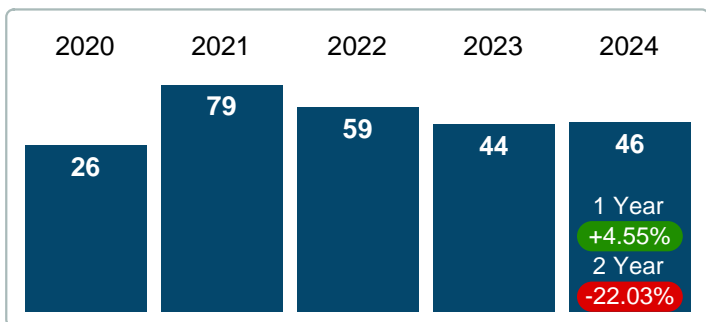
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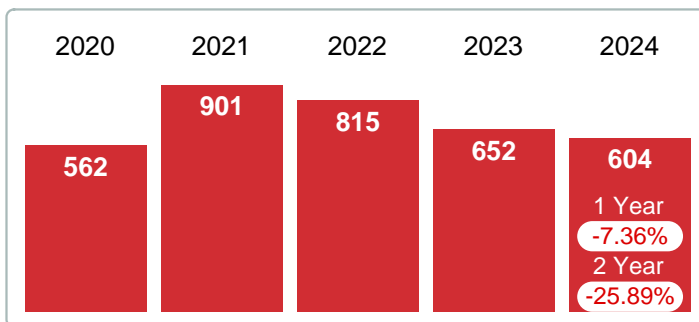
CLOSED LISTINGS

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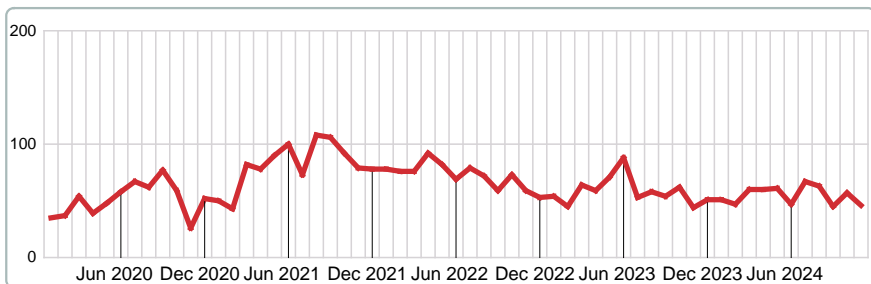
NOVEMBER



YEAR TO DATE (YTD)

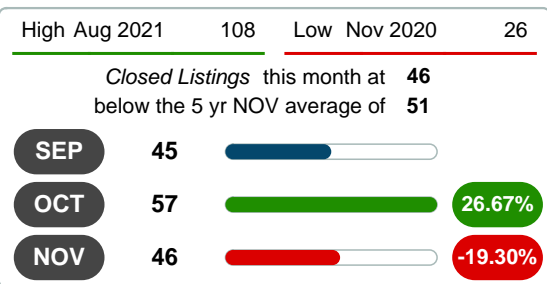


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 51



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	6.52%	90.0	1	2	0	0
\$50,001 - \$125,000	7	15.22%	32.1	3	4	0	0
\$125,001 - \$175,000	7	15.22%	38.9	1	6	0	0
\$175,001 - \$250,000	11	23.91%	43.6	1	7	3	0
\$250,001 - \$325,000	8	17.39%	76.4	0	5	3	0
\$325,001 - \$375,000	3	6.52%	29.3	0	1	2	0
\$375,001 and up	7	15.22%	84.3	1	3	2	1
Total Closed Units	46			7	28	10	1
Total Closed Volume	11,338,400	100%	55.1	1.10M	6.59M	3.12M	528.90K
Average Closed Price	\$246,487			\$156,429	\$235,507	\$312,030	\$528,900

