

# December 2024



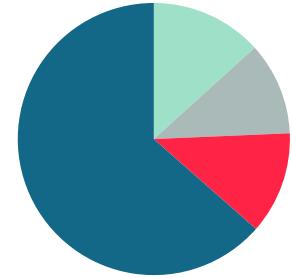
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 13, 2025 for MLS Technology Inc.

Compared Metrics	December		
	2023	2024	+/-%
Closed Listings	51	59	15.69%
Pending Listings	44	49	11.36%
New Listings	54	63	16.67%
Average List Price	220,179	223,553	1.53%
Average Sale Price	210,112	213,642	1.68%
Average Percent of Selling Price to List Price	94.99%	95.43%	0.46%
Average Days on Market to Sale	41.65	56.14	34.79%
End of Month Inventory	239	282	17.99%
Months Supply of Inventory	4.08	5.10	24.92%



- Closed (13.29%)
- Pending (11.04%)
- Other OffMarket (12.16%)
- Active (63.51%)

**Absorption:** Last 12 months, an Average of **55** Sales/Month  
**Active Inventory** as of December 31, 2024 = **282**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2024 rose **17.99%** to 282 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 **5.10** 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 **1.68%** in December 2024 to \$213,642 versus the previous year at \$210,112.

#### Average Days on Market Lengthens

The average number of **56.14** days that homes spent on the market before selling increased by 14.49 days or **34.79%** in December 2024 compared to last year's same month at **41.65** DOM.

#### Sales Success for December 2024 is Positive

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

There were 63 New Listings in December 2024, up **16.67%** from last year at 54. Furthermore, there were 59 Closed Listings this month versus last year at 51, a **15.69%** increase.

Closed versus Listed trends yielded a **93.7%** ratio, down from previous year's, December 2023, at **94.4%**, a **0.84%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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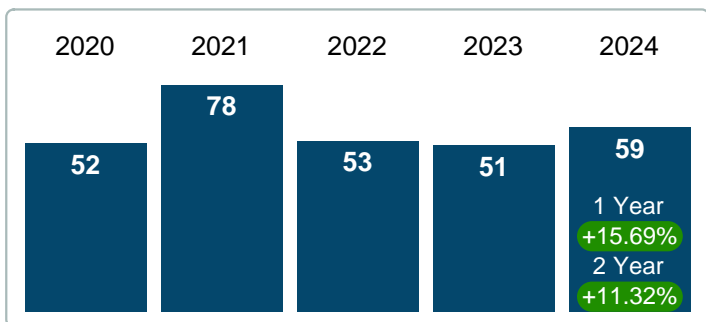
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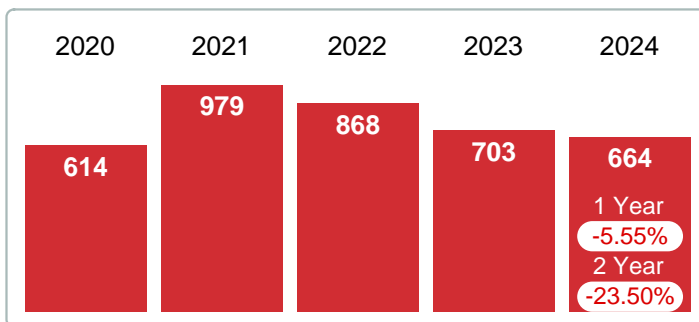
## CLOSED LISTINGS

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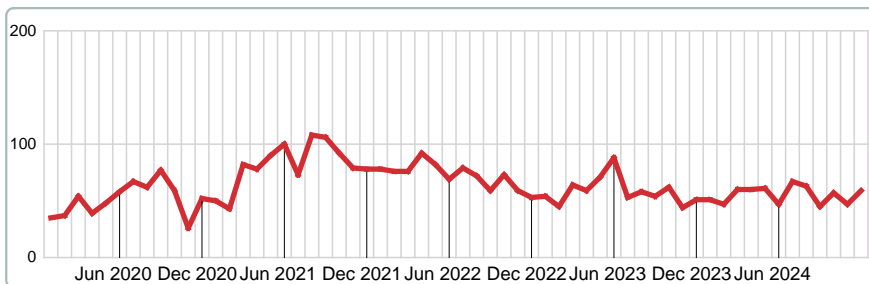
### DECEMBER



