

February 2024



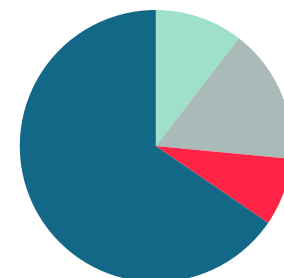
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	252,000	202,500	-19.64%
Median Sale Price	228,500	201,000	-12.04%
Median Percent of Selling Price to List Price	95.99%	98.83%	2.96%
Median Days on Market to Sale	40.50	30.00	-25.93%
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.

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 **12.04%** in February 2024 to \$201,000 versus the previous year at \$228,500.

Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 10.50 days or **25.93%** in February 2024 compared to last year's same month at **40.50** DOM.

Sales Success for February 2024 is Positive

Overall, with Median Prices falling 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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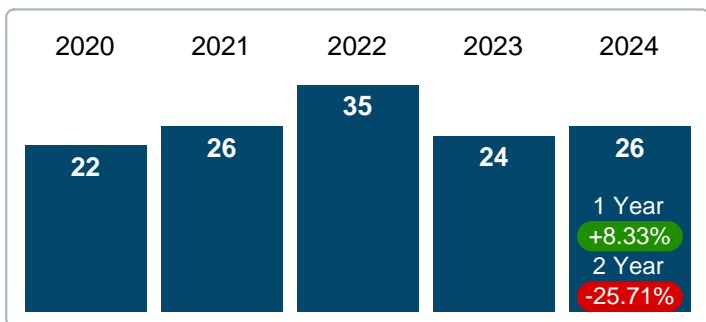
Area Delimited by County Of Mayes - Residential Property Type



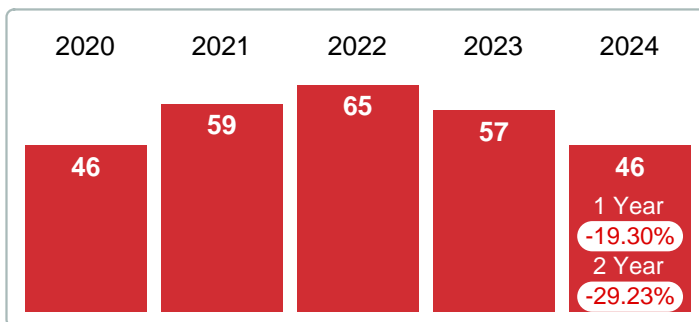
CLOSED LISTINGS

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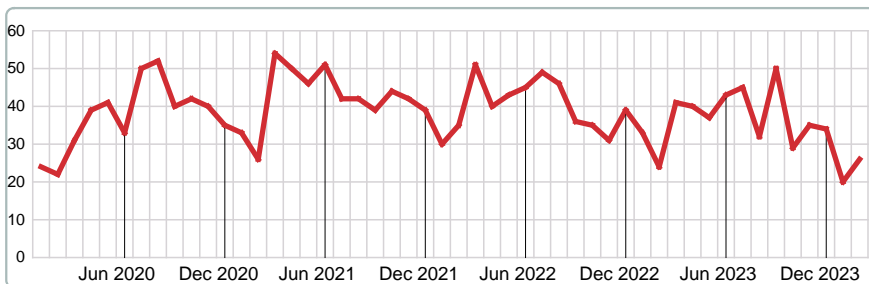
FEBRUARY



YEAR TO DATE (YTD)

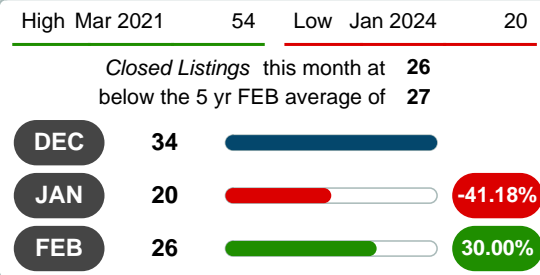


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	99.0	1	1	1	0
\$150,001 - \$175,000	3	11.54%	94.0	0	2	1	0
\$175,001 - \$250,000	9	34.62%	29.0	1	7	1	0
\$250,001 - \$325,000	2	7.69%	75.5	0	2	0	0
\$325,001 - \$425,000	4	15.38%	1.5	0	1	3	0
\$425,001 and up	3	11.54%	9.0	0	1	2	0
Total Closed Units	26			3	15	8	0
Total Closed Volume	6,158,800	100%	30.0	296.50K	3.31M	2.55M	0.00B
Median Closed Price	\$201,000			\$76,500	\$200,000	\$332,450	\$0

