



July 2024 Residential Sales

Date: August 12, 2024

RE: For immediate Release

The following Real Estate statistics were collected for MLSOK, Inc., for the time frame **July 1 through July 31, 2024**. Below summarizes our region's monthly sales activity. For a full review please see the following report.

Quick Facts

+1.3%	-0.0%	+ 55.2%
Change in Number of Closed Sales All Properties	Change in Number of Median Sales Price All Properties	Change in Number of Homes for Sale All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

U.S. existing-home sales fell 5.4% month-over-month and 5.4% year-over-year to a seasonally adjusted annual rate of 3.89 million units, with monthly sales down in all four regions, according to the National Association of REALTORS® (NAR). Higher mortgage rates, along with rising sales prices, have kept many prospective buyers on the sidelines, despite more home choices and less competition for those homes.

New listings increased 33.0 percent for Single Family homes and 19.7 percent for Townhouse-Condo homes. Pending Sales increased 15.6 percent for Single Family homes and 12.3 percent for Townhouse-Condo homes. Inventory increased 64.4 percent for Single Family homes and 55.0 percent for Townhouse-Condo homes.

Months' Supply of Inventory Increases



Months' Supply of Inventory increased 56.5 percent for Single Family homes and 52.6 percent for Townhouse-Condo homes.

Median Sales Price Decreases



Median Sales Price decreased 0.6 percent to \$262,500 for Single Family homes and 4.9 percent to \$150,000 for Townhouse-Condo homes.

Average Days on Market Increases



Days on Market increased 16.1 percent for Single Family and 46.2 percent for Townhouse-Condo homes.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

Local Market Update – July 2024

A FREE RESEARCH TOOL FROM MLSOK



All MLSOK

Entire MLSOK Market Area

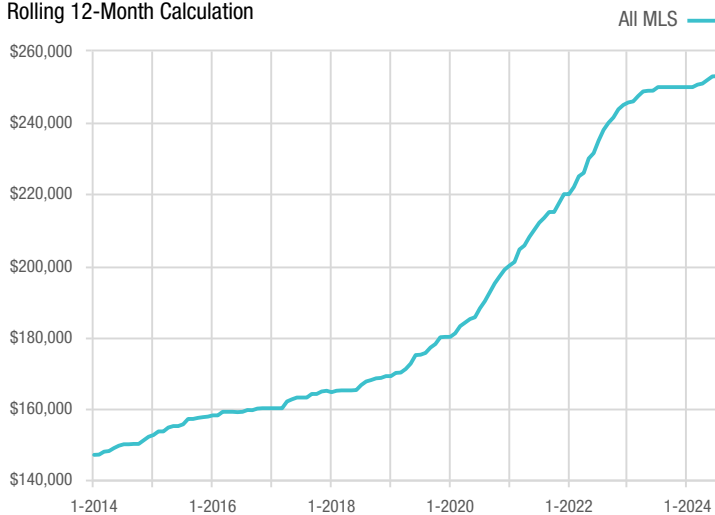
Single Family	July			Year to Date		
	2023	2024	% Change	Thru 7-2023	Thru 7-2024	% Change
New Listings	2,491	3,314	+ 33.0%	16,892	19,728	+ 16.8%
Pending Sales	2,021	2,336	+ 15.6%	14,196	14,611	+ 2.9%
Closed Sales	2,020	2,050	+ 1.5%	13,195	13,373	+ 1.3%
Days on Market Until Sale	31	36	+ 16.1%	39	44	+ 12.8%
Median Sales Price*	\$264,000	\$262,500	- 0.6%	\$253,088	\$259,000	+ 2.3%
Average Sales Price*	\$311,127	\$309,413	- 0.6%	\$297,672	\$302,486	+ 1.6%
Percent of List Price Received*	98.7%	98.3%	- 0.4%	98.5%	98.1%	- 0.4%
Inventory of Homes for Sale	4,426	6,860	+ 55.0%	—	—	—
Months Supply of Inventory	2.3	3.6	+ 56.5%	—	—	—

Townhouse-Condo	July			Year to Date		
	2023	2024	% Change	Thru 7-2023	Thru 7-2024	% Change
New Listings	61	73	+ 19.7%	474	590	+ 24.5%
Pending Sales	57	64	+ 12.3%	408	459	+ 12.5%
Closed Sales	63	61	- 3.2%	388	416	+ 7.2%
Days on Market Until Sale	26	38	+ 46.2%	29	31	+ 6.9%
Median Sales Price*	\$157,700	\$150,000	- 4.9%	\$170,000	\$157,500	- 7.4%
Average Sales Price*	\$220,422	\$173,715	- 21.2%	\$210,907	\$198,716	- 5.8%
Percent of List Price Received*	97.5%	96.2%	- 1.3%	97.8%	97.4%	- 0.4%
Inventory of Homes for Sale	101	166	+ 64.4%	—	—	—
Months Supply of Inventory	1.9	2.9	+ 52.6%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

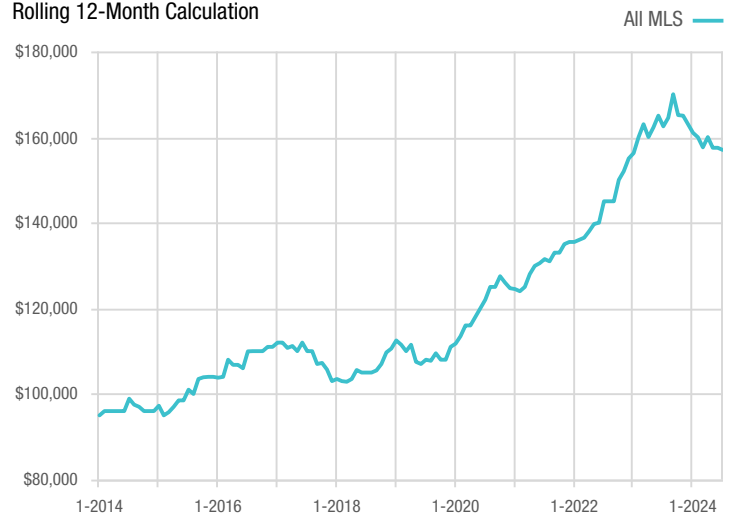
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Monthly Indicators



July 2024

U.S. existing home sales fell 5.4% month-over-month and 5.4% year-over-year to a seasonally adjusted annual rate of 3.89 million units, with monthly sales down in all four regions, according to the National Association of REALTORS® (NAR). Higher mortgage rates, along with rising sales prices, have kept many prospective buyers on the sidelines, despite more home choices and less competition for those homes.

