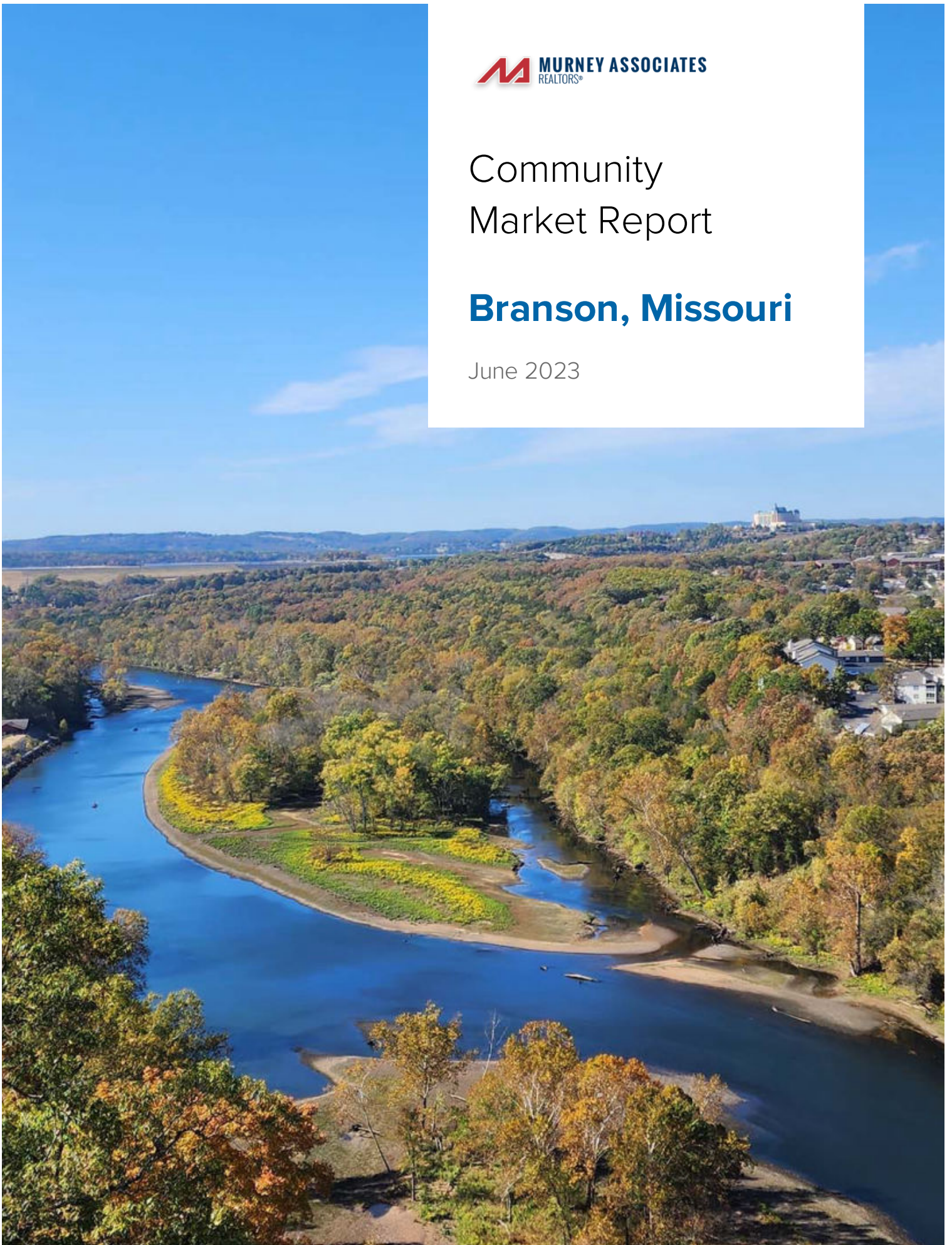




Community Market Report

Branson, Missouri

June 2023



Market Summary

All Property Types

Recent Sales Trends

The statistics below highlight key market indicators for Branson, Missouri. The data in the Sold Listings table is based on homes sold within the month of May 2023.

