

# March 2024



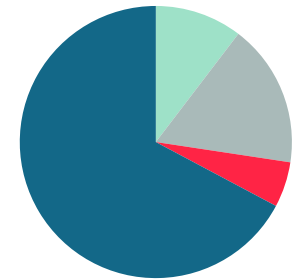
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	183,040	170,000	-7.12%
Median Sale Price	177,000	168,000	-5.08%
Median Percent of Selling Price to List Price	96.27%	98.34%	2.16%
Median Days on Market to Sale	34.00	22.00	-35.29%
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.

#### 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 **5.08%** in March 2024 to \$168,000 versus the previous year at \$177,000.

#### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 12.00 days or **35.29%** in March 2024 compared to last year's same month at **34.00** DOM.

#### Sales Success for March 2024 is Positive

Overall, with Median 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

<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

# March 2024



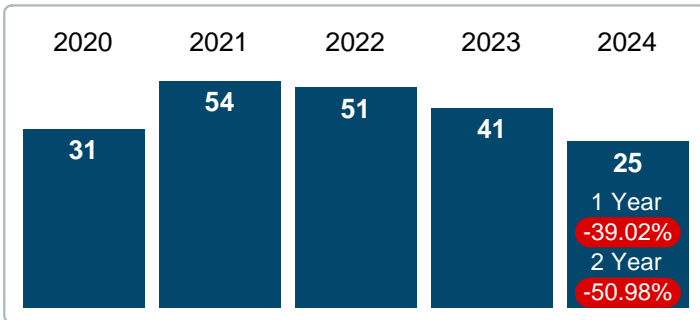
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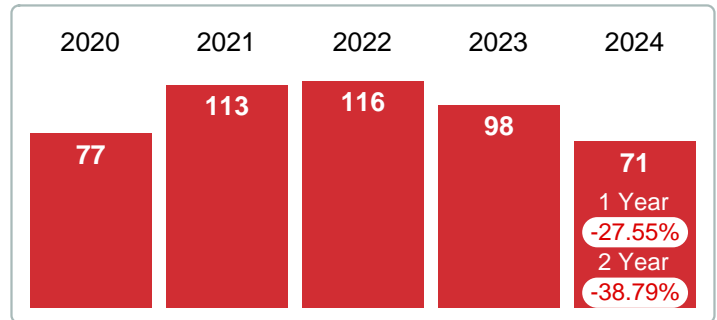
## CLOSED LISTINGS

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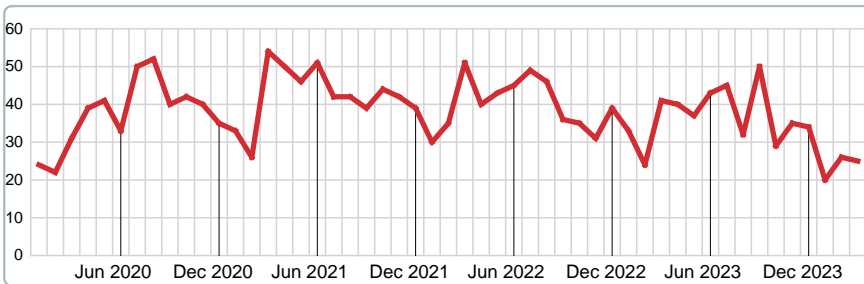
### MARCH



### YEAR TO DATE (YTD)

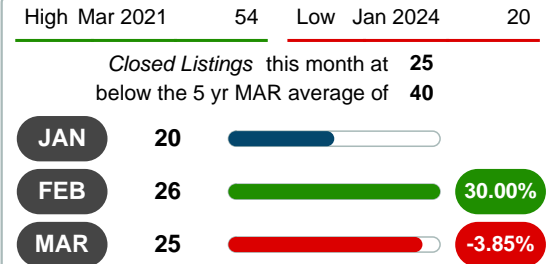


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	81.0	2	1	0	0
\$75,001 - \$125,000	4	16.00%	6.5	2	2	0	0
\$125,001 - \$225,000	6	24.00%	31.5	1	4	1	0
\$225,001 - \$325,000	5	20.00%	11.0	1	4	0	0
\$325,001 - \$375,000	2	8.00%	10.5	0	1	1	0
\$375,001 and up	4	16.00%	82.0	2	0	2	0
<b>Total Closed Units</b>	<b>25</b>			<b>9</b>	<b>12</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,018,900</b>	<b>100%</b>	<b>22.0</b>	<b>1.51M</b>	<b>2.24M</b>	<b>1.27M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$168,000</b>			<b>\$115,000</b>	<b>\$193,750</b>	<b>\$365,000</b>	<b>\$0</b>