November 2024



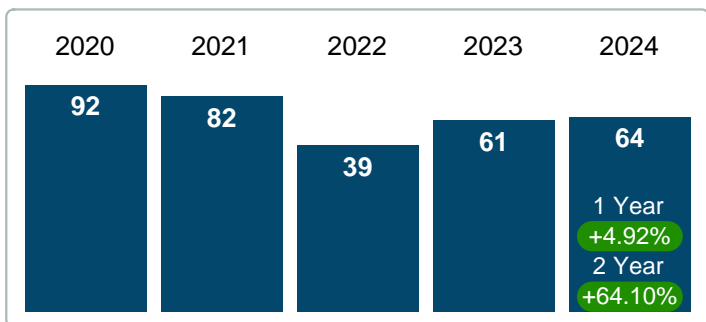
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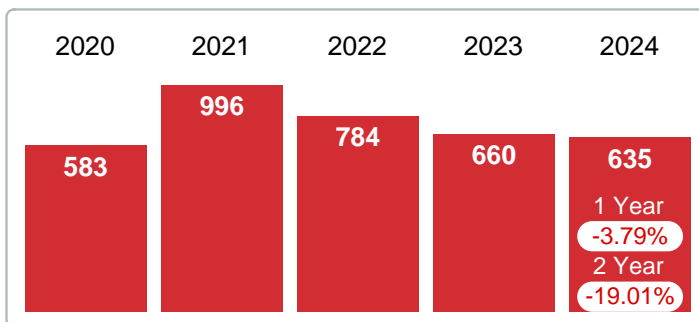
PENDING LISTINGS

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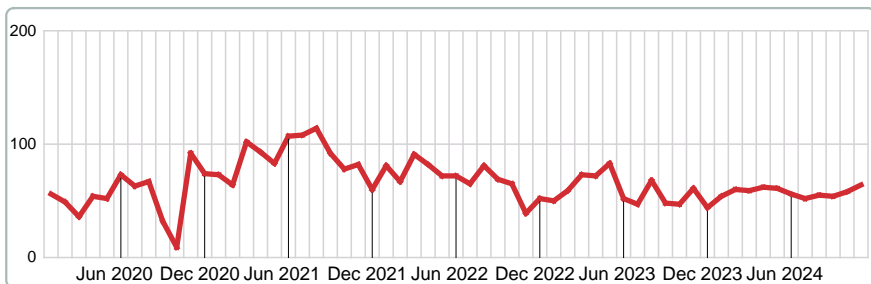
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 68

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at **64**
below the 5 yr NOV average of **68**

- SEP 54
- OCT 58 7.41%
- NOV 64 10.34%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	4.69%	97.3	3	0	0	0
\$50,001 - \$100,000	11	17.19%	45.9	6	4	1	0
\$100,001 - \$125,000	5	7.81%	53.8	3	1	0	1
\$125,001 - \$200,000	20	31.25%	36.5	3	15	2	0
\$200,001 - \$250,000	9	14.06%	83.3	1	8	0	0
\$250,001 - \$375,000	9	14.06%	51.7	1	4	4	0
\$375,001 and up	7	10.94%	65.3	1	4	2	0
Total Pending Units	64			18	36	9	1
Total Pending Volume	15,044,149	100%	35.0	2.17M	10.18M	2.59M	115.00K
Average Listing Price	\$219,757			\$120,319	\$282,647	\$287,567	\$115,000

November 2024



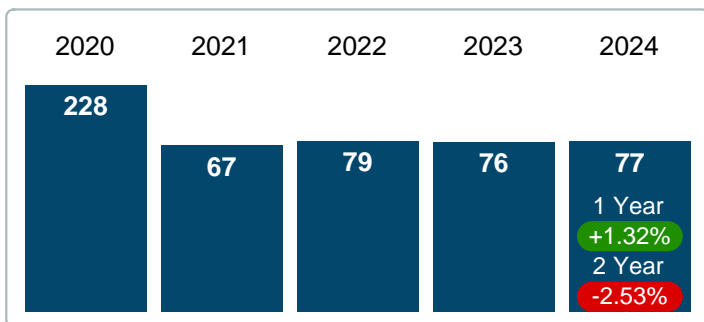
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



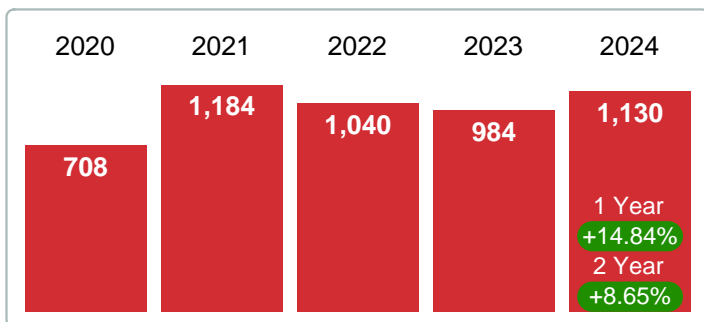
NEW LISTINGS

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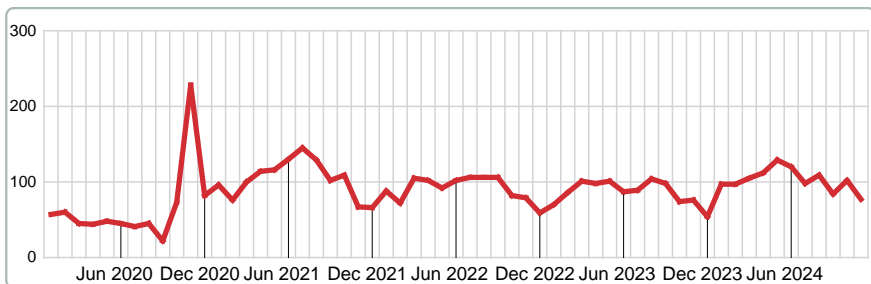
NOVEMBER