	Current Period May 2023	Last Month Apr 2023	Change From Last Month	Last Year May 2022	Change From Last Year
Homes Sold	49	37	▲ 32%	76	▼ 36%
Median Sale Price	\$259,000	\$242,500	▲ 7%	\$236,000	▲ 10%
Median List Price	\$265,000	\$239,990	▲ 10%	\$234,950	▲ 13%
Sale to List Price Ratio	97%	96%	▲ 1%	99%	▼ 2%
Sales Volume	\$12,082,675	\$8,812,450	▲ 37%	\$19,954,595	▼ 39%
Median Days on Market	15 days	12 days	▲ 3 days	3 days	▲ 12 days
Homes Sold Year to Date	194	147	▲ 32%	319	▼ 39%

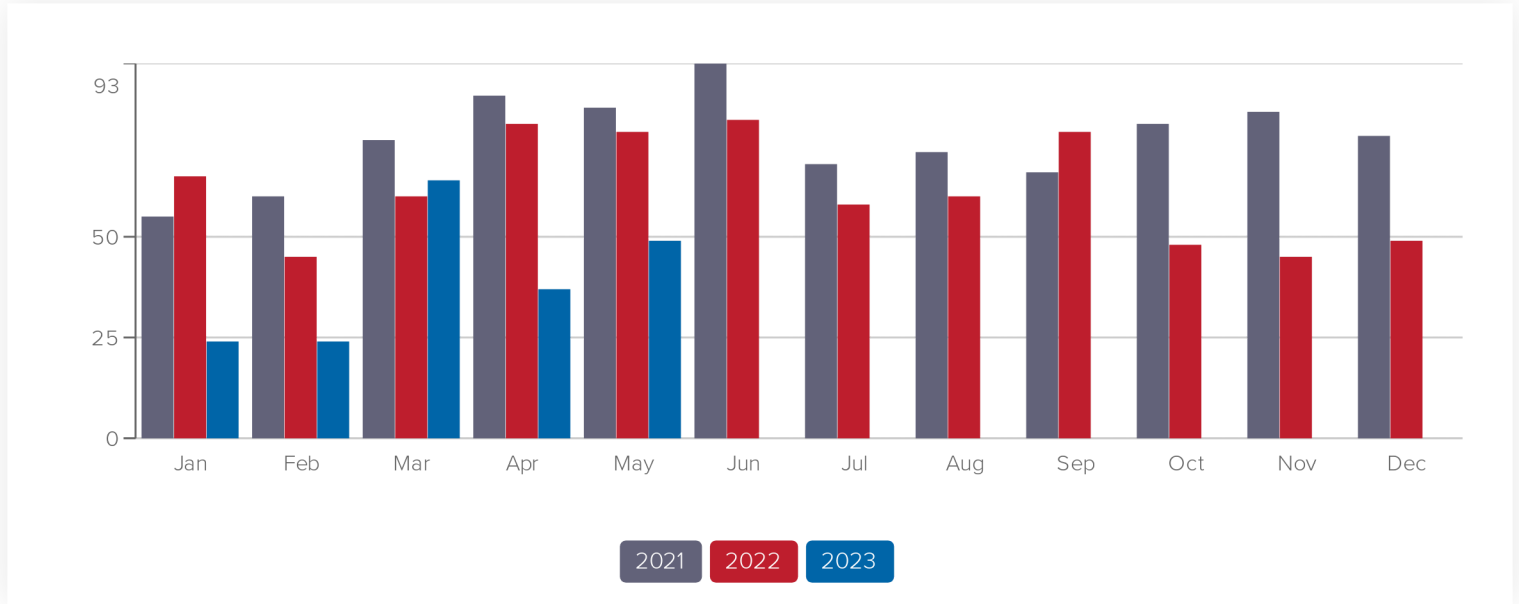
Current Market

The statistics below provide an up-to-date snapshot of the listed inventory as of June 12, 2023. Median days on market is a good indicator of the average length of time the current inventory has been on the market. The high price, low price, and median price provide context for the prices buyers and sellers can expect to encounter in this area.