# March 2024



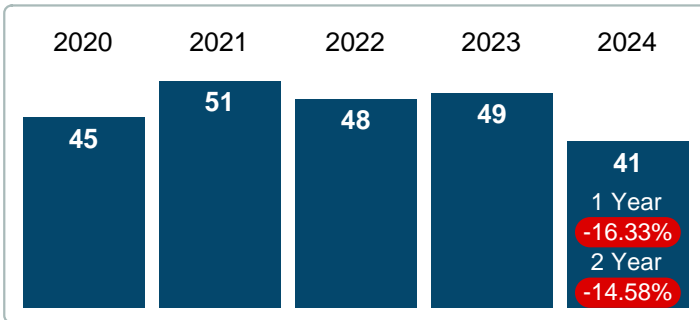
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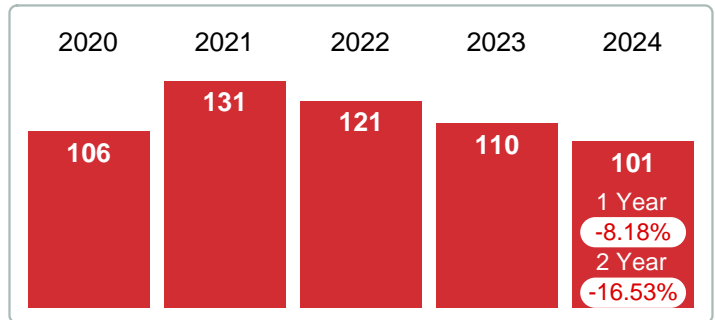
## PENDING LISTINGS

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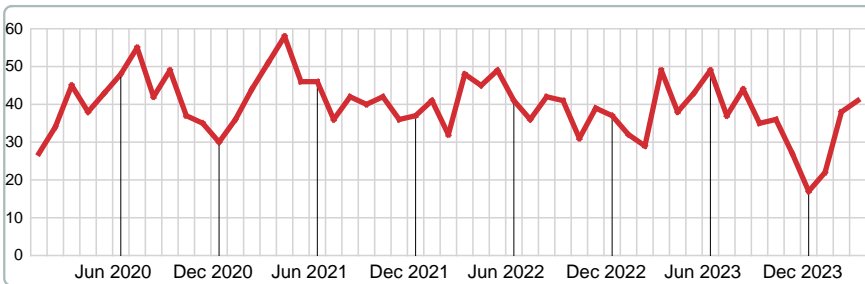
### MARCH



### YEAR TO DATE (YTD)

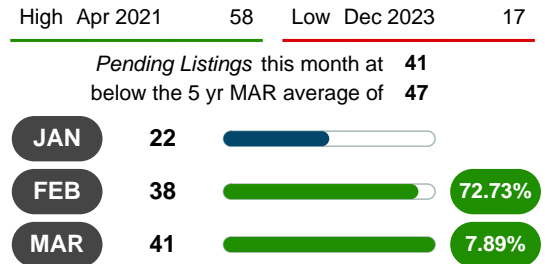


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 47



### 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	2	4.88%	11.5	2	0	0	0
\$100,001 - \$150,000	7	17.07%	9.0	2	4	1	0
\$150,001 - \$175,000	4	9.76%	8.0	0	4	0	0
\$175,001 - \$250,000	12	29.27%	38.0	2	10	0	0
\$250,001 - \$350,000	7	17.07%	157.0	0	4	3	0
\$350,001 - \$425,000	4	9.76%	102.5	0	3	1	0
\$425,001 and up	5	12.20%	67.0	1	2	2	0
<b>Total Pending Units</b>	<b>41</b>			<b>7</b>	<b>27</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>11,734,940</b>	<b>100%</b>	<b>33.0</b>	<b>1.20M</b>	<b>6.72M</b>	<b>3.81M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$225,000</b>			<b>\$125,000</b>	<b>\$225,000</b>	<b>\$309,990</b>	<b>\$0</b>