### YEAR TO DATE (YTD)

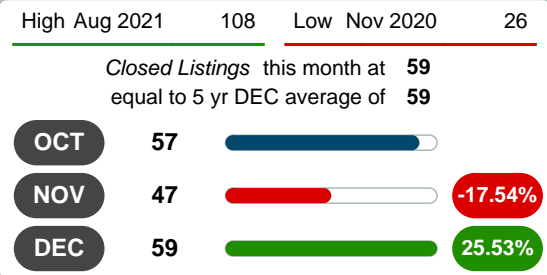


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 59



### 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	5	8.47%	53.8	5	0	0	0
\$50,001 - \$100,000	9	15.25%	45.6	5	3	0	1
\$100,001 - \$125,000	4	6.78%	26.3	2	1	1	0
\$125,001 - \$200,000	17	28.81%	36.8	3	13	1	0
\$200,001 - \$275,000	10	16.95%	93.9	1	9	0	0
\$275,001 - \$475,000	8	13.56%	57.3	2	5	0	1
\$475,001 and up	6	10.17%	84.3	0	2	3	1
<b>Total Closed Units</b>	<b>59</b>			<b>18</b>	<b>33</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>12,604,900</b>	<b>100%</b>	<b>56.1</b>	<b>2.08M</b>	<b>7.70M</b>	<b>1.84M</b>	<b>980.00K</b>
<b>Average Closed Price</b>	<b>\$213,642</b>			<b>\$115,611</b>	<b>\$233,482</b>	<b>\$367,800</b>	<b>\$326,667</b>

# December 2024



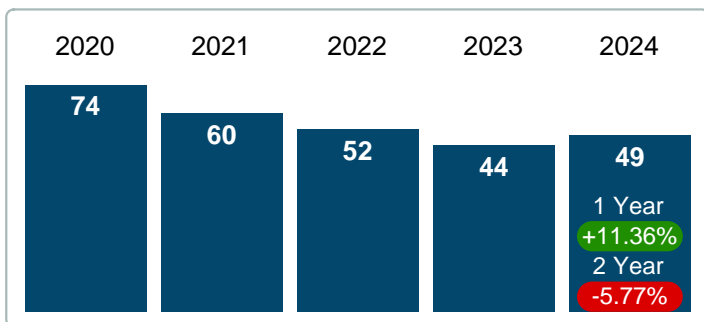
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



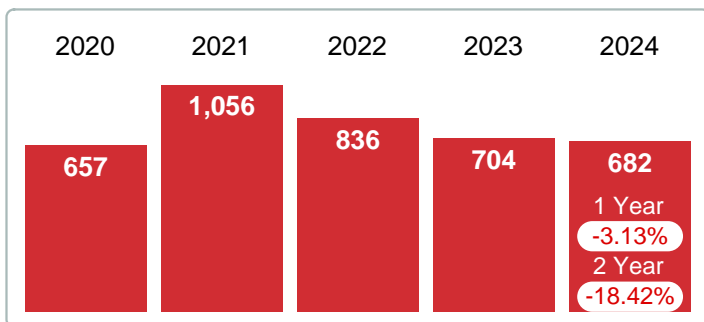
## PENDING LISTINGS

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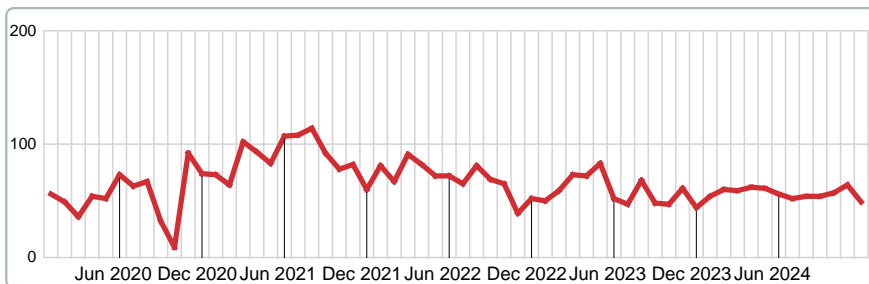
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

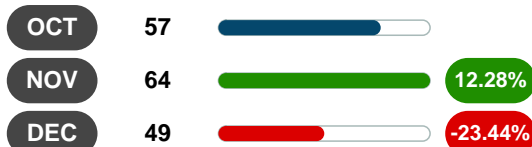


### 3 MONTHS

5 year DEC AVG = 56

High Aug 2021 114 Low Oct 2020 9

Pending Listings this month at 49  
below the 5 yr DEC average of 56



### 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	5	10.20%	113.6	4	0	1	0
\$75,001 - \$100,000	4	8.16%	20.8	4	0	0	0
\$100,001 - \$150,000	8	16.33%	82.8	3	3	2	0
\$150,001 - \$225,000	11	22.45%	98.8	3	5	3	0
\$225,001 - \$300,000	9	18.37%	103.9	0	7	2	0
\$300,001 - \$525,000	7	14.29%	92.4	0	5	2	0
\$525,001 and up	5	10.20%	101.0	0	3	2	0
<b>Total Pending Units</b>	<b>49</b>			<b>14</b>	<b>23</b>	<b>12</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,649,399</b>	<b>100%</b>	<b>67.0</b>	<b>1.43M</b>	<b>7.42M</b>	<b>4.80M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$216,583</b>			<b>\$101,943</b>	<b>\$322,761</b>	<b>\$399,892</b>	<b>\$0</b>

