

March 2024



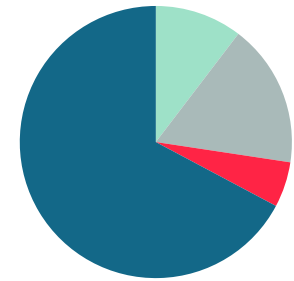
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	March 2024	+/-%
Closed Listings	41	25	-39.02%
Pending Listings	49	41	-16.33%
New Listings	78	51	-34.62%
Average List Price	272,339	209,100	-23.22%
Average Sale Price	263,435	200,756	-23.79%
Average Percent of Selling Price to List Price	95.87%	93.66%	-2.31%
Average Days on Market to Sale	61.90	59.64	-3.65%
End of Month Inventory	136	162	19.12%
Months Supply of Inventory	3.53	4.67	32.29%



■ Closed (10.37%)
■ Pending (17.01%)
■ Other OffMarket (5.39%)
■ Active (67.22%)

Absorption: Last 12 months, an Average of **35** Sales/Month
Active Inventory as of March 31, 2024 = **162**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2024 rose **19.12%** to 162 existing homes available for sale. Over the last 12 months this area has had an average of 35 closed sales per month. This represents an unsold inventory index of **4.67** 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 **23.79%** in March 2024 to \$200,756 versus the previous year at \$263,435.

Average Days on Market Shortens

The average number of **59.64** days that homes spent on the market before selling decreased by 2.26 days or **3.65%** in March 2024 compared to last year's same month at **61.90** DOM.

Sales Success for March 2024 is Positive

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

There were 51 New Listings in March 2024, down **34.62%** from last year at 78. Furthermore, there were 25 Closed Listings this month versus last year at 41, a **-39.02%** decrease.

Closed versus Listed trends yielded a **49.0%** ratio, down from previous year's, March 2023, at **52.6%**, a **6.74%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2024



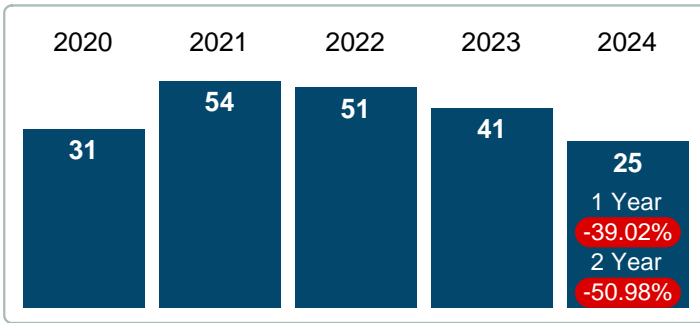
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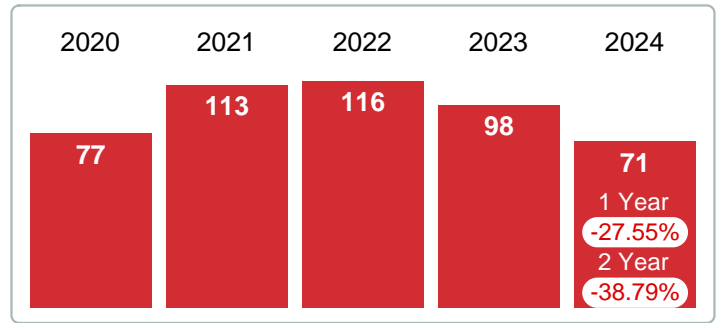
CLOSED LISTINGS

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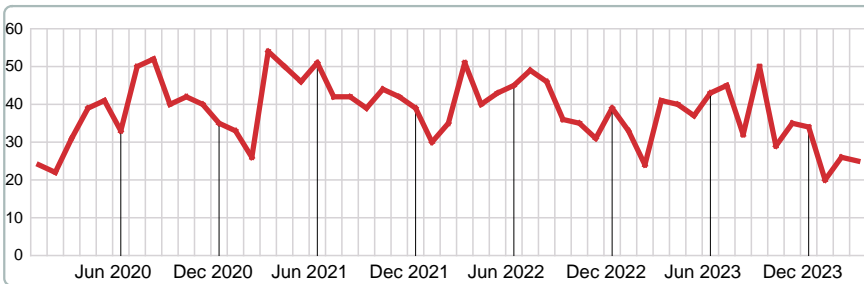
MARCH



YEAR TO DATE (YTD)

