

# January 2024



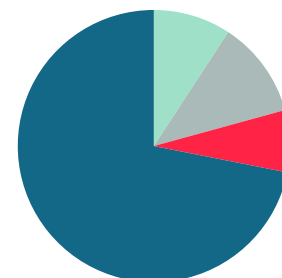
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	210,000	157,450	-25.02%
Median Sale Price	209,000	142,800	-31.67%
Median Percent of Selling Price to List Price	96.94%	96.35%	-0.60%
Median Days on Market to Sale	42.00	23.50	-44.05%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **31.67%** in January 2024 to \$142,800 versus the previous year at \$209,000.

#### Median Days on Market Shortens

The median number of **23.50** days that homes spent on the market before selling decreased by 18.50 days or **44.05%** in January 2024 compared to last year's same month at **42.00** DOM.

#### Sales Success for January 2024 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# January 2024



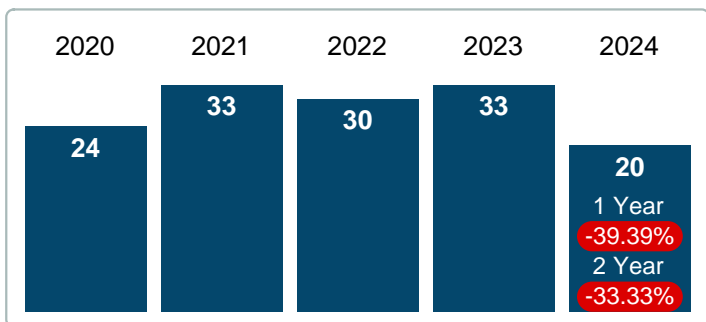
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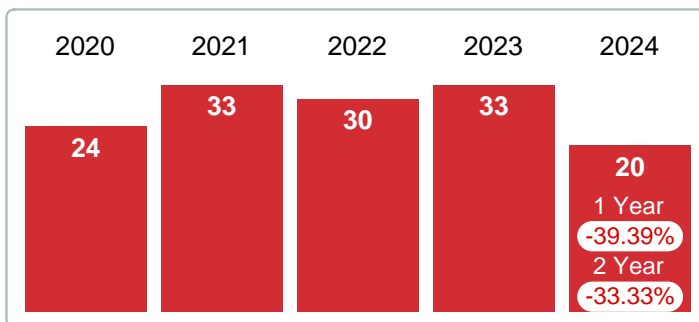
## CLOSED LISTINGS

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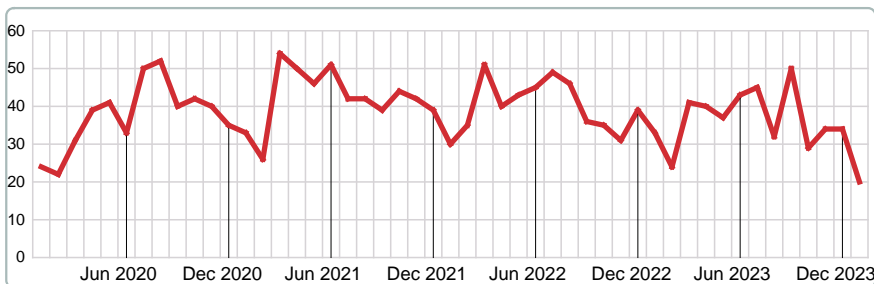
### JANUARY



### YEAR TO DATE (YTD)

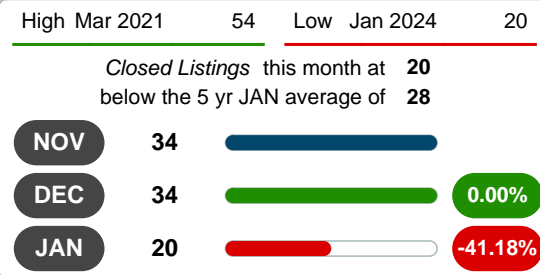


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 28



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	2	10.00%	49.0	1	1	0	0
\$80,001 - \$100,000	3	15.00%	16.0	1	2	0	0
\$100,001 - \$130,000	3	15.00%	45.0	2	1	0	0
\$130,001 - \$240,000	4	20.00%	13.5	0	4	0	0
\$240,001 - \$310,000	4	20.00%	75.5	1	3	0	0
\$310,001 - \$540,000	2	10.00%	11.5	0	2	0	0
\$540,001 and up	2	10.00%	16.0	0	1	1	0
<b>Total Closed Units</b>	<b>20</b>			<b>5</b>	<b>14</b>	<b>1</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,475,050</b>	<b>100%</b>	<b>23.5</b>	<b>659.90K</b>	<b>3.23M</b>	<b>585.90K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$142,800</b>			<b>\$115,000</b>	<b>\$183,750</b>	<b>\$585,900</b>	<b>\$0</b>

