

January 2024



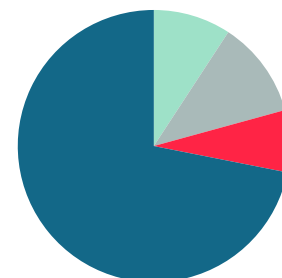
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	January 2024	+/-%
Closed Listings	33	20	-39.39%
Pending Listings	32	25	-21.88%
New Listings	50	47	-6.00%
Average List Price	277,483	234,815	-15.38%
Average Sale Price	261,727	223,753	-14.51%
Average Percent of Selling Price to List Price	96.30%	94.24%	-2.13%
Average Days on Market to Sale	54.97	45.35	-17.50%
End of Month Inventory	140	156	11.43%
Months Supply of Inventory	3.48	4.36	25.45%



■ Closed (9.22%)
■ Pending (11.52%)
■ Other OffMarket (7.37%)
■ Active (71.89%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of January 31, 2024 = **156**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2024 rose **11.43%** to 156 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.36** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.51%** in January 2024 to \$223,753 versus the previous year at \$261,727.

Average Days on Market Shortens

The average number of **45.35** days that homes spent on the market before selling decreased by 9.62 days or **17.50%** in January 2024 compared to last year's same month at **54.97** DOM.

Sales Success for January 2024 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 47 New Listings in January 2024, down **6.00%** from last year at 50. Furthermore, there were 20 Closed Listings this month versus last year at 33, a **-39.39%** decrease.

Closed versus Listed trends yielded a **42.6%** ratio, down from previous year's, January 2023, at **66.0%**, a **35.53%** 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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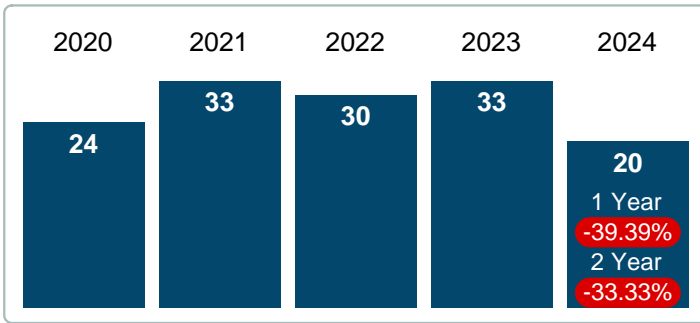
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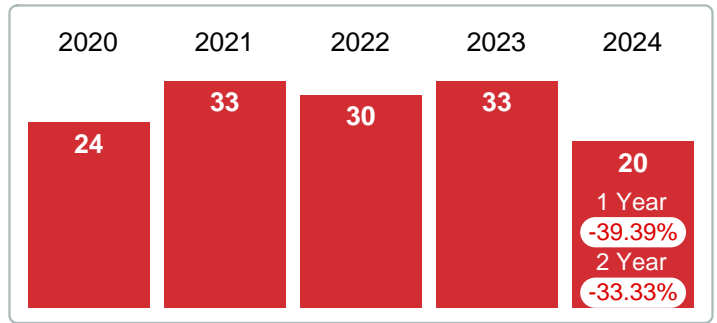
CLOSED LISTINGS

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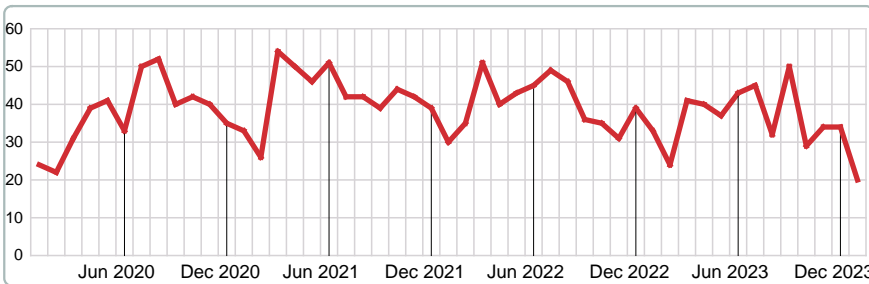
JANUARY



YEAR TO DATE (YTD)

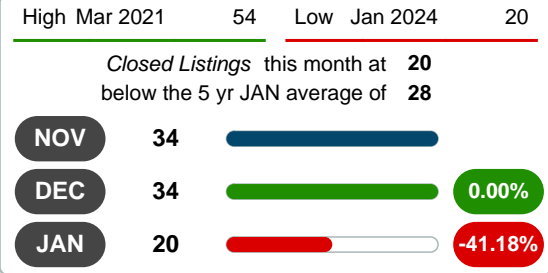


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	10.00%	49.0	1	1	0	0
\$75,001 - \$100,000	3	15.00%	42.3	1	2	0	0
\$100,001 - \$125,000	2	10.00%	84.5	1	1	0	0
\$125,001 - \$225,000	5	25.00%	23.4	1	4	0	0
\$225,001 - \$300,000	3	15.00%	75.0	1	2	0	0
\$300,001 - \$525,000	3	15.00%	46.3	0	3	0	0
\$525,001 and up	2	10.00%	16.0	0	1	1	0
Total Closed Units	20			5	14	1	0
Total Closed Volume	4,475,050	100%	45.4	659.90K	3.23M	585.90K	0.00B
Average Closed Price	\$223,753			\$131,980	\$230,661	\$585,900	\$0