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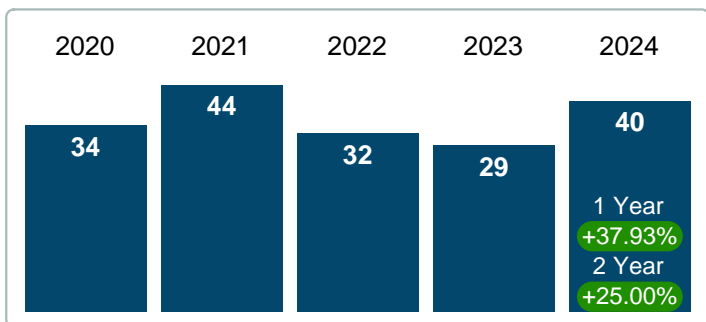
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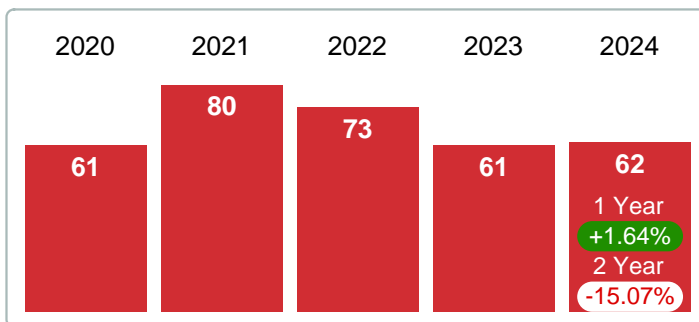
PENDING LISTINGS

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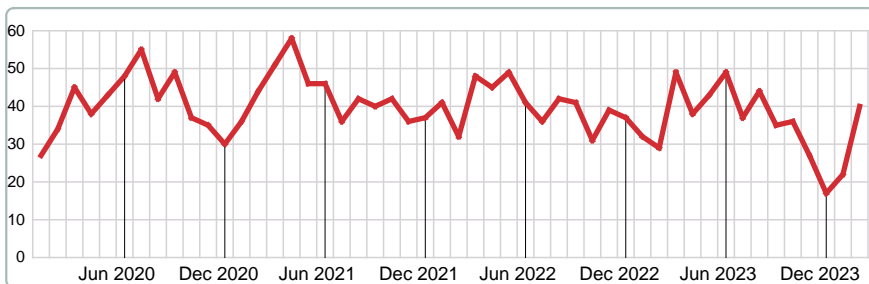
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 36

High Apr 2021 58 Low Dec 2023 17

Pending Listings this month at 40
above the 5 yr FEB average of 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.50%	96.0	2	1	0	0
\$50,001 - \$75,000	5	12.50%	77.0	3	2	0	0
\$75,001 - \$150,000	8	20.00%	43.0	3	3	2	0
\$150,001 - \$225,000	8	20.00%	59.0	1	7	0	0
\$225,001 - \$325,000	6	15.00%	80.5	1	4	1	0
\$325,001 - \$400,000	6	15.00%	11.0	0	3	3	0
\$400,001 and up	4	10.00%	18.5	1	0	3	0
Total Pending Units	40			11	20	9	0
Total Pending Volume	8,456,200	100%	38.5	1.45M	3.90M	3.11M	0.00B
Median Listing Price	\$185,000			\$87,500	\$197,500	\$350,000	\$0

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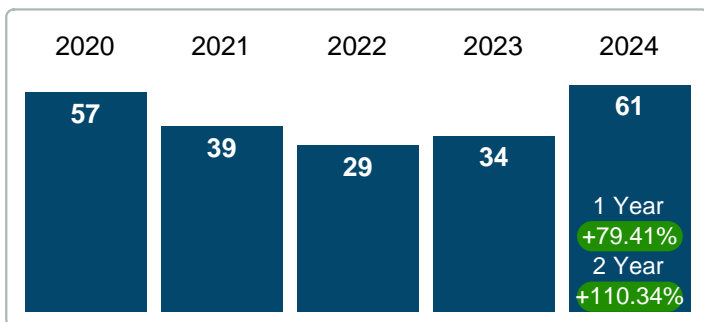
Area Delimited by County Of Mayes - Residential Property Type