# January 2024



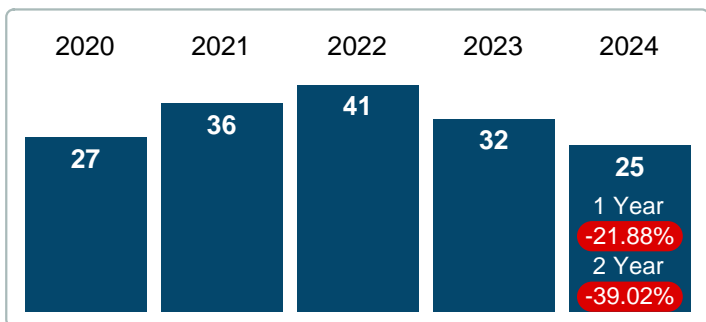
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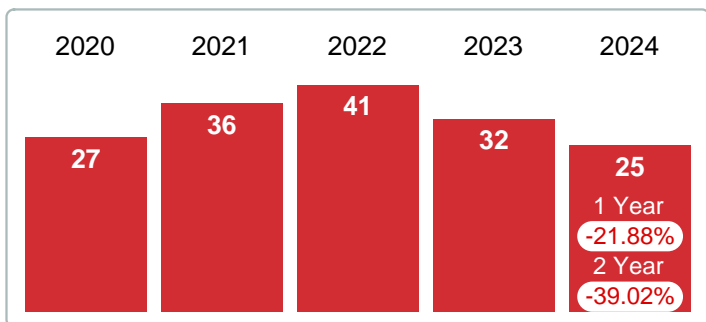
## PENDING LISTINGS

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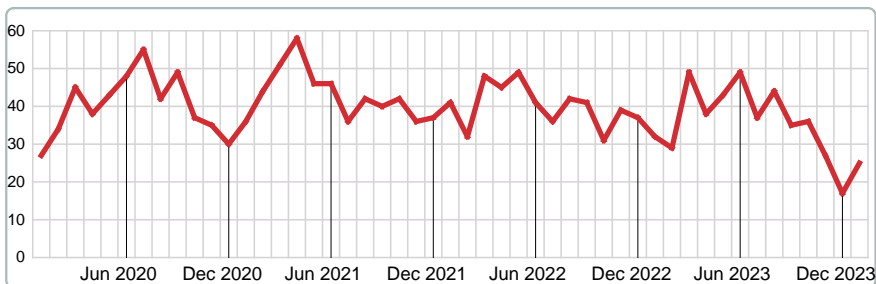
### JANUARY



### YEAR TO DATE (YTD)

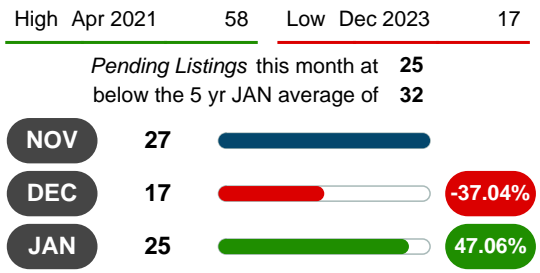


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 32



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	12.00%	100.0	2	1	0	0
\$100,001 - \$125,000	2	8.00%	82.5	1	1	0	0
\$125,001 - \$175,000	3	12.00%	36.0	0	2	1	0
\$175,001 - \$225,000	6	24.00%	41.5	1	3	2	0
\$225,001 - \$325,000	5	20.00%	116.0	0	5	0	0
\$325,001 - \$475,000	3	12.00%	70.0	0	1	2	0
\$475,001 and up	3	12.00%	100.0	0	2	1	0
<b>Total Pending Units</b>	<b>25</b>			<b>4</b>	<b>15</b>	<b>6</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>6,107,157</b>	<b>100%</b>	<b>57.0</b>	<b>494.90K</b>	<b>3.79M</b>	<b>1.83M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$212,500</b>			<b>\$109,250</b>	<b>\$229,000</b>	<b>\$277,450</b>	<b>\$0</b>

