

# April 2024



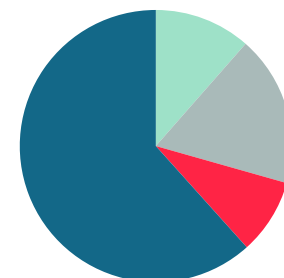
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on May 13, 2024 for MLS Technology Inc.

Compared Metrics	2023	April 2024	+/-%
Closed Listings	40	32	-20.00%
Pending Listings	38	50	31.58%
New Listings	60	83	38.33%
Average List Price	255,758	246,022	-3.81%
Average Sale Price	250,074	239,927	-4.06%
Average Percent of Selling Price to List Price	97.57%	96.38%	-1.21%
Average Days on Market to Sale	56.28	58.38	3.73%
End of Month Inventory	147	172	17.01%
Months Supply of Inventory	3.82	5.06	32.49%



■ Closed (11.47%)  
■ Pending (17.92%)  
■ Other OffMarket (8.96%)  
■ Active (61.65%)

**Absorption:** Last 12 months, an Average of **34** Sales/Month  
**Active Inventory** as of April 30, 2024 = **172**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2024 rose **17.01%** to 172 existing homes available for sale. Over the last 12 months this area has had an average of 34 closed sales per month. This represents an unsold inventory index of **5.06** 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 **4.06%** in April 2024 to \$239,927 versus the previous year at \$250,074.

#### Average Days on Market Lengthens

The average number of **58.38** days that homes spent on the market before selling increased by 2.10 days or **3.73%** in April 2024 compared to last year's same month at **56.28** DOM.

#### Sales Success for April 2024 is Positive

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

There were 83 New Listings in April 2024, up **38.33%** from last year at 60. Furthermore, there were 32 Closed Listings this month versus last year at 40, a **-20.00%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, down from previous year's, April 2023, at **66.7%**, a **42.17%** downswing. This will certainly create pressure on an increasing Monthly 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# April 2024



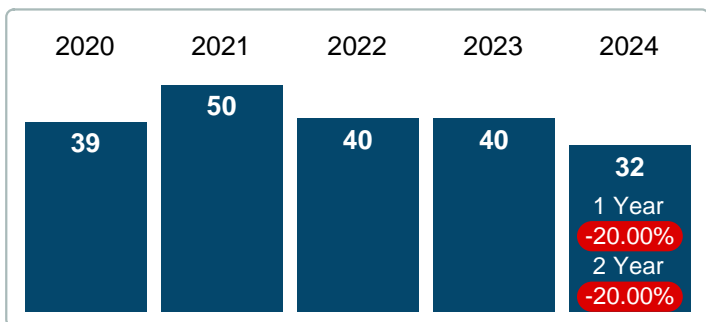
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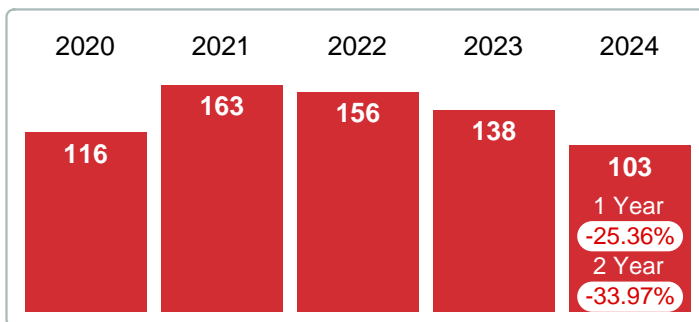
## CLOSED LISTINGS

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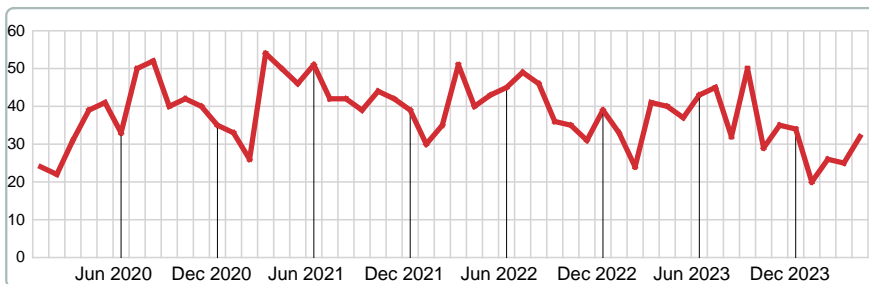
### APRIL