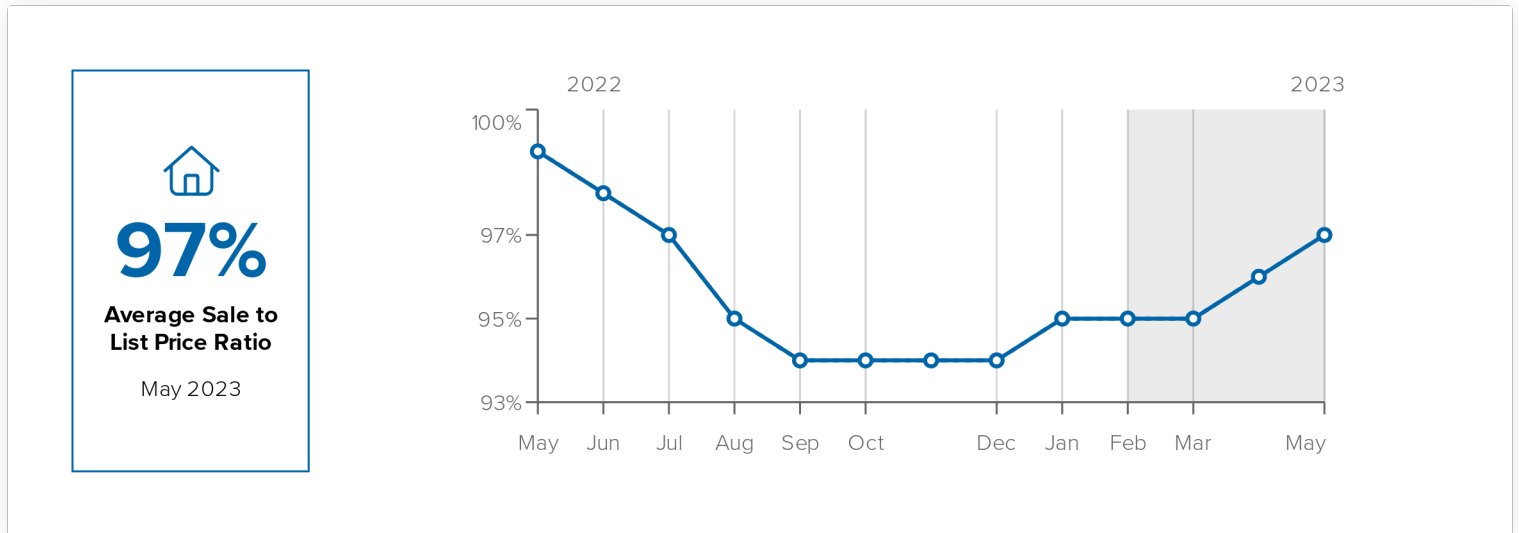
171 Homes for Sale	80 Homes Under Contract	\$1,995,000 High Price
\$90,000 Low Price	\$305,000 Median List Price	