# January 2024



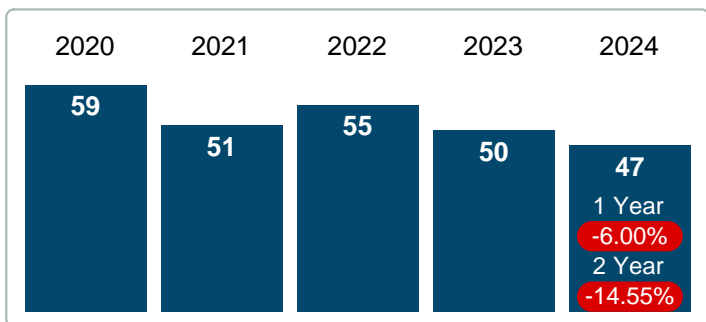
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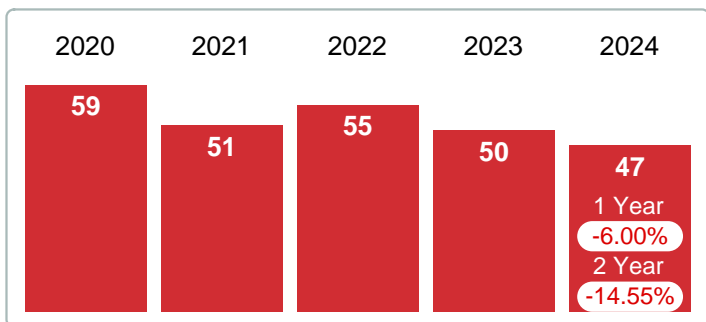
## NEW LISTINGS

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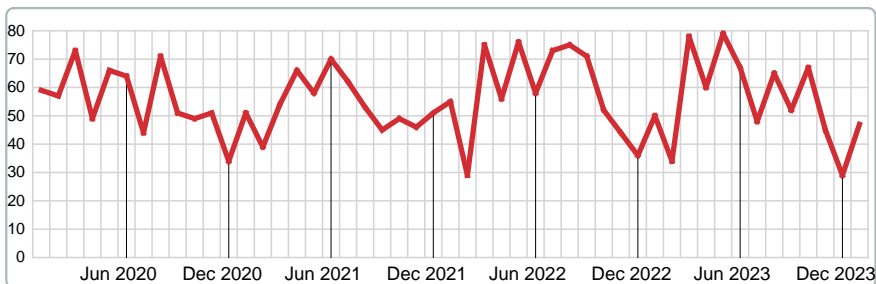
### JANUARY



### 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
\$75,000 and less	3	6.38%	2	1	0	0
\$75,001 - \$125,000	5	10.64%	3	2	0	0
\$125,001 - \$150,000	5	10.64%	1	1	3	0
\$150,001 - \$225,000	12	25.53%	1	11	0	0
\$225,001 - \$300,000	11	23.40%	2	7	2	0
\$300,001 - \$450,000	6	12.77%	1	2	3	0
\$450,001 and up	5	10.64%	0	4	1	0
<b>Total New Listed Units</b>	<b>47</b>		<b>10</b>	<b>28</b>	<b>9</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,283,300</b>	<b>100%</b>	<b>1.72M</b>	<b>8.03M</b>	<b>2.53M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$224,000</b>		<b>\$124,500</b>	<b>\$224,500</b>	<b>\$250,000</b>	<b>\$0</b>

# January 2024



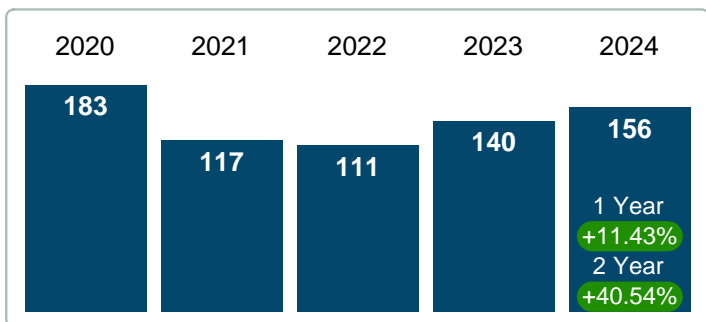
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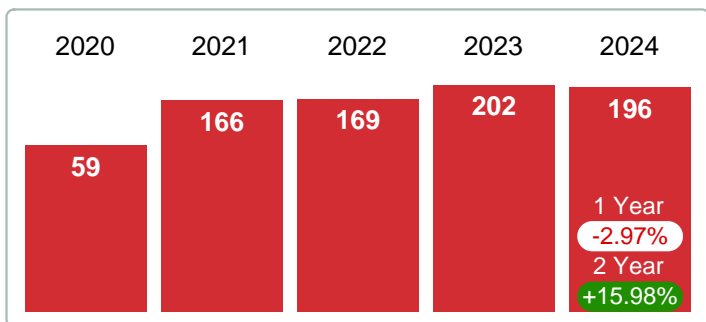
## ACTIVE INVENTORY

