

February 2024



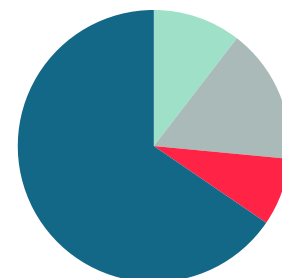
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2024 for MLS Technology Inc.

Compared Metrics	February		
	2023	2024	+/-%
Closed Listings	24	26	8.33%
Pending Listings	29	40	37.93%
New Listings	34	61	79.41%
Average List Price	235,038	242,464	3.16%
Average Sale Price	221,387	236,877	7.00%
Average Percent of Selling Price to List Price	95.12%	100.07%	5.21%
Average Days on Market to Sale	59.33	46.31	-21.95%
End of Month Inventory	129	163	26.36%
Months Supply of Inventory	3.28	4.53	38.06%



■ Closed (10.44%)
■ Pending (16.06%)
■ Other OffMarket (8.03%)
■ Active (65.46%)

Absorption: Last 12 months, an Average of **36** Sales/Month
Active Inventory as of February 29, 2024 = **163**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2024 rose **26.36%** to 163 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 **4.53** 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 **7.00%** in February 2024 to \$236,877 versus the previous year at \$221,387.

Average Days on Market Shortens

The average number of **46.31** days that homes spent on the market before selling decreased by 13.03 days or **21.95%** in February 2024 compared to last year's same month at **59.33** DOM.

Sales Success for February 2024 is Positive

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

There were 61 New Listings in February 2024, up **79.41%** from last year at 34. Furthermore, there were 26 Closed Listings this month versus last year at 24, a **8.33%** increase.

Closed versus Listed trends yielded a **42.6%** ratio, down from previous year's, February 2023, at **70.6%**, a **39.62%** 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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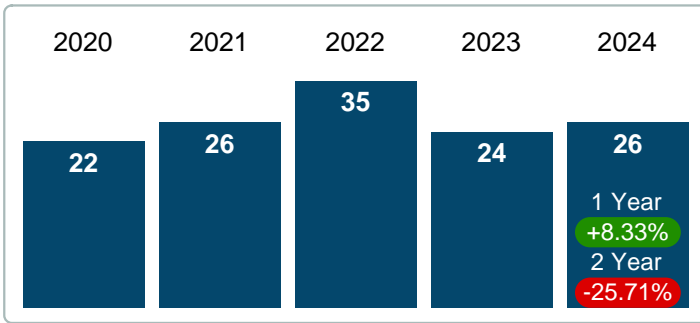
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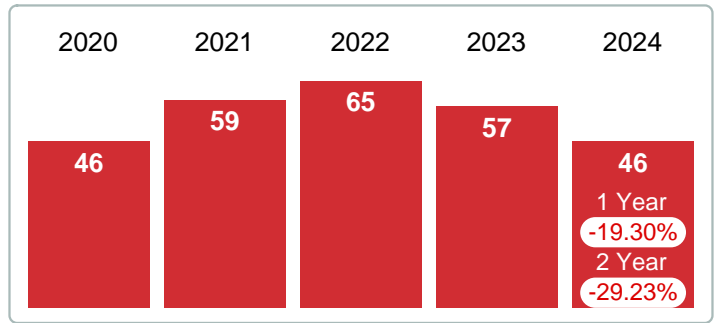
CLOSED LISTINGS

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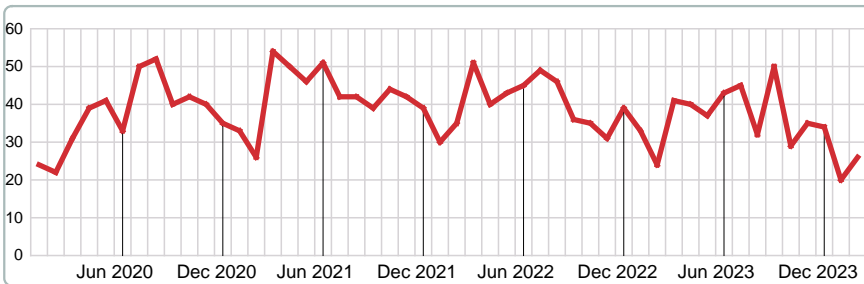
FEBRUARY



YEAR TO DATE (YTD)