New Listings increased 33.0 percent for Single Family homes and 19.7 percent for Townhouse-Condo homes. Pending Sales increased 15.6 percent for Single Family homes and 12.3 percent for Townhouse-Condo homes. Inventory increased 55.0 percent for Single Family homes and 64.4 percent for Townhouse-Condo homes.

Median Sales Price decreased 0.6 percent to \$262,500 for Single Family homes and 4.9 percent to \$150,000 for Townhouse-Condo homes. Days on Market increased 16.1 percent for Single Family homes and 46.2 percent for Townhouse-Condo homes. Months Supply of Inventory increased 56.5 percent for Single Family homes and 52.6 percent for Townhouse-Condo homes.

Home prices have maintained their upward trend across much of the country, even as sales slow and inventory improves. According to NAR, the national median existing-home sales price climbed 4.1% year-over-year to \$426,900 as of last measure, an all-time high. Meanwhile, total housing inventory increased 3.1% month-over-month to 1.32 million units heading into July, the highest level since 2020, for a 4.1-month supply at the current sales pace.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	7-2023	7-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		2,491	3,314	+ 33.0%	16,892	19,728	+ 16.8%
Pending Sales		2,021	2,336	+ 15.6%	14,196	14,611	+ 2.9%
Closed Sales		2,020	2,050	+ 1.5%	13,195	13,373	+ 1.3%
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Average Sales Price		\$311,127	\$309,413	- 0.6%	\$297,672	\$302,486	+ 1.6%
Percent of List Price Received		98.7%	98.3%	- 0.4%	98.5%	98.1%	- 0.4%
Housing Affordability Index		112	112	0.0%	116	113	- 2.6%
Inventory of Homes for Sale		4,426	6,860	+ 55.0%	—	—	—
Months Supply of Inventory		2.3	3.6	+ 56.5%	—	—	—

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.



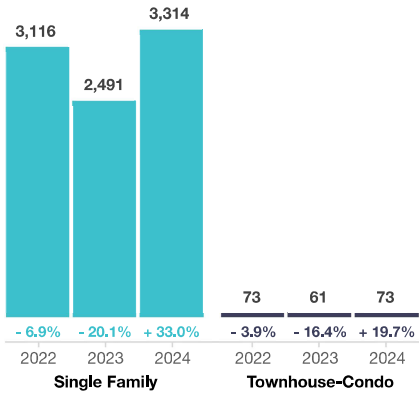
Key Metrics	Historical Sparkbars	7-2023	7-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		61	73	+ 19.7%	474	590	+ 24.5%
Pending Sales		57	64	+ 12.3%	408	459	+ 12.5%
Closed Sales		63	61	- 3.2%	388	416	+ 7.2%
Days on Market Until Sale		26	38	+ 46.2%	29	31	+ 6.9%
Median Sales Price		\$157,700	\$150,000	- 4.9%	\$170,000	\$157,500	- 7.4%
Average Sales Price		\$220,422	\$173,715	- 21.2%	\$210,907	\$198,716	- 5.8%
Percent of List Price Received		97.5%	96.2%	- 1.3%	97.8%	97.4%	- 0.4%
Housing Affordability Index		196	203	+ 3.6%	182	193	+ 6.0%
Inventory of Homes for Sale		101	166	+ 64.4%	—	—	—
Months Supply of Inventory		1.9	2.9	+ 52.6%	—	—	—

New Listings

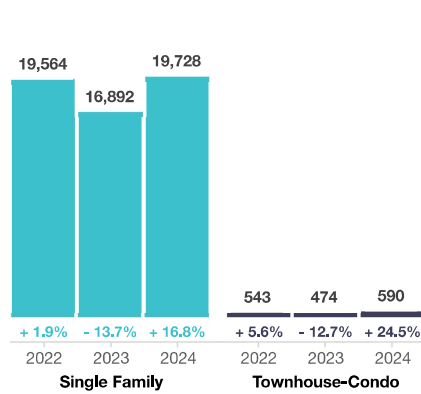
A count of the properties that have been newly listed on the market in a given month.



July

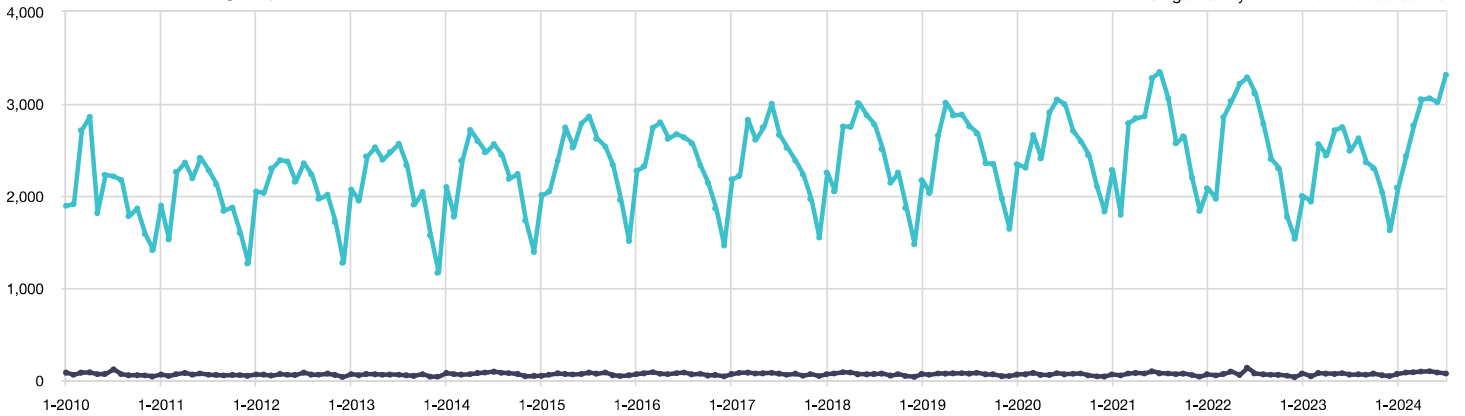


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	2,627	- 5.6%	64	0.0%
Sep-2023	2,367	- 1.4%	60	0.0%
Oct-2023	2,301	+ 0.0%	71	+ 22.4%
Nov-2023	2,039	+ 15.0%	54	+ 10.2%
Dec-2023	1,629	+ 6.2%	45	+ 32.4%
Jan-2024	2,089	+ 4.5%	69	- 6.8%
Feb-2024	2,434	+ 25.5%	84	+ 95.3%
Mar-2024	2,765	+ 7.9%	88	+ 12.8%
Apr-2024	3,049	+ 25.0%	95	+ 31.9%
May-2024	3,059	+ 12.8%	97	+ 40.6%
Jun-2024	3,018	+ 9.9%	84	+ 9.1%
Jul-2024	3,314	+ 33.0%	73	+ 19.7%
12-Month Avg	2,558	+ 10.9%	74	+ 19.4%