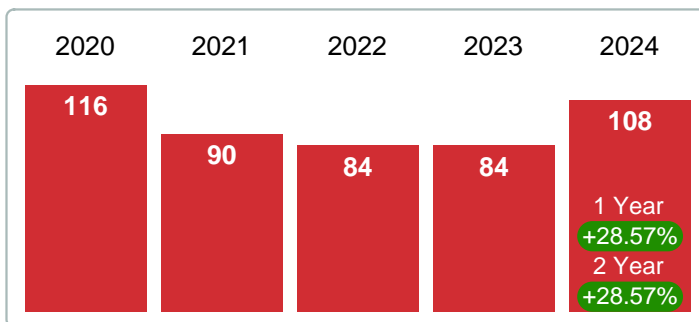
NEW LISTINGS

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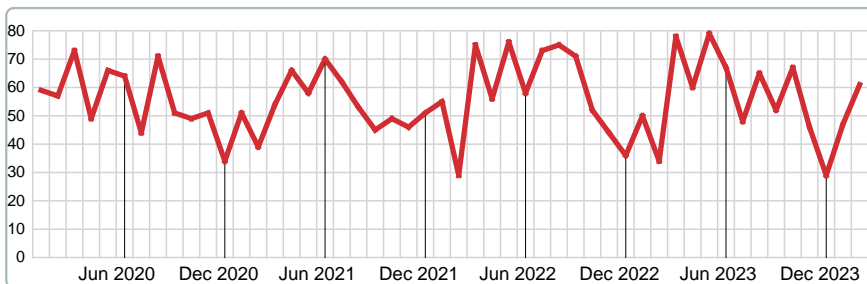
FEBRUARY



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
Median New Listed Listing Price	\$275,000		\$99,500	\$265,000	\$367,450	\$545,000

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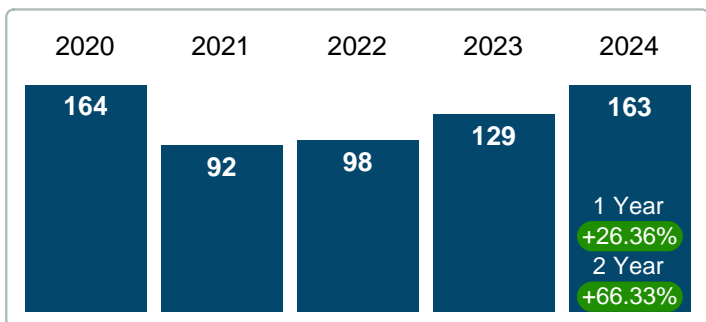
Area Delimited by County Of Mayes - Residential Property Type



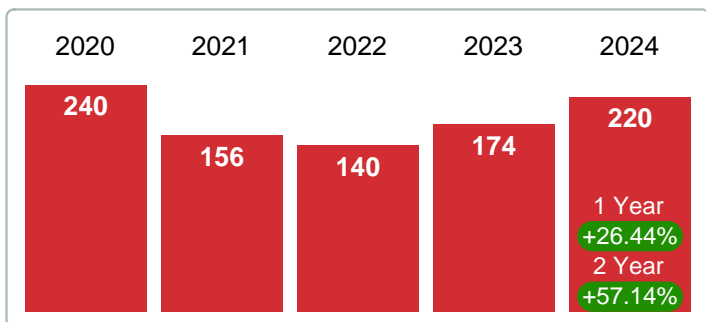
ACTIVE INVENTORY

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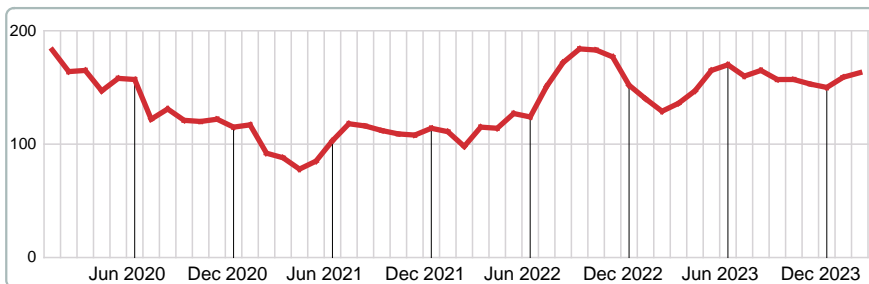
END OF FEBRUARY