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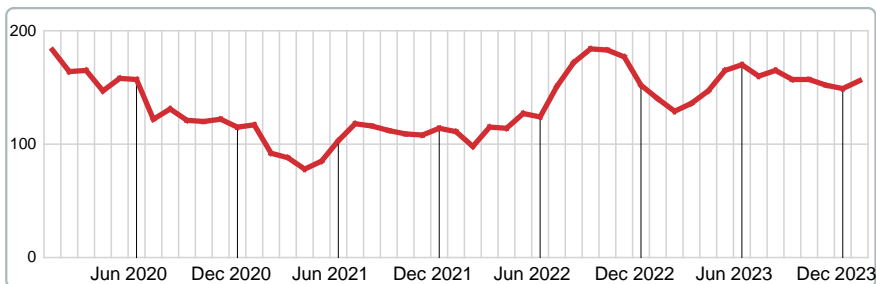
### END OF JANUARY



### ACTIVE DURING JANUARY

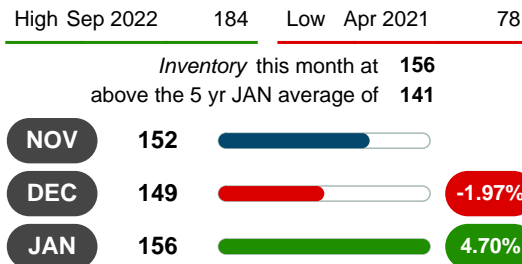


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 141



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	8.97%	60.0	8	6	0	0
\$100,001 - \$150,000	18	11.54%	63.0	5	9	3	1
\$150,001 - \$200,000	20	12.82%	92.0	2	17	1	0
\$200,001 - \$300,000	49	31.41%	83.0	5	28	15	1
\$300,001 - \$375,000	17	10.90%	83.0	0	8	8	1
\$375,001 - \$575,000	20	12.82%	75.0	4	7	8	1
\$575,001 and up	18	11.54%	108.5	1	6	3	8
<b>Total Active Inventory by Units</b>	<b>156</b>			<b>25</b>	<b>81</b>	<b>38</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>56,927,140</b>	<b>100%</b>	<b>83.0</b>	<b>5.79M</b>	<b>23.91M</b>	<b>14.14M</b>	<b>13.08M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$254,745</b>			<b>\$149,000</b>	<b>\$225,000</b>	<b>\$307,000</b>	<b>\$824,450</b>

# January 2024



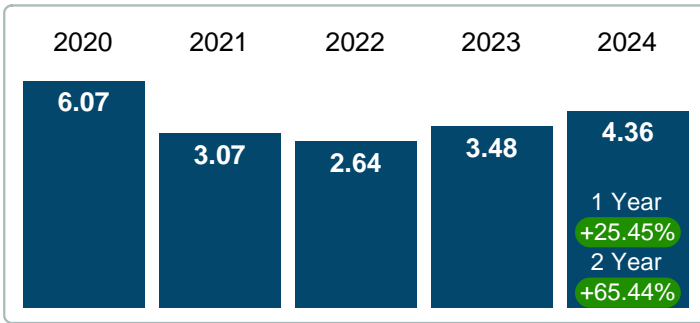
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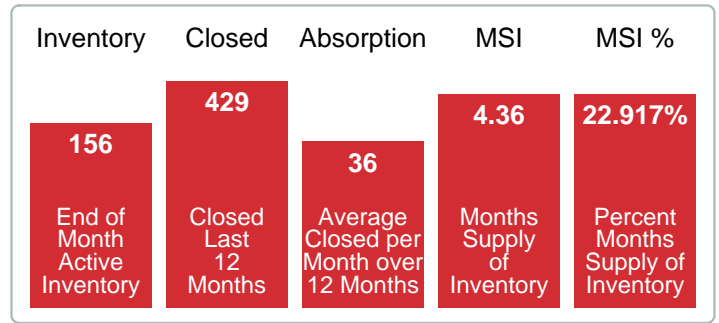
## MONTHS SUPPLY of INVENTORY (MSI)

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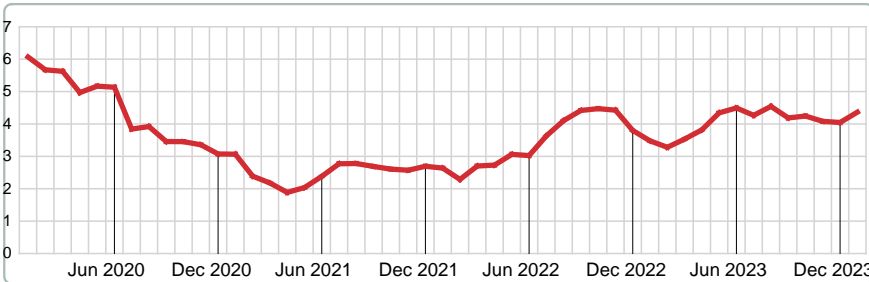
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2024