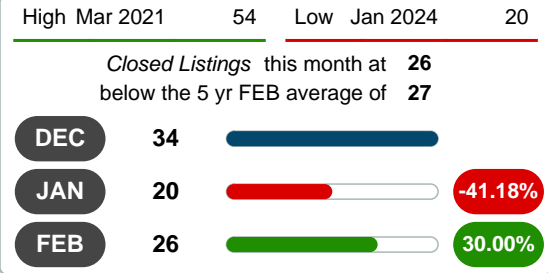


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 27



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	7.69%	21.0	1	1	0	0
\$75,001 - \$150,000	3	11.54%	73.3	1	1	1	0
\$150,001 - \$175,000	3	11.54%	87.7	0	2	1	0
\$175,001 - \$250,000	9	34.62%	47.7	1	7	1	0
\$250,001 - \$325,000	2	7.69%	75.5	0	2	0	0
\$325,001 - \$425,000	4	15.38%	18.5	0	1	3	0
\$425,001 and up	3	11.54%	8.3	0	1	2	0
Total Closed Units	26			3	15	8	0
Total Closed Volume	6,158,800	100%	46.3	296.50K	3.31M	2.55M	0.00B
Average Closed Price	\$236,877			\$98,833	\$220,800	\$318,788	\$0

February 2024



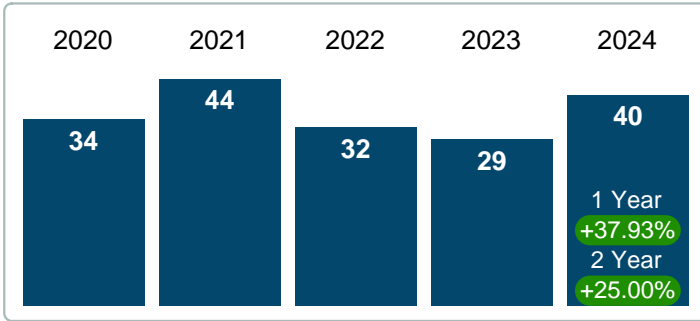
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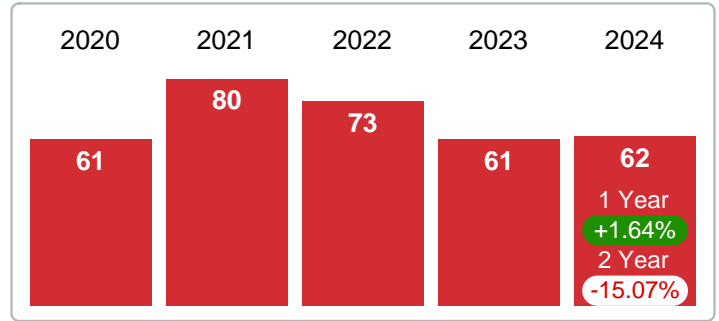
PENDING LISTINGS

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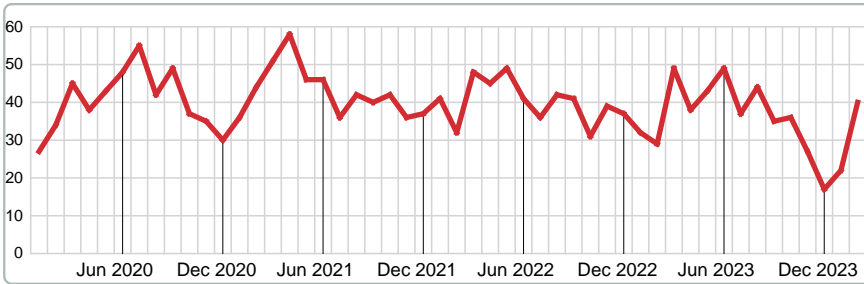
FEBRUARY



YEAR TO DATE (YTD)

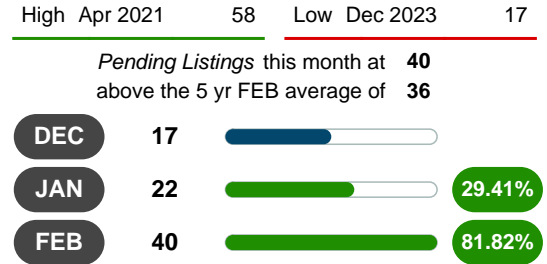


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.50%	75.3	2	1	0	0
\$50,001 - \$75,000	5	12.50%	62.0	3	2	0	0
\$75,001 - \$150,000	8	20.00%	50.1	3	3	2	0
\$150,001 - \$225,000	8	20.00%	78.8	1	7	0	0
\$225,001 - \$325,000	6	15.00%	103.3	1	4	1	0
\$325,001 - \$400,000	6	15.00%	26.0	0	3	3	0
\$400,001 and up	4	10.00%	26.5	1	0	3	0
Total Pending Units	40			11	20	9	0
Total Pending Volume	8,456,200	100%	38.1	1.45M	3.90M	3.11M	0.00B
Average Listing Price	\$292,156			\$131,427	\$195,055	\$345,489	\$0

February 2024



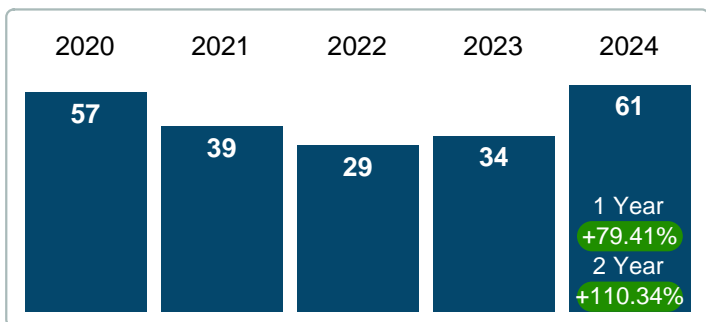
Area Delimited by County Of Mayes - Residential Property Type