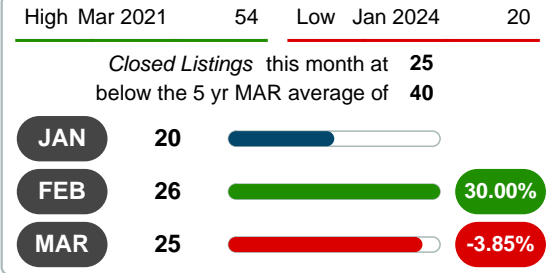


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	4.00%	6.0	1	0	0	0
\$50,001 - \$75,000	3	12.00%	94.0	2	1	0	0
\$75,001 - \$125,000	4	16.00%	13.5	2	2	0	0
\$125,001 - \$225,000	6	24.00%	59.7	1	4	1	0
\$225,001 - \$325,000	5	20.00%	57.4	1	4	0	0
\$325,001 - \$375,000	2	8.00%	10.5	0	1	1	0
\$375,001 and up	4	16.00%	120.8	2	0	2	0
Total Closed Units	25			9	12	4	0
Total Closed Volume	5,018,900	100%	59.6	1.51M	2.24M	1.27M	0.00B
Average Closed Price	\$200,756			\$167,444	\$186,617	\$318,125	\$0

March 2024



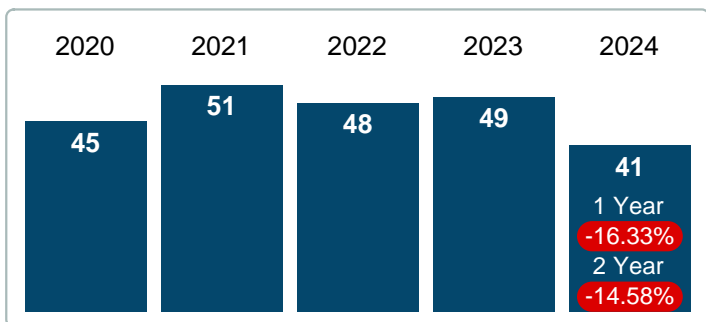
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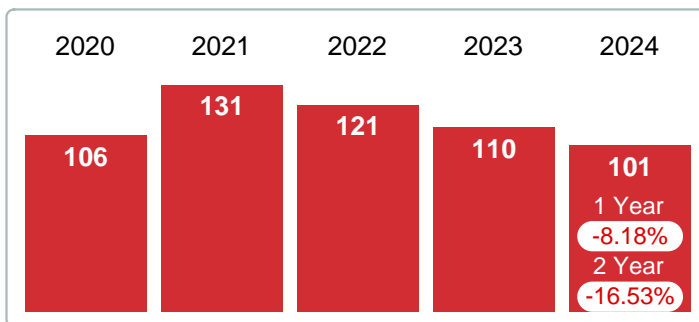
PENDING LISTINGS

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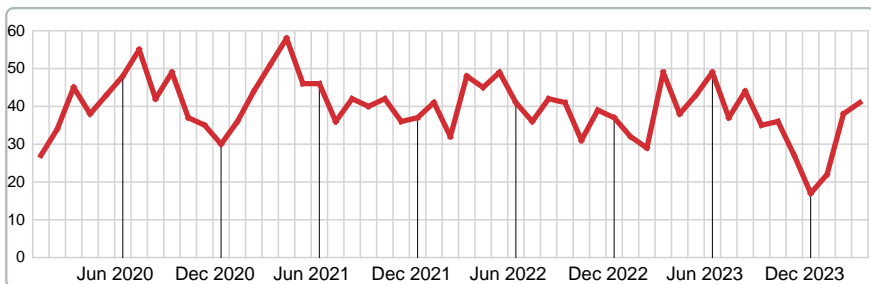
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 47

High Apr 2021 58 Low Dec 2023 17

Pending Listings this month at 41 below the 5 yr MAR average of 47

- JAN 22
- FEB 38 (72.73%)
- MAR 41 (7.89%)

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	2	4.88%	11.5	2	0	0	0
\$100,001 - \$150,000	7	17.07%	29.4	2	4	1	0
\$150,001 - \$175,000	4	9.76%	8.0	0	4	0	0
\$175,001 - \$250,000	12	29.27%	72.3	2	10	0	0
\$250,001 - \$350,000	7	17.07%	123.7	0	4	3	0
\$350,001 - \$425,000	4	9.76%	87.0	0	3	1	0
\$425,001 and up	5	12.20%	129.6	1	2	2	0
Total Pending Units	41			7	27	7	0
Total Pending Volume	11,734,940	100%	33.8	1.20M	6.72M	3.81M	0.00B
Average Listing Price	\$224,750			\$171,500	\$249,061	\$544,256	\$0