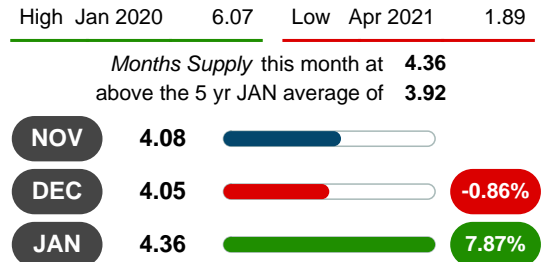


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2024



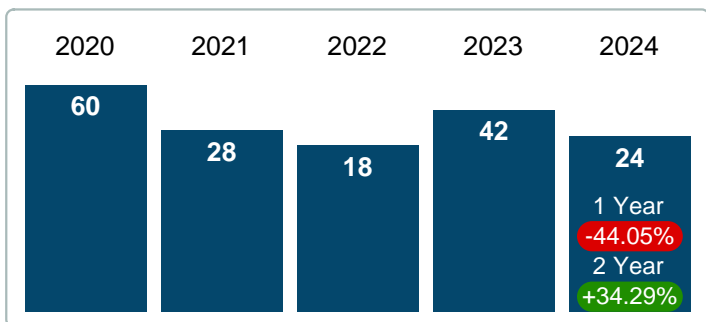
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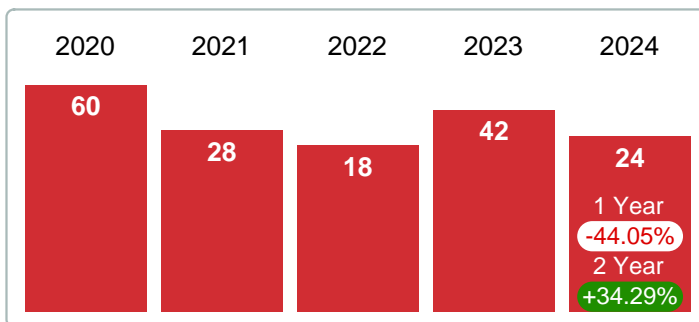
## MEDIAN DAYS ON MARKET TO SALE

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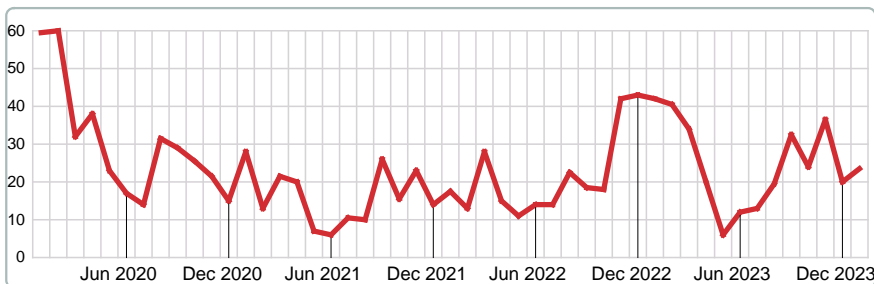
### JANUARY



### YEAR TO DATE (YTD)

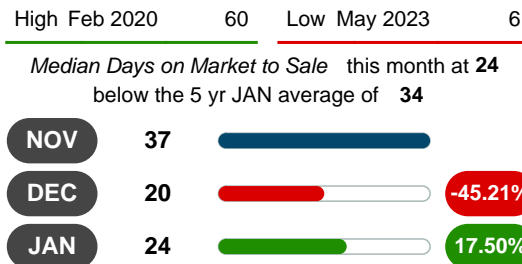


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 34



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	10.00%	49	18	80	0	0
\$80,001 - \$100,000	15.00%	16	16	56	0	0
\$100,001 - \$130,000	15.00%	45	25	124	0	0
\$130,001 - \$240,000	20.00%	14	0	14	0	0
\$240,001 - \$310,000	20.00%	76	35	116	0	0
\$310,001 - \$540,000	10.00%	12	0	12	0	0
\$540,001 and up	10.00%	16	0	25	7	0
Median Closed DOM		24	18	30	7	0
Total Closed Units	100%	23.5	5	14	1	
Total Closed Volume		4,475,050	659.90K	3.23M	585.90K	0.00B