# March 2024



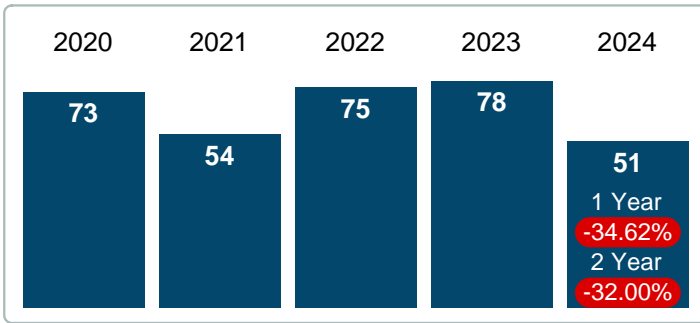
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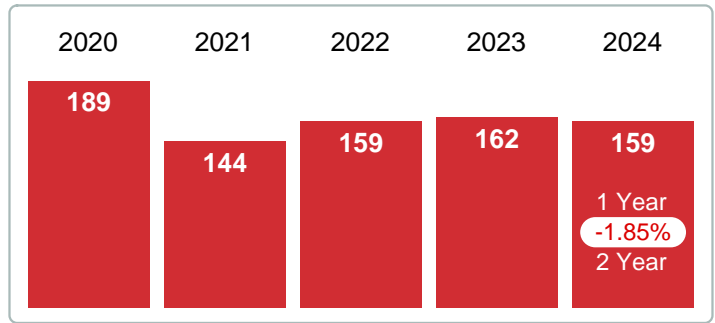
## NEW LISTINGS

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

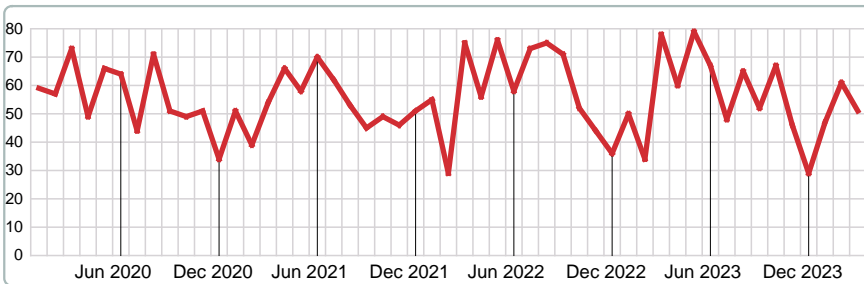
### MARCH



### YEAR TO DATE (YTD)

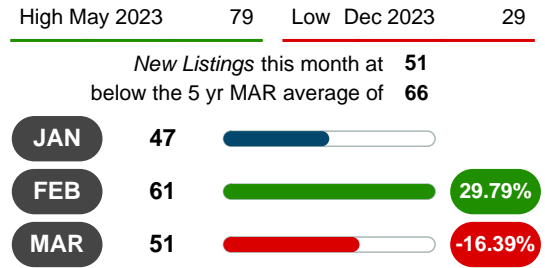


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$100,000 and less	4	7.84%	2	2	0	0
\$100,001 - \$125,000	4	7.84%	2	2	0	0
\$125,001 - \$175,000	11	21.57%	4	7	0	0
\$175,001 - \$250,000	13	25.49%	4	7	2	0
\$250,001 - \$375,000	7	13.73%	0	4	2	1
\$375,001 - \$525,000	5	9.80%	1	2	2	0
\$525,001 and up	7	13.73%	0	3	3	1
<b>Total New Listed Units</b>	<b>51</b>		<b>13</b>	<b>27</b>	<b>9</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>15,444,949</b>	<b>100%</b>	<b>2.18M</b>	<b>7.70M</b>	<b>4.62M</b>	<b>942.50K</b>
<b>Median New Listed Listing Price</b>	<b>\$220,000</b>		<b>\$140,000</b>	<b>\$224,900</b>	<b>\$379,900</b>	<b>\$471,250</b>

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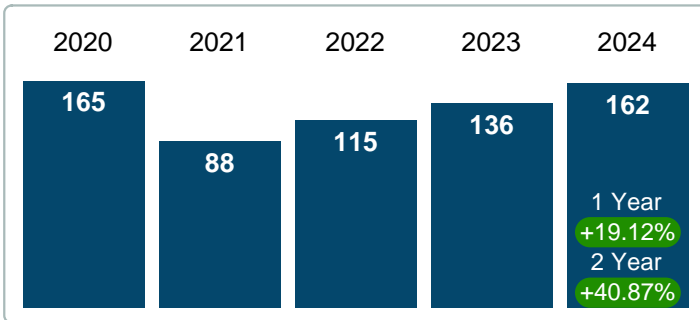
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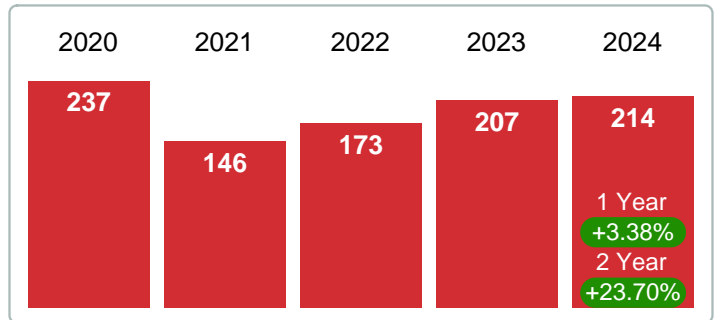
## ACTIVE INVENTORY