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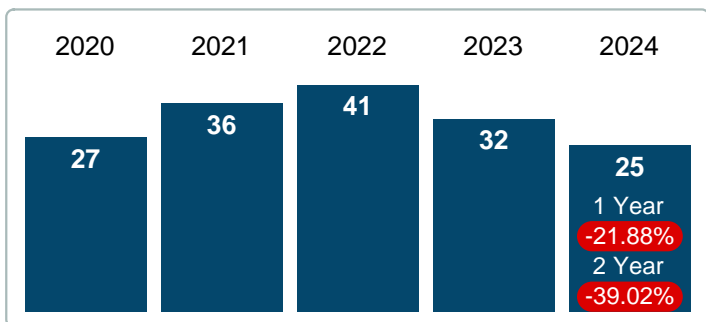
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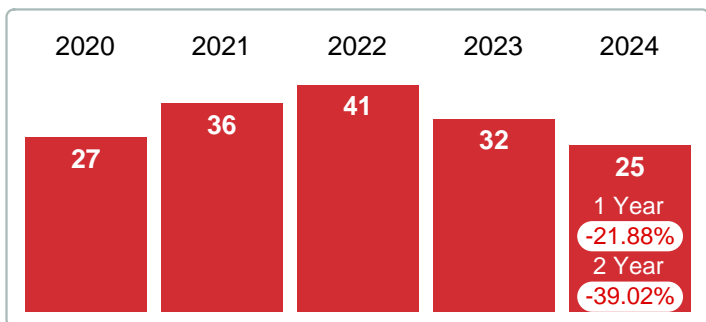
PENDING LISTINGS

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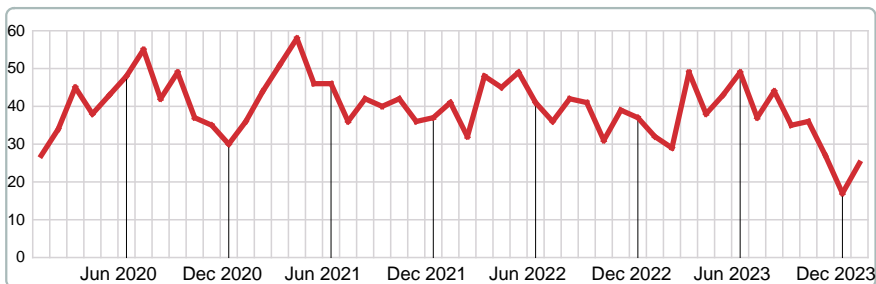
JANUARY



YEAR TO DATE (YTD)

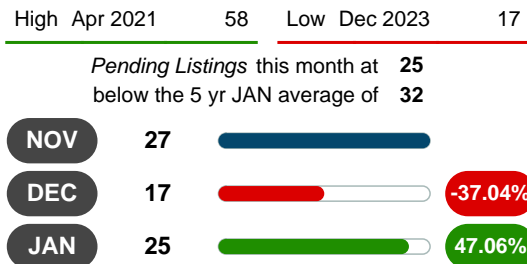


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	12.00%	91.0	2	1	0	0
\$100,001 - \$125,000	2	8.00%	82.5	1	1	0	0
\$125,001 - \$175,000	3	12.00%	27.7	0	2	1	0
\$175,001 - \$225,000	6	24.00%	47.8	1	3	2	0
\$225,001 - \$325,000	5	20.00%	117.4	0	5	0	0
\$325,001 - \$475,000	3	12.00%	62.3	0	1	2	0
\$475,001 and up	3	12.00%	90.3	0	2	1	0
Total Pending Units	25			4	15	6	0
Total Pending Volume	6,107,157	100%	53.7	494.90K	3.79M	1.83M	0.00B
Average Listing Price	\$183,000			\$123,725	\$252,364	\$304,467	\$0

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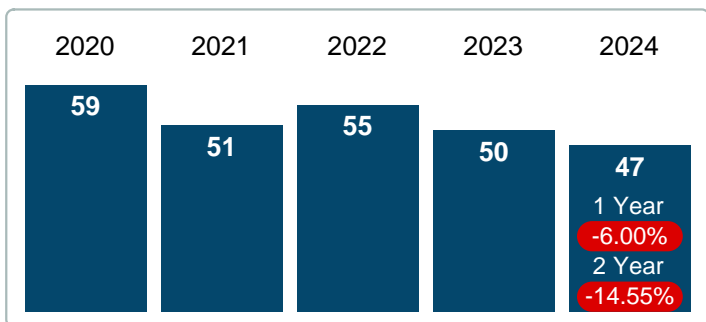
Area Delimited by County Of Mayes - Residential Property Type