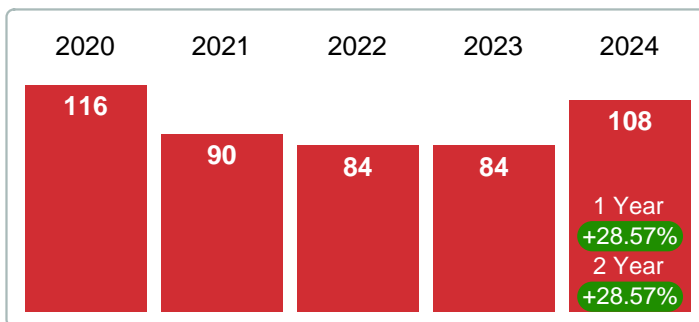
NEW LISTINGS

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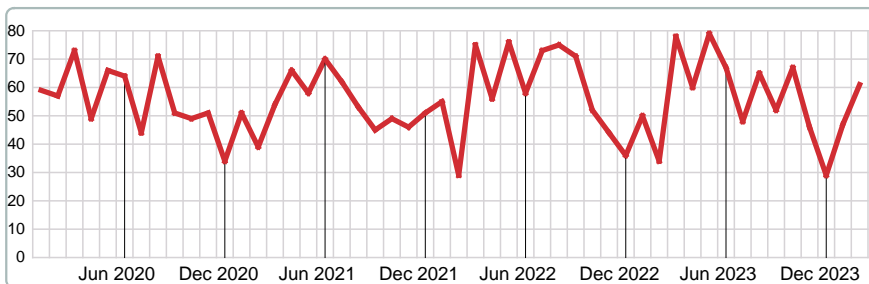
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

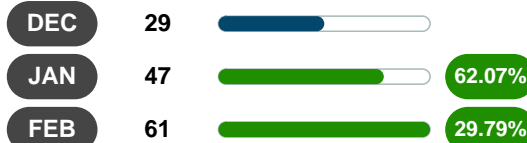


3 MONTHS

5 year FEB AVG = 44

High May 2023 79 Low Dec 2023 29

New Listings this month at 61
above the 5 yr FEB average of 44



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	9.84%	5	1	0	0
\$100,001 - \$150,000	4	6.56%	0	4	0	0
\$150,001 - \$225,000	11	18.03%	3	8	0	0
\$225,001 - \$300,000	16	26.23%	0	12	3	1
\$300,001 - \$375,000	8	13.11%	1	4	3	0
\$375,001 - \$500,000	9	14.75%	0	5	4	0
\$500,001 and up	7	11.48%	0	3	2	2
Total New Listed Units	61		9	37	12	3
Total New Listed Volume	21,315,950	100%	1.20M	10.73M	4.60M	4.79M
Average New Listed Listing Price	\$337,800		\$132,778	\$290,028	\$383,325	\$1,596,667

February 2024



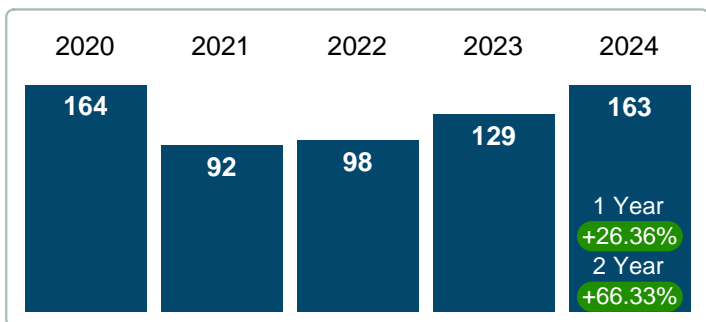
Area Delimited by County Of Mayes - Residential Property Type