# January 2024



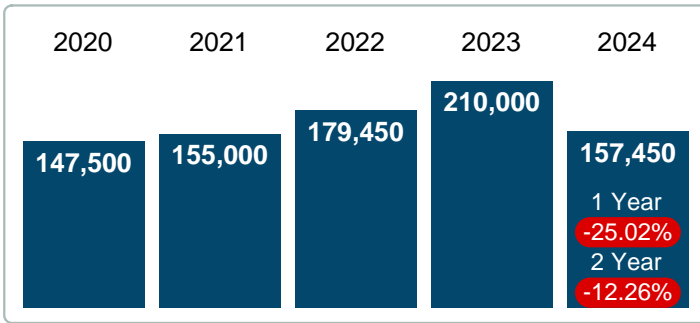
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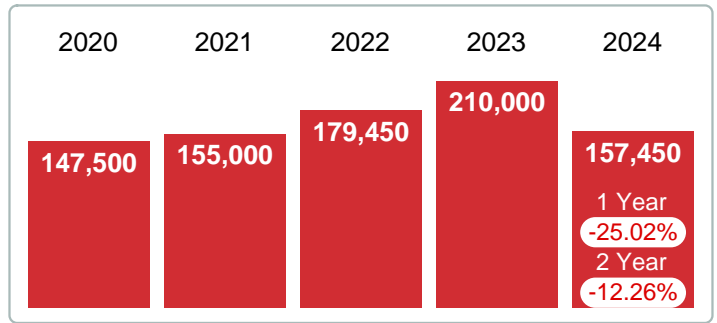
## MEDIAN LIST PRICE AT CLOSING

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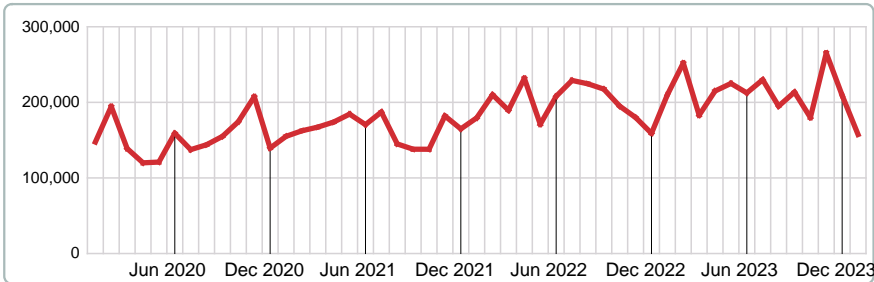
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

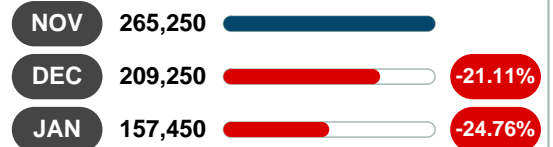


### 3 MONTHS

5 year JAN AVG = 169,880

High Nov 2023 265,250 Low Apr 2020 120,000

Median List Price at Closing this month at 157,450 below the 5 yr JAN average of 169,880



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	10.00%	67,200	74,900	59,500	0	0
\$75,001 - \$100,000	2	10.00%	97,500	95,000	100,000	0	0
\$100,001 - \$125,000	2	10.00%	115,500	119,000	112,000	0	0
\$125,001 - \$225,000	5	25.00%	140,000	130,000	147,500	0	0
\$225,001 - \$300,000	4	20.00%	285,000	275,000	295,000	0	0
\$300,001 - \$525,000	3	15.00%	350,000	0	350,000	0	0
\$525,001 and up	2	10.00%	567,700	0	549,500	585,900	0
Median List Price			157,450	119,000	194,450	585,900	0
Total Closed Units		100%	157,450	5	14	1	
Total Closed Volume			4,696,300	693.90K	3.42M	585.90K	0.00B



# January 2024



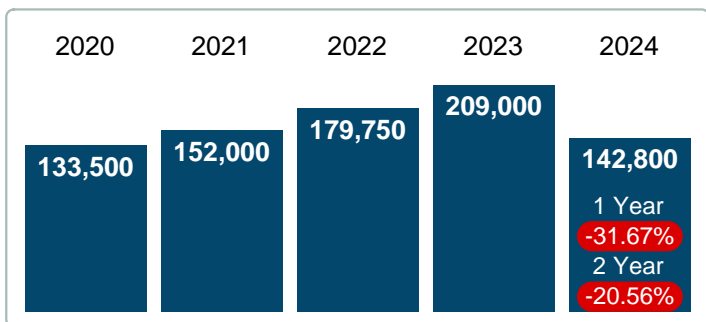
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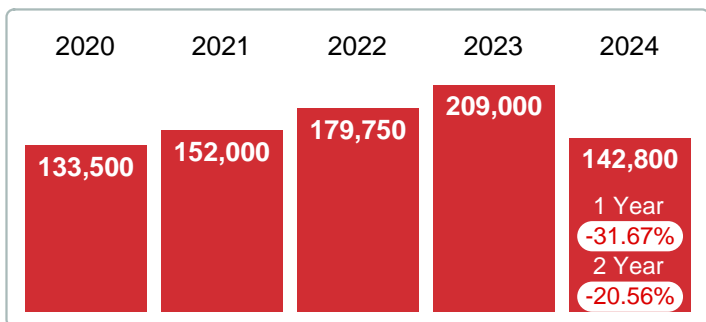
## MEDIAN SOLD PRICE AT CLOSING