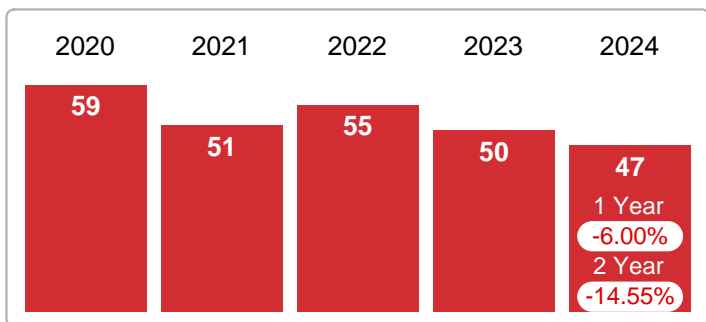
NEW LISTINGS

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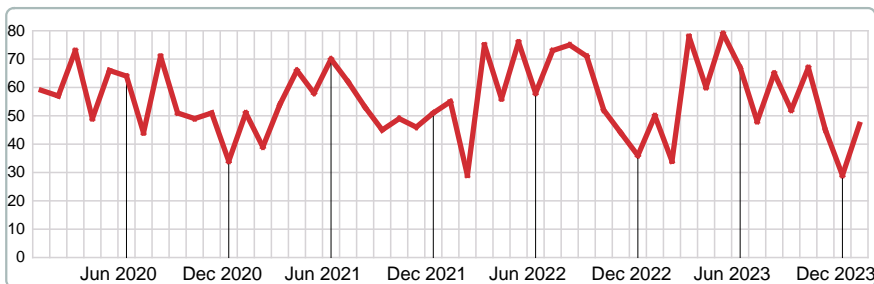
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52

High May 2023 79 Low Dec 2023 29

New Listings this month at 47
below the 5 yr JAN average of 52



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	3	6.38%	2	1	0	0
\$80,001 - \$140,000	8	17.02%	4	3	1	0
\$140,001 - \$170,000	5	10.64%	1	2	2	0
\$170,001 - \$240,000	10	21.28%	0	10	0	0
\$240,001 - \$320,000	10	21.28%	2	6	2	0
\$320,001 - \$460,000	6	12.77%	1	2	3	0
\$460,001 and up	5	10.64%	0	4	1	0
Total New Listed Units	47		10	28	9	0
Total New Listed Volume	12,283,300	100%	1.72M	8.03M	2.53M	0.00B
Average New Listed Listing Price	\$100,000		\$172,260	\$286,836	\$281,033	\$0

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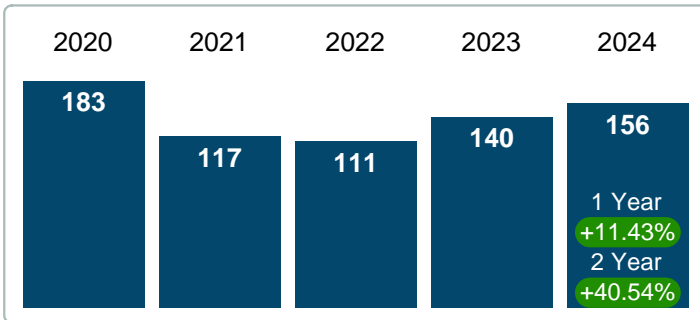
Area Delimited by County Of Mayes - Residential Property Type



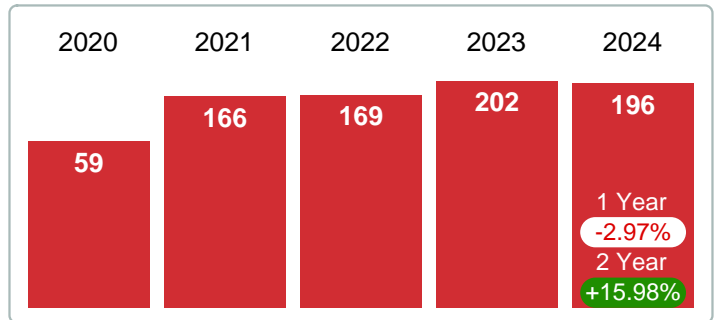
ACTIVE INVENTORY

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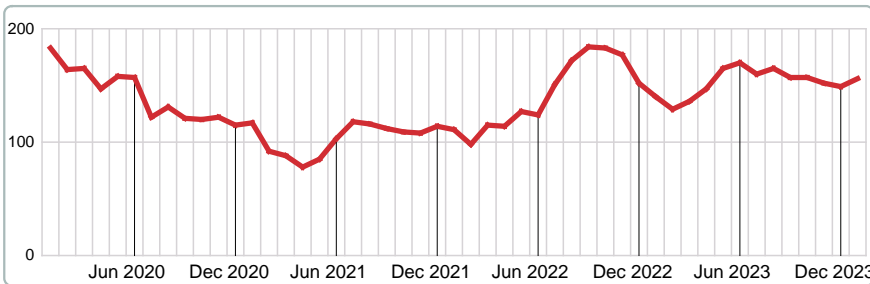
END OF JANUARY