Historical New Listings by Month

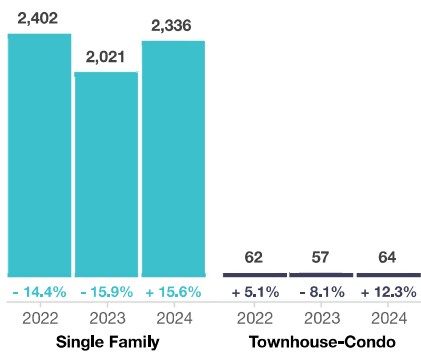


Pending Sales

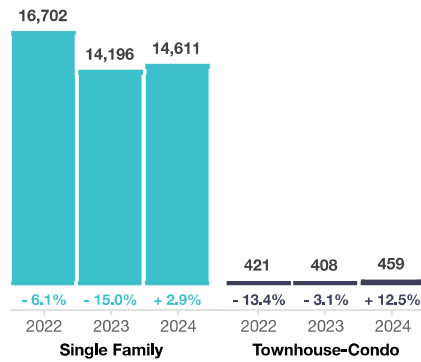
A count of the properties on which offers have been accepted in a given month.



July

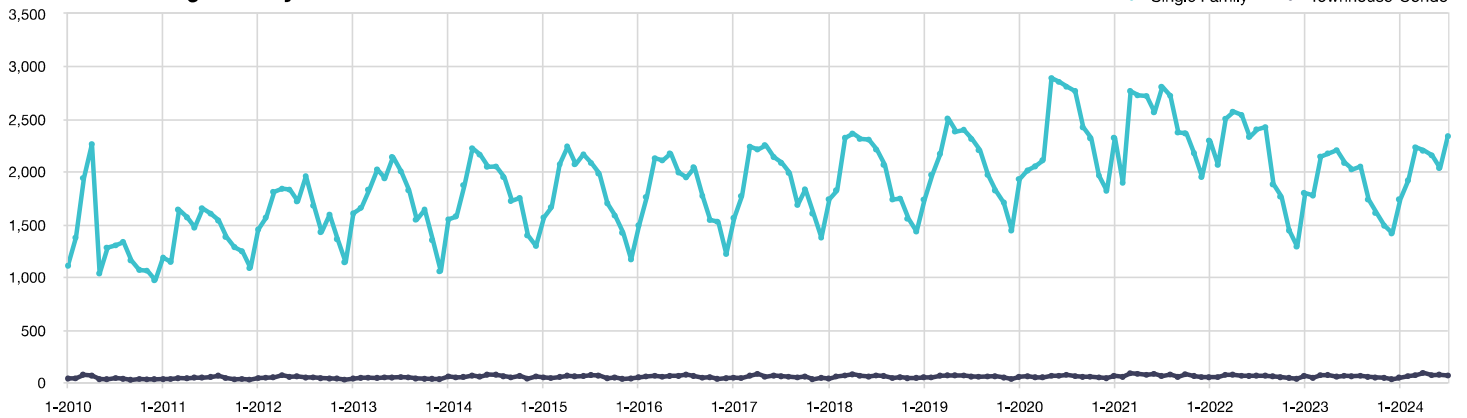


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	2,049	- 15.4%	61	- 1.6%
Sep-2023	1,736	- 7.7%	51	- 8.9%
Oct-2023	1,608	- 8.8%	45	- 6.3%
Nov-2023	1,488	+ 3.2%	42	+ 2.4%
Dec-2023	1,415	+ 9.9%	29	- 12.1%
Jan-2024	1,737	- 3.3%	44	- 26.7%
Feb-2024	1,917	+ 8.1%	58	+ 38.1%
Mar-2024	2,231	+ 4.1%	67	0.0%
Apr-2024	2,200	+ 1.2%	88	+ 29.4%
May-2024	2,155	- 2.2%	67	+ 26.4%
Jun-2024	2,035	- 2.4%	71	+ 16.4%
Jul-2024	2,336	+ 15.6%	64	+ 12.3%
12-Month Avg	1,909	- 0.4%	57	+ 5.6%

Historical Pending Sales by Month

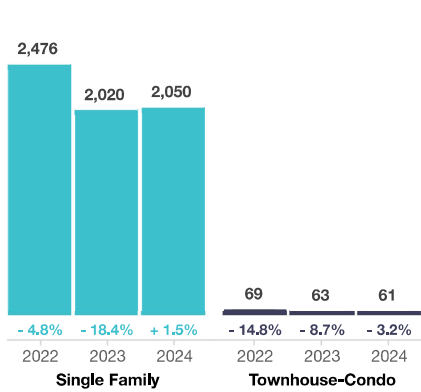


Closed Sales

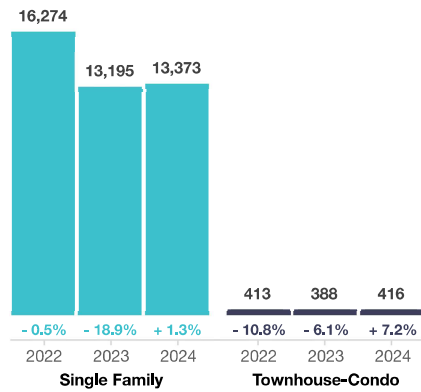
A count of the actual sales that closed in a given month.