YEAR TO DATE (YTD)

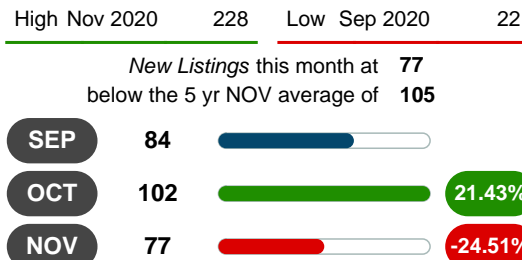


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 105



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	5.19%	3	1	0	0
\$75,001 - \$125,000	13	16.88%	6	6	1	0
\$125,001 - \$150,000	5	6.49%	2	2	1	0
\$150,001 - \$225,000	23	29.87%	5	14	4	0
\$225,001 - \$300,000	13	16.88%	0	10	3	0
\$300,001 - \$425,000	11	14.29%	1	8	1	1
\$425,001 and up	8	10.39%	0	3	4	1
Total New Listed Units	77		17	44	14	2
Total New Listed Volume	18,681,500	100%	2.28M	10.71M	4.79M	899.00K
Average New Listed Listing Price	\$168,767		\$134,235	\$243,430	\$342,114	\$449,500

November 2024



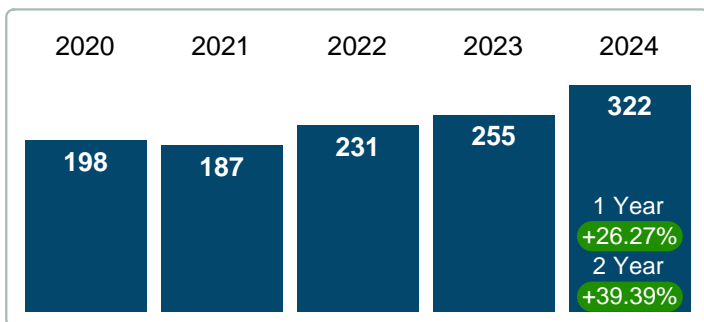
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



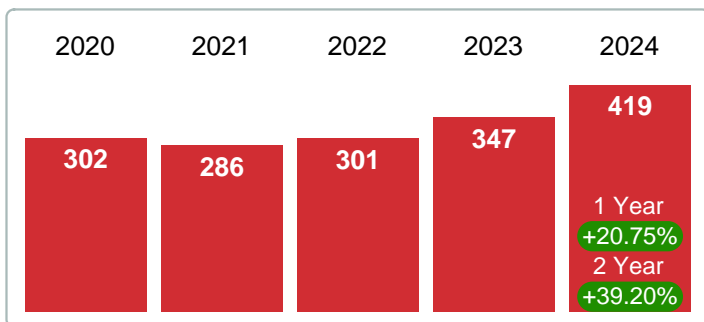
ACTIVE INVENTORY

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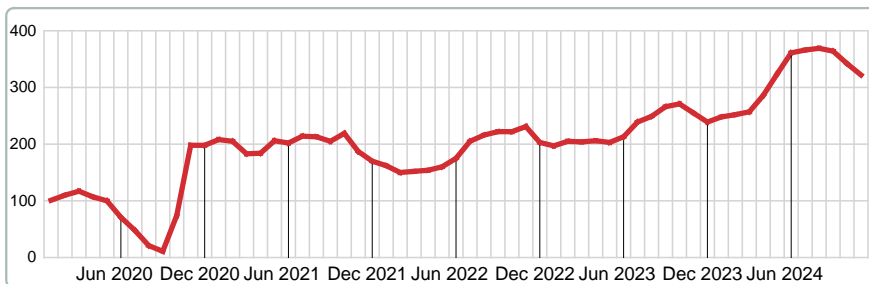
END OF NOVEMBER