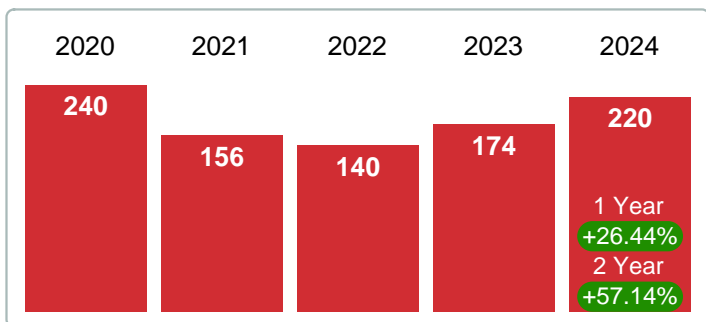
ACTIVE INVENTORY

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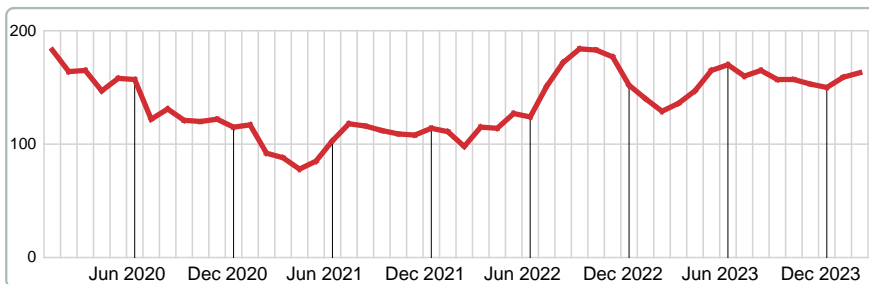
END OF FEBRUARY



ACTIVE DURING FEBRUARY

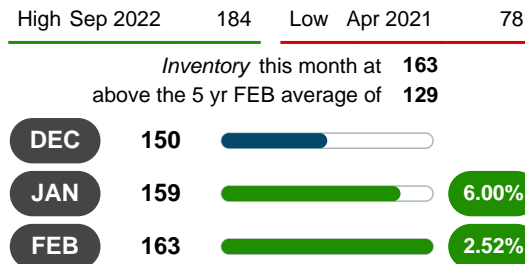


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 129



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	8.59%	57.8	6	8	0	0
\$125,001 - \$175,000	23	14.11%	84.3	7	15	1	0
\$175,001 - \$225,000	17	10.43%	96.4	1	16	0	0
\$225,001 - \$300,000	48	29.45%	77.8	4	26	16	2
\$300,001 - \$425,000	25	15.34%	89.0	1	12	11	1
\$425,001 - \$625,000	19	11.66%	97.7	1	10	6	2
\$625,001 and up	17	10.43%	110.3	1	6	3	7
Total Active Inventory by Units	163			21	93	37	12
Total Active Inventory by Volume	64,169,089	100%	86.4	4.91M	28.46M	15.23M	15.57M
Average Active Inventory Listing Price	\$393,675			\$234,029	\$305,979	\$411,696	\$1,297,142

February 2024



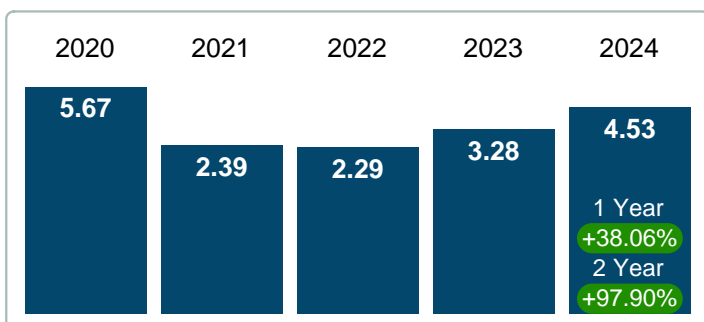
Area Delimited by County Of Mayes - Residential Property Type



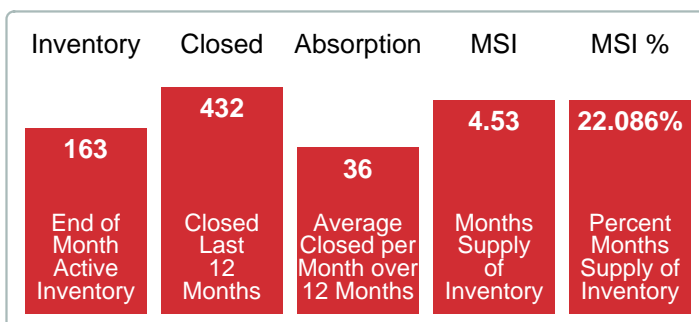
MONTHS SUPPLY of INVENTORY (MSI)

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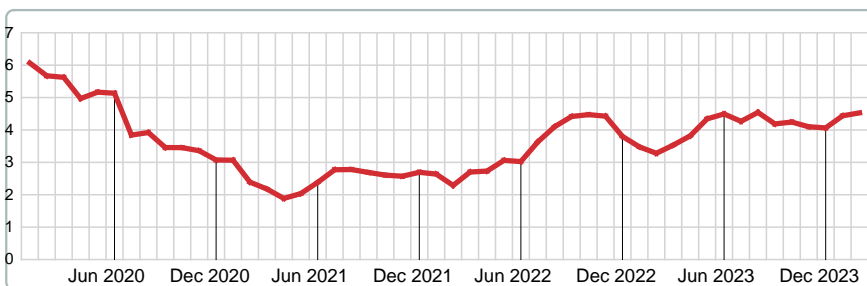
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024