July

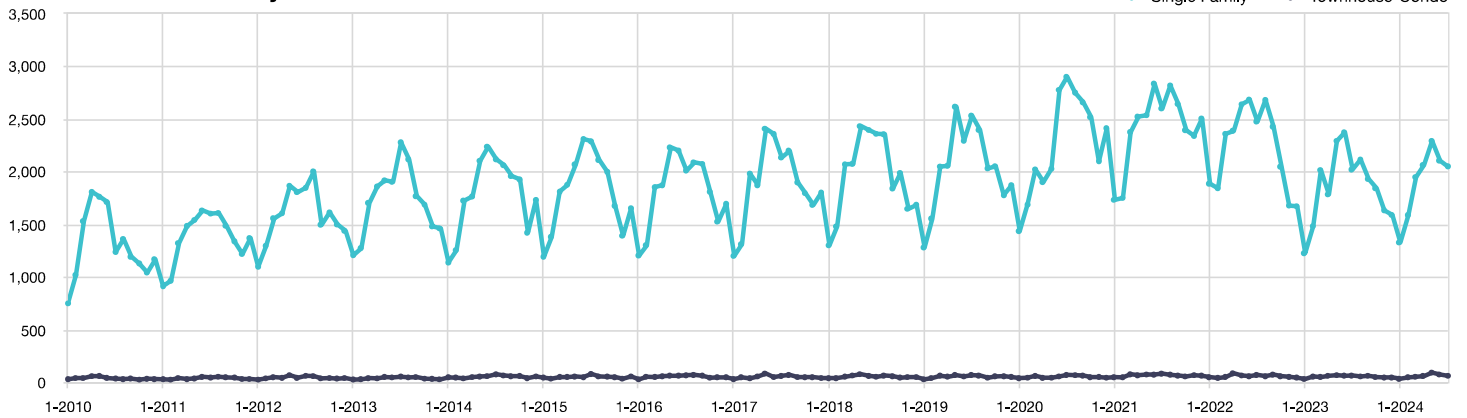


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	2,116	- 21.1%	55	- 3.5%
Sep-2023	1,930	- 20.5%	61	- 15.3%
Oct-2023	1,842	- 10.1%	49	- 14.0%
Nov-2023	1,633	- 2.7%	45	- 11.8%
Dec-2023	1,589	- 5.0%	45	+ 2.3%
Jan-2024	1,328	+ 8.3%	33	+ 6.5%
Feb-2024	1,587	+ 7.1%	47	- 13.0%
Mar-2024	1,948	- 3.4%	52	+ 4.0%
Apr-2024	2,063	+ 15.6%	59	- 3.3%
May-2024	2,292	- 0.0%	91	+ 35.8%
Jun-2024	2,105	- 11.3%	73	+ 17.7%
Jul-2024	2,050	+ 1.5%	61	- 3.2%
12-Month Avg	1,874	- 5.1%	56	0.0%

Historical Closed Sales by Month

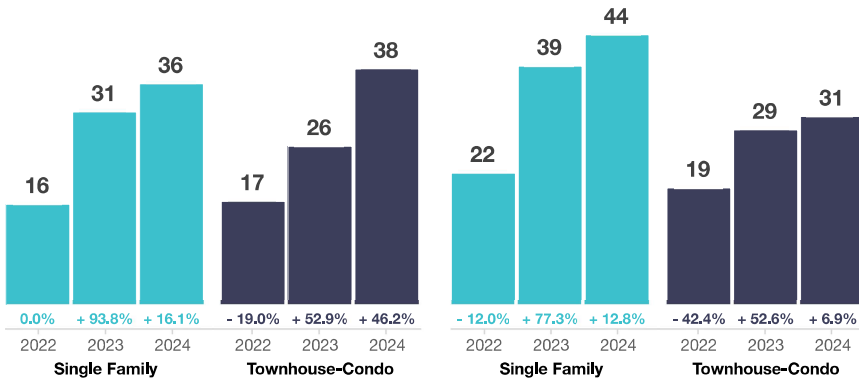


Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



July

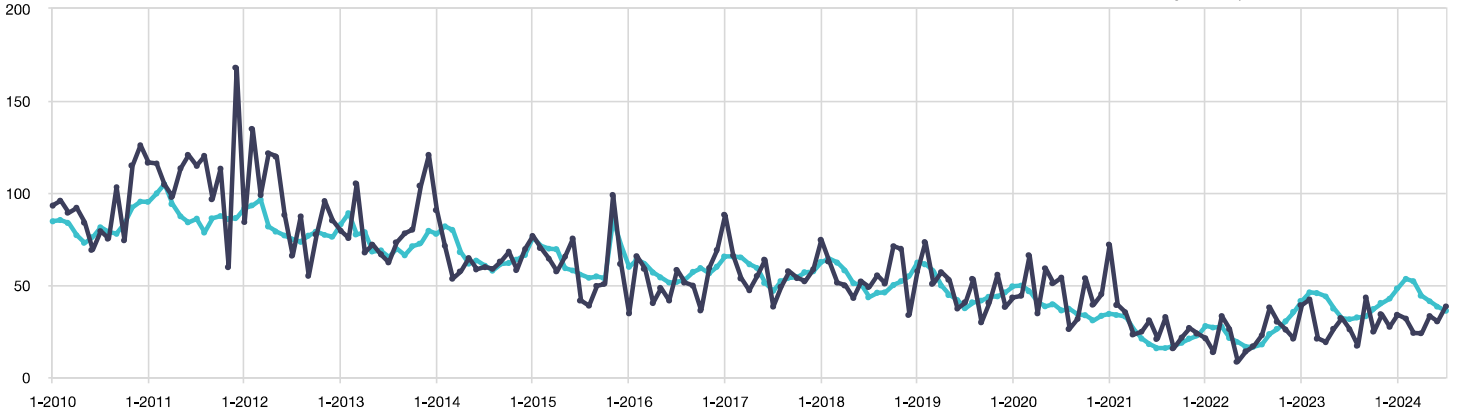


Year to Date

Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	32	+ 77.8%	17	- 26.1%
Sep-2023	33	+ 43.5%	43	+ 13.2%
Oct-2023	37	+ 42.3%	25	- 16.7%
Nov-2023	40	+ 33.3%	34	+ 30.8%
Dec-2023	43	+ 22.9%	27	+ 28.6%
Jan-2024	48	+ 17.1%	34	- 12.8%
Feb-2024	53	+ 15.2%	32	- 23.8%
Mar-2024	52	+ 13.0%	24	+ 14.3%
Apr-2024	44	0.0%	24	+ 26.3%
May-2024	41	+ 10.8%	33	+ 26.9%
Jun-2024	38	+ 18.8%	30	- 6.3%
Jul-2024	36	+ 16.1%	38	+ 46.2%
12-Month Avg*	41	+ 24.5%	30	+ 6.7%