ACTIVE DURING NOVEMBER

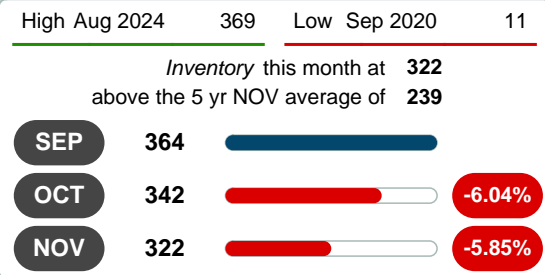


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 239



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	14	4.35%	113.9	11	1	2	0
\$75,001 - \$125,000	44	13.66%	77.0	20	22	2	0
\$125,001 - \$175,000	59	18.32%	99.1	21	31	7	0
\$175,001 - \$275,000	72	22.36%	118.5	9	52	11	0
\$275,001 - \$375,000	53	16.46%	116.2	3	33	13	4
\$375,001 - \$625,000	49	15.22%	102.0	1	28	14	6
\$625,001 and up	31	9.63%	138.8	3	13	8	7
Total Active Inventory by Units	322			68	180	57	17
Total Active Inventory by Volume	109,517,420	100%	108.1	16.46M	55.97M	23.60M	13.49M
Average Active Inventory Listing Price	\$340,116			\$242,010	\$310,931	\$414,054	\$793,653

November 2024



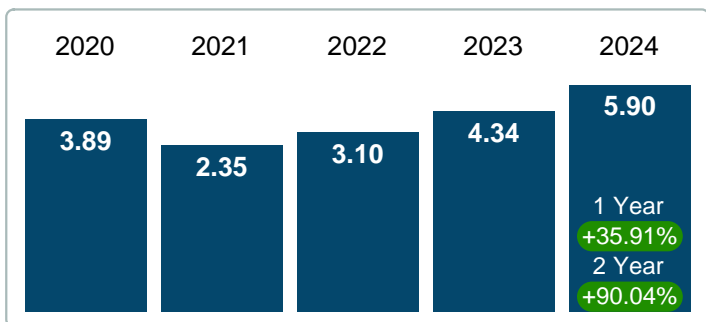
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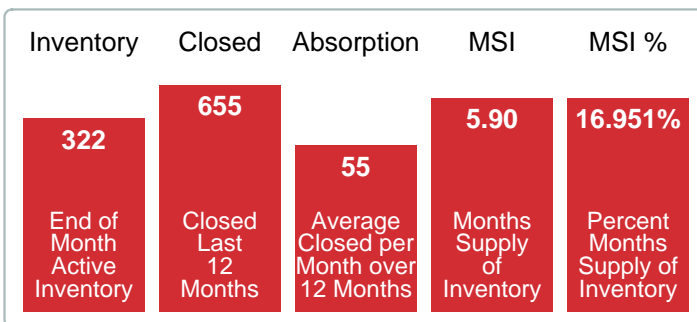
MONTHS SUPPLY of INVENTORY (MSI)

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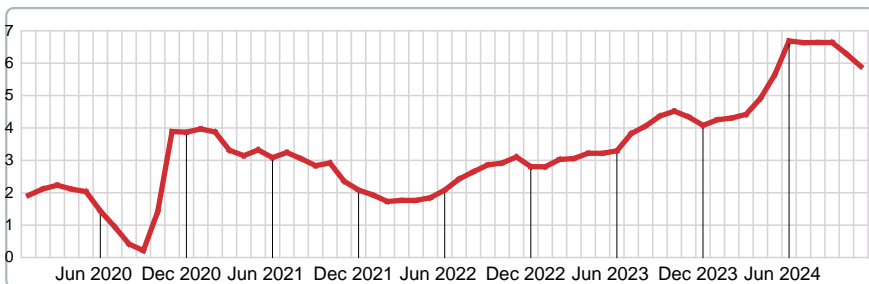
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2024

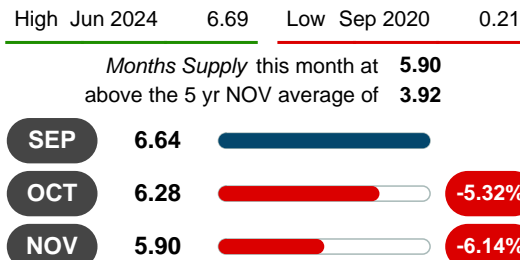


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.92



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	14	4.35%	2.18	3.07	0.41	4.80	0.00
\$75,001 - \$125,000	44	13.66%	5.13	4.62	6.14	4.00	0.00
\$125,001 - \$175,000	59	18.32%	5.71	7.64	4.83	6.00	0.00
\$175,001 - \$275,000	72	22.36%	4.85	6.35	4.88	4.26	0.00
\$275,001 - \$375,000	53	16.46%	7.23	12.00	6.60	7.43	12.00
\$375,001 - \$625,000	49	15.22%	7.74	2.40	8.84	6.22	12.00
\$625,001 and up	31	9.63%	41.33	0.00	39.00	32.00	42.00
Market Supply of Inventory (MSI)			5.90	5.33	5.70	6.39	12.75
Total Active Inventory by Units		100%	5.90	68	180	57	17