### YEAR TO DATE (YTD)

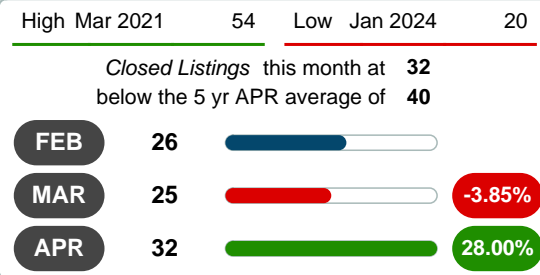


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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
\$75,000 and less	2	6.25%	71.5	1	1	0	0
\$75,001 - \$100,000	4	12.50%	24.5	4	0	0	0
\$100,001 - \$150,000	3	9.38%	33.3	1	1	1	0
\$150,001 - \$225,000	10	31.25%	53.6	1	9	0	0
\$225,001 - \$325,000	6	18.75%	109.7	0	4	2	0
\$325,001 - \$450,000	2	6.25%	18.0	1	1	0	0
\$450,001 and up	5	15.63%	59.4	0	4	1	0
<b>Total Closed Units</b>	<b>32</b>			<b>8</b>	<b>20</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>7,677,650</b>	<b>100%</b>	<b>58.4</b>	<b>1.17M</b>	<b>5.22M</b>	<b>1.29M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$239,927</b>			<b>\$145,775</b>	<b>\$261,073</b>	<b>\$322,500</b>	<b>\$0</b>

# April 2024



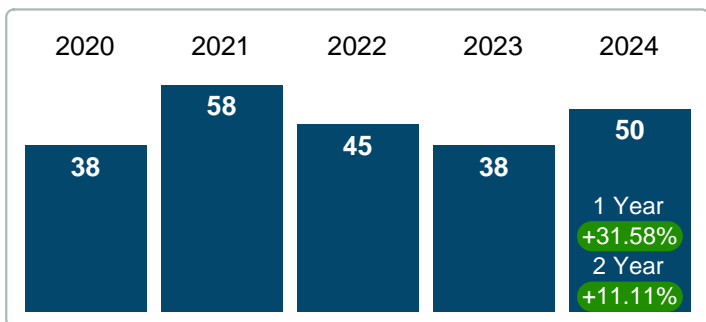
Area Delimited by County Of Mayes - Residential Property Type



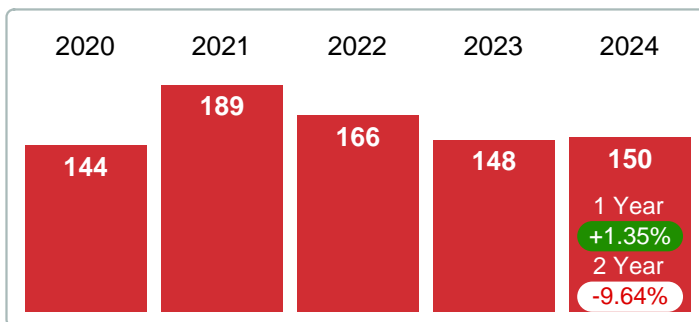
## PENDING LISTINGS

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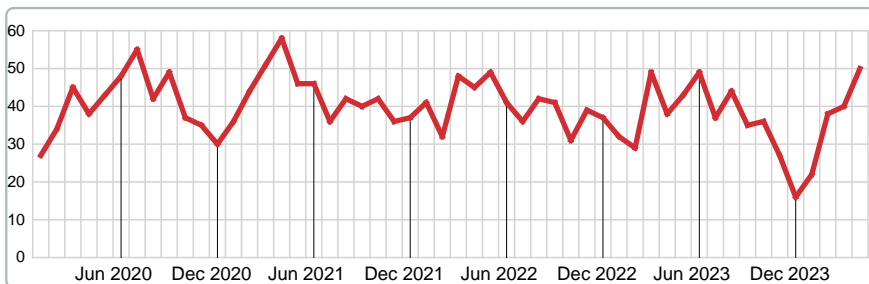
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 46

High Apr 2021 58 Low Dec 2023 16

Pending Listings this month at 50 above the 5 yr APR average of 46

- FEB 38
- MAR 40 (5.26%)
- APR 50 (25.00%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.00%	3.7	2	1	0	0
\$75,001 - \$100,000	4	8.00%	21.0	3	1	0	0
\$100,001 - \$175,000	7	14.00%	34.3	5	2	0	0
\$175,001 - \$225,000	12	24.00%	55.3	2	9	1	0
\$225,001 - \$250,000	9	18.00%	70.4	1	5	3	0
\$250,001 - \$450,000	10	20.00%	43.8	0	5	5	0
\$450,001 and up	5	10.00%	128.4	0	1	3	1
<b>Total Pending Units</b>	<b>50</b>			<b>13</b>	<b>24</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,823,988</b>	<b>100%</b>	<b>41.8</b>	<b>1.65M</b>	<b>5.42M</b>	<b>4.17M</b>	<b>575.00K</b>
<b>Average Listing Price</b>	<b>\$246,600</b>			<b>\$127,185</b>	<b>\$225,912</b>	<b>\$347,808</b>	<b>\$575,000</b>