ACTIVE DURING FEBRUARY

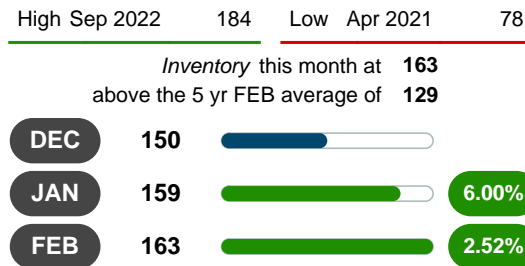


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 129



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	8.59%	34.5	6	8	0	0
\$125,001 - \$175,000	23	14.11%	57.0	7	15	1	0
\$175,001 - \$225,000	17	10.43%	115.0	1	16	0	0
\$225,001 - \$300,000	48	29.45%	69.0	4	26	16	2
\$300,001 - \$425,000	25	15.34%	100.0	1	12	11	1
\$425,001 - \$625,000	19	11.66%	76.0	1	10	6	2
\$625,001 and up	17	10.43%	118.0	1	6	3	7
Total Active Inventory by Units	163			21	93	37	12
Total Active Inventory by Volume	64,169,089	100%	76.0	4.91M	28.46M	15.23M	15.57M
Median Active Inventory Listing Price	\$270,000			\$160,000	\$249,900	\$310,000	\$824,450

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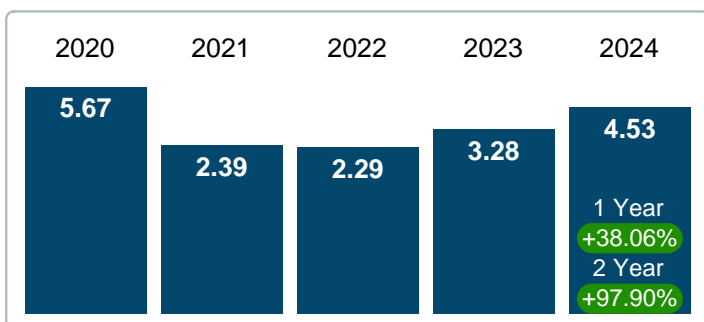
Area Delimited by County Of Mayes - Residential Property Type



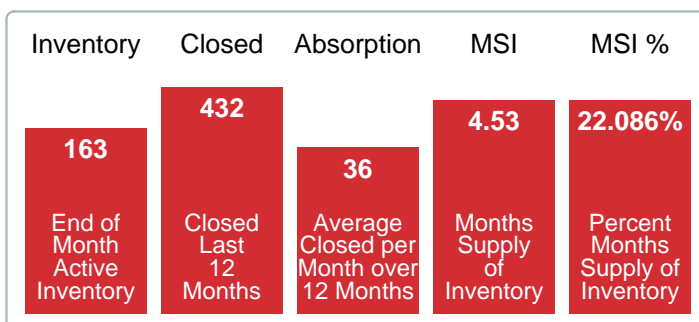
MONTHS SUPPLY of INVENTORY (MSI)

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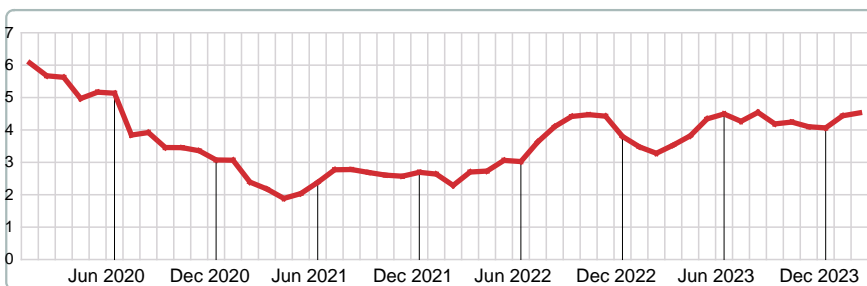
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2024