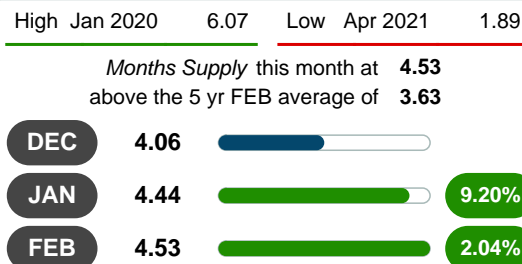


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.63



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
\$125,000 and less	14	8.59%	1.81	1.71	2.18	0.00	0.00
\$125,001 - \$175,000	23	14.11%	3.41	4.67	3.33	1.50	0.00
\$175,001 - \$225,000	17	10.43%	2.91	3.00	3.43	0.00	0.00
\$225,001 - \$300,000	48	29.45%	7.48	6.00	6.64	9.14	24.00
\$300,001 - \$425,000	25	15.34%	4.62	4.00	4.24	4.89	12.00
\$425,001 - \$625,000	19	11.66%	6.91	12.00	6.32	6.00	24.00
\$625,001 and up	17	10.43%	15.69	0.00	10.29	36.00	16.80
Market Supply of Inventory (MSI)			4.53	3.32	4.28	5.16	16.00
Total Active Inventory by Units		100%	4.53	21	93	37	12

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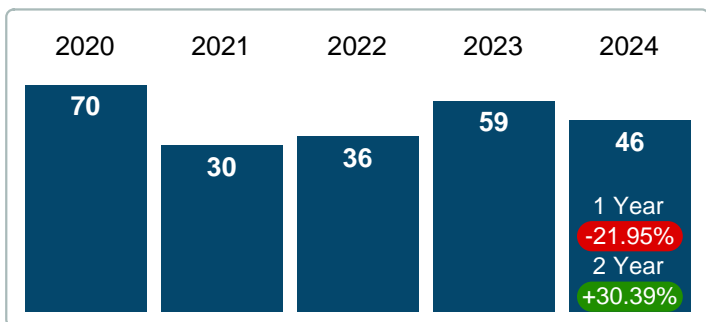
Area Delimited by County Of Mayes - Residential Property Type



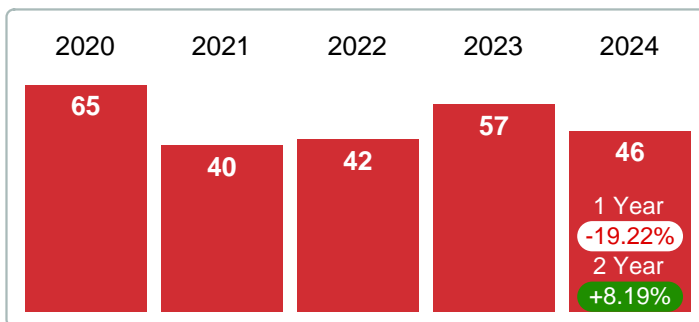
AVERAGE DAYS ON MARKET TO SALE

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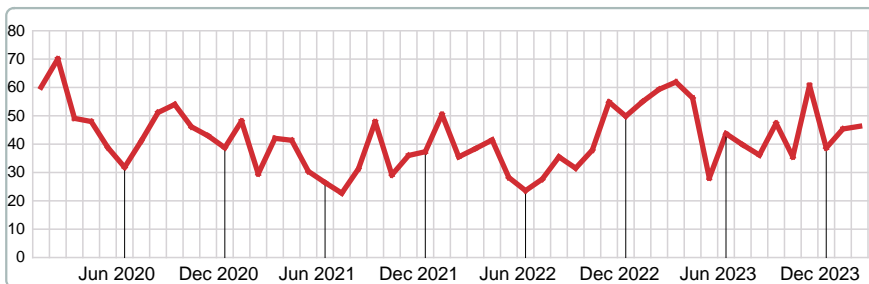
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 48

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 46 below the 5 yr FEB average of 48



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	7.69%	21	11	31	0	0
\$75,001 - \$150,000	11.54%	73	99	116	5	0
\$150,001 - \$175,000	11.54%	88	0	65	133	0
\$175,001 - \$250,000	34.62%	48	57	46	50	0
\$250,001 - \$325,000	7.69%	76	0	76	0	0
\$325,001 - \$425,000	15.38%	19	0	2	24	0
\$425,001 and up	11.54%	8	0	9	8	0
Average Closed DOM		46	56	51	35	0
Total Closed Units	100%	46	3	15	8	0
Total Closed Volume		6,158,800	296.50K	3.31M	2.55M	0.00B