March 2024



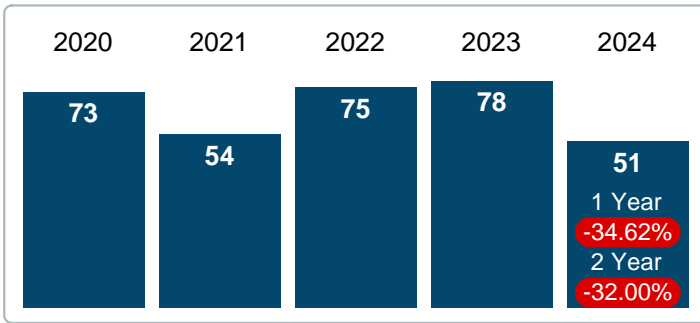
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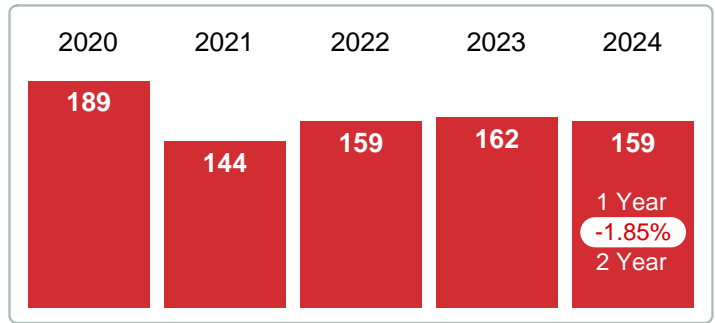
NEW LISTINGS

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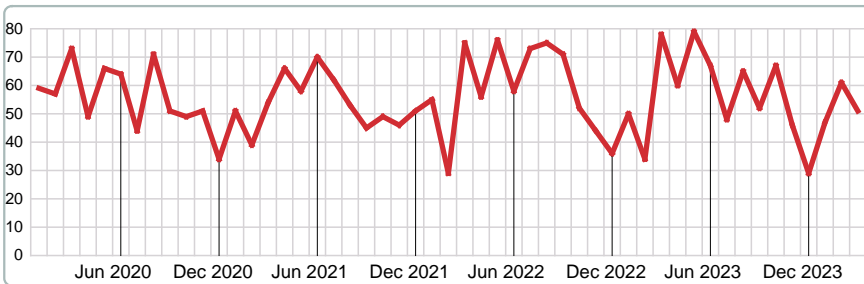
MARCH



YEAR TO DATE (YTD)

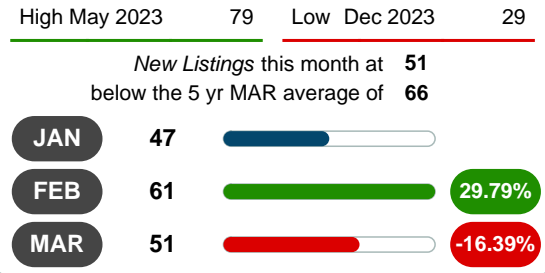


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	5	9.80%	2	3	0	0
\$110,001 - \$140,000	6	11.76%	5	1	0	0
\$140,001 - \$170,000	6	11.76%	1	5	0	0
\$170,001 - \$250,000	15	29.41%	4	9	2	0
\$250,001 - \$370,000	7	13.73%	0	4	2	1
\$370,001 - \$540,000	6	11.76%	1	3	2	0
\$540,001 and up	6	11.76%	0	2	3	1
Total New Listed Units	51		13	27	9	2
Total New Listed Volume	15,444,949	100%	2.18M	7.70M	4.62M	942.50K
Average New Listed Listing Price	\$0		\$168,038	\$285,117	\$513,311	\$471,250

March 2024



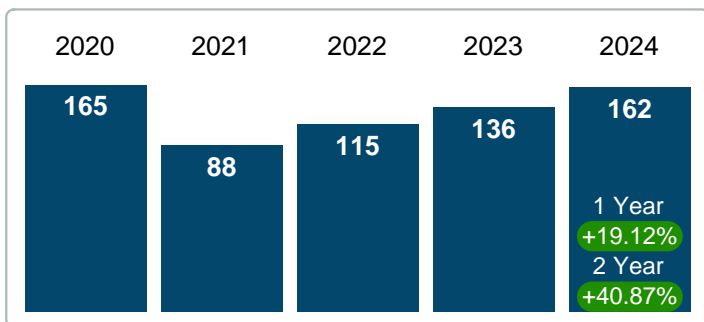
Area Delimited by County Of Mayes - Residential Property Type



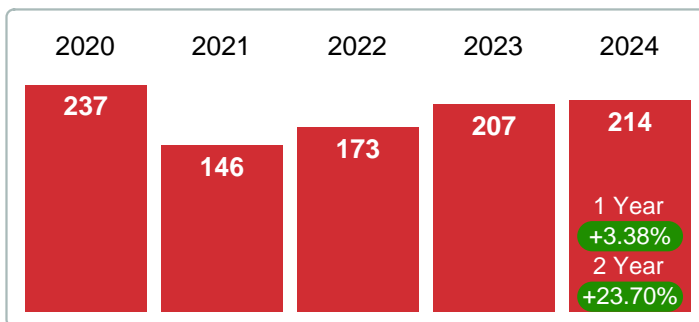
ACTIVE INVENTORY

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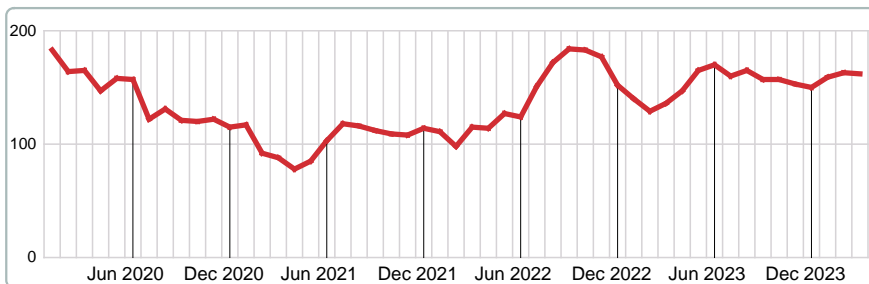
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