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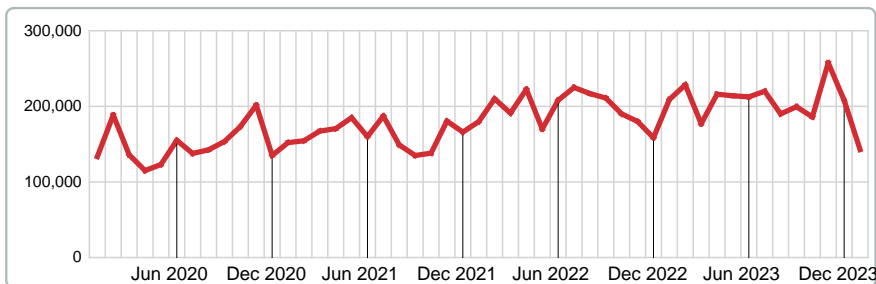
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

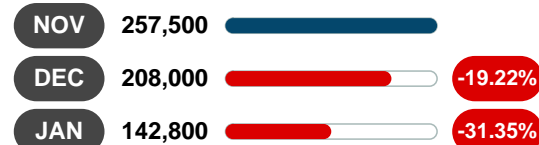


### 3 MONTHS

5 year JAN AVG = 163,410

High Nov 2023 257,500 Low Apr 2020 115,000

Median Sold Price at Closing this month at 142,800 below the 5 yr JAN average of 163,410



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	10.00%	62,450	74,900	50,000	0	0
\$80,001 - \$100,000	15.00%	100,000	85,000	100,000	0	0
\$100,001 - \$130,000	15.00%	125,000	122,500	125,000	0	0
\$130,001 - \$240,000	20.00%	142,800	0	142,800	0	0
\$240,001 - \$310,000	20.00%	275,000	255,000	295,000	0	0
\$310,001 - \$540,000	10.00%	413,325	0	413,325	0	0
\$540,001 and up	10.00%	563,200	0	540,500	585,900	0
Median Sold Price		142,800	115,000	183,750	585,900	0
Total Closed Units	100%	142,800	5	14	1	
Total Closed Volume		4,475,050	659.90K	3.23M	585.90K	0.00B

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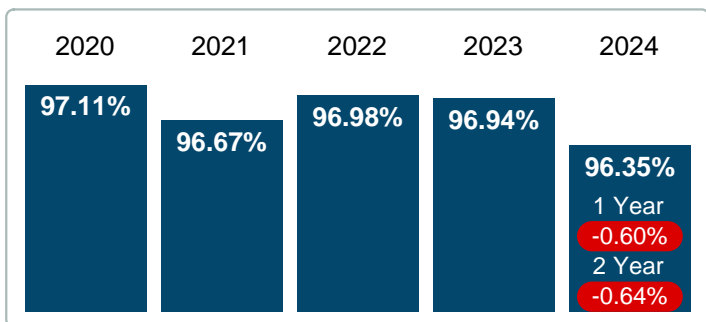
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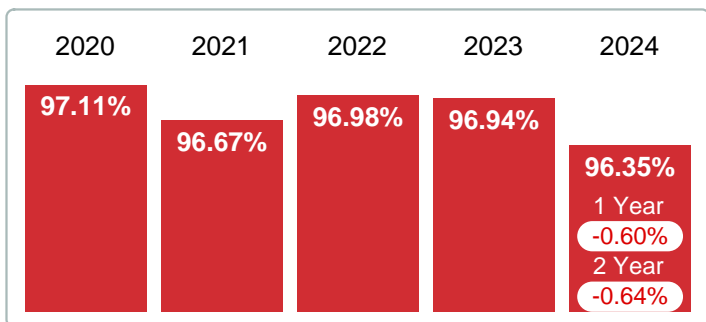
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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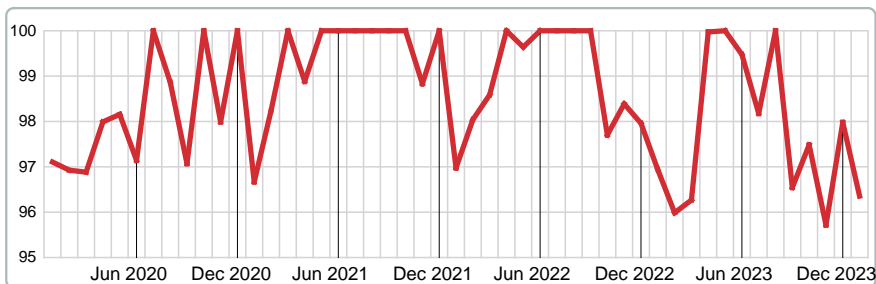
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