ACTIVE DURING JANUARY

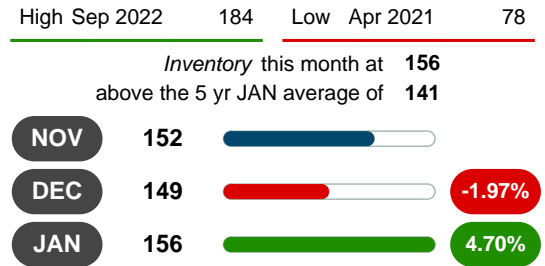


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 141



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	8.97%	61.9	8	6	0	0
\$100,001 - \$150,000	18	11.54%	82.5	5	9	3	1
\$150,001 - \$200,000	20	12.82%	95.8	2	17	1	0
\$200,001 - \$300,000	49	31.41%	83.0	5	28	15	1
\$300,001 - \$375,000	17	10.90%	87.2	0	8	8	1
\$375,001 - \$575,000	20	12.82%	91.6	4	7	8	1
\$575,001 and up	18	11.54%	121.3	1	6	3	8
Total Active Inventory by Units	156			25	81	38	12
Total Active Inventory by Volume	56,927,140	100%	88.7	5.79M	23.91M	14.14M	13.08M
Average Active Inventory Listing Price	\$364,918			\$231,572	\$295,230	\$372,198	\$1,090,058

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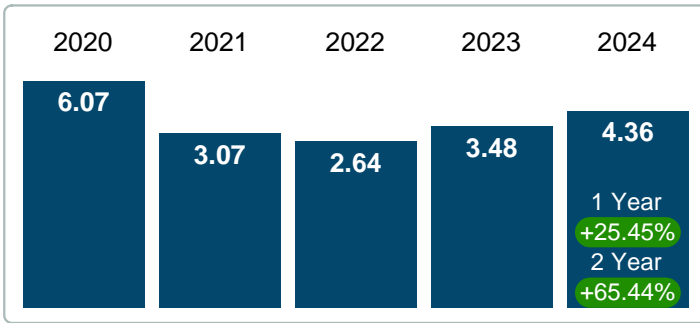
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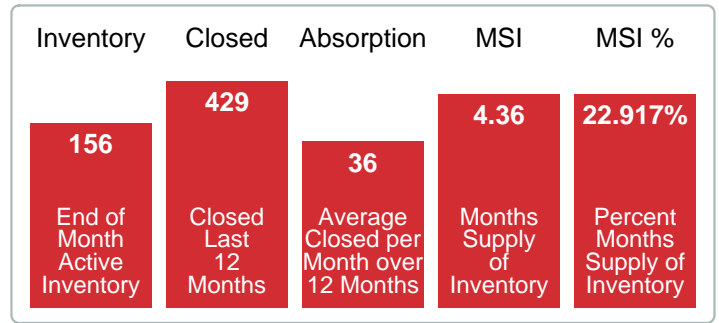
MONTHS SUPPLY of INVENTORY (MSI)

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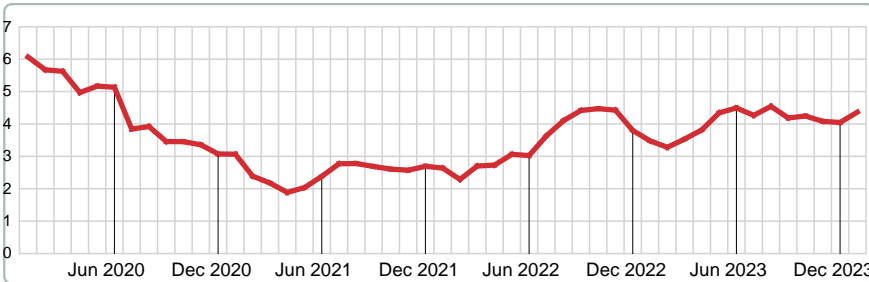
MSI FOR JANUARY