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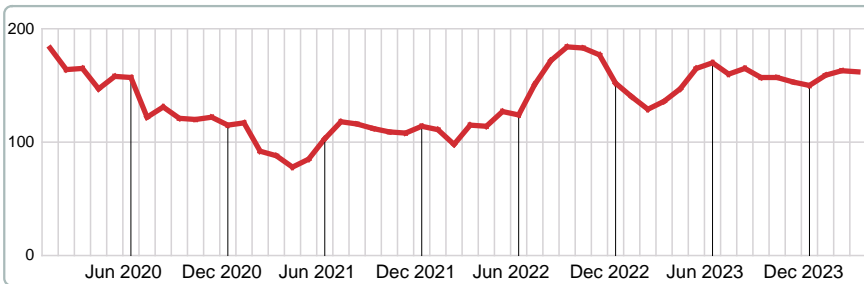
### END OF MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	10.49%	67.0	8	9	0	0
\$125,001 - \$150,000	10	6.17%	22.5	4	6	0	0
\$150,001 - \$225,000	31	19.14%	62.0	7	23	1	0
\$225,001 - \$300,000	44	27.16%	71.0	3	24	15	2
\$300,001 - \$425,000	23	14.20%	51.0	1	10	11	1
\$425,001 - \$625,000	21	12.96%	62.0	1	11	6	3
\$625,001 and up	16	9.88%	91.0	1	6	4	5
<b>Total Active Inventory by Units</b>	<b>162</b>			<b>25</b>	<b>89</b>	<b>37</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>62,839,263</b>	<b>100%</b>	<b>63.0</b>	<b>5.14M</b>	<b>28.19M</b>	<b>15.03M</b>	<b>14.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$267,000</b>			<b>\$154,900</b>	<b>\$249,000</b>	<b>\$334,990</b>	<b>\$587,500</b>

# March 2024



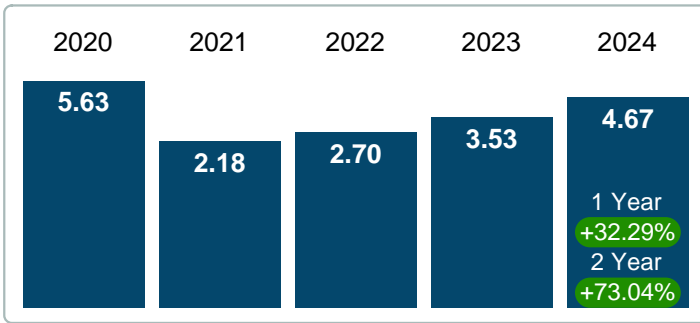
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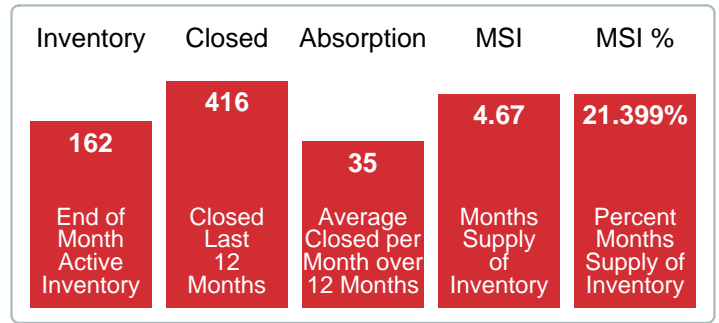
## MONTHS SUPPLY of INVENTORY (MSI)

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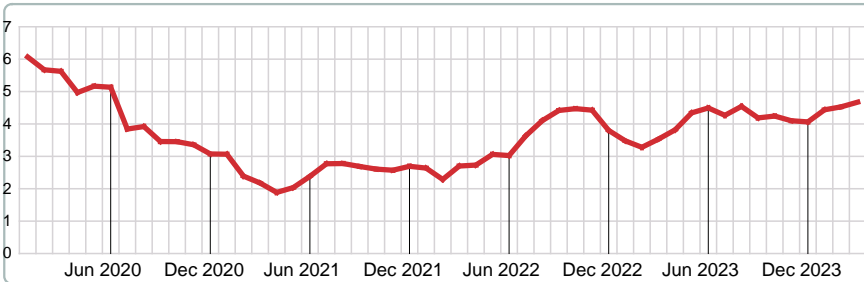
### MSI FOR MARCH