* Days on Market for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

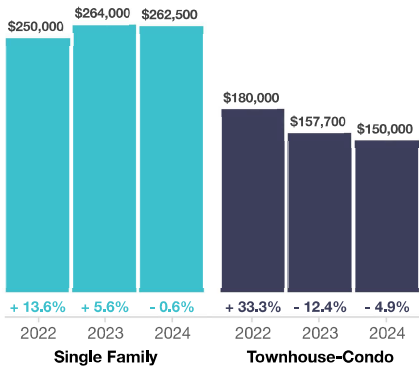


Median Sales Price

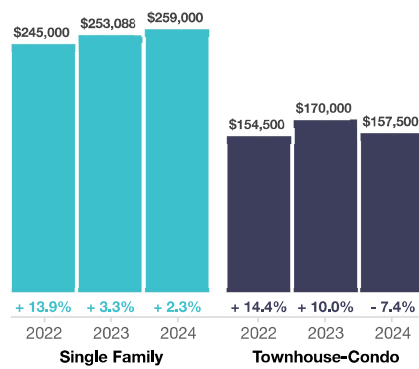
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



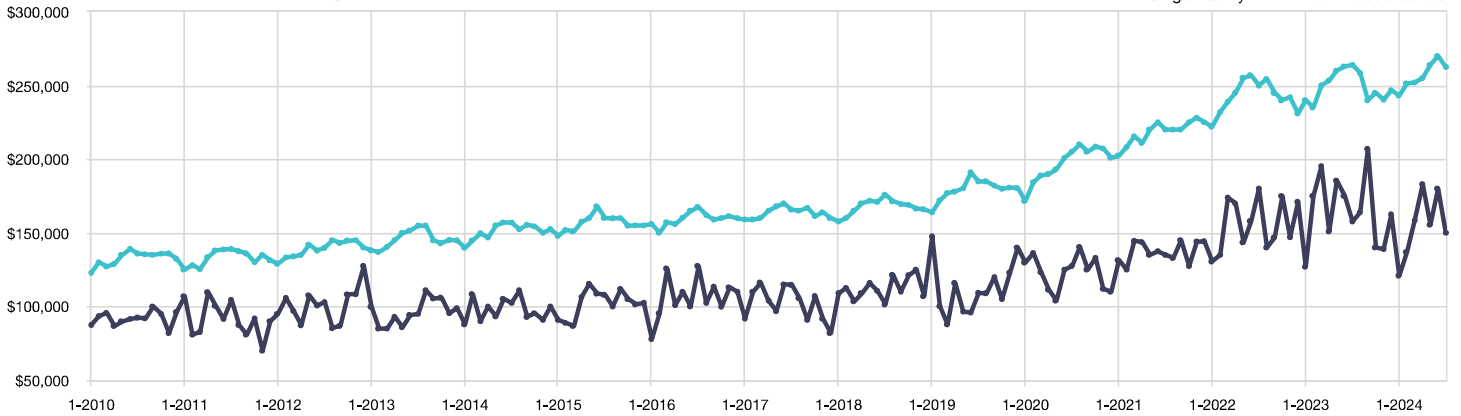
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	\$258,433	+ 1.6%	\$164,000	+ 17.1%
Sep-2023	\$240,000	- 2.0%	\$207,000	+ 41.1%
Oct-2023	\$245,000	+ 2.1%	\$140,000	- 20.0%
Nov-2023	\$240,346	- 0.7%	\$139,000	- 5.4%
Dec-2023	\$246,695	+ 6.8%	\$162,500	- 5.0%
Jan-2024	\$243,145	+ 1.3%	\$121,000	- 4.7%
Feb-2024	\$251,340	+ 7.0%	\$137,000	- 21.7%
Mar-2024	\$252,000	+ 0.8%	\$158,500	- 18.8%
Apr-2024	\$255,000	+ 0.7%	\$183,000	+ 21.2%
May-2024	\$264,000	+ 1.5%	\$155,500	- 16.2%
Jun-2024	\$270,000	+ 2.7%	\$180,000	+ 2.9%
Jul-2024	\$262,500	- 0.6%	\$150,000	- 4.9%
12-Month Avg*	\$253,079	+ 1.2%	\$157,000	- 3.4%

* Median Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Median Sales Price by Month

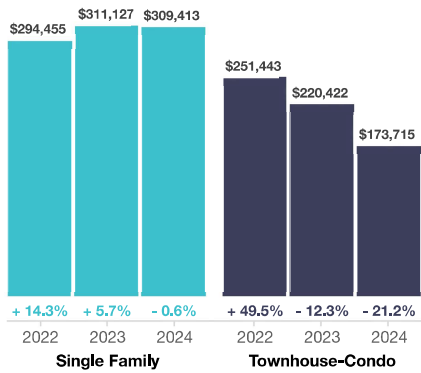


Average Sales Price

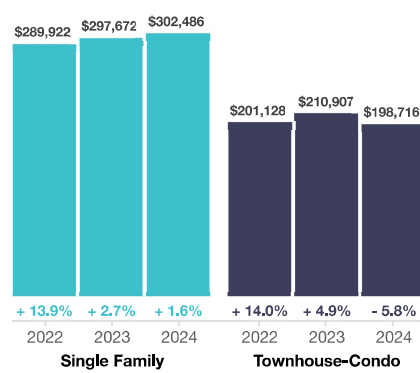
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