# April 2024



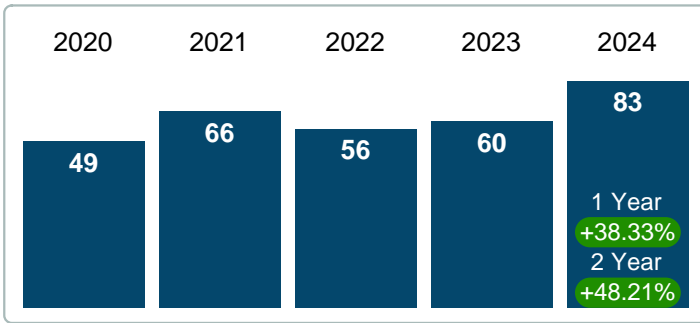
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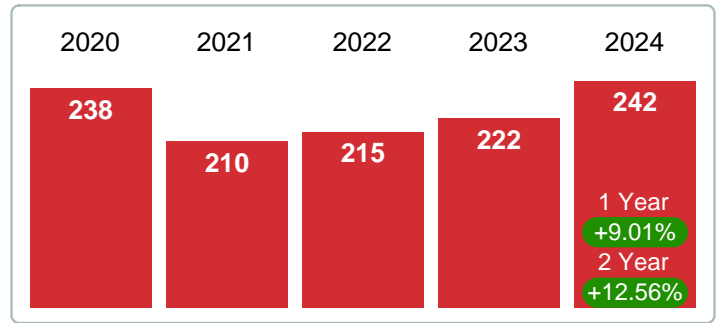
## NEW LISTINGS

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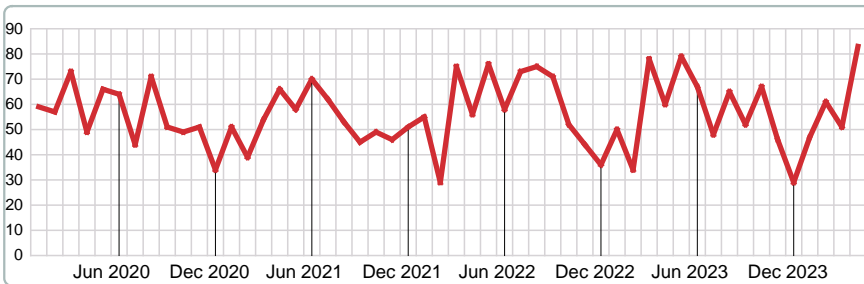
### APRIL



### YEAR TO DATE (YTD)

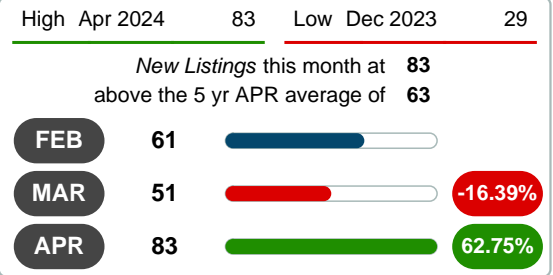


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 63



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	9	10.84%	6	3	0	0
\$90,001 - \$170,000	10	12.05%	5	4	1	0
\$170,001 - \$220,000	10	12.05%	0	9	1	0
\$220,001 - \$290,000	22	26.51%	0	16	6	0
\$290,001 - \$400,000	14	16.87%	2	10	1	1
\$400,001 - \$710,000	9	10.84%	1	4	4	0
\$710,001 and up	9	10.84%	1	3	4	1
<b>Total New Listed Units</b>	<b>83</b>		<b>15</b>	<b>49</b>	<b>17</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>40,818,616</b>	<b>100%</b>	<b>8.27M</b>	<b>15.54M</b>	<b>13.22M</b>	<b>3.78M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$551,507</b>	<b>\$317,217</b>	<b>\$777,846</b>	<b>\$1,889,500</b>

# April 2024



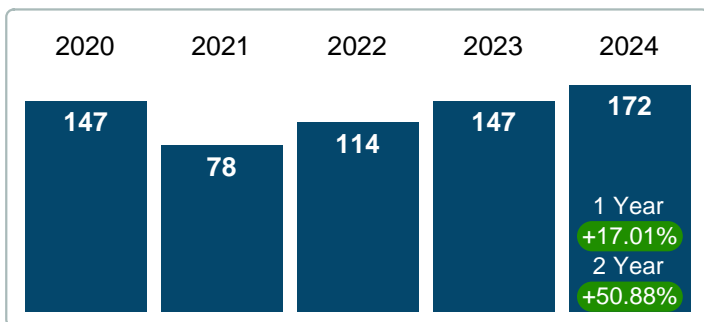
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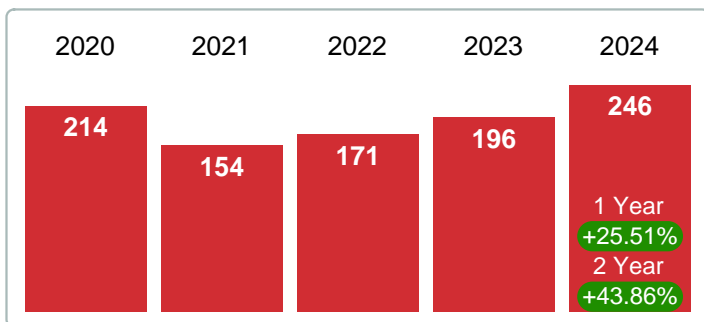
## ACTIVE INVENTORY