INDICATORS FOR JANUARY 2024

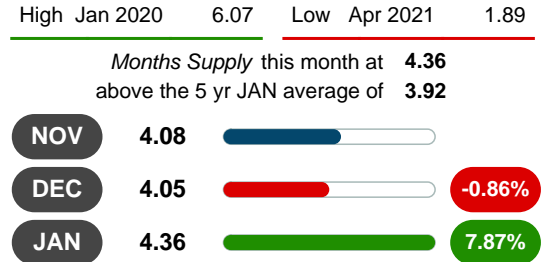


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN 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
\$100,000 and less	14	8.97%	2.75	3.69	2.48	0.00	0.00
\$100,001 - \$150,000	18	11.54%	3.13	2.14	3.00	7.20	0.00
\$150,001 - \$200,000	20	12.82%	3.00	3.00	3.34	1.20	0.00
\$200,001 - \$300,000	49	31.41%	5.25	4.62	4.67	6.92	12.00
\$300,001 - \$375,000	17	10.90%	5.10	0.00	4.36	6.86	12.00
\$375,001 - \$575,000	20	12.82%	4.90	24.00	3.11	5.05	12.00
\$575,001 and up	18	11.54%	12.00	0.00	7.20	12.00	19.20
Market Supply of Inventory (MSI)			4.36	3.75	3.78	5.49	16.00
Total Active Inventory by Units		100%	4.36	25	81	38	12

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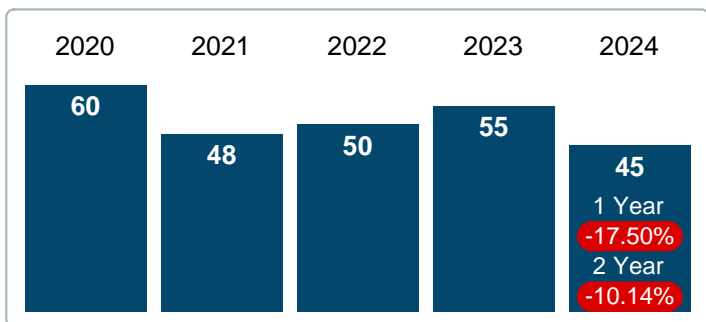
Area Delimited by County Of Mayes - Residential Property Type



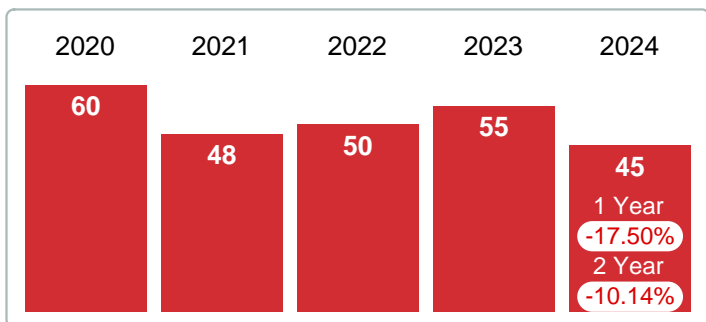
AVERAGE DAYS ON MARKET TO SALE

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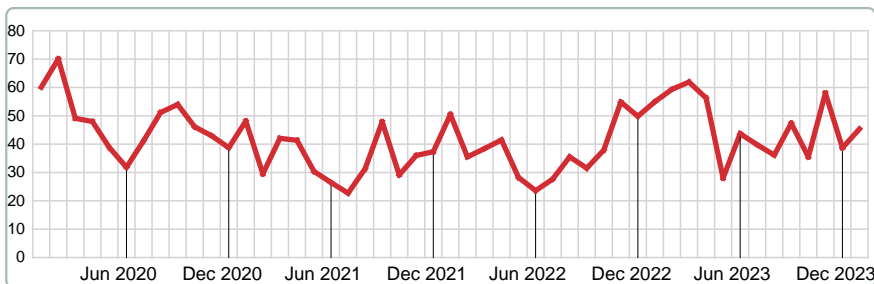
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 45 below the 5 yr JAN average of 52



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
\$75,000 and less	10.00%	49	18	80	0	0
\$75,001 - \$100,000	15.00%	42	16	56	0	0
\$100,001 - \$125,000	10.00%	85	45	124	0	0
\$125,001 - \$225,000	25.00%	23	5	28	0	0
\$225,001 - \$300,000	15.00%	75	35	95	0	0
\$300,001 - \$525,000	15.00%	46	0	46	0	0
\$525,001 and up	10.00%	16	0	25	7	0
Average Closed DOM		45	24	56	7	0
Total Closed Units	100%	45	5	14	1	0
Total Closed Volume		4,475,050	659.90K	3.23M	585.90K	0.00B

January 2024



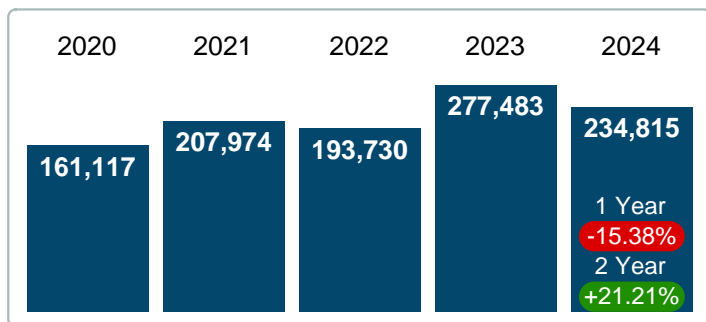
Area Delimited by County Of Mayes - Residential Property Type



