

April 2024



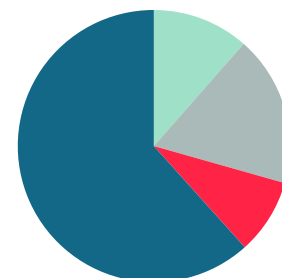
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	215,000	192,500	-10.47%
Median Sale Price	216,050	192,500	-10.90%
Median Percent of Selling Price to List Price	99.97%	98.03%	-1.94%
Median Days on Market to Sale	20.00	35.00	75.00%
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.

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 **10.90%** in April 2024 to \$192,500 versus the previous year at \$216,050.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 15.00 days or **75.00%** in April 2024 compared to last year's same month at **20.00** DOM.

Sales Success for April 2024 is Positive

Overall, with Median 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.

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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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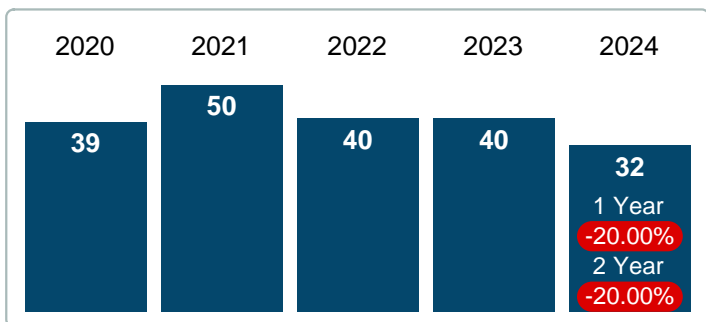
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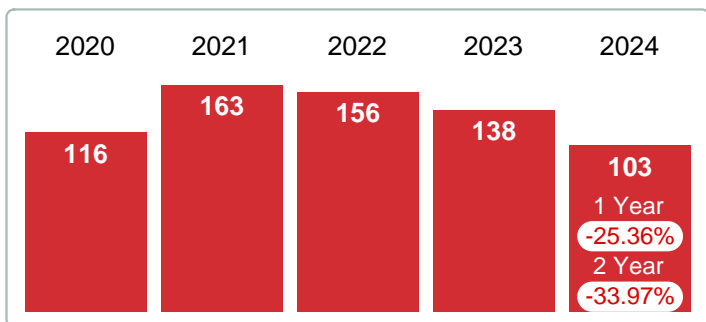
CLOSED LISTINGS

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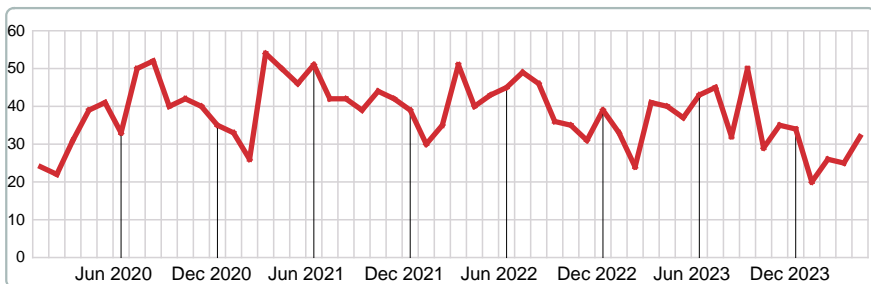
APRIL



YEAR TO DATE (YTD)

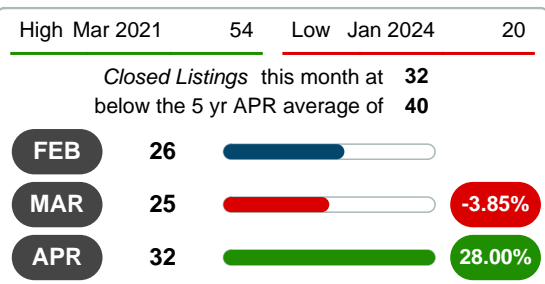


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	24.0	4	0	0	0
\$100,001 - \$150,000	3	9.38%	28.0	1	1	1	0
\$150,001 - \$225,000	10	31.25%	25.5	1	9	0	0
\$225,001 - \$325,000	6	18.75%	83.5	0	4	2	0
\$325,001 - \$450,000	2	6.25%	18.0	1	1	0	0
\$450,001 and up	5	15.63%	67.0	0	4	1	0
Total Closed Units	32			8	20	4	0
Total Closed Volume	7,677,650	100%	35.0	1.17M	5.22M	1.29M	0.00B
Median Closed Price	\$192,500			\$99,250	\$211,500	\$311,000	\$0