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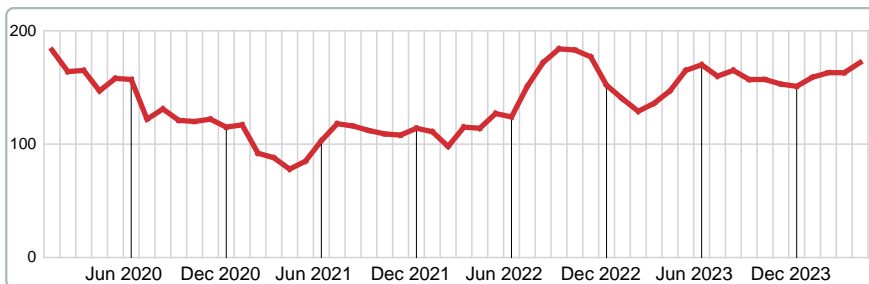
### END OF APRIL



### ACTIVE DURING APRIL

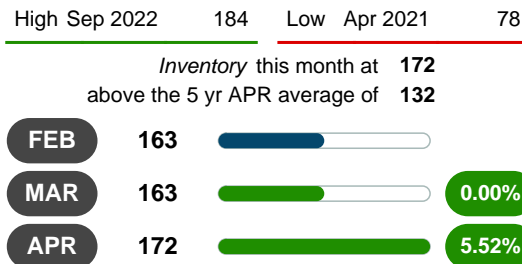


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 132



### 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	13	7.56%	64.5	8	5	0	0
\$125,001 - \$175,000	26	15.12%	89.4	8	17	1	0
\$175,001 - \$225,000	17	9.88%	56.6	1	14	2	0
\$225,001 - \$325,000	52	30.23%	85.6	1	34	15	2
\$325,001 - \$425,000	22	12.79%	69.7	2	12	6	2
\$425,001 - \$675,000	24	13.95%	72.9	2	12	8	2
\$675,001 and up	18	10.47%	61.8	2	6	6	4
<b>Total Active Inventory by Units</b>	<b>172</b>			<b>24</b>	<b>100</b>	<b>38</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>80,230,191</b>	<b>100%</b>	<b>75.4</b>	<b>11.09M</b>	<b>33.20M</b>	<b>22.56M</b>	<b>13.38M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$466,455</b>			<b>\$462,267</b>	<b>\$331,986</b>	<b>\$593,651</b>	<b>\$1,337,850</b>

# April 2024



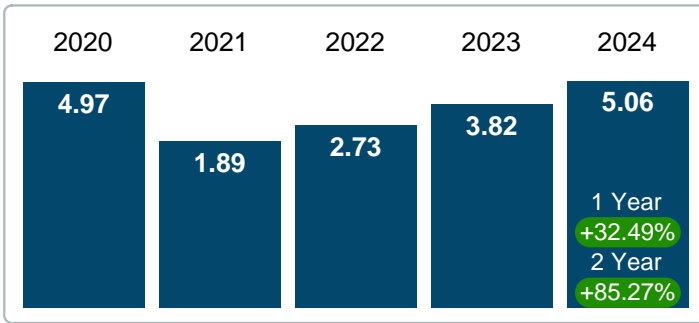
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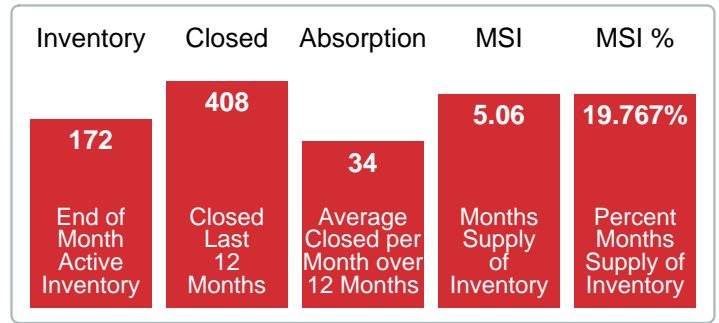
## MONTHS SUPPLY of INVENTORY (MSI)

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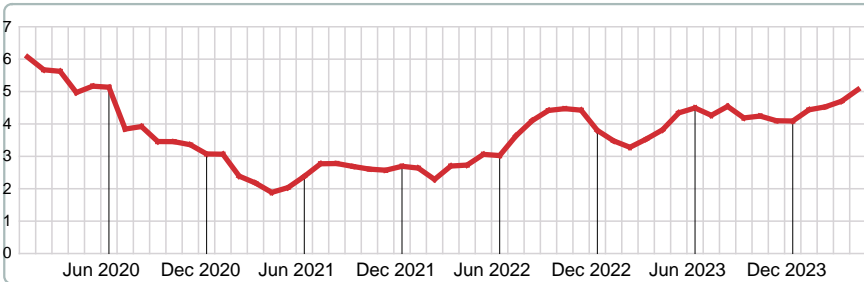
### MSI FOR APRIL