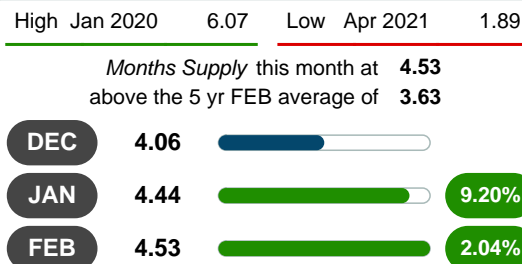


5 YEAR MARKET ACTIVITY TRENDS



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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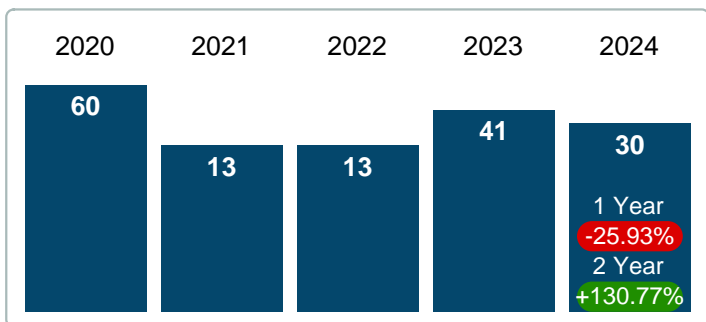
Area Delimited by County Of Mayes - Residential Property Type



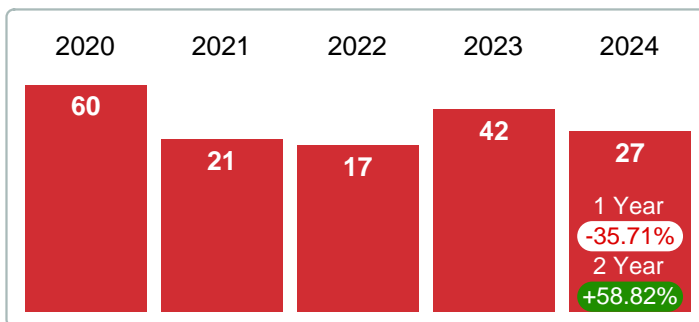
MEDIAN DAYS ON MARKET TO SALE

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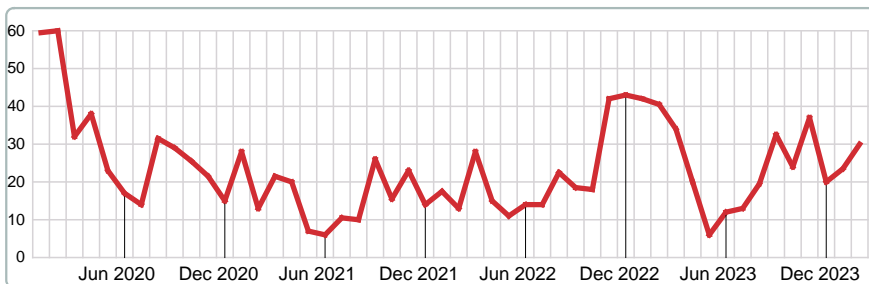
FEBRUARY



YEAR TO DATE (YTD)

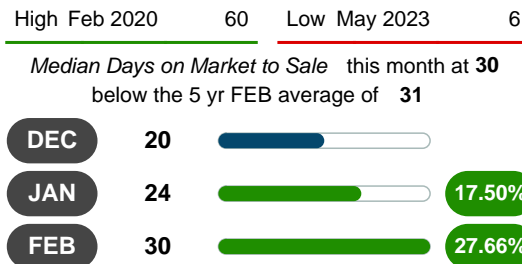


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 31



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
\$75,000 and less	7.69%	21	11	31	0	0
\$75,001 - \$150,000	11.54%	99	99	116	5	0
\$150,001 - \$175,000	11.54%	94	0	65	133	0
\$175,001 - \$250,000	34.62%	29	57	7	50	0
\$250,001 - \$325,000	7.69%	76	0	76	0	0
\$325,001 - \$425,000	15.38%	2	0	2	1	0
\$425,001 and up	11.54%	9	0	9	8	0
Median Closed DOM		30	57	31	10	0
Total Closed Units	100%	30.0	3	15	8	
Total Closed Volume		6,158,800	296.50K	3.31M	2.55M	0.00B

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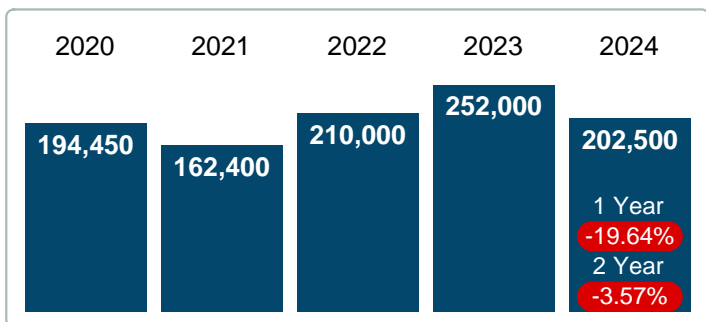
Area Delimited by County Of Mayes - Residential Property Type