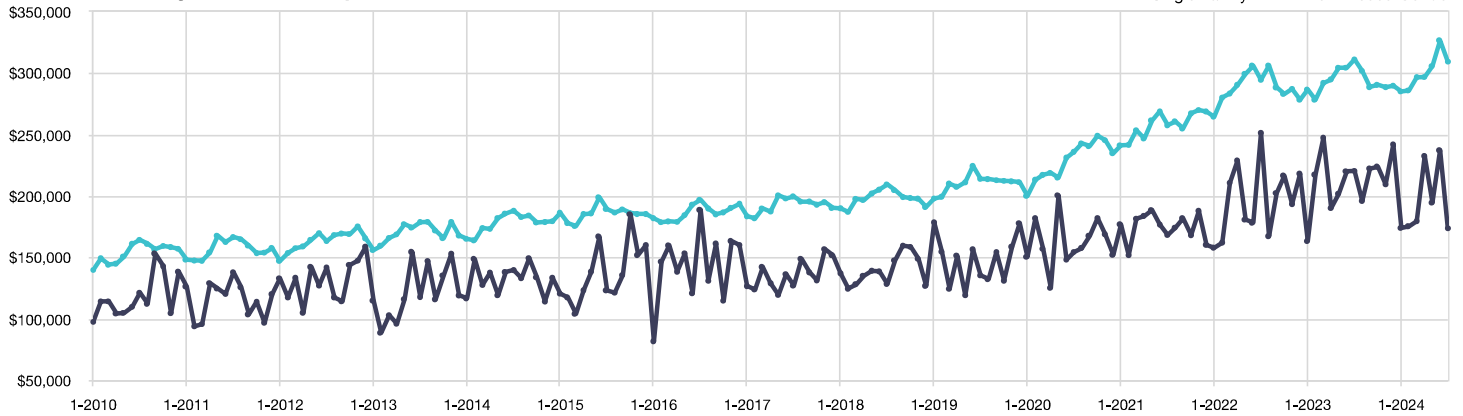
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	\$301,796	- 1.5%	\$195,945	+ 17.1%
Sep-2023	\$288,644	+ 0.1%	\$222,305	+ 9.8%
Oct-2023	\$290,495	+ 2.6%	\$223,906	+ 3.4%
Nov-2023	\$288,572	+ 0.5%	\$209,439	+ 8.3%
Dec-2023	\$289,847	+ 4.2%	\$242,096	+ 11.0%
Jan-2024	\$285,096	- 0.5%	\$173,976	+ 6.6%
Feb-2024	\$285,874	+ 2.7%	\$175,344	- 19.3%
Mar-2024	\$296,691	+ 1.6%	\$179,500	- 27.5%
Apr-2024	\$296,844	+ 0.7%	\$232,588	+ 22.3%
May-2024	\$305,703	+ 0.4%	\$194,598	- 3.6%
Jun-2024	\$326,652	+ 7.3%	\$237,286	+ 7.8%
Jul-2024	\$309,413	- 0.6%	\$173,715	- 21.2%
12-Month Avg*	\$298,346	+ 1.4%	\$206,048	+ 0.0%

* Avg. Sales Price for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Average Sales Price by Month

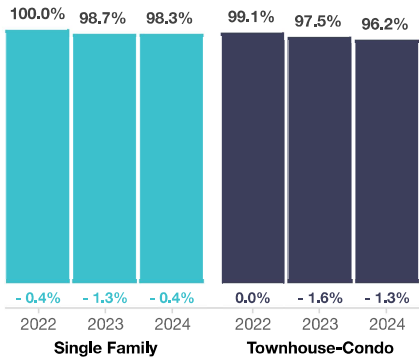


Percent of List Price Received

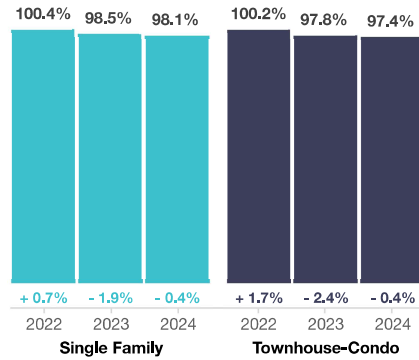
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July



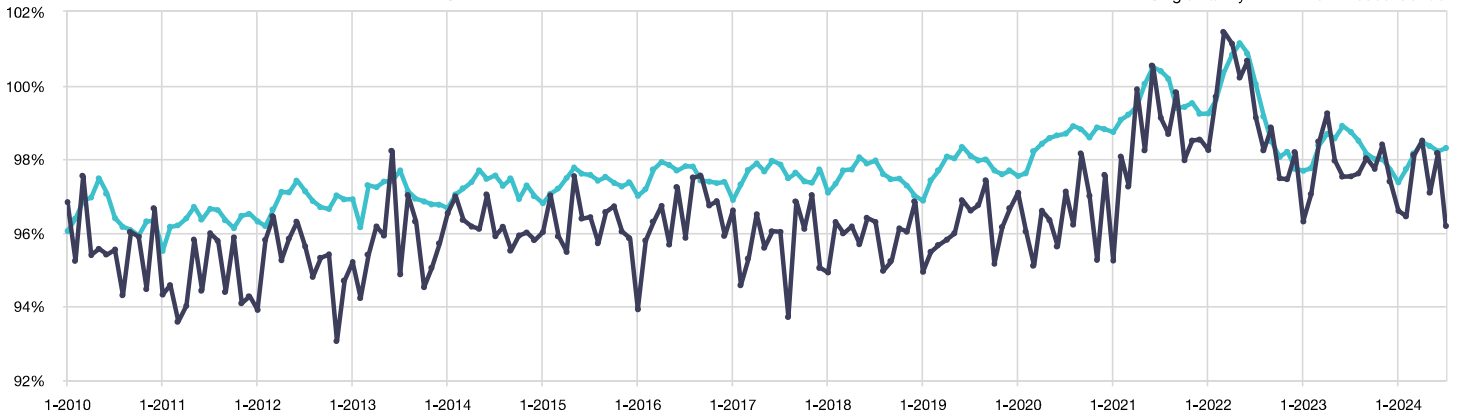
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	98.5%	- 0.7%	97.6%	- 0.6%
Sep-2023	98.1%	- 0.4%	98.0%	- 0.9%
Oct-2023	98.0%	- 0.1%	97.7%	+ 0.2%
Nov-2023	98.0%	- 0.2%	98.4%	+ 0.9%
Dec-2023	97.7%	0.0%	97.4%	- 0.8%
Jan-2024	97.4%	- 0.3%	96.6%	+ 0.3%
Feb-2024	97.7%	- 0.1%	96.4%	- 0.7%
Mar-2024	98.2%	- 0.2%	98.1%	- 0.4%
Apr-2024	98.5%	- 0.2%	98.5%	- 0.7%
May-2024	98.4%	- 0.2%	97.1%	- 0.9%
Jun-2024	98.2%	- 0.7%	98.2%	+ 0.7%
Jul-2024	98.3%	- 0.4%	96.2%	- 1.3%
12-Month Avg*	98.1%	- 0.3%	97.5%	- 0.4%

* Pct. of List Price Received for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