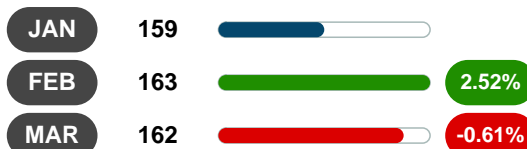


3 MONTHS

5 year MAR AVG = 133

High Sep 2022 184 Low Apr 2021 78

Inventory this month at 162
above the 5 yr MAR average of 133



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	17	10.49%	78.9	8	9	0	0
\$125,001 - \$150,000	10	6.17%	38.5	4	6	0	0
\$150,001 - \$225,000	31	19.14%	93.4	7	23	1	0
\$225,001 - \$300,000	44	27.16%	95.1	3	24	15	2
\$300,001 - \$425,000	23	14.20%	77.4	1	10	11	1
\$425,001 - \$625,000	21	12.96%	107.6	1	11	6	3
\$625,001 and up	16	9.88%	87.6	1	6	4	5
Total Active Inventory by Units	162			25	89	37	11
Total Active Inventory by Volume	62,839,263	100%	88.0	5.14M	28.19M	15.03M	14.48M
Average Active Inventory Listing Price	\$387,897			\$205,700	\$316,700	\$406,109	\$1,316,764

March 2024



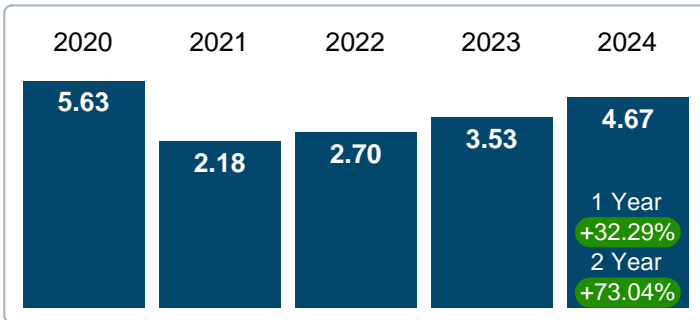
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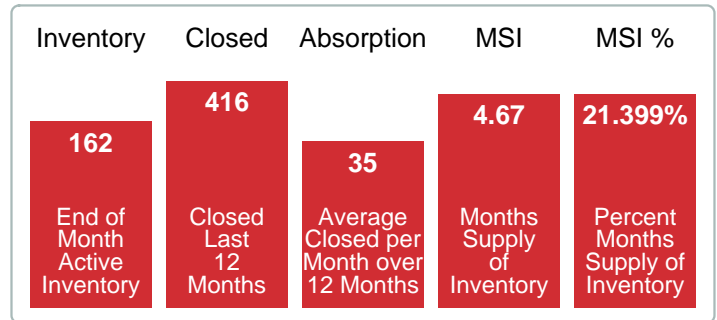
MONTHS SUPPLY of INVENTORY (MSI)

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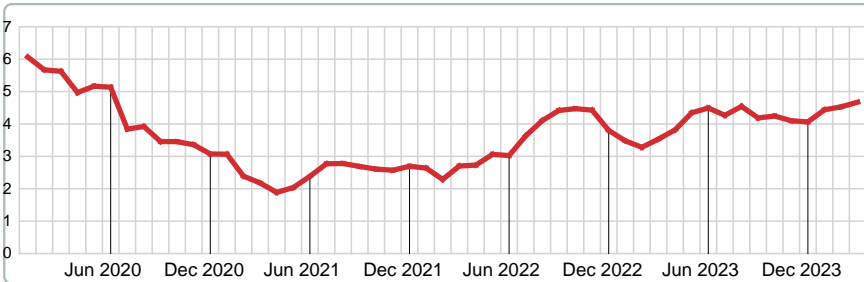
MSI FOR MARCH