February 2024



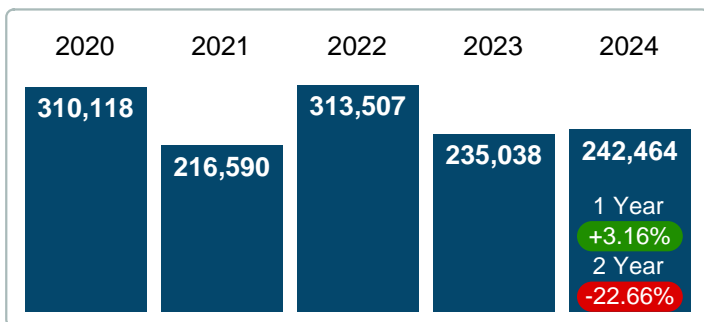
Area Delimited by County Of Mayes - Residential Property Type



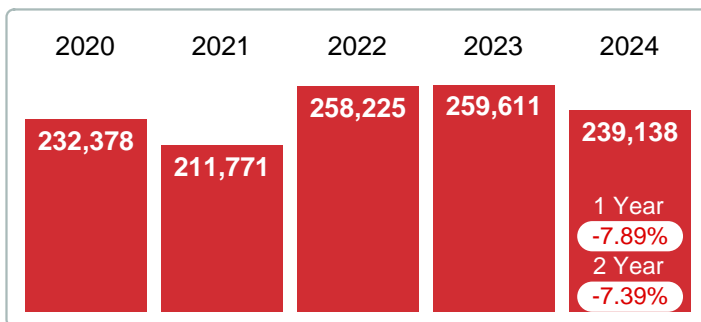
AVERAGE LIST PRICE AT CLOSING

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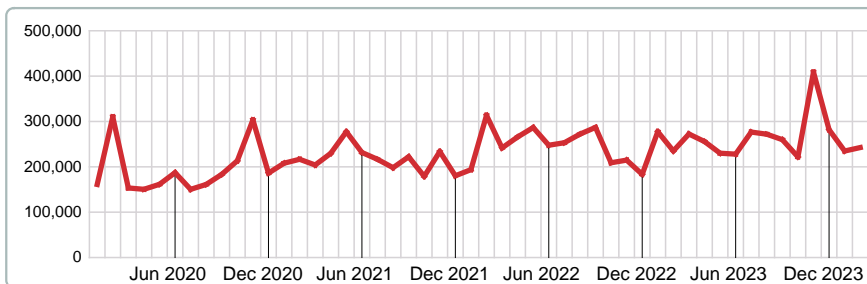
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

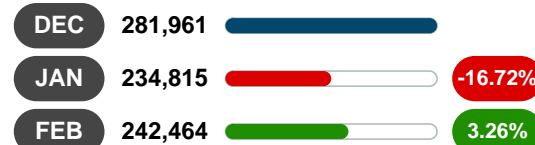


3 MONTHS

5 year FEB AVG = 263,543

High Nov 2023 408,881 Low Jul 2020 150,324

Average List Price at Closing this month at **242,464**
below the 5 yr FEB average of **263,543**



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	7.69%	37,450	39,900	35,000	0	0
\$75,001 - \$150,000	11.54%	118,000	86,500	118,000	149,500	0
\$150,001 - \$175,000	7.69%	170,834	0	178,284	225,000	0
\$175,001 - \$250,000	34.62%	201,700	189,900	203,986	212,500	0
\$250,001 - \$325,000	11.54%	263,633	0	268,000	0	0
\$325,001 - \$425,000	15.38%	348,450	0	379,000	338,267	0
\$425,001 and up	11.54%	511,167	0	499,000	517,250	0
Average List Price		242,464	105,433	223,431	329,538	0
Total Closed Units	100%	26	3	15	8	0
Total Closed Volume		6,304,067	316.30K	3.35M	2.64M	0.00B

February 2024



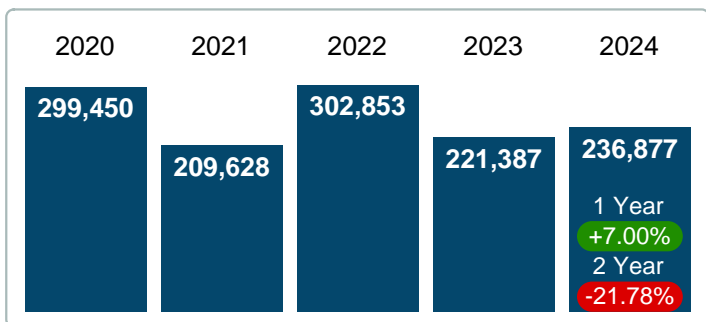
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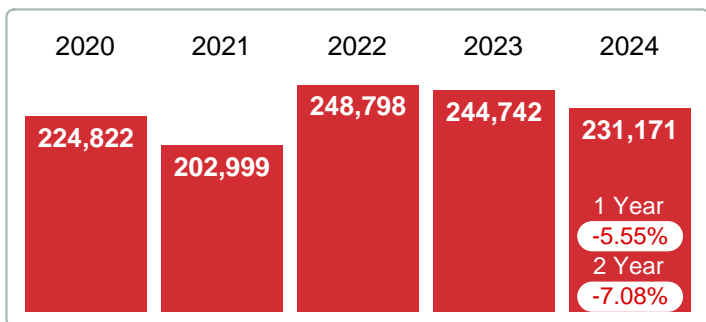
AVERAGE SOLD PRICE AT CLOSING