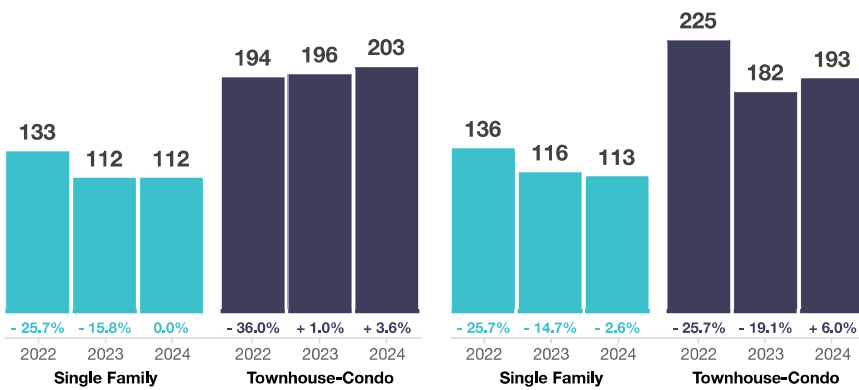


Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

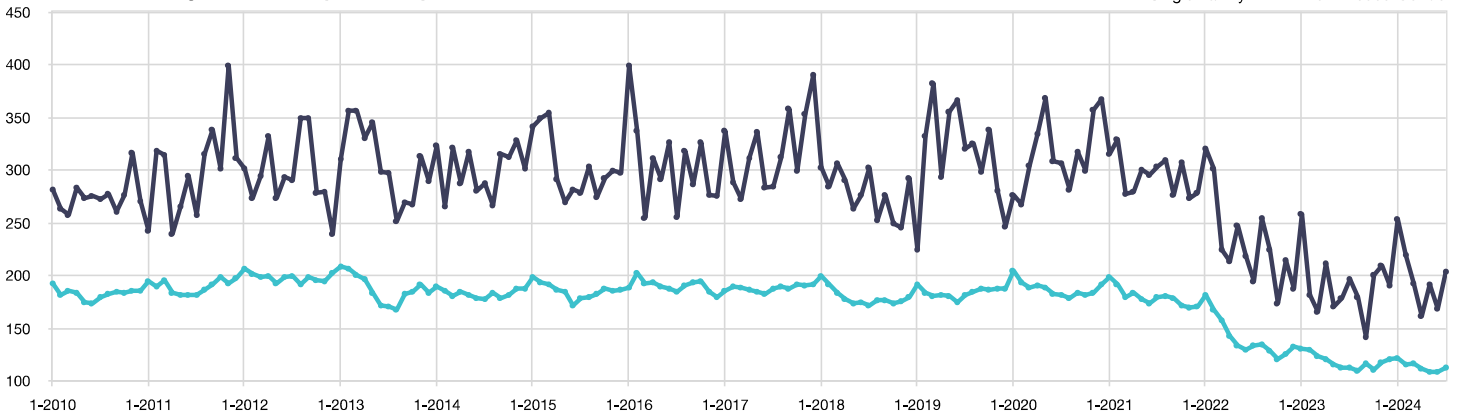


July



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	109	-18.7%	179	-29.5%
Sep-2023	116	-9.4%	141	-37.1%
Oct-2023	110	-8.3%	200	+15.6%
Nov-2023	117	-6.4%	209	-2.3%
Dec-2023	120	-9.1%	190	+1.6%
Jan-2024	121	-6.9%	253	-1.9%
Feb-2024	115	-10.9%	219	+21.0%
Mar-2024	116	-5.7%	192	+16.4%
Apr-2024	111	-7.5%	161	-23.7%
May-2024	108	-6.1%	191	+12.4%
Jun-2024	108	-3.6%	168	-5.6%
Jul-2024	112	0.0%	203	+3.6%
12-Month Avg	114	-7.3%	192	-4.5%