### INDICATORS FOR APRIL 2024

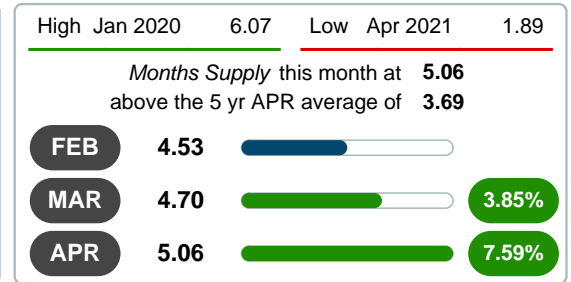


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.69



### 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	13	7.56%	1.66	1.96	1.50	0.00	0.00
\$125,001 - \$175,000	26	15.12%	4.39	6.00	4.53	1.33	0.00
\$175,001 - \$225,000	17	9.88%	3.09	2.40	3.23	2.67	0.00
\$225,001 - \$325,000	52	30.23%	7.34	1.20	7.29	10.00	24.00
\$325,001 - \$425,000	22	12.79%	5.50	4.80	7.20	3.13	0.00
\$425,001 - \$675,000	24	13.95%	8.47	24.00	6.55	9.60	24.00
\$675,001 and up	18	10.47%	21.60	0.00	10.29	72.00	24.00
Market Supply of Inventory (MSI)			5.06	3.35	4.96	6.08	24.00
Total Active Inventory by Units		100%	5.06	24	100	38	10

# April 2024



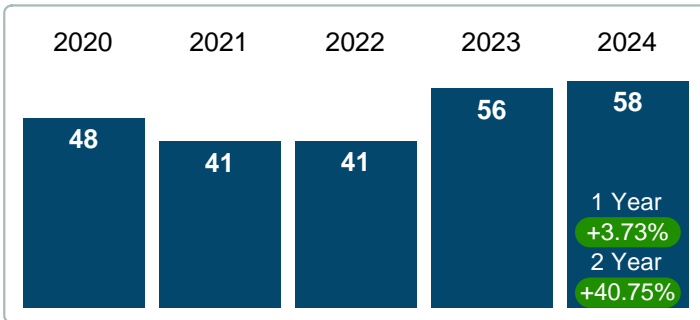
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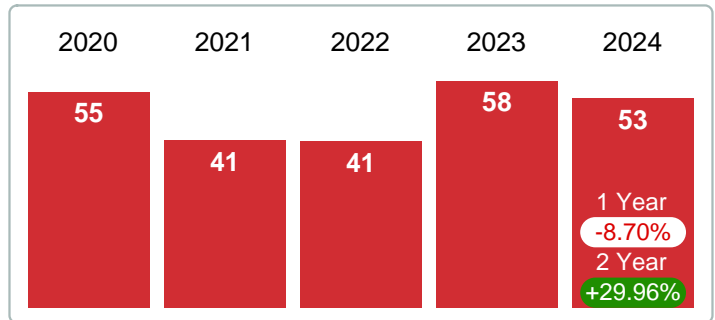
## AVERAGE DAYS ON MARKET TO SALE

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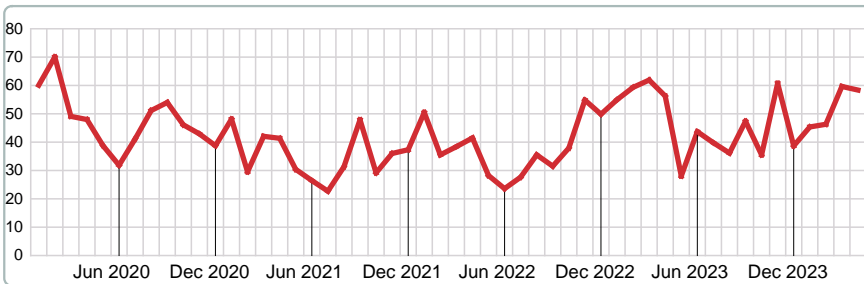
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

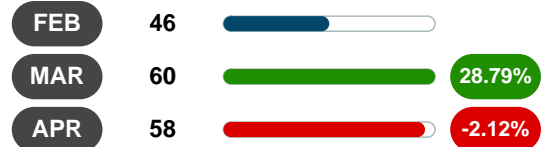


### 3 MONTHS

5 year APR AVG = 49

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 58 above the 5 yr APR average of 49



### 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	6.25%	72	116	27	0	0
\$75,001 - \$100,000	12.50%	25	25	0	0	0
\$100,001 - \$150,000	9.38%	33	2	28	70	0
\$150,001 - \$225,000	31.25%	54	1	59	0	0
\$225,001 - \$325,000	18.75%	110	0	116	97	0
\$325,001 - \$450,000	6.25%	18	3	33	0	0
\$450,001 and up	15.63%	59	0	51	92	0
<b>Average Closed DOM</b>		<b>58</b>	<b>28</b>	<b>65</b>	<b>89</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>58</b>	<b>8</b>	<b>20</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,677,650</b>	<b>1.17M</b>	<b>5.22M</b>	<b>1.29M</b>	<b>0.00B</b>