### INDICATORS FOR MARCH 2024



### 5 YEAR MARKET ACTIVITY TRENDS

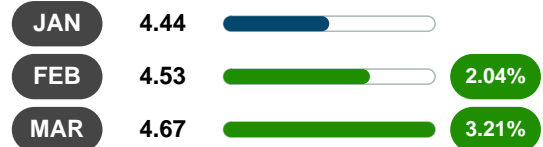


### 3 MONTHS

5 year MAR AVG = 3.74

High Jan 2020 6.07 Low Apr 2021 1.89

Months Supply this month at **4.67**  
above the 5 yr MAR average of **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



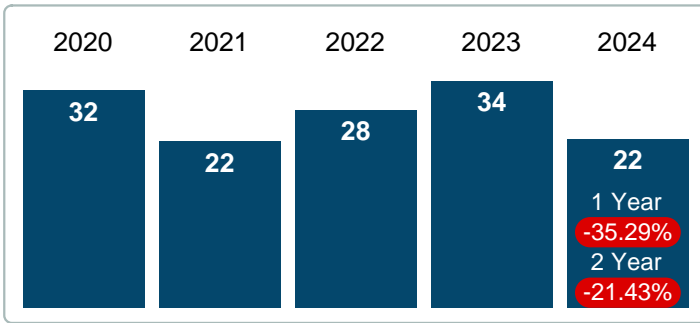
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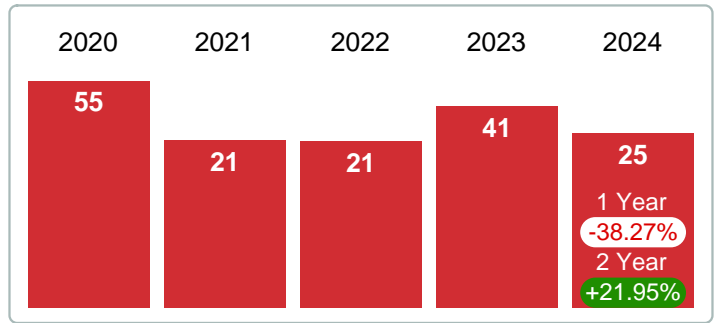
## MEDIAN DAYS ON MARKET TO SALE

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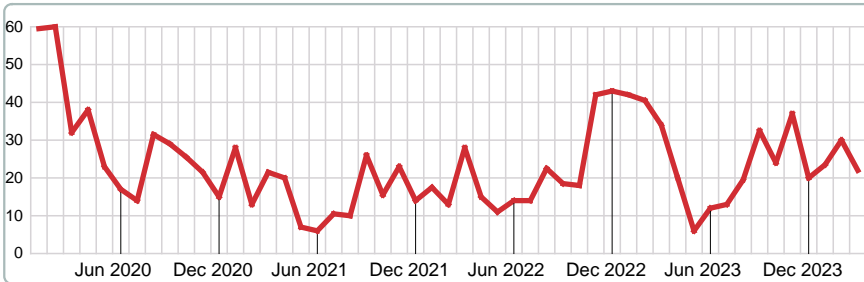
### MARCH



### YEAR TO DATE (YTD)

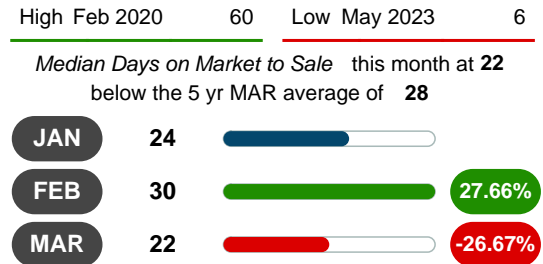


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 28



### 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
\$50,000 and less	4.00%	6	6	0	0	0
\$50,001 - \$75,000	12.00%	81	127	28	0	0
\$75,001 - \$125,000	16.00%	7	24	4	0	0
\$125,001 - \$225,000	24.00%	32	80	31	16	0
\$225,001 - \$325,000	20.00%	11	227	11	0	0
\$325,001 - \$375,000	8.00%	11	0	1	20	0
\$375,001 and up	16.00%	82	184	0	58	0
Median Closed DOM		22	80	11	21	0
Total Closed Units	100%	25	9	12	4	
Total Closed Volume		5,018,900	1.51M	2.24M	1.27M	0.00B