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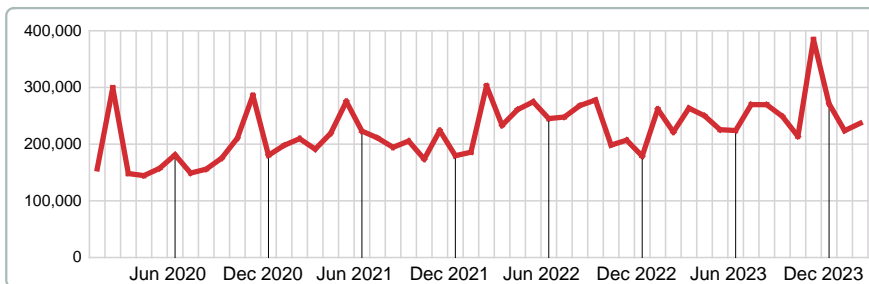
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

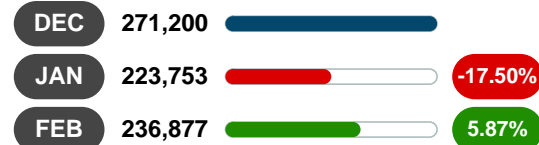


3 MONTHS

5 year FEB AVG = 254,039

High Nov 2023 384,533 Low Apr 2020 144,503

Average Sold Price at Closing this month at **236,877** below the 5 yr FEB average of **254,039**



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	7.69%	53,000	40,000	66,000	0	0
\$75,001 - \$150,000	11.54%	108,300	76,500	105,000	143,400	0
\$150,001 - \$175,000	11.54%	165,000	0	165,000	165,000	0
\$175,001 - \$250,000	34.62%	201,056	180,000	203,857	202,500	0
\$250,001 - \$325,000	7.69%	262,000	0	262,000	0	0
\$325,001 - \$425,000	15.38%	344,975	0	365,000	338,300	0
\$425,001 and up	11.54%	506,500	0	495,000	512,250	0
Average Sold Price		236,877	98,833	220,800	318,788	0
Total Closed Units	100%	26	3	15	8	0
Total Closed Volume		6,158,800	296.50K	3.31M	2.55M	0.00B

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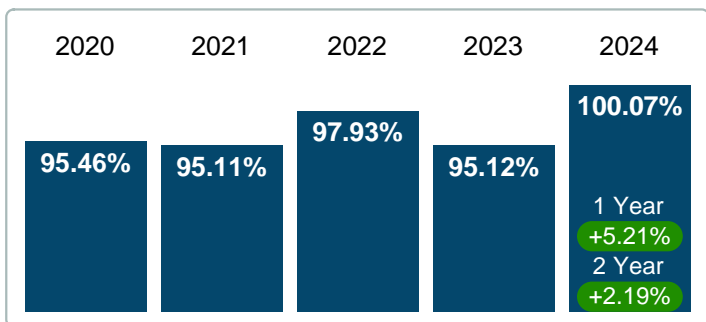
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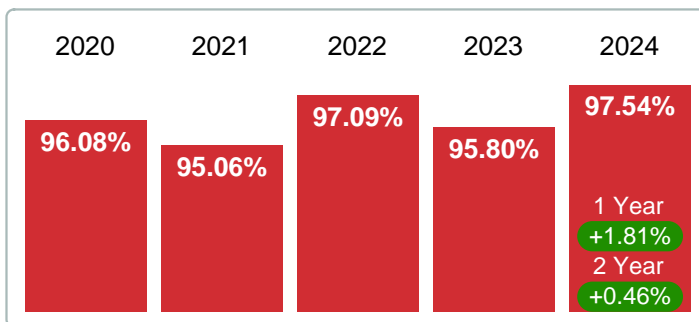
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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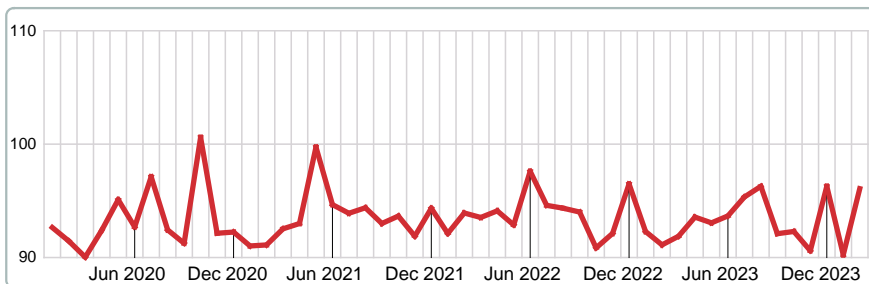
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