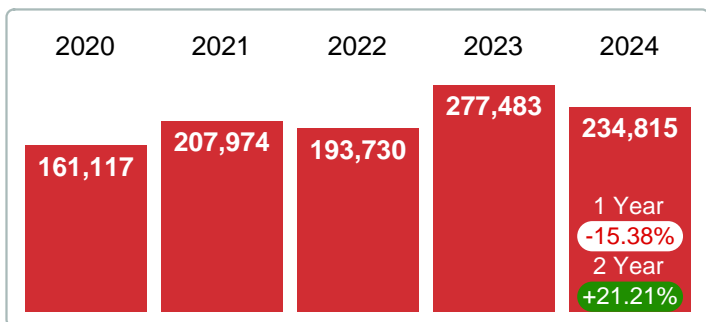
AVERAGE LIST PRICE AT CLOSING

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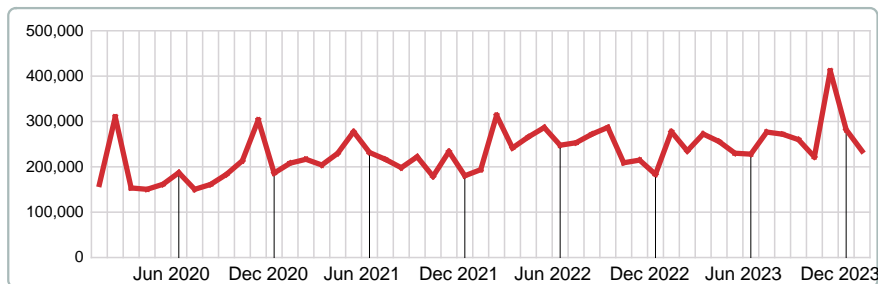
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

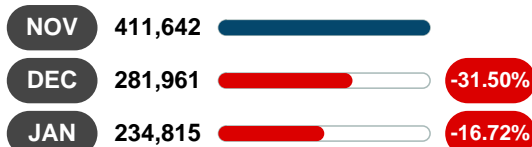


3 MONTHS

5 year JAN AVG = 215,024

High Nov 2023 411,642 Low Jul 2020 150,324

Average List Price at Closing this month at **234,815** above the 5 yr JAN average of **215,024**



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
\$75,000 and less	10.00%	67,200	74,900	59,500	0	0
\$75,001 - \$100,000	10.00%	97,500	95,000	106,000	0	0
\$100,001 - \$125,000	10.00%	115,500	119,000	159,900	0	0
\$125,001 - \$225,000	25.00%	143,960	130,000	164,725	0	0
\$225,001 - \$300,000	20.00%	273,500	275,000	295,000	0	0
\$300,001 - \$525,000	15.00%	395,567	0	395,567	0	0
\$525,001 and up	10.00%	567,700	0	549,500	585,900	0
Average List Price		234,815	138,780	244,036	585,900	0
Total Closed Units	100%	234,815	5	14	1	0
Total Closed Volume		4,696,300	693.90K	3.42M	585.90K	0.00B

January 2024



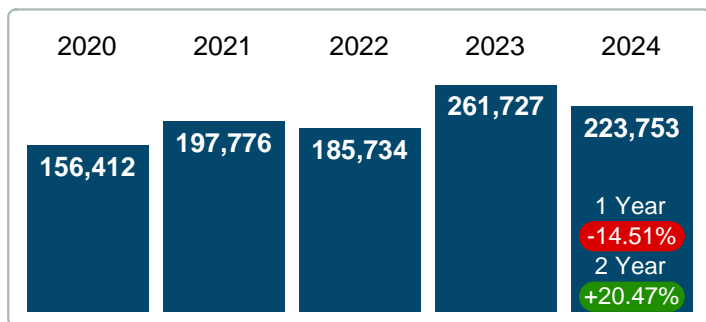
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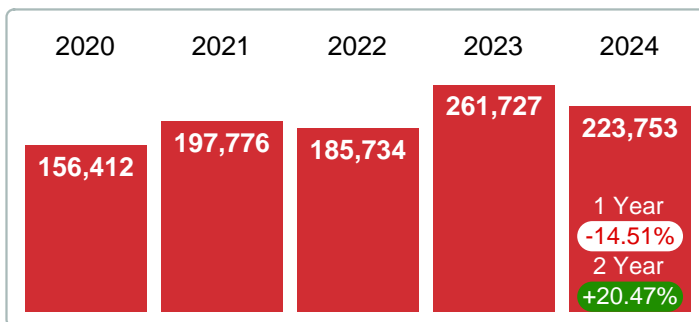
AVERAGE SOLD PRICE AT CLOSING