# March 2024



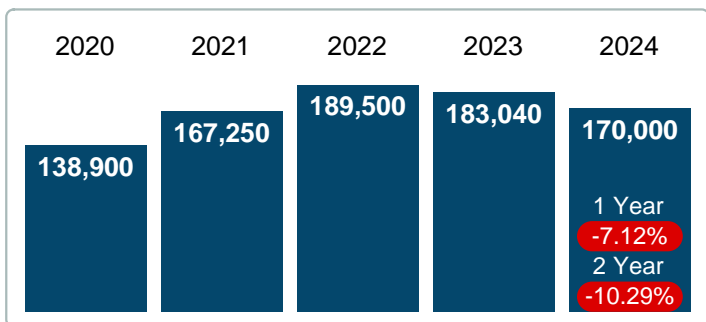
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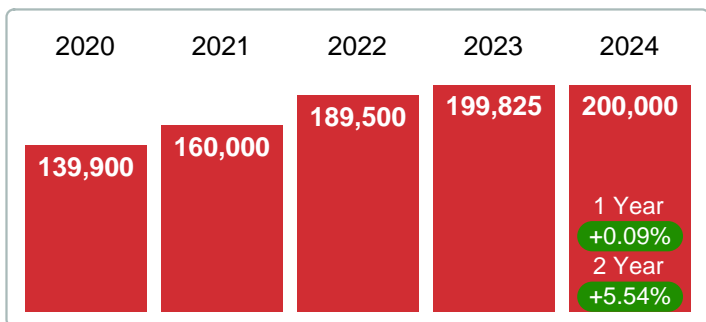
## MEDIAN LIST PRICE AT CLOSING

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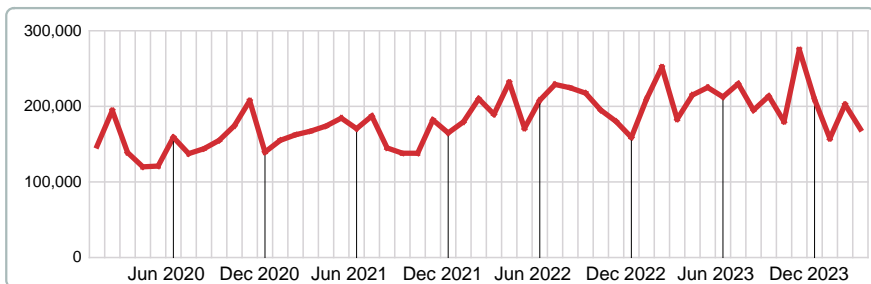
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

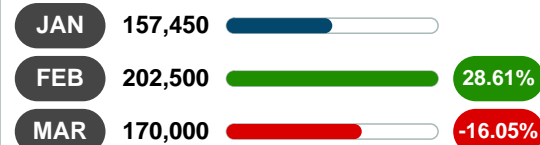


### 3 MONTHS

5 year MAR AVG = 169,738

High Nov 2023 275,000 Low Apr 2020 120,000

Median List Price at Closing this month at 170,000 above the 5 yr MAR average of 169,738



### 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
\$50,000 and less	4.00%	25,000	25,000	0	0	0
\$50,001 - \$75,000	12.00%	64,000	69,450	56,000	0	0
\$75,001 - \$125,000	16.00%	112,250	112,250	105,000	0	0
\$125,001 - \$225,000	24.00%	164,450	169,900	164,500	144,900	0
\$225,001 - \$325,000	20.00%	239,000	275,000	237,000	0	0
\$325,001 - \$375,000	8.00%	348,950	0	349,900	348,000	0
\$375,001 and up	16.00%	417,000	417,500	0	399,500	0
<b>Median List Price</b>		<b>170,000</b>	<b>125,000</b>	<b>194,950</b>	<b>364,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>25</b>	<b>9</b>	<b>12</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,227,500</b>	<b>1.67M</b>	<b>2.27M</b>	<b>1.29M</b>	<b>0.00B</b>



# March 2024



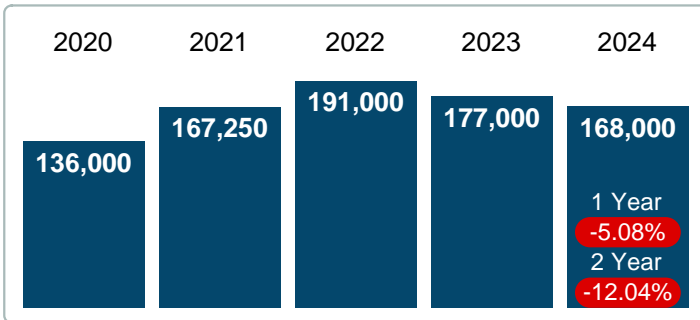
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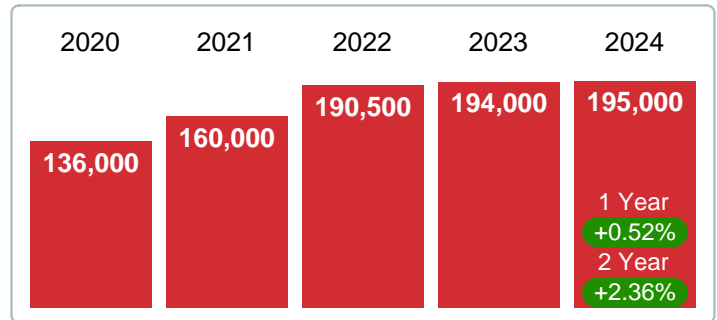
## MEDIAN SOLD PRICE AT CLOSING