Historical Housing Affordability Index by Month

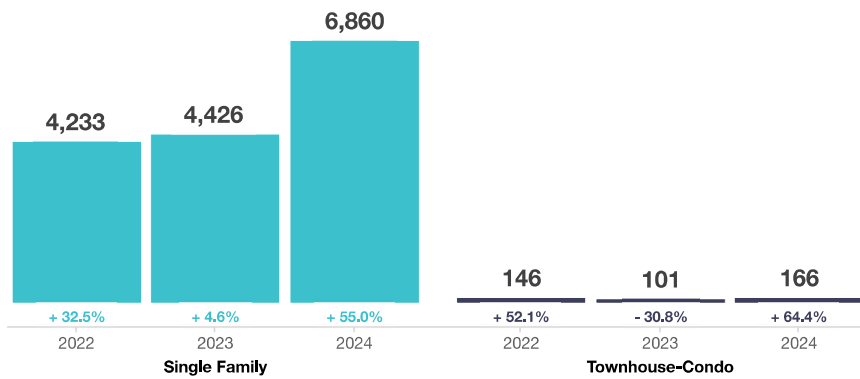


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

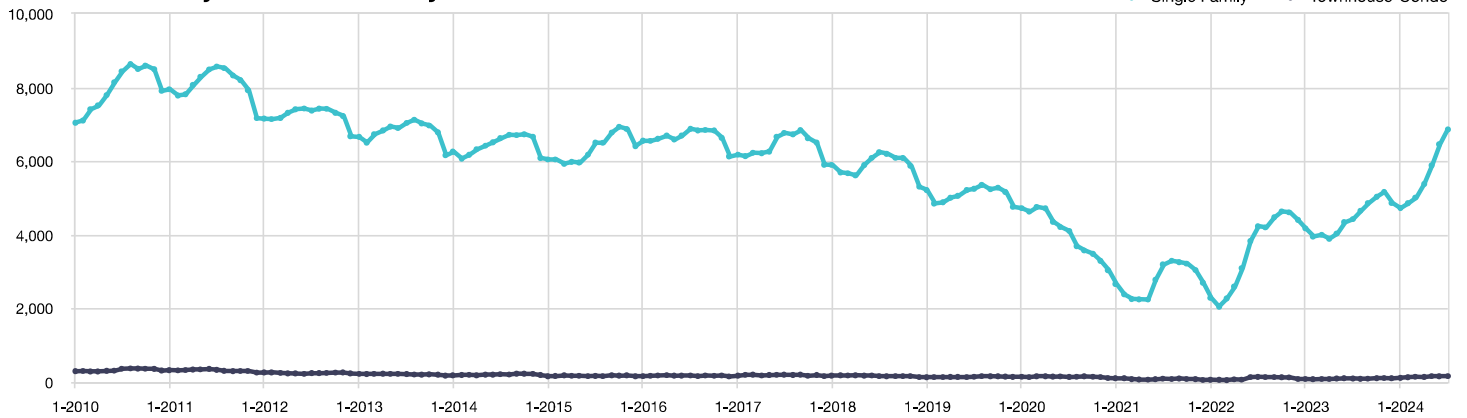


July



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	4,653	+ 10.8%	93	- 33.1%
Sep-2023	4,862	+ 8.7%	96	- 30.9%
Oct-2023	5,033	+ 8.6%	110	- 17.9%
Nov-2023	5,164	+ 12.0%	115	- 12.2%
Dec-2023	4,863	+ 10.4%	109	+ 26.7%
Jan-2024	4,726	+ 13.2%	120	+ 36.4%
Feb-2024	4,857	+ 22.8%	136	+ 63.9%
Mar-2024	5,010	+ 25.2%	150	+ 70.5%
Apr-2024	5,381	+ 38.2%	144	+ 61.8%
May-2024	5,882	+ 45.7%	165	+ 65.0%
Jun-2024	6,460	+ 48.7%	164	+ 51.9%
Jul-2024	6,860	+ 55.0%	166	+ 64.4%
12-Month Avg	5,313	+ 24.6%	131	+ 22.4%

Historical Inventory of Homes for Sale by Month



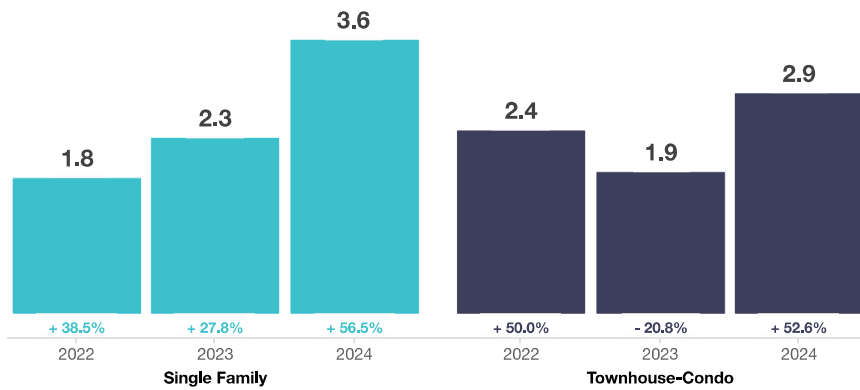
Current as of August 7, 2024. All data from MLSOK. Report © 2024 ShowingTime Plus, LLC. | 12

Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



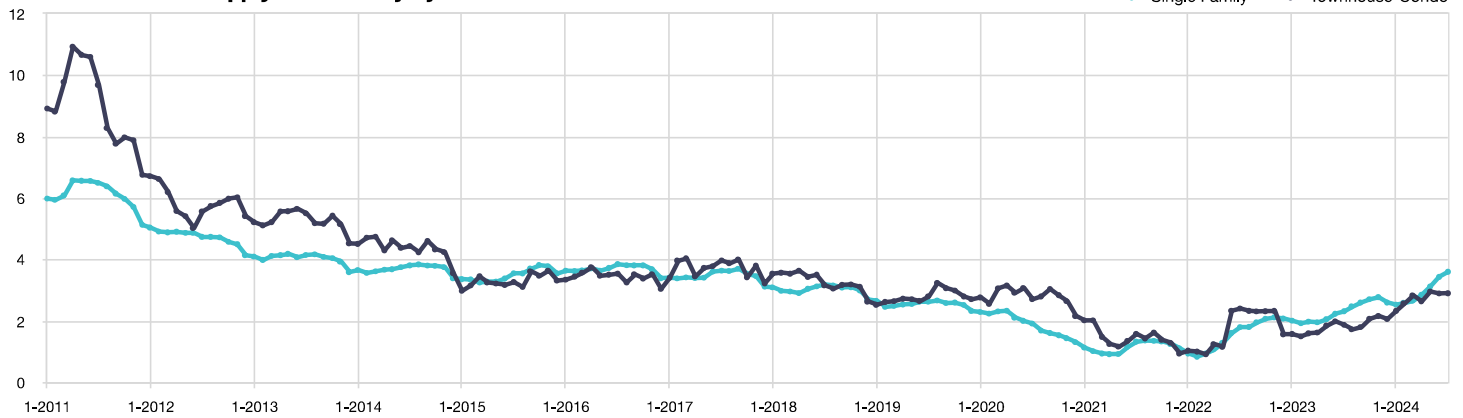
July



Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Aug-2023	2.5	+ 38.9%	1.7	- 26.1%
Sep-2023	2.6	+ 30.0%	1.8	- 21.7%
Oct-2023	2.7	+ 28.6%	2.1	- 8.7%
Nov-2023	2.8	+ 33.3%	2.2	- 4.3%
Dec-2023	2.6	+ 23.8%	2.1	+ 31.3%
Jan-2024	2.5	+ 25.0%	2.3	+ 43.8%
Feb-2024	2.6	+ 36.8%	2.6	+ 73.3%
Mar-2024	2.7	+ 35.0%	2.8	+ 75.0%
Apr-2024	2.8	+ 40.0%	2.6	+ 62.5%
May-2024	3.1	+ 47.6%	3.0	+ 66.7%
Jun-2024	3.4	+ 54.5%	2.9	+ 45.0%
Jul-2024	3.6	+ 56.5%	2.9	+ 52.6%
12-Month Avg*	2.8	+ 38.6%	2.4	+ 26.8%

* Months Supply for all properties from August 2023 through July 2024. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Properties Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	7-2023	7-2024	% Change	YTD 2023	YTD 2024	% Change
New Listings		2,552	3,387	+ 32.7%	17,366	20,318	+ 17.0%
Pending Sales		2,078	2,400	+ 15.5%	14,604	15,070	+ 3.2%
Closed Sales		2,083	2,111	+ 1.3%	13,583	13,789	+ 1.5%
Days on Market Until Sale		31	36	+ 16.1%	39	44	+ 12.8%
Median Sales Price		\$260,000	\$259,925	- 0.0%	\$250,000	\$255,000	+ 2.0%
Average Sales Price		\$308,379	\$305,488	- 0.9%	\$295,197	\$299,352	+ 1.4%
Percent of List Price Received		98.7%	98.2%	- 0.5%	98.4%	98.1%	- 0.3%
Housing Affordability Index		113	113	0.0%	118	115	- 2.5%
Inventory of Homes for Sale		4,527	7,026	+ 55.2%	—	—	—
Months Supply of Inventory		2.3	3.6	+ 56.5%	—	—	—