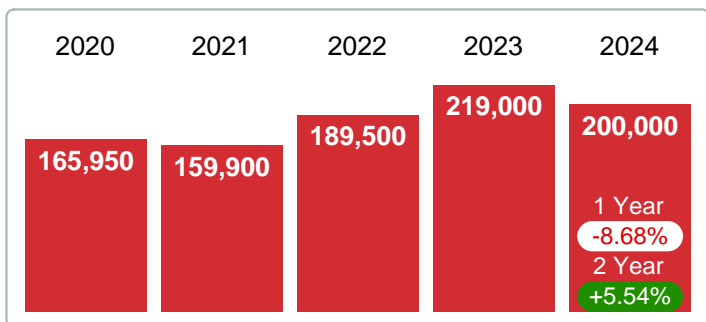
MEDIAN LIST PRICE AT CLOSING

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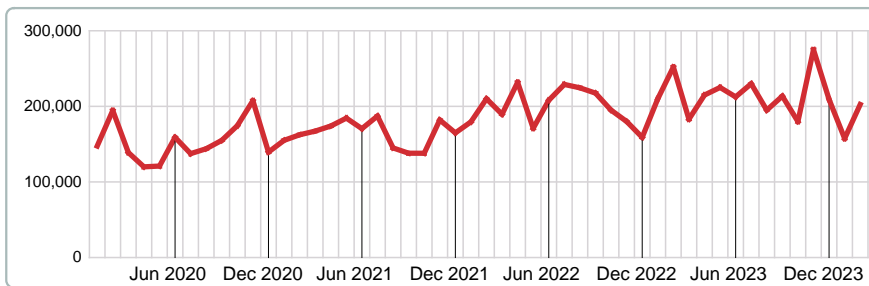
FEBRUARY



YEAR TO DATE (YTD)

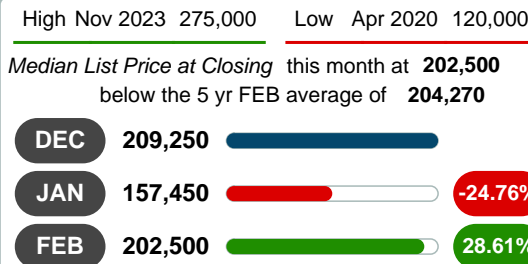


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 204,270



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	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	170,834	0	0
\$175,001 - \$250,000	34.62%	200,000	189,900	199,000	218,750	0
\$250,001 - \$325,000	11.54%	256,000	0	256,000	0	0
\$325,001 - \$425,000	15.38%	342,450	0	379,000	334,900	0
\$425,001 and up	11.54%	499,000	0	499,000	517,250	0
Median List Price		202,500	86,500	200,000	332,400	0
Total Closed Units	100%	202,500	3	15	8	
Total Closed Volume		6,304,067	316.30K	3.35M	2.64M	0.00B

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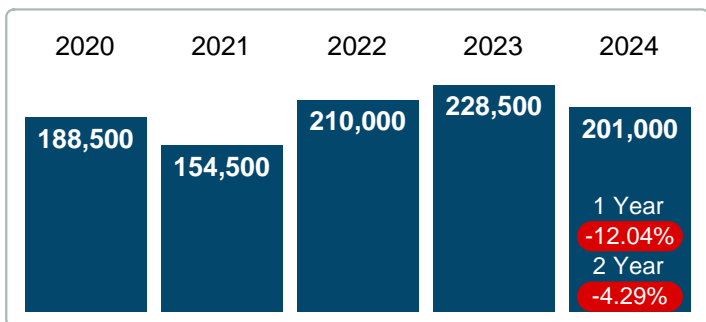
Area Delimited by County Of Mayes - Residential Property Type