November 2024



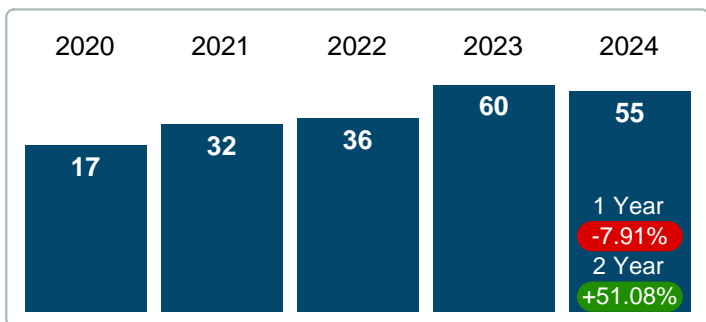
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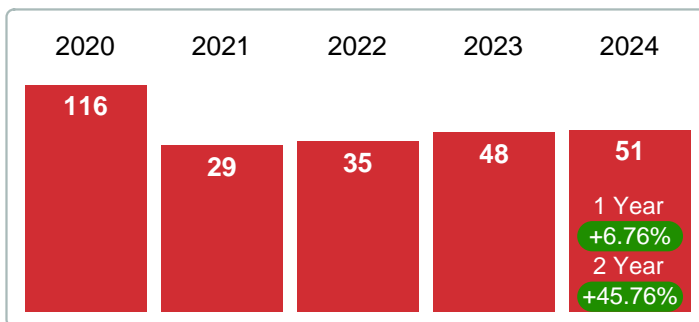
AVERAGE DAYS ON MARKET TO SALE

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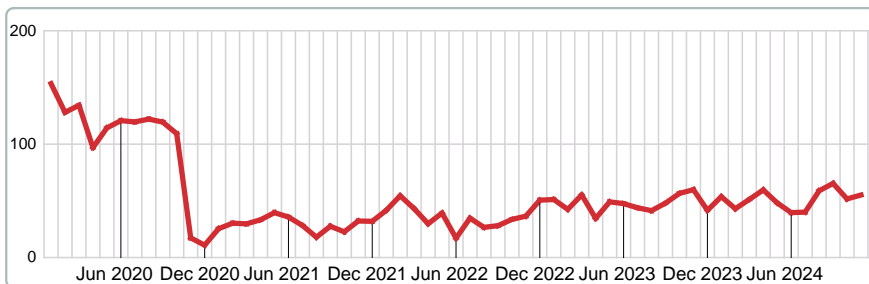
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 55 above the 5 yr NOV average of 40



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	6.52%	90	129	71	0	0
\$50,001 - \$125,000	15.22%	32	62	10	0	0
\$125,001 - \$175,000	15.22%	39	64	35	0	0
\$175,001 - \$250,000	23.91%	44	11	42	59	0
\$250,001 - \$325,000	17.39%	76	0	87	59	0
\$325,001 - \$375,000	6.52%	29	0	14	37	0
\$375,001 and up	15.22%	84	3	35	201	79
Average Closed DOM		55	56	44	83	79
Total Closed Units	100%	55	7	28	10	1
Total Closed Volume		11,338,400	1.10M	6.59M	3.12M	528.90K

November 2024



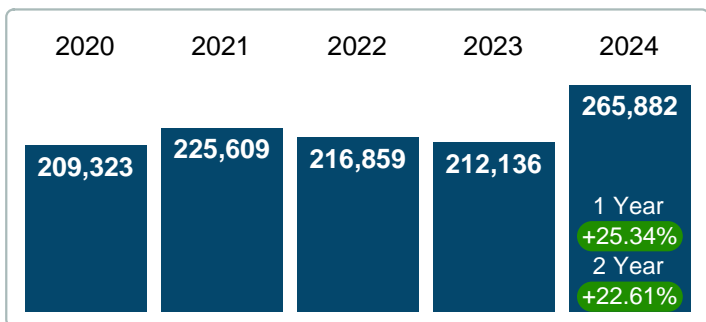
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