INDICATORS FOR MARCH 2024

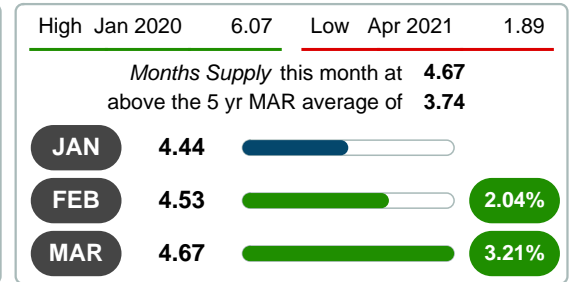


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.74



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	17	10.49%	2.27	2.13	2.70	0.00	0.00
\$125,001 - \$150,000	10	6.17%	3.64	4.80	4.24	0.00	0.00
\$150,001 - \$225,000	31	19.14%	3.35	7.64	3.17	1.00	0.00
\$225,001 - \$300,000	44	27.16%	7.23	4.00	6.55	9.47	24.00
\$300,001 - \$425,000	23	14.20%	4.12	2.40	3.75	4.55	12.00
\$425,001 - \$625,000	21	12.96%	8.13	12.00	6.95	7.20	36.00
\$625,001 and up	16	9.88%	17.45	0.00	10.29	48.00	20.00
Market Supply of Inventory (MSI)			4.67	3.70	4.34	5.41	18.86
Total Active Inventory by Units		100%	4.67	25	89	37	11

March 2024



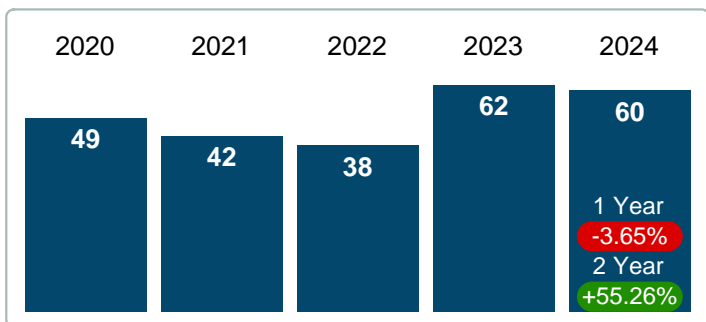
Area Delimited by County Of Mayes - Residential Property Type



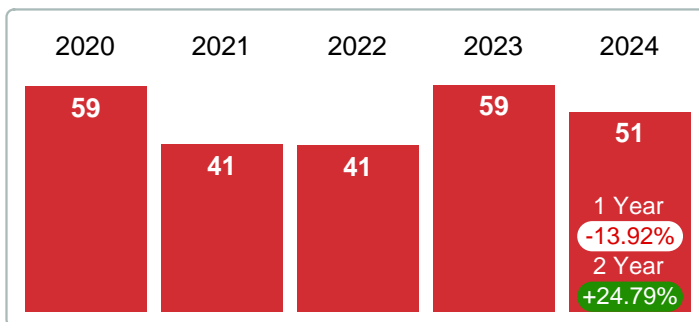
AVERAGE DAYS ON MARKET TO SALE

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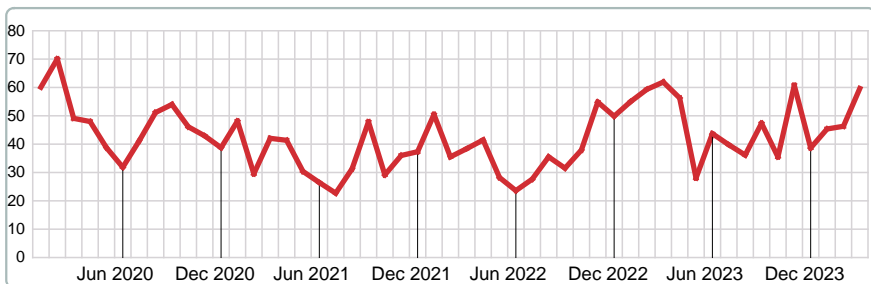
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

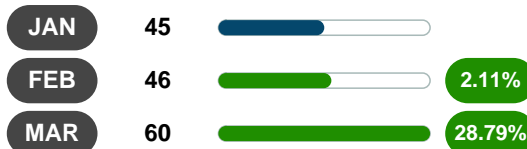


3 MONTHS

5 year MAR AVG = 50

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 60 above the 5 yr MAR average of 50



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
\$50,000 and less	4.00%	6	6	0	0	0
\$50,001 - \$75,000	12.00%	94	127	28	0	0
\$75,001 - \$125,000	16.00%	14	24	4	0	0
\$125,001 - \$225,000	24.00%	60	80	66	16	0
\$225,001 - \$325,000	20.00%	57	227	15	0	0
\$325,001 - \$375,000	8.00%	11	0	1	20	0
\$375,001 and up	16.00%	121	184	0	58	0
Average Closed DOM		60	109	30	38	0
Total Closed Units	100%	60	9	12	4	
Total Closed Volume		5,018,900	1.51M	2.24M	1.27M	0.00B