# April 2024



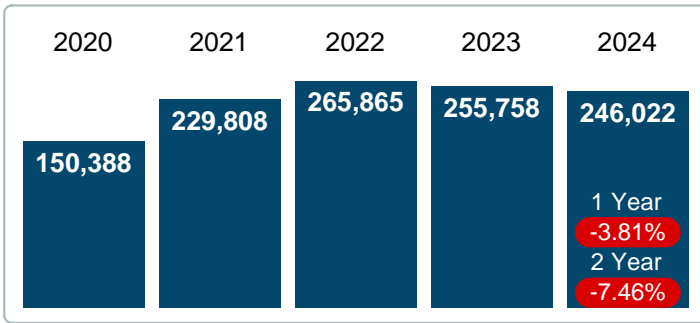
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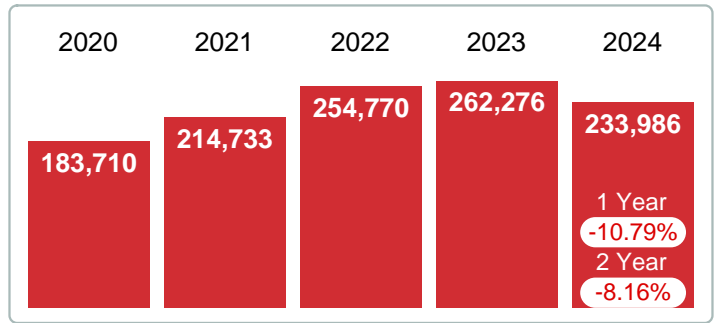
## AVERAGE LIST PRICE AT CLOSING

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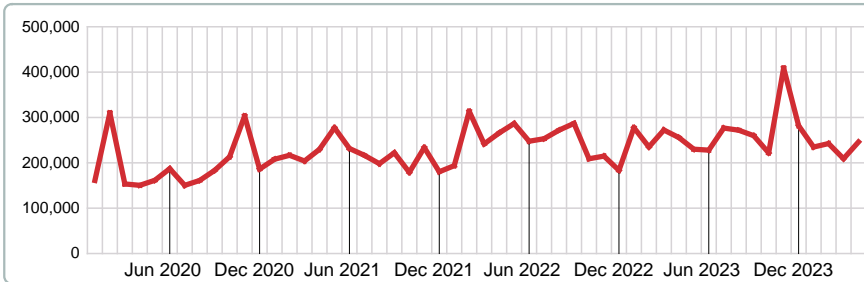
### APRIL



### YEAR TO DATE (YTD)

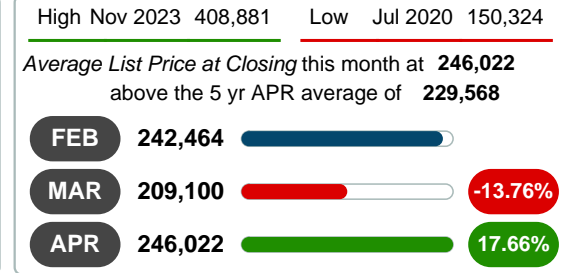


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 229,568



### 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	6.25%	64,950	70,000	59,900	0	0
\$75,001 - \$100,000	12.50%	90,625	90,625	0	0	0
\$100,001 - \$150,000	12.50%	140,000	125,000	145,000	140,000	0
\$150,001 - \$225,000	28.13%	186,856	200,000	181,300	0	0
\$225,001 - \$325,000	12.50%	274,973	0	281,225	329,995	0
\$325,001 - \$450,000	12.50%	366,000	429,000	350,000	0	0
\$450,001 and up	15.63%	514,940	0	499,925	575,000	0
<b>Average List Price</b>		<b>246,022</b>	<b>148,313</b>	<b>265,560</b>	<b>343,748</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>246,022</b>	<b>8</b>	<b>20</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,872,690</b>	<b>1.19M</b>	<b>5.31M</b>	<b>1.37M</b>	<b>0.00B</b>



# April 2024



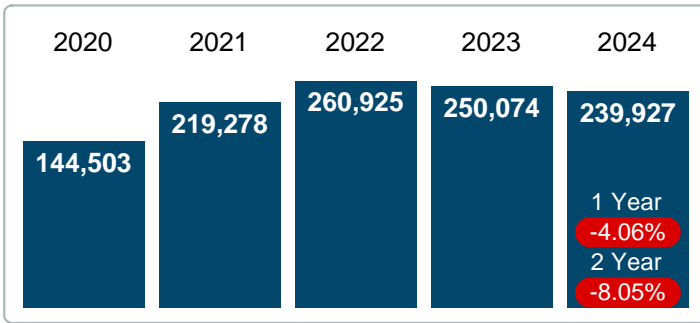
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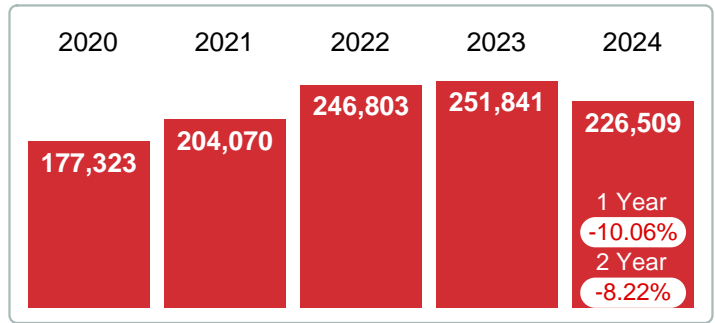
## AVERAGE SOLD PRICE AT CLOSING