April 2024



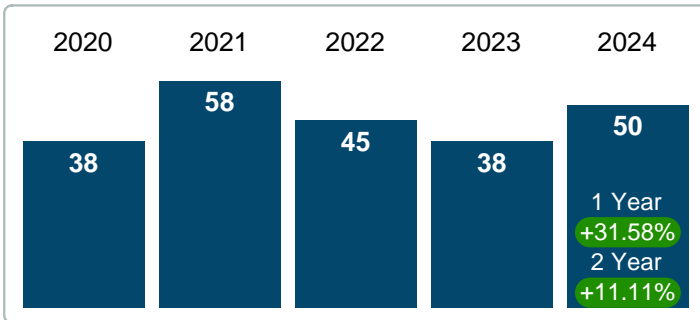
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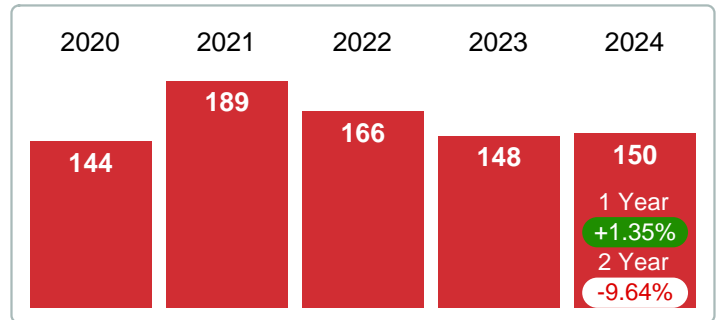
PENDING LISTINGS

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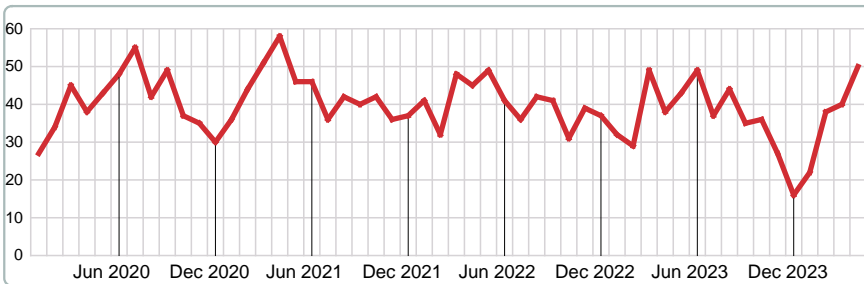
APRIL



YEAR TO DATE (YTD)

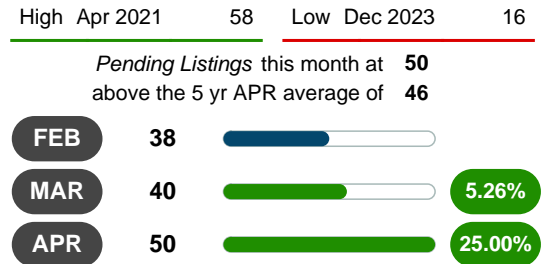


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.00%	4.0	2	1	0	0
\$75,001 - \$100,000	4	8.00%	15.0	3	1	0	0
\$100,001 - \$175,000	7	14.00%	28.0	5	2	0	0
\$175,001 - \$225,000	12	24.00%	27.5	2	9	1	0
\$225,001 - \$250,000	9	18.00%	51.0	1	5	3	0
\$250,001 - \$450,000	10	20.00%	30.0	0	5	5	0
\$450,001 and up	5	10.00%	70.0	0	1	3	1
Total Pending Units	50			13	24	12	1
Total Pending Volume	11,823,988	100%	30.5	1.65M	5.42M	4.17M	575.00K
Median Listing Price	\$220,450			\$109,000	\$220,450	\$320,950	\$575,000

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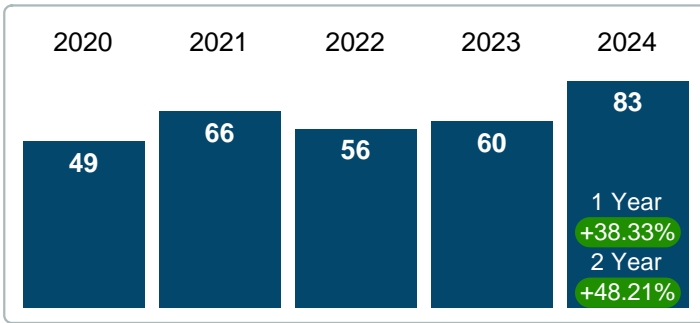
Area Delimited by County Of Mayes - Residential Property Type