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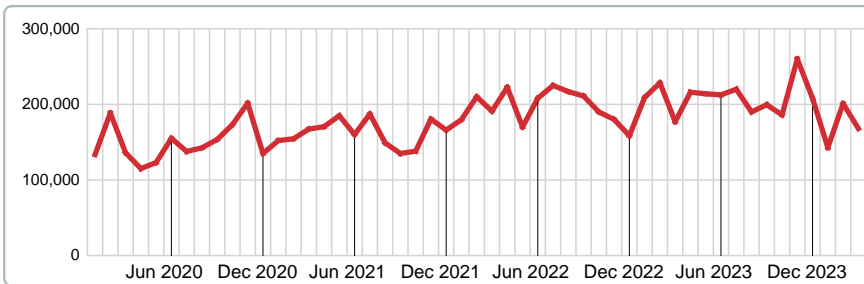
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

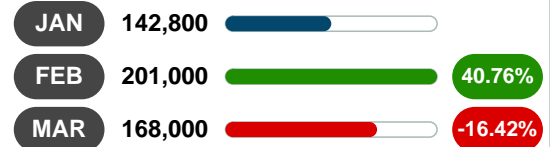


### 3 MONTHS

5 year MAR AVG = 167,850

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

Median Sold Price at Closing this month at **168,000**  
 above the 5 yr MAR average of **167,850**



### 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
\$50,000 and less	1	4.00%	15,000	15,000	0	0	0
\$50,001 - \$75,000	3	12.00%	55,500	59,500	55,500	0	0
\$75,001 - \$125,000	4	16.00%	97,500	96,500	101,750	0	0
\$125,001 - \$225,000	6	24.00%	148,500	135,000	159,000	142,500	0
\$225,001 - \$325,000	5	20.00%	237,500	250,000	233,750	0	0
\$325,001 - \$375,000	2	8.00%	349,950	0	349,900	350,000	0
\$375,001 and up	4	16.00%	395,000	397,500	0	390,000	0
Median Sold Price			168,000	115,000	193,750	365,000	0
Total Closed Units		100%	168,000	9	12	4	
Total Closed Volume			5,018,900	1.51M	2.24M	1.27M	0.00B

# March 2024



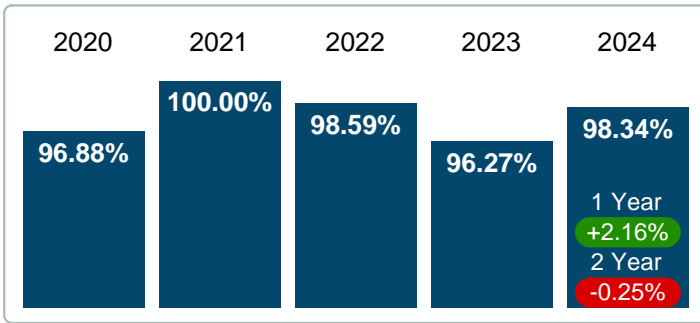
Area Delimited by County Of Mayes - Residential Property Type



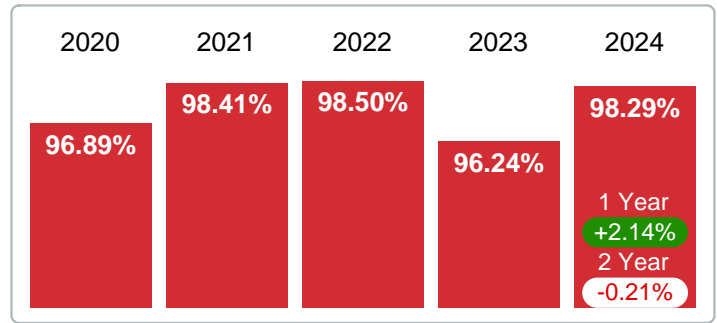
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

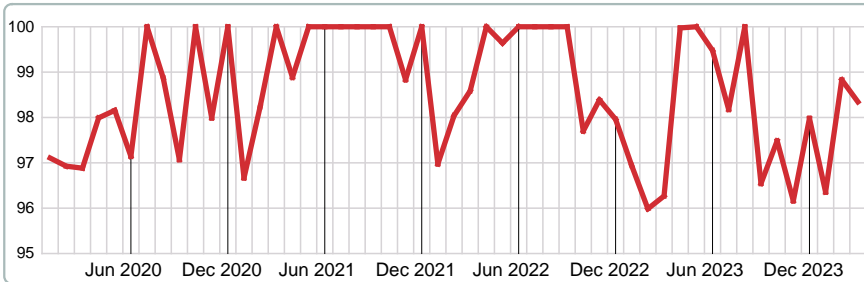
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