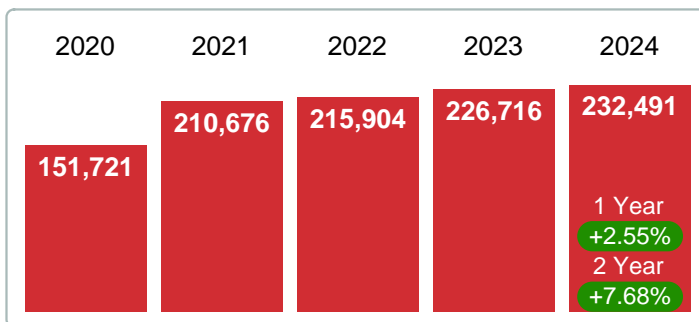
AVERAGE LIST PRICE AT CLOSING

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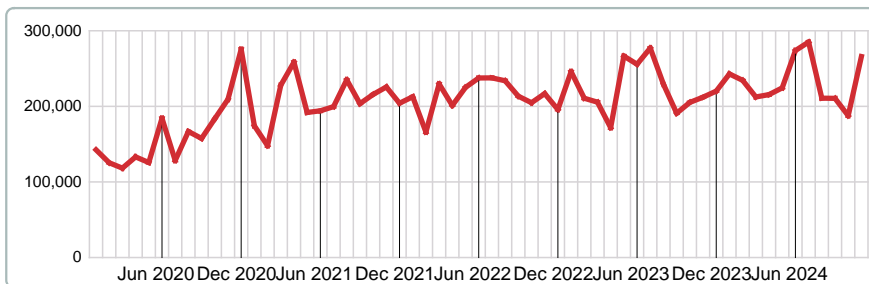
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 225,962

High Jul 2024 285,039 Low Mar 2020 118,240
 Average List Price at Closing this month at **265,882**
 above the 5 yr NOV average of **225,962**

- SEP 210,591
- OCT 187,651 (-10.89%)
- NOV 265,882 (41.69%)

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	1	2.17%	35,000	65,000	50,000	0	0
\$50,001 - \$125,000	9	19.57%	90,933	87,333	106,600	0	0
\$125,001 - \$175,000	8	17.39%	152,900	149,000	150,717	0	0
\$175,001 - \$250,000	8	17.39%	220,747	259,000	223,725	211,600	0
\$250,001 - \$325,000	8	17.39%	280,525	0	305,760	301,800	0
\$325,001 - \$375,000	5	10.87%	353,780	0	354,900	350,000	0
\$375,001 and up	7	15.22%	624,986	395,000	730,000	632,450	525,000
Average List Price			265,882	161,429	252,517	350,510	525,000
Total Closed Units		100%	265,882	7	28	10	1
Total Closed Volume			12,230,575	1.13M	7.07M	3.51M	525.00K

November 2024



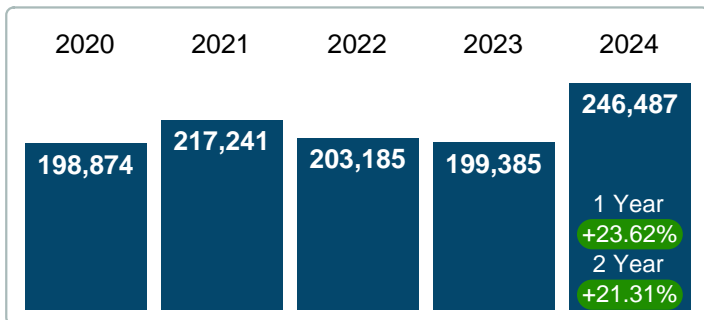
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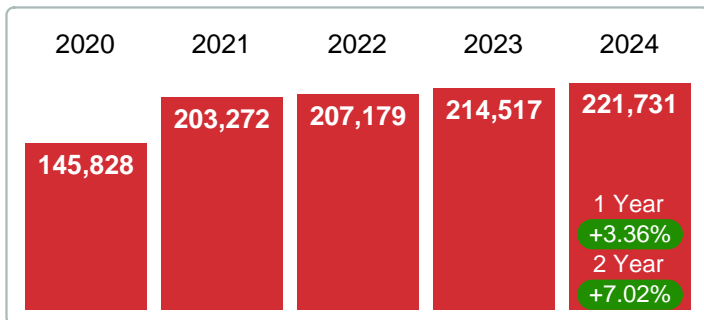
AVERAGE SOLD PRICE AT CLOSING