Values pulled on 6/12/2023

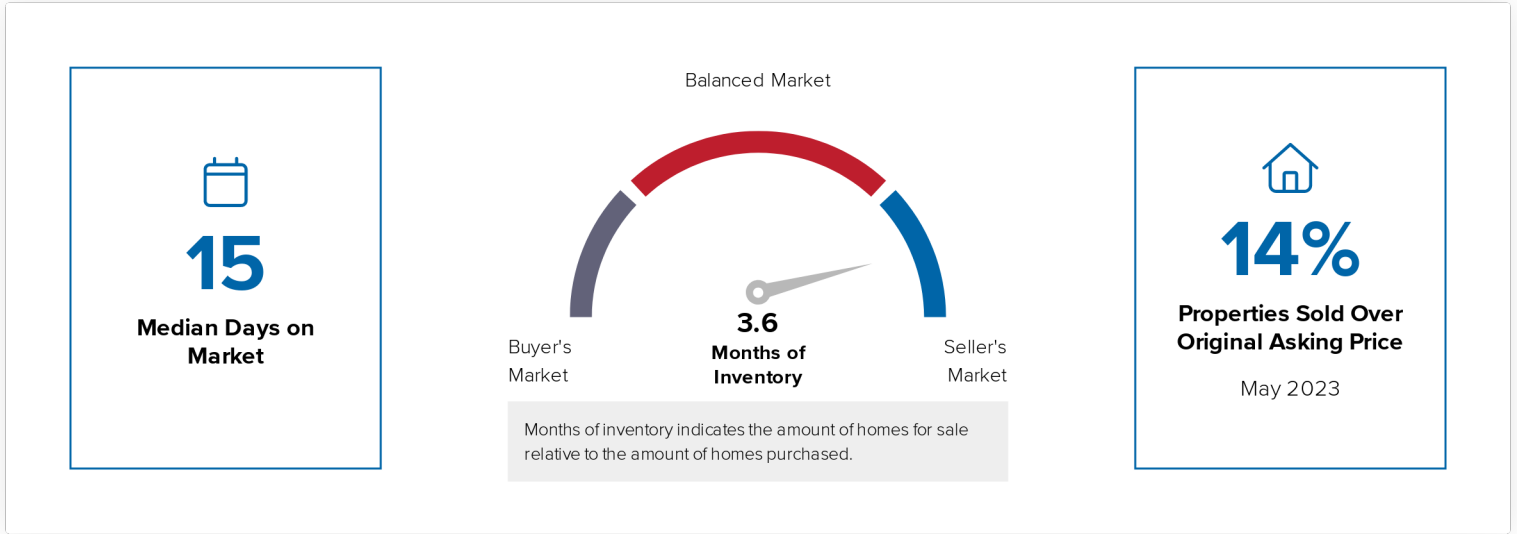
Homes Sold



Sale to List Price Ratio



Market Conditions



Buyer's vs. Seller's Market

This graphic explains the key similarities and differences between a buyer's and seller's market; and how these market factors impact each group.

How it
Impacts
Buyers

Buyer's Market
More people selling homes than buying

- More homes to choose from
- More negotiating power
- Could spend less than asking price
- Price restrictions
- Rarely competing offers

Seller's Market
More people buying homes than selling

- Fewer homes to choose from
- Less negotiating power
- Need to be able to close quickly
- Could spend more than asking price
- Competition from other buyers

How it
Impacts
Sellers

Buyer's Market
More people selling homes than buying

- Takes more time to sell
- Fewer offers received
- Could get lower than asking price
- May have to make repairs and/or concessions

Seller's Market
More people buying homes than selling

- Home sells quickly
- Multiple offers likely
- Could get more than asking price
- Buyers willing to overlook repairs

Market Conditions by Price Range

This table provides insight into key market indicators at specific price breakpoints. This information is valuable as the market conditions can vary by price category.

Price Range	Active Listings	Months of Inventory		Sales		Market Climate
	As of 6/12/23	Current Period May 2023	3 Month Trend	Current Period May 2023	6 Month Avg	
All Price Ranges	170	3.6	1.2	47	40	Seller's
< \$100,000	2	2.0	1.0	1	0	● Seller's
\$100,000 - \$200,000	25	1.5	0.5	17	14	● Seller's
\$200,000 - \$300,000	52	4.3	0.9	12	16	● Seller's
\$300,000 - \$400,000	45	3.0	1.7	15	5	● Seller's
\$400,000 - \$500,000	19	19.0	3.2	1	1	● Buyer's
\$500,000 - \$600,000	6	6.0	2.0	1	0	● Balanced
\$600,000 - \$700,000	7	—	7.0	0	0	—
\$700,000 - \$800,000	0	—	0.0	0	0	—
\$800,000 - \$900,000	9	—	—	0	0	—
\$900,000 - \$1,000,000	2	—	—	0	0	—
> \$1,000,000	3	—	—	0	0	—

Buyer's Market
 More than 7 months of inventory
 Home prices will depreciate

Balanced Market
 Between 6-7 months of inventory
 Home prices will only appreciate with inflation

Seller's Market
 Less than 6 months of inventory
 Home prices will appreciate

Statistics

Days on Market by Price Range

The bar graph below indicates the median days on the market value for each price range breakpoint in Branson, Missouri. The values are based on closed transactions in May 2023.