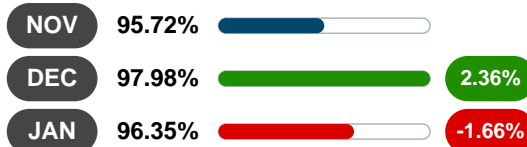


### 3 MONTHS

5 year JAN AVG = 96.81%

High Aug 2023 100.00% Low Nov 2023 95.72%

Median Sold/List Ratio this month at **96.35%**  
below the 5 yr JAN average of **96.81%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	2	10.00%	92.02%	100.00%	84.03%	0.00%	0.00%
\$80,001 - \$100,000	3	15.00%	89.47%	89.47%	94.64%	0.00%	0.00%
\$100,001 - \$130,000	3	15.00%	96.64%	98.32%	78.17%	0.00%	0.00%
\$130,001 - \$240,000	4	20.00%	96.77%	0.00%	96.77%	0.00%	0.00%
\$240,001 - \$310,000	4	20.00%	93.33%	92.73%	93.94%	0.00%	0.00%
\$310,001 - \$540,000	2	10.00%	95.89%	0.00%	95.89%	0.00%	0.00%
\$540,001 and up	2	10.00%	99.18%	0.00%	98.36%	100.00%	0.00%
Median Sold/List Ratio		96.35%		96.64%	95.62%	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



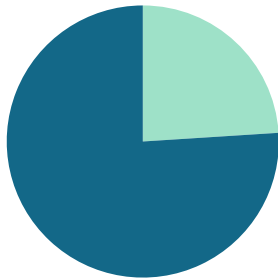
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

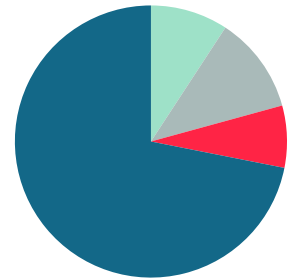


**Inventory**  
 New Listings  
**47 = 23.98%**  
 Start Inventory  
**149**  
 Total Inventory Units  
**196**  
 Volume  
**\$71,200,787**

### 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%
Median List Price	210,000	157,450	-25.02%	210,000	157,450	-25.02%
Median Sale Price	209,000	142,800	-31.67%	209,000	142,800	-31.67%
Median Percent of Selling Price to List Price	96.94%	96.35%	-0.60%	96.94%	96.35%	-0.60%
Median Days on Market to Sale	42.00	23.50	-44.05%	42.00	23.50	-44.05%
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

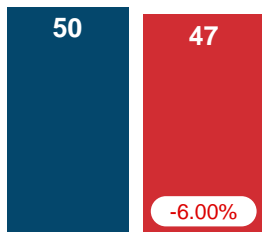
**Inventory** on January 31, 2024 = **156**

**2023** **2024**

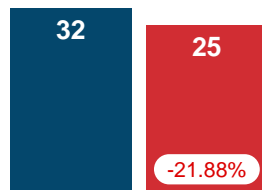
### JANUARY MARKET

### MEDIAN PRICES

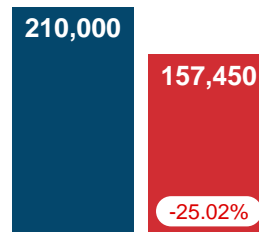
#### New Listings



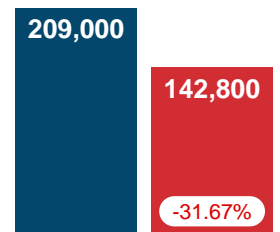
#### Pending Listings



#### List Price



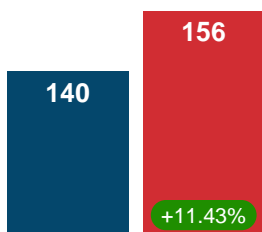
#### Sale Price



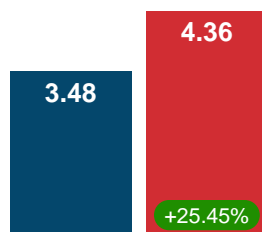
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

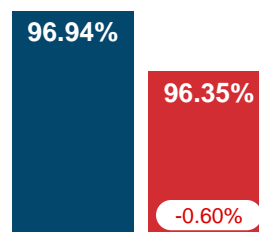
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