March 2024



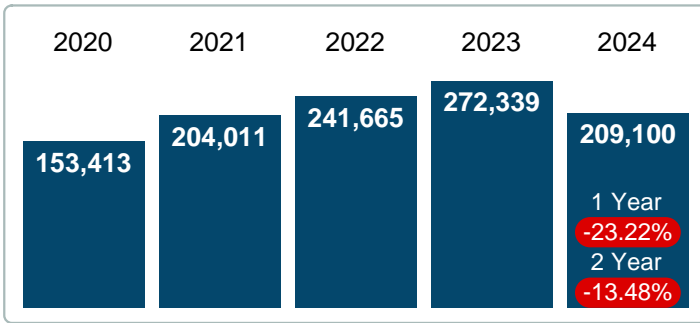
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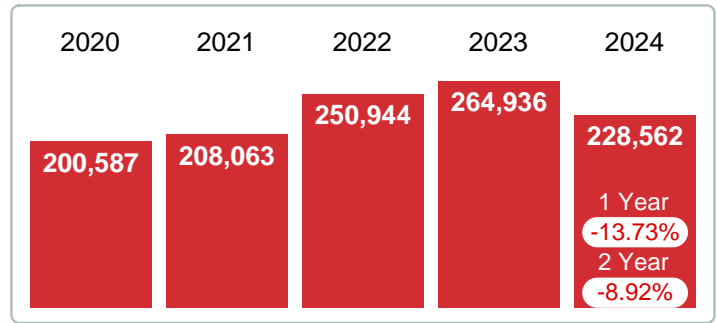
AVERAGE LIST PRICE AT CLOSING

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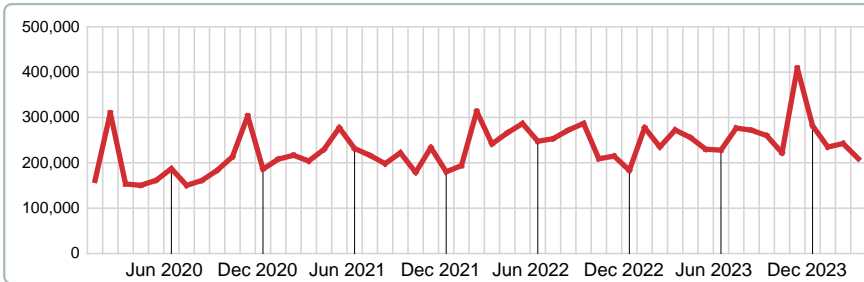
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

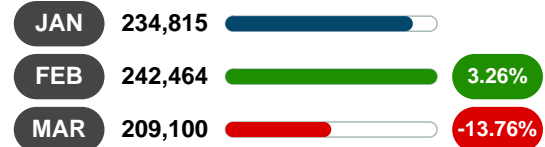


3 MONTHS

5 year MAR AVG = 216,105

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

Average List Price at Closing this month at **209,100**
below the 5 yr MAR average of **216,105**



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
\$50,000 and less	4.00%	25,000	25,000	0	0	0
\$50,001 - \$75,000	12.00%	64,967	81,750	56,000	0	0
\$75,001 - \$125,000	16.00%	108,625	99,950	105,000	0	0
\$125,001 - \$225,000	24.00%	168,950	169,900	174,725	144,900	0
\$225,001 - \$325,000	20.00%	245,500	275,000	238,125	0	0
\$325,001 - \$375,000	8.00%	348,950	0	349,900	348,000	0
\$375,001 and up	16.00%	408,500	417,500	0	399,500	0
Average List Price		209,100	185,367	188,942	322,975	0
Total Closed Units	100%	209,100	9	12	4	0
Total Closed Volume		5,227,500	1.67M	2.27M	1.29M	0.00B

March 2024



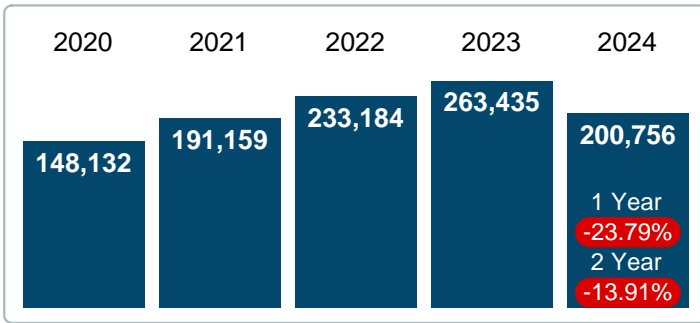
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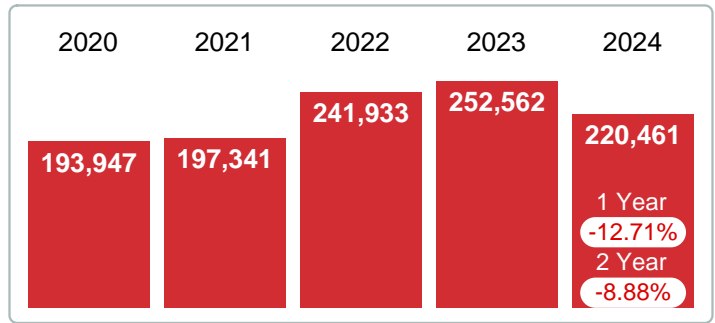
AVERAGE SOLD PRICE AT CLOSING