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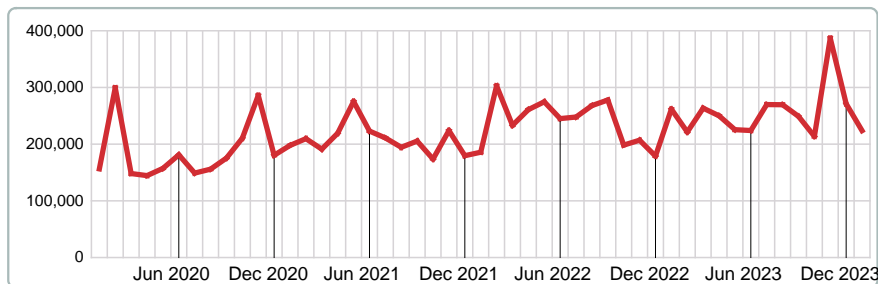
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

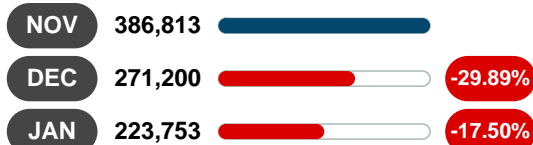


3 MONTHS

5 year JAN AVG = 205,080

High Nov 2023 386,813 Low Apr 2020 144,503

Average Sold Price at Closing this month at **223,753** above the 5 yr JAN average of **205,080**



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
\$75,000 and less	10.00%	62,450	74,900	50,000	0	0
\$75,001 - \$100,000	15.00%	95,000	85,000	100,000	0	0
\$100,001 - \$125,000	10.00%	120,000	115,000	125,000	0	0
\$125,001 - \$225,000	25.00%	153,420	130,000	159,275	0	0
\$225,001 - \$300,000	15.00%	265,000	255,000	270,000	0	0
\$300,001 - \$525,000	15.00%	378,883	0	378,883	0	0
\$525,001 and up	10.00%	563,200	0	540,500	585,900	0
Average Sold Price		223,753	131,980	230,661	585,900	0
Total Closed Units	100%	223,753	5	14	1	0
Total Closed Volume		4,475,050	659.90K	3.23M	585.90K	0.00B

January 2024



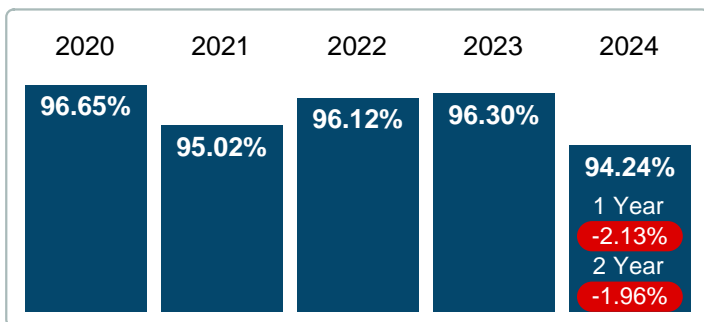
Area Delimited by County Of Mayes - Residential Property Type



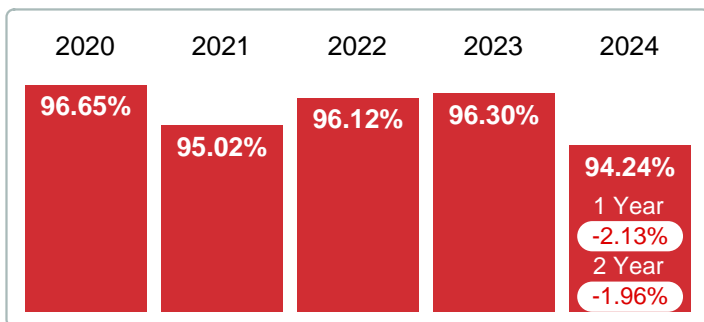
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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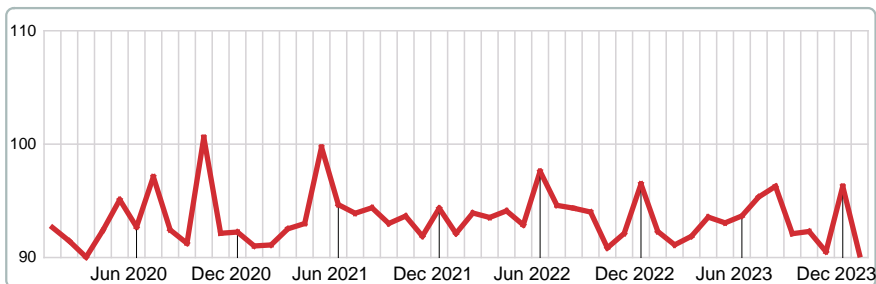
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