# December 2024



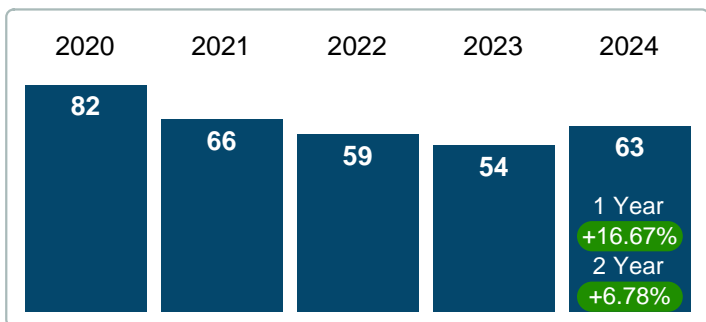
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



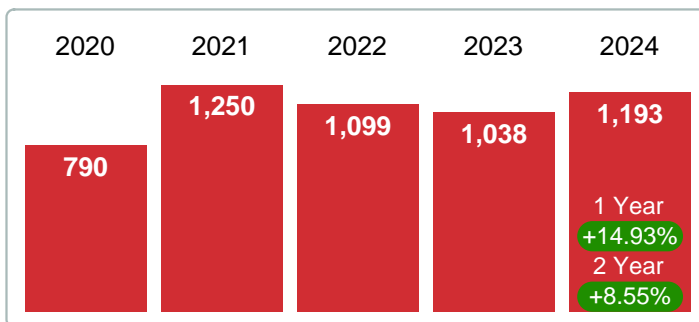
## NEW LISTINGS

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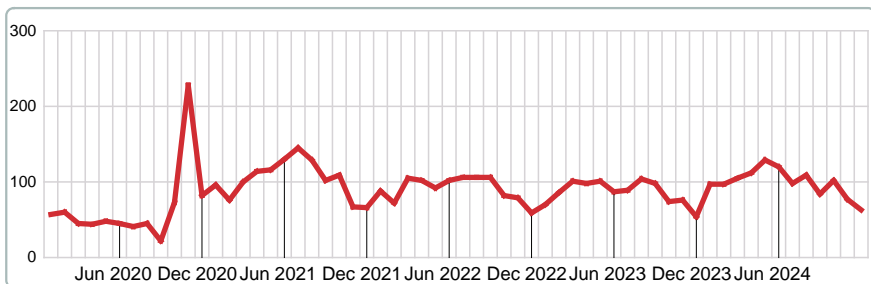
### DECEMBER



### YEAR TO DATE (YTD)

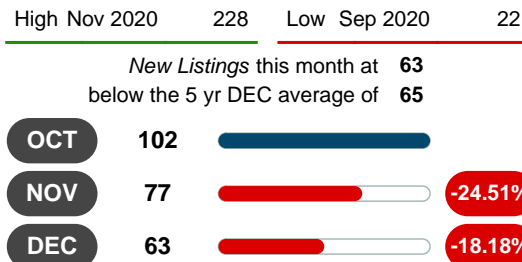


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 65



### 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	6	9.52%	4				2				0				0			
\$75,001 - \$125,000	8	12.70%	5				2				1				0			
\$125,001 - \$175,000	12	19.05%	3				6				2				1			
\$175,001 - \$275,000	12	19.05%	2				9				1				0			
\$275,001 - \$425,000	11	17.46%	0				5				6				0			
\$425,001 - \$750,000	8	12.70%	1				5				2				0			
\$750,001 and up	6	9.52%	0				1				3				2			
<b>Total New Listed Units</b>	<b>63</b>		<b>15</b>				<b>30</b>				<b>15</b>				<b>3</b>			
<b>Total New Listed Volume</b>	<b>22,009,500</b>		<b>2.26M</b>				<b>8.46M</b>				<b>9.29M</b>				<b>2.01M</b>			
<b>Average New Listed Listing Price</b>	<b>\$540,000</b>		<b>\$150,460</b>				<b>\$282,060</b>				<b>\$619,053</b>				<b>\$668,333</b>			

# December 2024



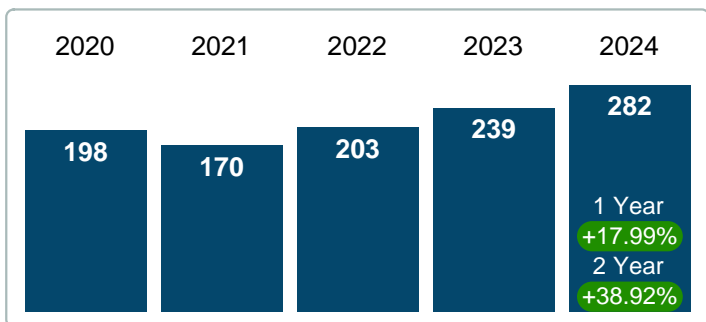
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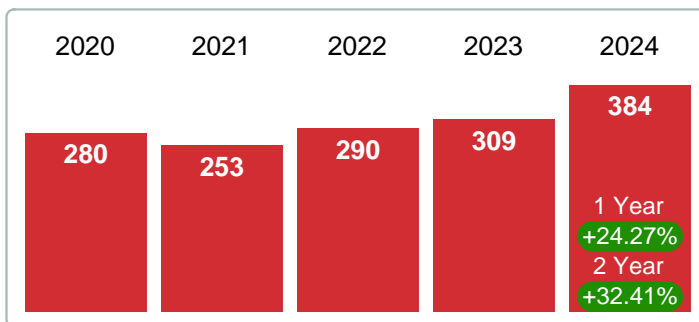
## ACTIVE INVENTORY