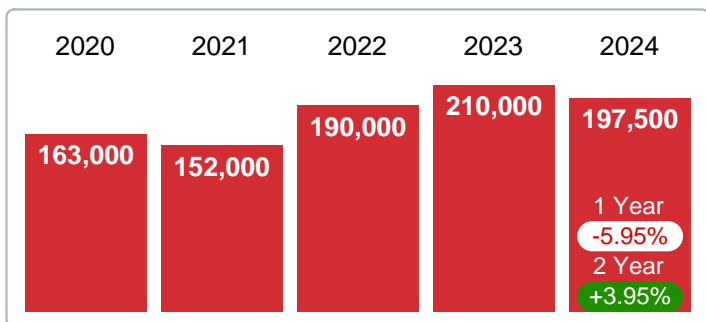
MEDIAN SOLD PRICE AT CLOSING

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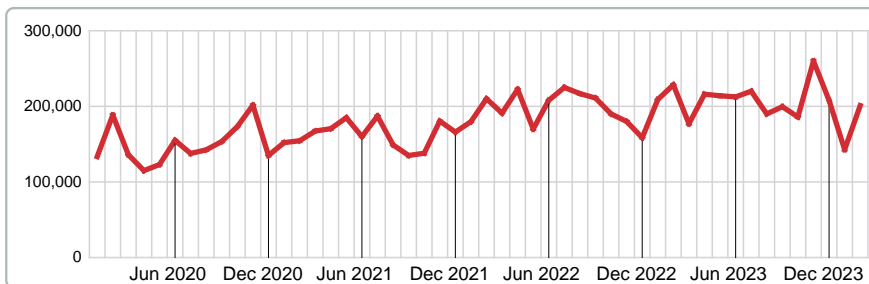
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

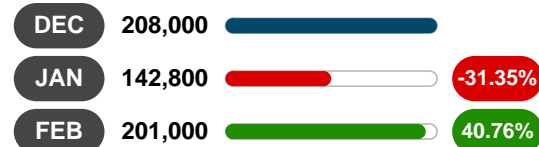


3 MONTHS

5 year FEB AVG = 196,500

High Nov 2023 260,000 Low Apr 2020 115,000

Median Sold Price at Closing this month at **201,000** above the 5 yr FEB average of **196,500**



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
\$75,000 and less	7.69%	53,000	40,000	66,000	0	0
\$75,001 - \$150,000	11.54%	105,000	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%	200,000	180,000	200,000	202,500	0
\$250,001 - \$325,000	7.69%	262,000	0	262,000	0	0
\$325,001 - \$425,000	15.38%	342,500	0	365,000	335,000	0
\$425,001 and up	11.54%	495,000	0	495,000	512,250	0
Median Sold Price		201,000	76,500	200,000	332,450	0
Total Closed Units	100%	201,000	3	15	8	0
Total Closed Volume		6,158,800	296.50K	3.31M	2.55M	0.00B

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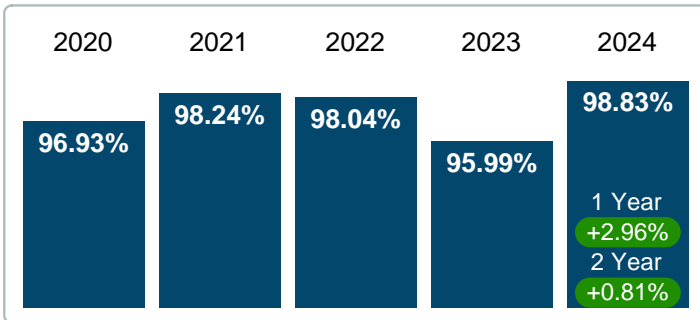
Area Delimited by County Of Mayes - Residential Property Type



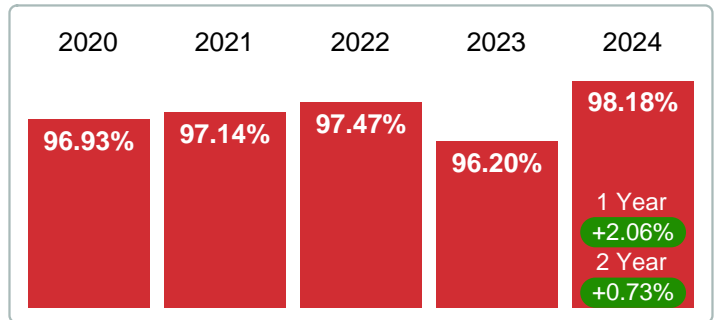
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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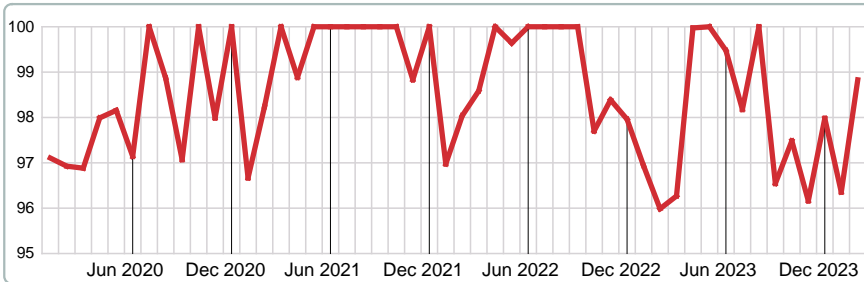
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