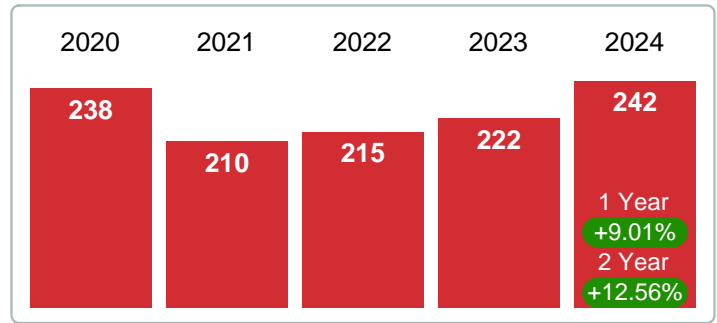
NEW LISTINGS

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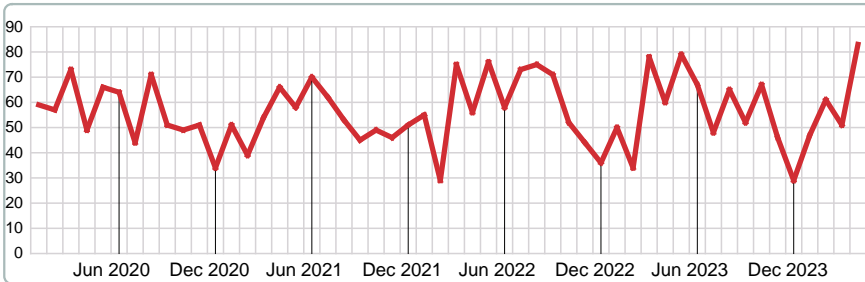
APRIL



YEAR TO DATE (YTD)

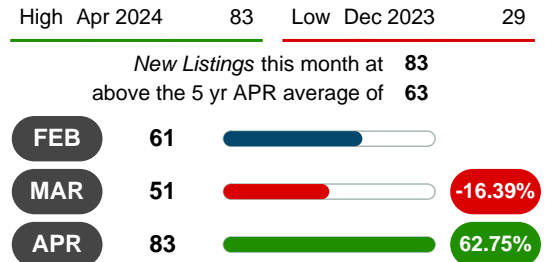


5 YEAR MARKET ACTIVITY TRENDS



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
\$75,000 and less	6	7.23%	4	2	0	0
\$75,001 - \$150,000	7	8.43%	6	1	0	0
\$150,001 - \$225,000	19	22.89%	1	16	2	0
\$225,001 - \$275,000	17	20.48%	0	12	5	0
\$275,001 - \$400,000	16	19.28%	2	11	2	1
\$400,001 - \$700,000	9	10.84%	1	4	4	0
\$700,001 and up	9	10.84%	1	3	4	1
Total New Listed Units	83		15	49	17	2
Total New Listed Volume	40,818,616	100%	8.27M	15.54M	13.22M	3.78M
Median New Listed Listing Price	\$249,000		\$109,000	\$244,250	\$297,000	\$1,889,500

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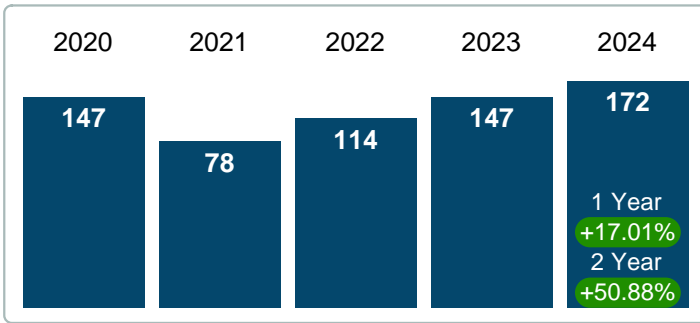
Area Delimited by County Of Mayes - Residential Property Type