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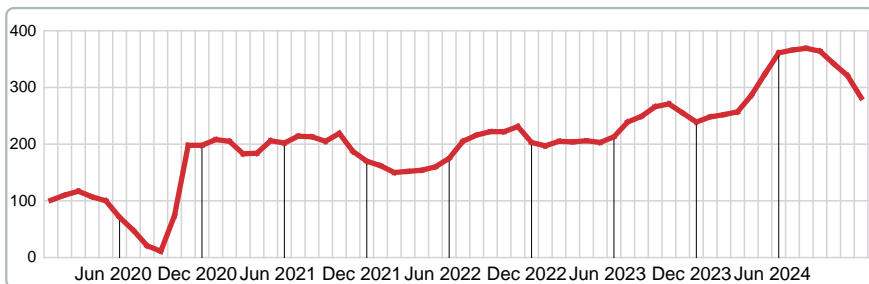
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 218

High Aug 2024 369 Low Sep 2020 11

Inventory this month at **282**  
above the 5 yr DEC average of **218**

- OCT** 342
- NOV** 321 -6.14%
- DEC** 282 -12.15%

### 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	4.96%	94.4	10	3	1	0
\$75,001 - \$125,000	41	14.54%	100.8	17	22	2	0
\$125,001 - \$175,000	47	16.67%	89.8	14	27	5	1
\$175,001 - \$300,000	74	26.24%	123.9	7	52	14	1
\$300,001 - \$400,000	42	14.89%	115.6	2	27	10	3
\$400,001 - \$625,000	36	12.77%	105.2	0	19	12	5
\$625,001 and up	28	9.93%	105.9	4	10	9	5
<b>Total Active Inventory by Units</b>	<b>282</b>			<b>54</b>	<b>160</b>	<b>53</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>96,218,323</b>	<b>100%</b>	<b>108.0</b>	<b>14.65M</b>	<b>48.12M</b>	<b>23.52M</b>	<b>9.93M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$341,200</b>			<b>\$271,233</b>	<b>\$300,770</b>	<b>\$443,798</b>	<b>\$661,813</b>

# December 2024



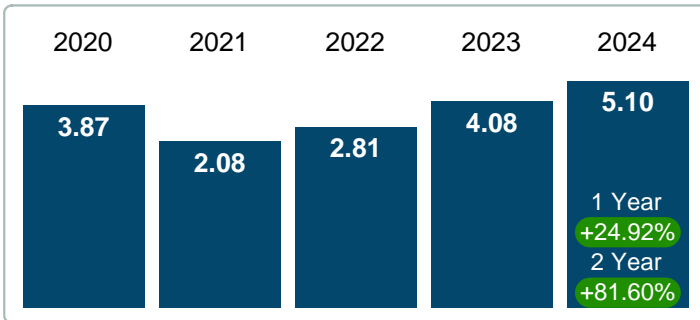
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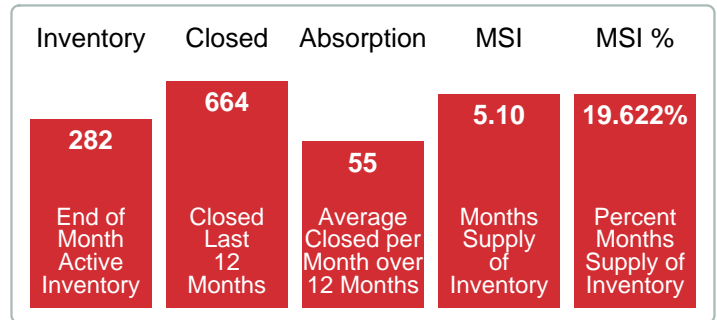
## MONTHS SUPPLY of INVENTORY (MSI)

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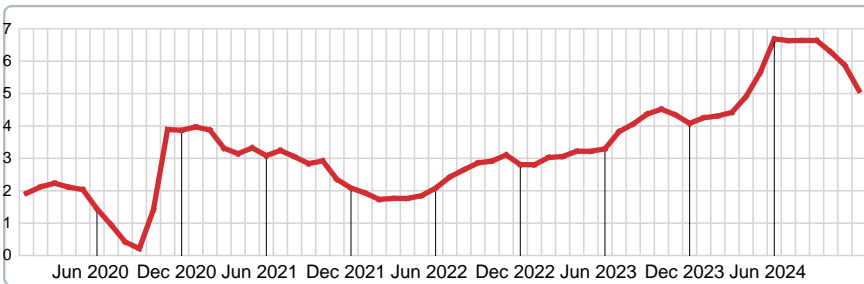
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2024