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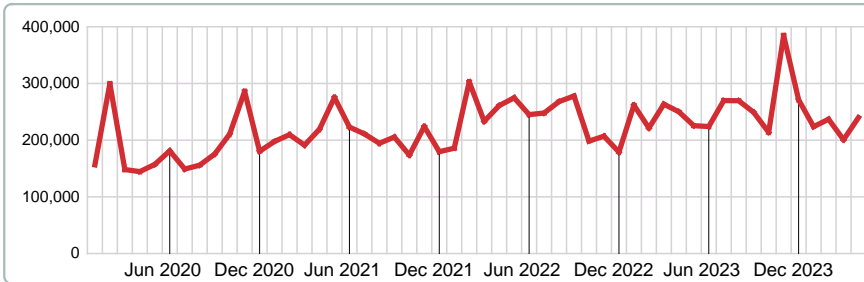
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

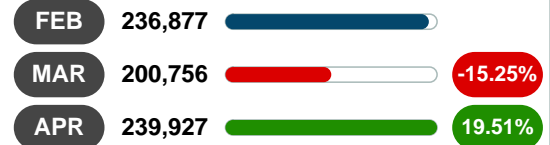


### 3 MONTHS

5 year APR AVG = 222,941

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

Average Sold Price at Closing this month at **239,927** above the 5 yr APR average of **222,941**



### 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	6.25%	51,500	58,000	45,000	0	0
\$75,001 - \$100,000	12.50%	89,875	89,875	0	0	0
\$100,001 - \$150,000	9.38%	122,233	123,700	125,000	118,000	0
\$150,001 - \$225,000	31.25%	181,590	200,000	179,544	0	0
\$225,001 - \$325,000	18.75%	285,175	0	272,263	311,000	0
\$325,001 - \$450,000	6.25%	387,500	425,000	350,000	0	0
\$450,001 and up	15.63%	509,300	0	499,125	550,000	0
<b>Average Sold Price</b>		<b>239,927</b>	<b>145,775</b>	<b>261,073</b>	<b>322,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>239,927</b>	<b>8</b>	<b>20</b>	<b>4</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,677,650</b>	<b>1.17M</b>	<b>5.22M</b>	<b>1.29M</b>	<b>0.00B</b>

# April 2024



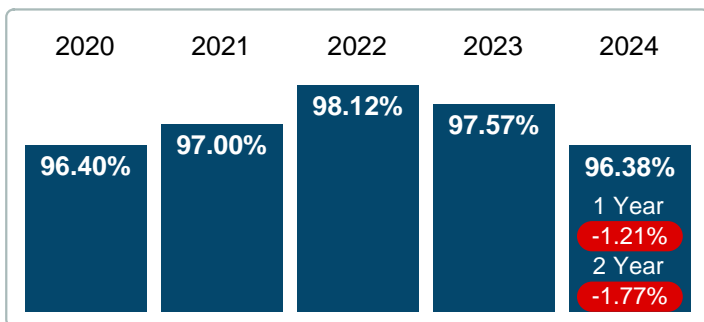
Area Delimited by County Of Mayes - Residential Property Type



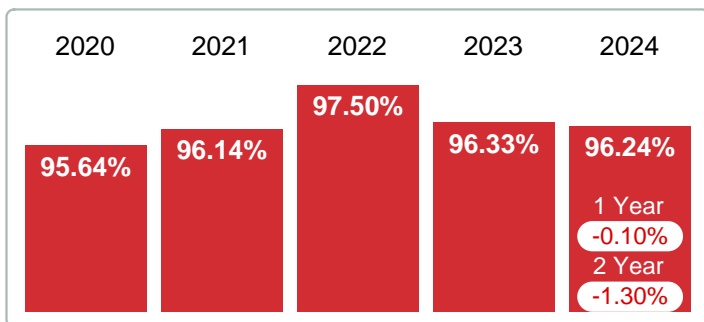
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 13, 2024 for MLS Technology Inc.