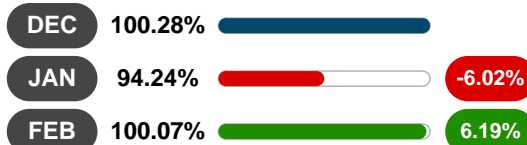


3 MONTHS

5 year FEB AVG = 96.74%

High Oct 2020 104.60% Low Mar 2020 94.04%

Average Sold/List Ratio this month at **100.07%** above the 5 yr FEB average of **96.74%**



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	7.69%	144.41%	100.25%	188.57%	0.00%	0.00%
\$75,001 - \$150,000	3	11.54%	91.11%	88.44%	88.98%	95.92%	0.00%
\$150,001 - \$175,000	3	11.54%	86.50%	0.00%	93.09%	73.33%	0.00%
\$175,001 - \$250,000	9	34.62%	98.97%	94.79%	100.09%	95.29%	0.00%
\$250,001 - \$325,000	2	7.69%	97.82%	0.00%	97.82%	0.00%	0.00%
\$325,001 - \$425,000	4	15.38%	99.08%	0.00%	96.31%	100.01%	0.00%
\$425,001 and up	3	11.54%	99.16%	0.00%	99.20%	99.15%	0.00%
Average Sold/List Ratio		100.10%		94.49%	103.70%	95.36%	0.00%
Total Closed Units		26	100%	3	15	8	
Total Closed Volume		6,158,800		296.50K	3.31M	2.55M	0.00B

February 2024



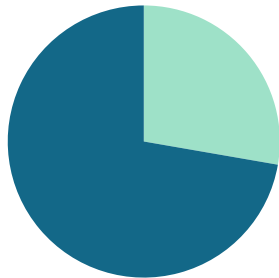
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Mar 11, 2024 for MLS Technology Inc.

INVENTORY

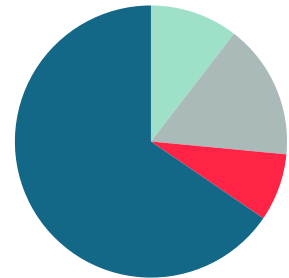


Inventory
 New Listings
61 = 27.73%
 Start Inventory
159
 Total Inventory Units
220
 Volume
\$79,451,589

Market Activity

Closed Sales
26 = 10.44%
 Pending Sales
40 = 16.06%
 Other Off Market
20 = 8.03%
 Active Inventory
163 = 65.46%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	24	26	8.33%	57	46	-19.30%
Pending Sales	29	40	37.93%	61	62	1.64%
New Listings	34	61	79.41%	84	108	28.57%
Average List Price	235,038	242,464	3.16%	259,611	239,138	-7.89%
Average Sale Price	221,387	236,877	7.00%	244,742	231,171	-5.55%
Average Percent of Selling Price to List Price	95.12%	100.07%	5.21%	95.80%	97.54%	1.81%
Average Days on Market to Sale	59.33	46.31	-21.95%	56.81	45.89	-19.22%
Monthly Inventory	129	163	26.36%	129	163	26.36%
Months Supply of Inventory	3.28	4.53	38.06%	3.28	4.53	38.06%

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

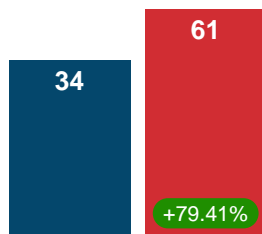
Inventory on February 29, 2024 = **163**

2023 **2024**

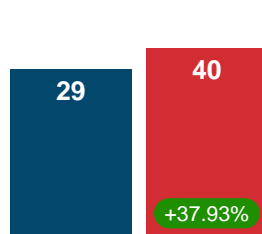
FEBRUARY MARKET

AVERAGE PRICES

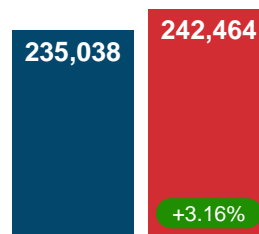
New Listings



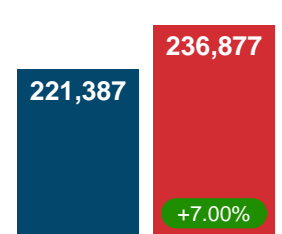
Pending Listings



List Price



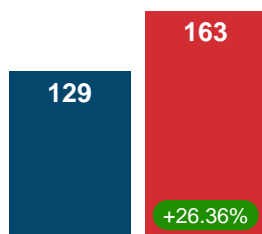
Sale Price



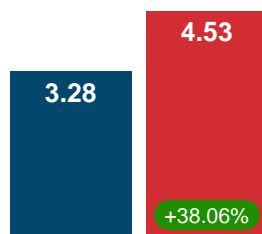
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

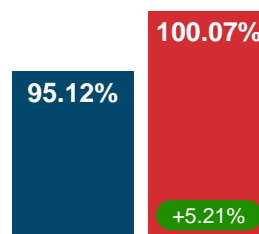
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