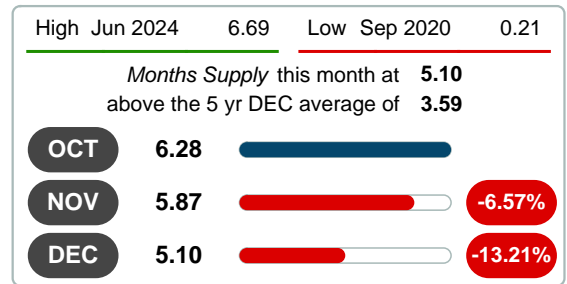


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.59



### 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	4.96%	2.18	2.79	1.24	2.40	0.00
\$75,001 - \$125,000	41	14.54%	4.60	3.85	6.00	3.43	0.00
\$125,001 - \$175,000	47	16.67%	4.51	4.94	4.15	4.62	0.00
\$175,001 - \$300,000	74	26.24%	4.21	5.25	4.05	4.42	4.00
\$300,001 - \$400,000	42	14.89%	7.20	4.00	7.53	7.06	9.00
\$400,001 - \$625,000	36	12.77%	6.65	0.00	6.91	6.00	10.00
\$625,001 and up	28	9.93%	37.33	0.00	30.00	36.00	30.00
Market Supply of Inventory (MSI)			5.10	4.21	4.99	5.94	10.00
Total Active Inventory by Units		100%	5.10	54	160	53	15

# December 2024



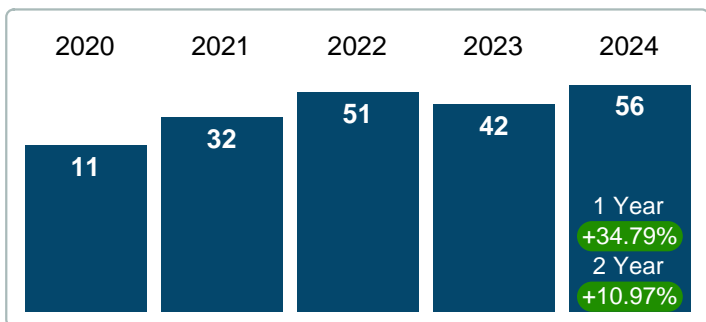
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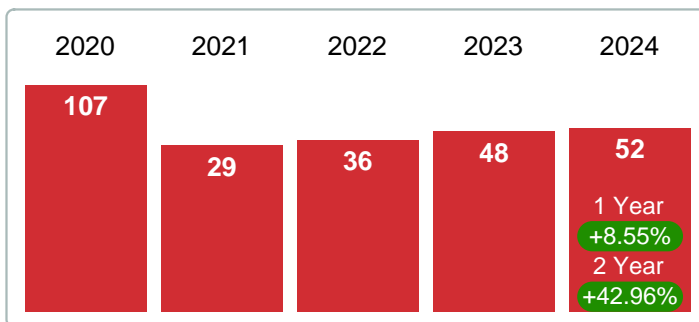
## AVERAGE DAYS ON MARKET TO SALE

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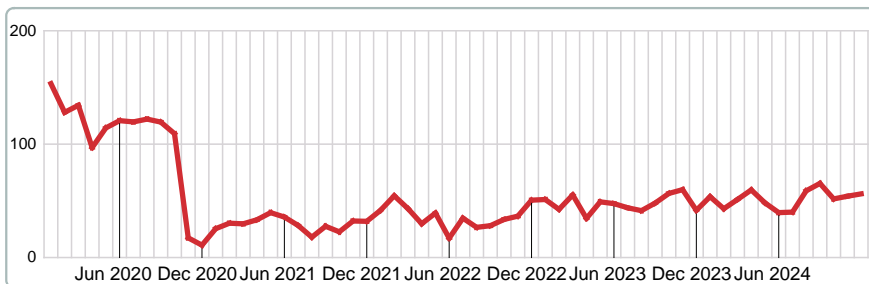
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

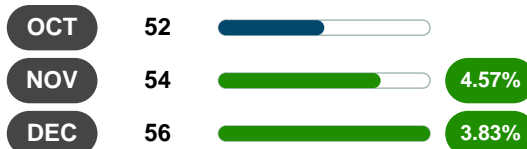


### 3 MONTHS

5 year DEC AVG = 38

High Jan 2020 153 Low Dec 2020 11

Average Days on Market to Sale this month at 56 above the 5 yr DEC average of 38



### 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	8.47%	54	54	0	0	0
\$50,001 - \$100,000	15.25%	46	62	10	0	69
\$100,001 - \$125,000	6.78%	26	27	39	12	0
\$125,001 - \$200,000	28.81%	37	38	39	6	0
\$200,001 - \$275,000	16.95%	94	3	104	0	0
\$275,001 - \$475,000	13.56%	57	22	50	0	166
\$475,001 and up	10.17%	84	0	9	114	145
<b>Average Closed DOM</b>		<b>56</b>	<b>44</b>	<b>54</b>	<b>72</b>	<b>127</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>56</b>	<b>18</b>	<b>33</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>12,604,900</b>	<b>2.08M</b>	<b>7.70M</b>	<b>1.84M</b>	<b>980.00K</b>