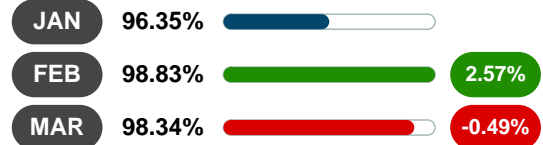


### 3 MONTHS

5 year MAR AVG = 98.02%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **98.34%**  
equal to 5 yr MAR average of **98.02%**



### 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	
\$50,000 and less	1	4.00%	60.00%	60.00%	0.00%	0.00%	0.00%	
\$50,001 - \$75,000	3	12.00%	84.38%	74.85%	99.11%	0.00%	0.00%	
\$75,001 - \$125,000	4	16.00%	96.46%	98.07%	96.46%	0.00%	0.00%	
\$125,001 - \$225,000	6	24.00%	98.58%	79.46%	99.32%	98.34%	0.00%	
\$225,001 - \$325,000	5	20.00%	99.37%	90.91%	99.69%	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%	96.53%	95.22%	0.00%	97.73%	0.00%	
Median Sold/List Ratio		98.34%		90.91%	99.24%	99.17%	0.00%	
Total Closed Units		25	100%	98.34%	9	12	4	
Total Closed Volume		5,018,900			1.51M	2.24M	1.27M	0.00B

# March 2024



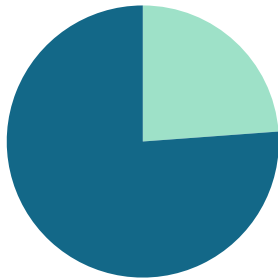
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

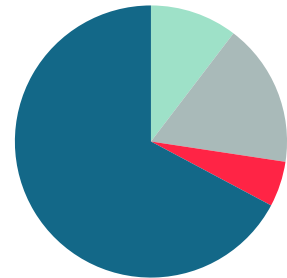


**Inventory**  
 New Listings  
**51 = 23.83%**  
 Start Inventory  
**163**  
 Total Inventory Units  
**214**  
 Volume  
**\$78,852,803**

### 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%
Median List Price	183,040	170,000	-7.12%	199,825	200,000	0.09%
Median Sale Price	177,000	168,000	-5.08%	194,000	195,000	0.52%
Median Percent of Selling Price to List Price	96.27%	98.34%	2.16%	96.24%	98.29%	2.14%
Median Days on Market to Sale	34.00	22.00	-35.29%	40.50	25.00	-38.27%
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

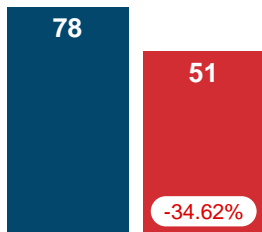
**Inventory** on March 31, 2024 = **162**

**2023** **2024**

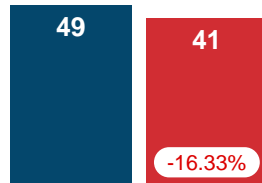
### MARCH MARKET

### MEDIAN PRICES

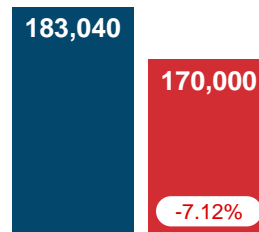
#### New Listings



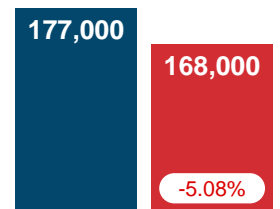
#### Pending Listings



#### List Price



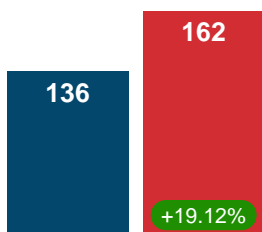
#### Sale Price



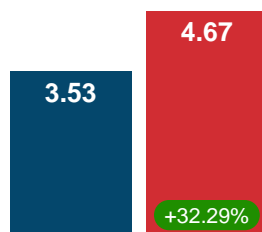
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

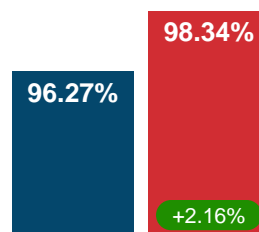
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