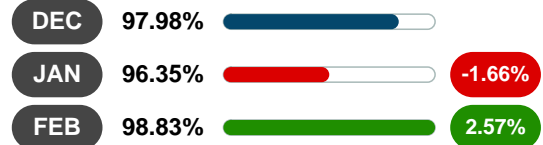


3 MONTHS

5 year FEB AVG = 97.60%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **98.83%**
above the 5 yr FEB average of **97.60%**



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
\$75,000 and less	2	7.69%	144.41%	100.25%	188.57%	0.00%	0.00%
\$75,001 - \$150,000	3	11.54%	88.98%	88.44%	88.98%	95.92%	0.00%
\$150,001 - \$175,000	3	11.54%	84.78%	0.00%	93.09%	73.33%	0.00%
\$175,001 - \$250,000	9	34.62%	98.46%	94.79%	100.00%	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%	100.00%	0.00%	96.31%	100.00%	0.00%
\$425,001 and up	3	11.54%	99.20%	0.00%	99.20%	99.15%	0.00%
Median Sold/List Ratio		98.83%		94.79%	99.20%	99.15%	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



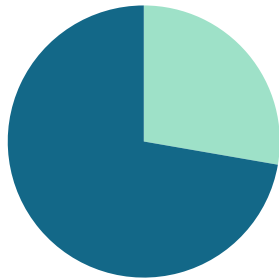
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

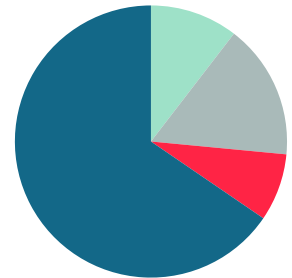


Inventory
 New Listings
61 = 27.73%
 Start Inventory
159
 Total Inventory Units
220
 Volume
\$79,451,589

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%
Median List Price	252,000	202,500	-19.64%	219,000	200,000	-8.68%
Median Sale Price	228,500	201,000	-12.04%	210,000	197,500	-5.95%
Median Percent of Selling Price to List Price	95.99%	98.83%	2.96%	96.20%	98.18%	2.06%
Median Days on Market to Sale	40.50	30.00	-25.93%	42.00	27.00	-35.71%
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

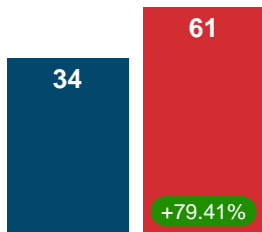
Inventory on February 29, 2024 = **163**

2023 **2024**

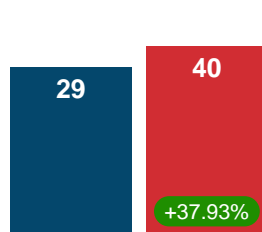
FEBRUARY MARKET

MEDIAN PRICES

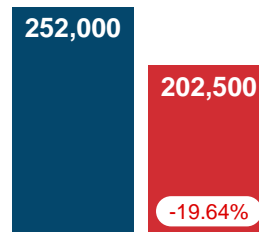
New Listings



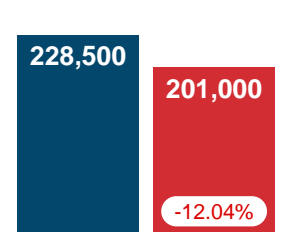
Pending Listings



List Price



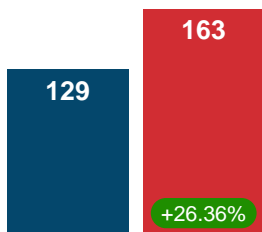
Sale Price



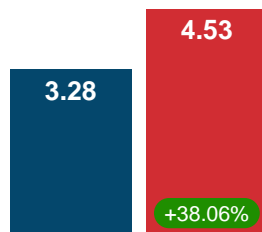
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

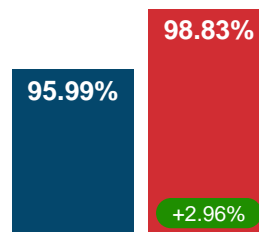
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