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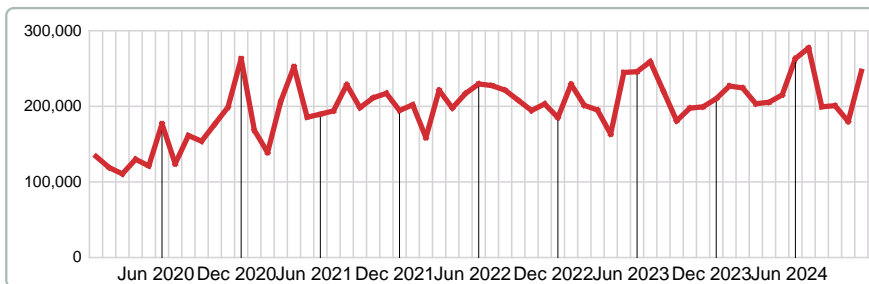
NOVEMBER



YEAR TO DATE (YTD)

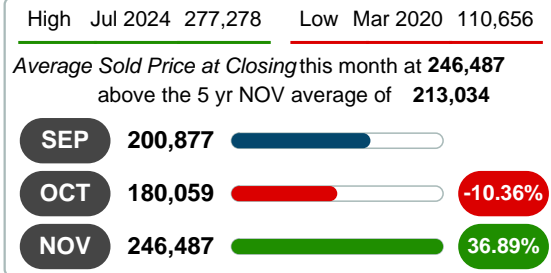


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 213,034



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	6.52%	43,333	50,000	40,000	0	0
\$50,001 - \$125,000	15.22%	92,286	84,000	98,500	0	0
\$125,001 - \$175,000	15.22%	145,900	149,000	145,383	0	0
\$175,001 - \$250,000	23.91%	213,836	249,000	215,986	197,100	0
\$250,001 - \$325,000	17.39%	288,250	0	291,800	282,333	0
\$325,001 - \$375,000	6.52%	350,667	0	352,000	350,000	0
\$375,001 and up	15.22%	547,271	395,000	641,667	491,000	528,900
Average Sold Price		246,487	156,429	235,507	312,030	528,900
Total Closed Units	100%	246,487	7	28	10	1
Total Closed Volume		11,338,400	1.10M	6.59M	3.12M	528.90K

November 2024



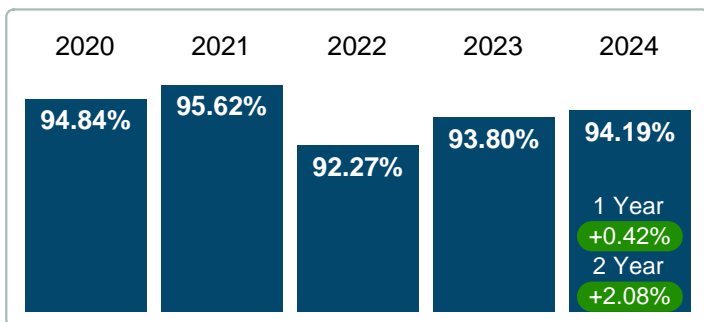
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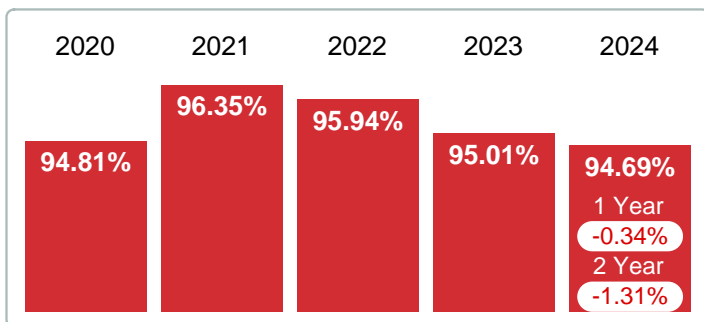
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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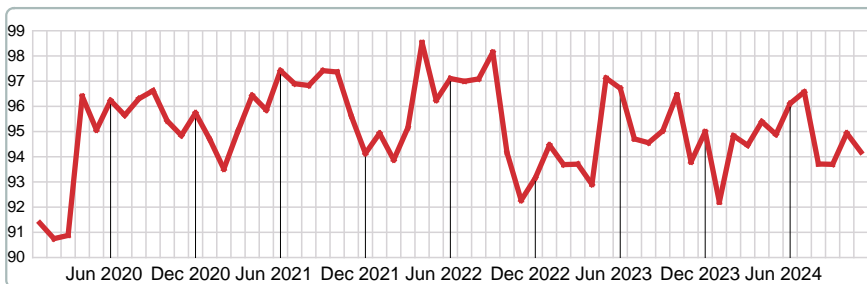
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