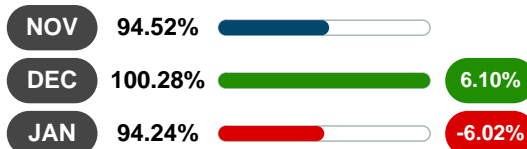


3 MONTHS

5 year JAN AVG = 95.67%

High Oct 2020 104.60% Low Mar 2020 94.04%

Average Sold/List Ratio this month at **94.24%**
below the 5 yr JAN average of **95.67%**



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
\$75,000 and less	2	10.00%	92.02%	100.00%	84.03%	0.00%	0.00%
\$75,001 - \$100,000	3	15.00%	92.92%	89.47%	94.64%	0.00%	0.00%
\$100,001 - \$125,000	2	10.00%	87.41%	96.64%	78.17%	0.00%	0.00%
\$125,001 - \$225,000	5	25.00%	97.47%	100.00%	96.84%	0.00%	0.00%
\$225,001 - \$300,000	3	15.00%	91.93%	92.73%	91.53%	0.00%	0.00%
\$300,001 - \$525,000	3	15.00%	95.24%	0.00%	95.24%	0.00%	0.00%
\$525,001 and up	2	10.00%	99.18%	0.00%	98.36%	100.00%	0.00%
Average Sold/List Ratio		94.20%		95.77%	93.28%	100.00%	0.00%
Total Closed Units		20	100%	5	14	1	
Total Closed Volume		4,475,050		659.90K	3.23M	585.90K	0.00B

January 2024



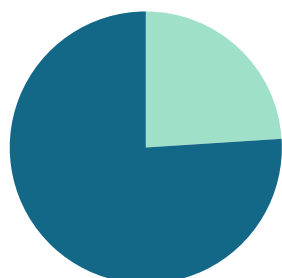
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Feb 12, 2024 for MLS Technology Inc.

INVENTORY

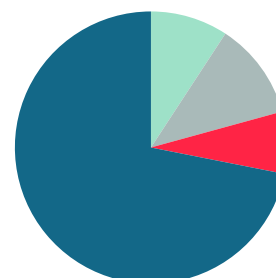


Inventory
 New Listings
47 = 23.98%
 Start Inventory
149
 Total Inventory Units
196
 Volume
\$71,200,787

Market Activity

Closed Sales
20 = 9.22%
 Pending Sales
25 = 11.52%
 Other Off Market
16 = 7.37%
 Active Inventory
156 = 71.89%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	33	20	-39.39%	33	20	-39.39%
Pending Sales	32	25	-21.88%	32	25	-21.88%
New Listings	50	47	-6.00%	50	47	-6.00%
Average List Price	277,483	234,815	-15.38%	277,483	234,815	-15.38%
Average Sale Price	261,727	223,753	-14.51%	261,727	223,753	-14.51%
Average Percent of Selling Price to List Price	96.30%	94.24%	-2.13%	96.30%	94.24%	-2.13%
Average Days on Market to Sale	54.97	45.35	-17.50%	54.97	45.35	-17.50%
Monthly Inventory	140	156	11.43%	140	156	11.43%
Months Supply of Inventory	3.48	4.36	25.45%	3.48	4.36	25.45%

Absorption: Last 12 months, an Average of **36** Sales/Month

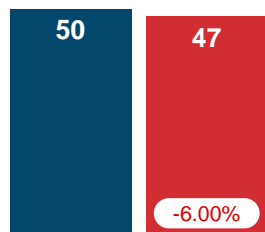
Inventory on January 31, 2024 = **156**

2023 **2024**

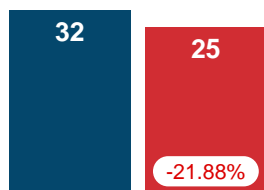
JANUARY MARKET

AVERAGE PRICES

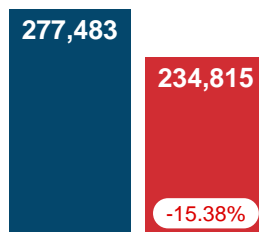
New Listings



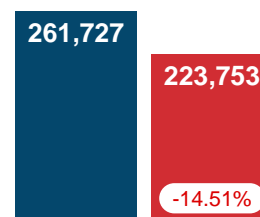
Pending Listings



List Price



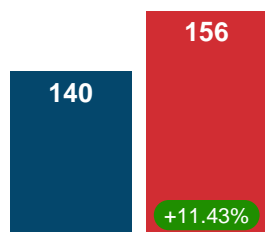
Sale Price



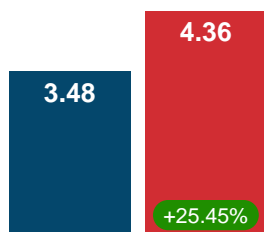
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

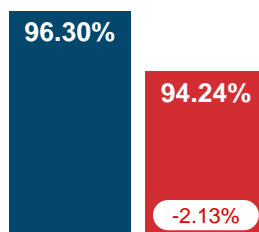
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