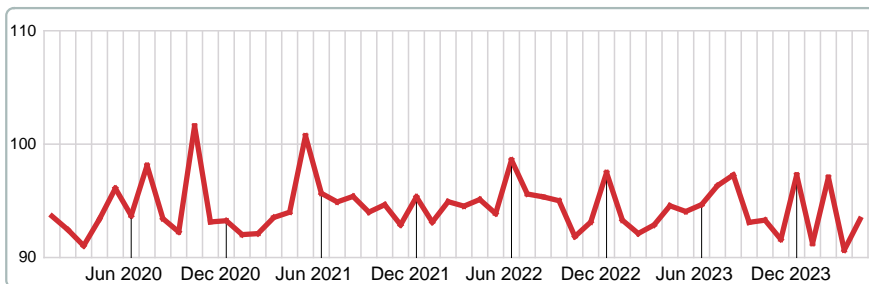
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

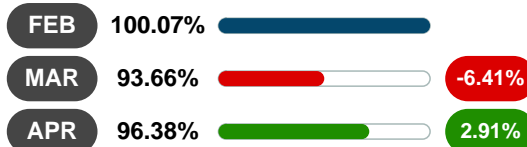


### 3 MONTHS

5 year APR AVG = 97.09%

High Oct 2020 104.60% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **96.38%** below the 5 yr APR average of **97.09%**



### 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	6.25%	78.99%	82.86%	75.13%	0.00%	0.00%
\$75,001 - \$100,000	4	12.50%	99.03%	99.03%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	3	9.38%	89.82%	98.96%	86.21%	84.29%	0.00%
\$150,001 - \$225,000	10	31.25%	99.09%	100.00%	98.99%	0.00%	0.00%
\$225,001 - \$325,000	6	18.75%	96.12%	0.00%	96.92%	94.52%	0.00%
\$325,001 - \$450,000	2	6.25%	99.53%	99.07%	100.00%	0.00%	0.00%
\$450,001 and up	5	15.63%	98.82%	0.00%	99.61%	95.65%	0.00%
Average Sold/List Ratio		96.40%		97.13%	96.92%	92.24%	0.00%
Total Closed Units		32	100%	96.40%	8	20	4
Total Closed Volume		7,677,650			1.17M	5.22M	1.29M
					0.00B		

# April 2024



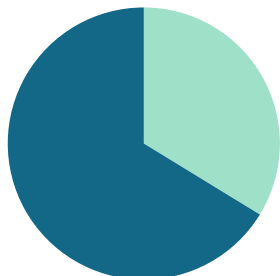
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on May 13, 2024 for MLS Technology Inc.

### INVENTORY

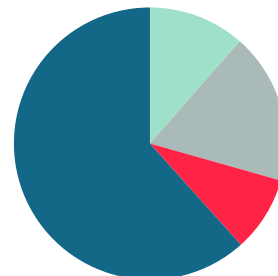


**Inventory**  
 New Listings **83 = 33.74%**  
 Start Inventory **163**  
 Total Inventory Units **246**  
 Volume **\$103,709,378**

### Market Activity

Closed Sales **32 = 11.47%**  
 Pending Sales **50 = 17.92%**  
 Other Off Market **25 = 8.96%**  
 Active Inventory **172 = 61.65%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	40	32	-20.00%	138	103	-25.36%
Pending Sales	38	50	31.58%	148	150	1.35%
New Listings	60	83	38.33%	222	242	9.01%
Average List Price	255,758	246,022	-3.81%	262,276	233,986	-10.79%
Average Sale Price	250,074	239,927	-4.06%	251,841	226,509	-10.06%
Average Percent of Selling Price to List Price	97.57%	96.38%	-1.21%	96.33%	96.24%	-0.10%
Average Days on Market to Sale	56.28	58.38	3.73%	58.17	53.11	-8.70%
Monthly Inventory	147	172	17.01%	147	172	17.01%
Months Supply of Inventory	3.82	5.06	32.49%	3.82	5.06	32.49%

**Absorption:** Last 12 months, an Average of **34** Sales/Month

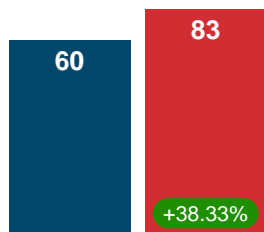
**Inventory** on April 30, 2024 = **172**

**2023** **2024**

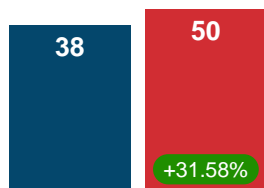
### APRIL MARKET

### AVERAGE PRICES

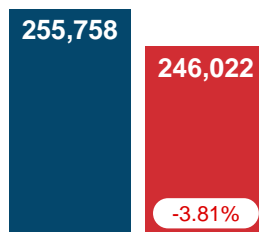
#### New Listings



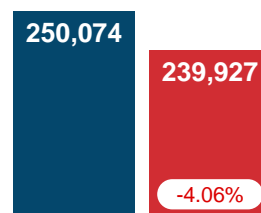
#### Pending Listings



#### List Price



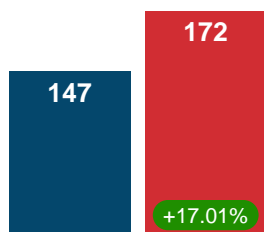
#### Sale Price



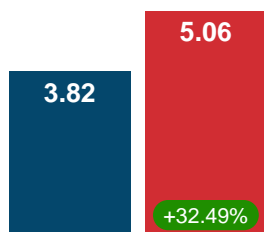
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

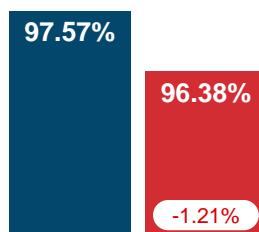
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