# December 2024



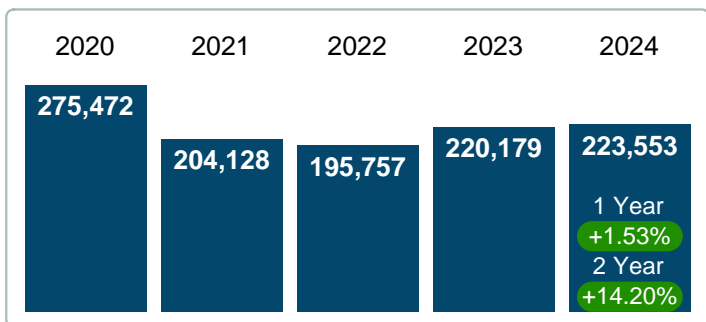
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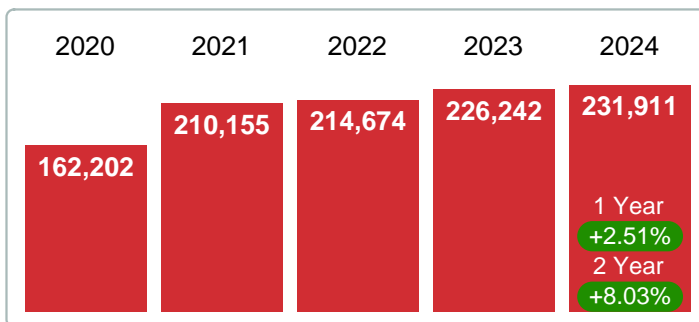
## AVERAGE LIST PRICE AT CLOSING

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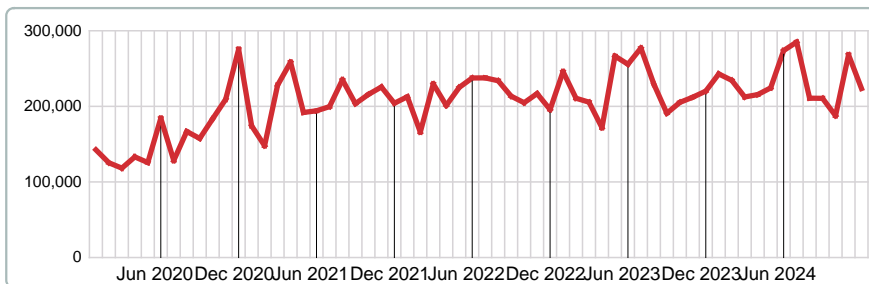
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 223,818

High Jul 2024 285,039 Low Mar 2020 118,240  
Average List Price at Closing this month at **223,553**  
below the 5 yr DEC average of **223,818**

OCT	187,651	<div style="width: 80%;"></div>
NOV	268,204	<div style="width: 100%;"></div> 42.93%
DEC	223,553	<div style="width: 100%;"></div> -16.65%

### 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 <b>5</b>	8.47%	31,890	31,890	0	0	0
\$50,001 - \$100,000 <b>7</b>	11.86%	75,229	78,380	79,900	0	115,000
\$100,001 - \$125,000 <b>5</b>	8.47%	113,800	115,000	126,000	119,000	0
\$125,001 - \$200,000 <b>15</b>	25.42%	160,947	148,333	175,246	199,000	0
\$200,001 - \$275,000 <b>13</b>	22.03%	234,638	205,000	245,700	0	0
\$275,001 - \$475,000 <b>8</b>	13.56%	357,975	357,000	351,960	0	390,000
\$475,001 and up <b>6</b>	10.17%	601,050	0	719,950	549,133	519,000
Average List Price		223,553	119,186	244,088	393,080	341,333
Total Closed Units		59	18	33	5	3
Total Closed Volume		13,189,649	2.15M	8.05M	1.97M	1.02M



# December 2024



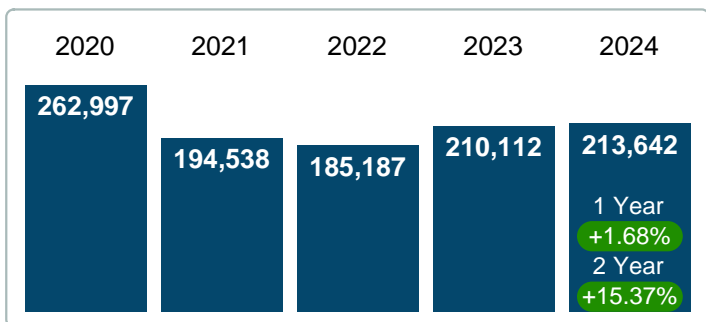
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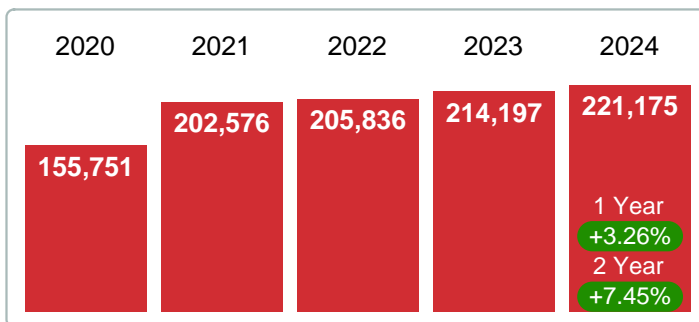
## AVERAGE SOLD PRICE AT CLOSING