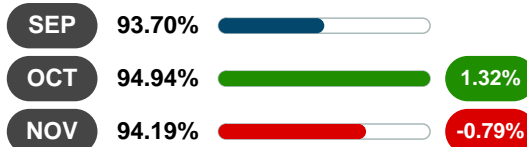


3 MONTHS

5 year NOV AVG = 94.14%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **94.19%** equal to 5 yr NOV average of **94.14%**



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	6.52%	79.85%	76.92%	81.32%	0.00%	0.00%
\$50,001 - \$125,000	7	15.22%	94.86%	97.33%	93.01%	0.00%	0.00%
\$125,001 - \$175,000	7	15.22%	97.00%	100.00%	96.50%	0.00%	0.00%
\$175,001 - \$250,000	11	23.91%	95.92%	96.14%	96.51%	94.48%	0.00%
\$250,001 - \$325,000	8	17.39%	95.01%	0.00%	95.87%	93.59%	0.00%
\$325,001 - \$375,000	3	6.52%	99.73%	0.00%	99.18%	100.00%	0.00%
\$375,001 and up	7	15.22%	90.79%	100.00%	89.98%	82.44%	100.74%
Average Sold/List Ratio		94.20%		95.01%	94.20%	92.91%	100.74%
Total Closed Units		46	100%	7	28	10	1
Total Closed Volume		11,338,400		1.10M	6.59M	3.12M	528.90K

November 2024



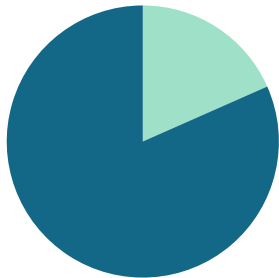
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



MARKET SUMMARY

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

INVENTORY

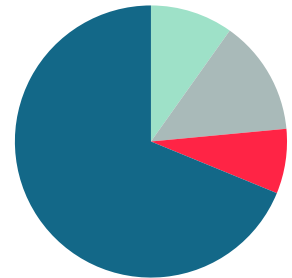


Inventory
 New Listings
77 = 18.38%
 Start Inventory
342
 Total Inventory Units
419
 Volume
\$133,164,399

Market Activity

Closed Sales
46 = 9.83%
 Pending Sales
64 = 13.68%
 Other Off Market
36 = 7.69%
 Active Inventory
322 = 68.80%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	44	46	4.55%	652	604	-7.36%
Pending Sales	61	64	4.92%	660	635	-3.79%
New Listings	76	77	1.32%	984	1,130	14.84%
Average List Price	212,136	265,882	25.34%	226,716	232,491	2.55%
Average Sale Price	199,385	246,487	23.62%	214,517	221,731	3.36%
Average Percent of Selling Price to List Price	93.80%	94.19%	0.42%	95.01%	94.69%	-0.34%
Average Days on Market to Sale	59.86	55.13	-7.91%	48.11	51.37	6.76%
Monthly Inventory	255	322	26.27%	255	322	26.27%
Months Supply of Inventory	4.34	5.90	35.91%	4.34	5.90	35.91%

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

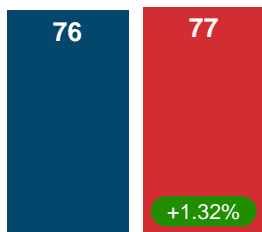
Inventory on November 30, 2024 = **322**

2023 **2024**

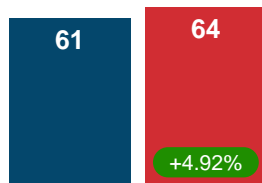
NOVEMBER MARKET

AVERAGE PRICES

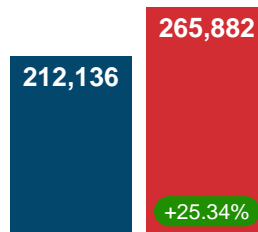
New Listings



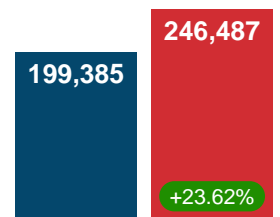
Pending Listings



List Price



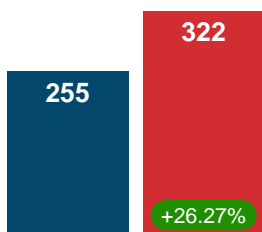
Sale Price



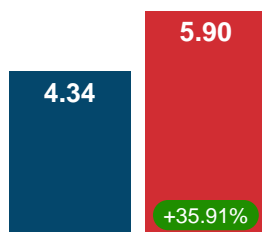
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

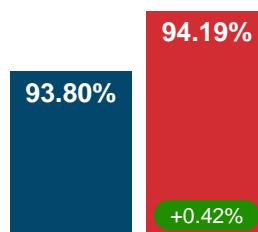
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