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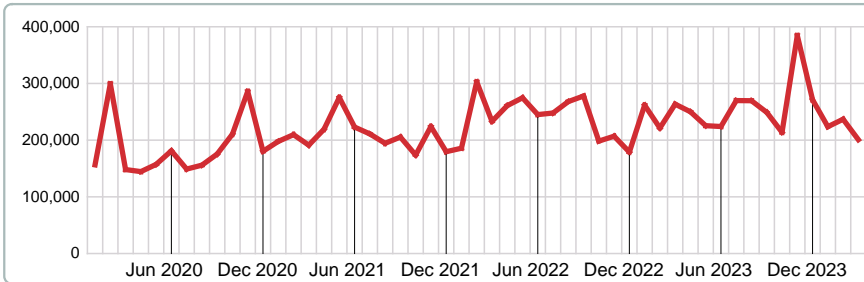
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

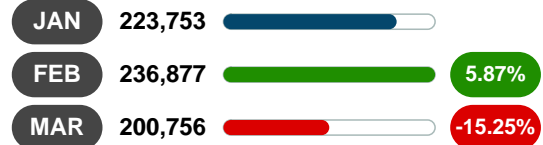


3 MONTHS

5 year MAR AVG = 207,333

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

Average Sold Price at Closing this month at **200,756** below the 5 yr MAR average of **207,333**



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
\$50,000 and less	4.00%	15,000	15,000	0	0	0
\$50,001 - \$75,000	12.00%	58,167	59,500	55,500	0	0
\$75,001 - \$125,000	16.00%	99,125	96,500	101,750	0	0
\$125,001 - \$225,000	24.00%	160,333	135,000	171,125	142,500	0
\$225,001 - \$325,000	20.00%	239,200	250,000	236,500	0	0
\$325,001 - \$375,000	8.00%	349,950	0	349,900	350,000	0
\$375,001 and up	16.00%	393,750	397,500	0	390,000	0
Average Sold Price		200,756	167,444	186,617	318,125	0
Total Closed Units		25	9	12	4	0
Total Closed Volume		5,018,900	1.51M	2.24M	1.27M	0.00B

March 2024



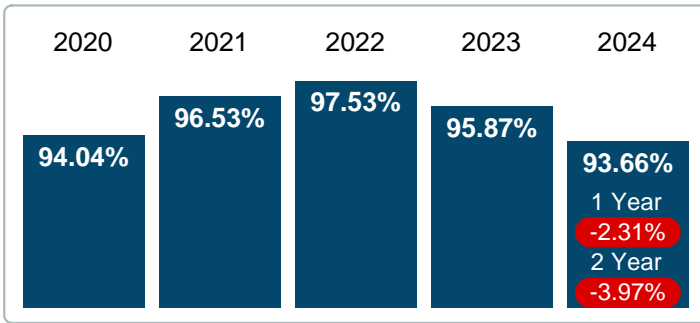
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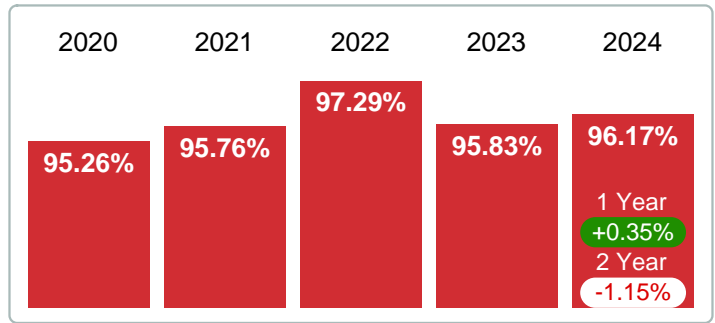
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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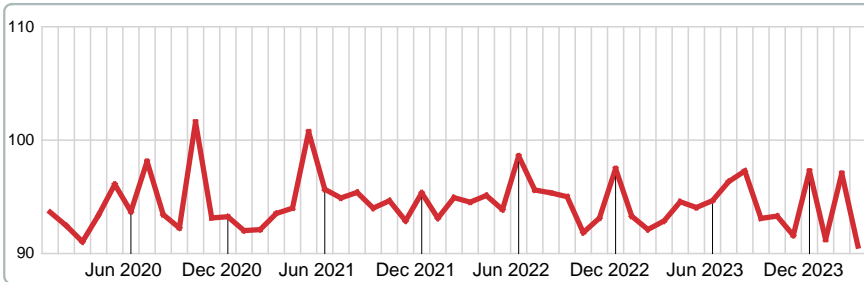
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