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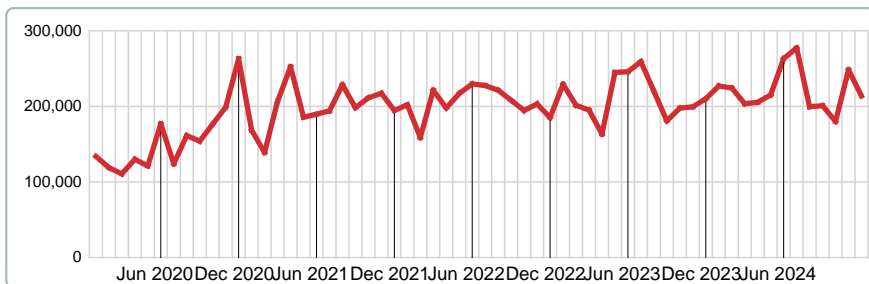
### DECEMBER



### YEAR TO DATE (YTD)

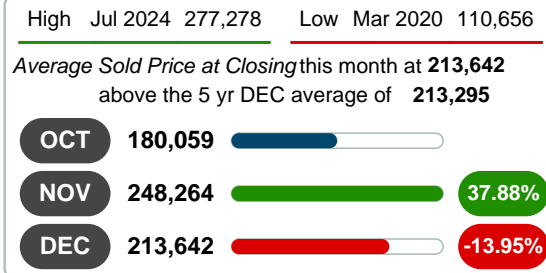


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 213,295



### 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	5	8.47%	28,200	28,200	0	0	0
\$50,001 - \$100,000	9	15.25%	79,433	74,500	80,800	0	100,000
\$100,001 - \$125,000	4	6.78%	113,250	113,000	120,000	107,000	0
\$125,001 - \$200,000	17	28.81%	163,053	142,500	165,338	195,000	0
\$200,001 - \$275,000	10	16.95%	236,810	205,000	240,344	0	0
\$275,001 - \$475,000	8	13.56%	347,375	354,500	338,000	0	380,000
\$475,001 and up	6	10.17%	562,833	0	670,000	512,333	500,000
<b>Average Sold Price</b>			<b>213,642</b>	<b>115,611</b>	<b>233,482</b>	<b>367,800</b>	<b>326,667</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>213,642</b>	<b>18</b>	<b>33</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>12,604,900</b>	<b>2.08M</b>	<b>7.70M</b>	<b>1.84M</b>	<b>980.00K</b>

# December 2024



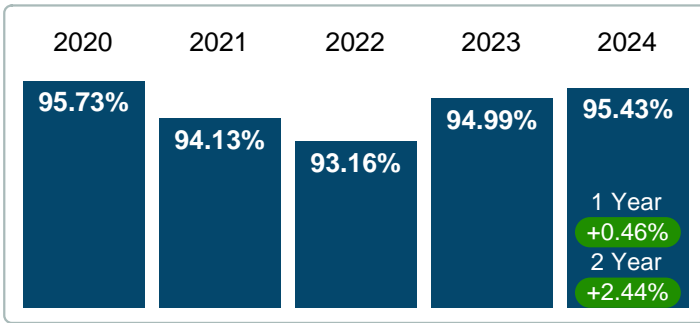
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



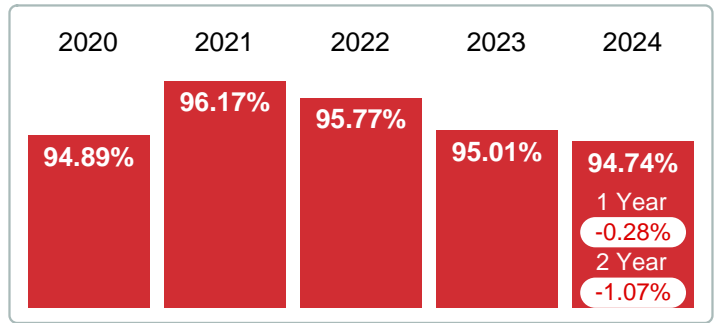
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 13, 2025 for MLS Technology Inc.

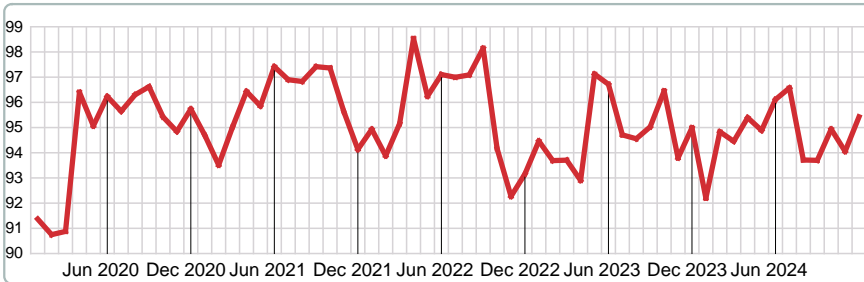
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

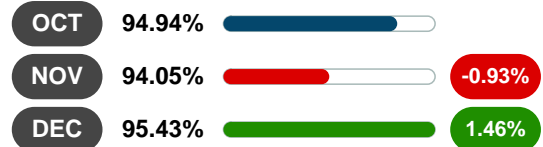


### 3 MONTHS

5 year DEC AVG = 94.69%

High Apr 2022 98.53% Low Feb 2020 90.75%

Average Sold/List Ratio this month at **95.43%** equal to 5 yr DEC average of **94.69%**



### 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	5	8.47%	88.67%	88.67%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	9	15.25%	96.12%	94.97%	101.09%	0.00%	86.96%
\$100,001 - \$125,000	4	6.78%	95.49%	98.40%	95.24%	89.92%	0.00%
\$125,001 - \$200,000	17	28.81%	94.96%	96.28%	94.42%	97.99%	0.00%
\$200,001 - \$275,000	10	16.95%	98.21%	100.00%	98.01%	0.00%	0.00%
\$275,001 - \$475,000	8	13.56%	97.20%	99.36%	96.29%	0.00%	97.44%
\$475,001 and up	6	10.17%	94.30%	0.00%	94.45%	93.51%	96.34%
Average Sold/List Ratio		95.40%		94.59%	96.32%	93.69%	93.58%
Total Closed Units		59	100%	18	33	5	3
Total Closed Volume		12,604,900		2.08M	7.70M	1.84M	980.00K

# December 2024



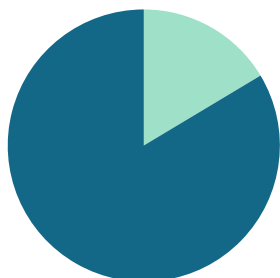
Area Delimited by Counties Carter, Love, Murray - Residential Property Type



## MARKET SUMMARY

Report produced on Jan 13, 2025 for MLS Technology Inc.

### INVENTORY

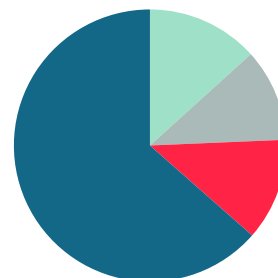


**Inventory**  
 New Listings  
**63 = 16.41%**  
 Start Inventory  
**321**  
 Total Inventory Units  
**384**  
 Volume  
**\$131,021,270**

### Market Activity

Closed Sales  
**59 = 13.29%**  
 Pending Sales  
**49 = 11.04%**  
 Other Off Market  
**54 = 12.16%**  
 Active Inventory  
**282 = 63.51%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	51	59	15.69%	703	664	-5.55%
Pending Sales	44	49	11.36%	704	682	-3.13%
New Listings	54	63	16.67%	1,038	1,193	14.93%
Average List Price	220,179	223,553	1.53%	226,242	231,911	2.51%
Average Sale Price	210,112	213,642	1.68%	214,197	221,175	3.26%
Average Percent of Selling Price to List Price	94.99%	95.43%	0.46%	95.01%	94.74%	-0.28%
Average Days on Market to Sale	41.65	56.14	34.79%	47.64	51.72	8.55%
Monthly Inventory	239	282	17.99%	239	282	17.99%
Months Supply of Inventory	4.08	5.10	24.92%	4.08	5.10	24.92%

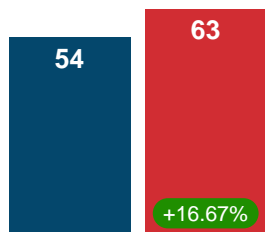
**Absorption:** Last 12 months, an Average of **55** Sales/Month

**Inventory** on December 31, 2024 = **282** 2023 2024

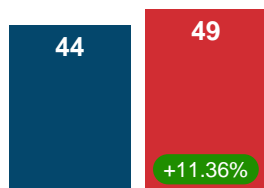
### DECEMBER MARKET

### AVERAGE PRICES

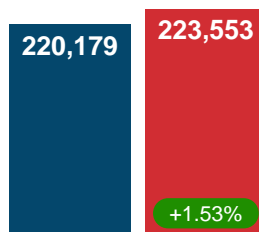
#### New Listings



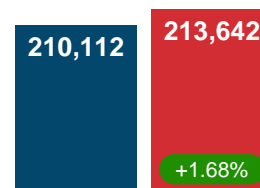
#### Pending Listings



#### List Price



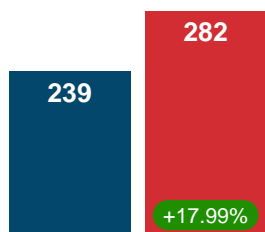
#### Sale Price



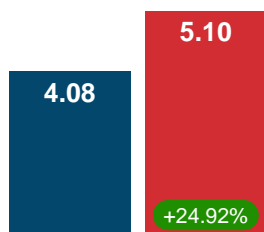
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

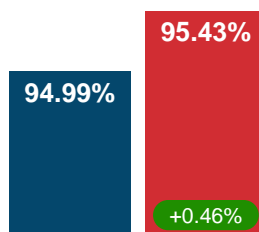
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