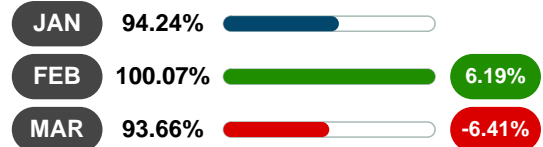


3 MONTHS

5 year MAR AVG = 95.53%

High Oct 2020 104.60% Low Mar 2024 93.66%

Average Sold/List Ratio this month at 93.66% below the 5 yr MAR average of 95.53%



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	
\$50,000 and less	1	4.00%	60.00%	60.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	3	12.00%	82.94%	74.85%	99.11%	0.00%	0.00%	
\$75,001 - \$125,000	4	16.00%	97.26%	98.07%	96.46%	0.00%	0.00%	
\$125,001 - \$225,000	6	24.00%	94.82%	79.46%	97.77%	98.34%	0.00%	
\$225,001 - \$325,000	5	20.00%	97.63%	90.91%	99.31%	0.00%	0.00%	
\$325,001 - \$375,000	2	8.00%	100.29%	0.00%	100.00%	100.57%	0.00%	
\$375,001 and up	4	16.00%	96.48%	95.22%	0.00%	97.73%	0.00%	
Average Sold/List Ratio		93.70%		85.18%	98.36%	98.60%	0.00%	
Total Closed Units		25	100%	93.70%	9	12	4	
Total Closed Volume		5,018,900			1.51M	2.24M	1.27M	0.00B

March 2024



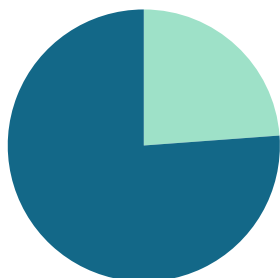
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

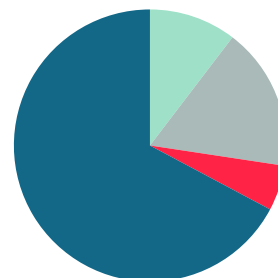


Inventory
 New Listings
51 = 23.83%
 Start Inventory
163
 Total Inventory Units
214
 Volume
\$78,852,803

Market Activity

Closed Sales
25 = 10.37%
 Pending Sales
41 = 17.01%
 Other Off Market
13 = 5.39%
 Active Inventory
162 = 67.22%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	41	25	-39.02%	98	71	-27.55%
Pending Sales	49	41	-16.33%	110	101	-8.18%
New Listings	78	51	-34.62%	162	159	-1.85%
Average List Price	272,339	209,100	-23.22%	264,936	228,562	-13.73%
Average Sale Price	263,435	200,756	-23.79%	252,562	220,461	-12.71%
Average Percent of Selling Price to List Price	95.87%	93.66%	-2.31%	95.83%	96.17%	0.35%
Average Days on Market to Sale	61.90	59.64	-3.65%	58.94	50.73	-13.92%
Monthly Inventory	136	162	19.12%	136	162	19.12%
Months Supply of Inventory	3.53	4.67	32.29%	3.53	4.67	32.29%

Absorption: Last 12 months, an Average of **35** Sales/Month

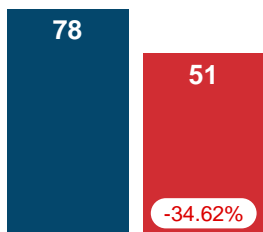
Inventory on March 31, 2024 = **162**

2023 **2024**

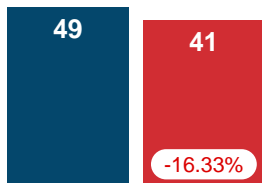
MARCH MARKET

AVERAGE PRICES

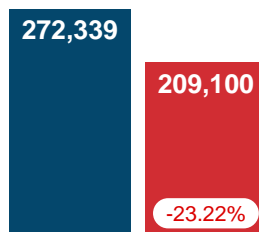
New Listings



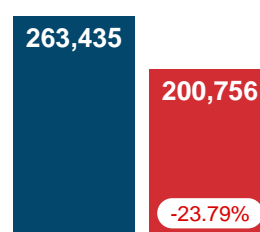
Pending Listings



List Price



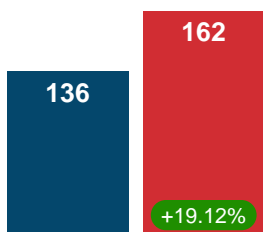
Sale Price



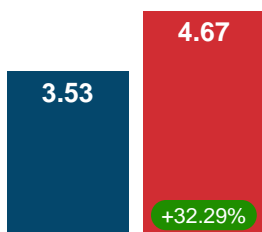
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

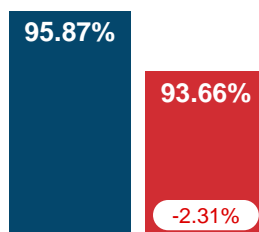
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