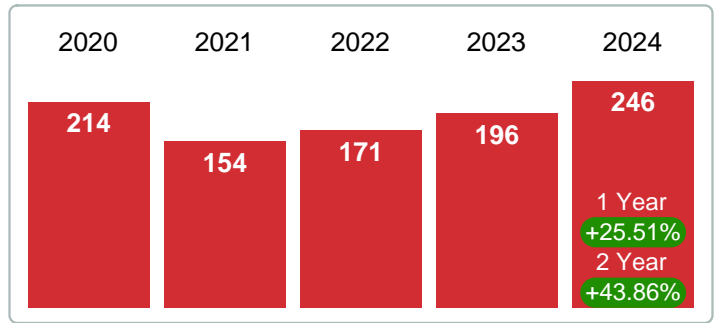
ACTIVE INVENTORY

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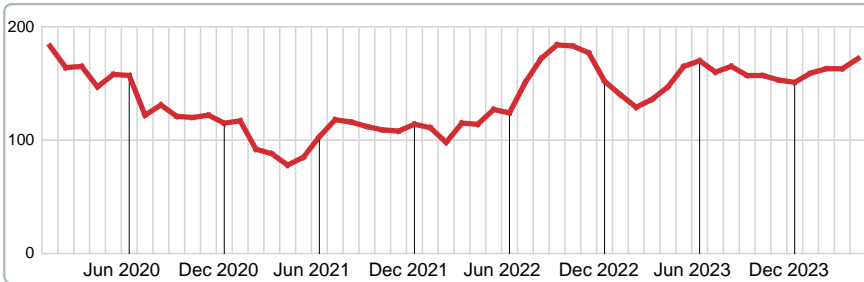
END OF APRIL



ACTIVE DURING APRIL

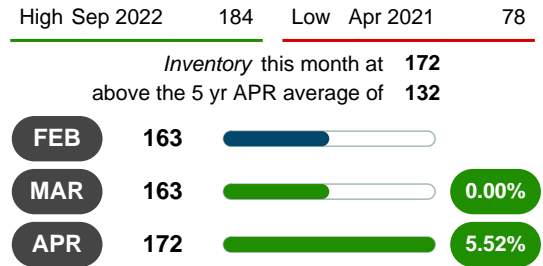


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 132



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	7.56%	49.0	8	5	0	0
\$125,001 - \$175,000	26	15.12%	58.0	8	17	1	0
\$175,001 - \$225,000	17	9.88%	35.0	1	14	2	0
\$225,001 - \$325,000	52	30.23%	77.0	1	34	15	2
\$325,001 - \$425,000	22	12.79%	57.0	2	12	6	2
\$425,001 - \$675,000	24	13.95%	50.0	2	12	8	2
\$675,001 and up	18	10.47%	31.5	2	6	6	4
Total Active Inventory by Units	172			24	100	38	10
Total Active Inventory by Volume	80,230,191	100%	54.5	11.09M	33.20M	22.56M	13.38M
Median Active Inventory Listing Price	\$277,000			\$152,400	\$249,950	\$335,990	\$566,250

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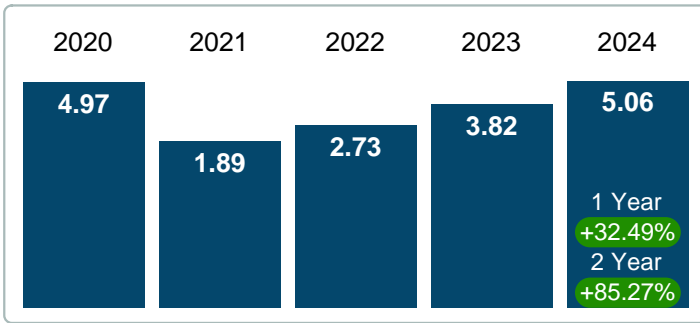
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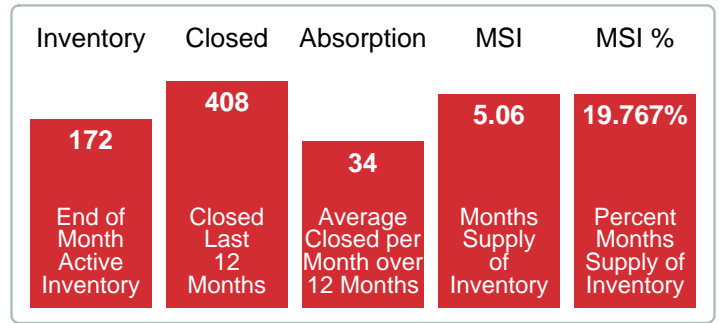
MONTHS SUPPLY of INVENTORY (MSI)

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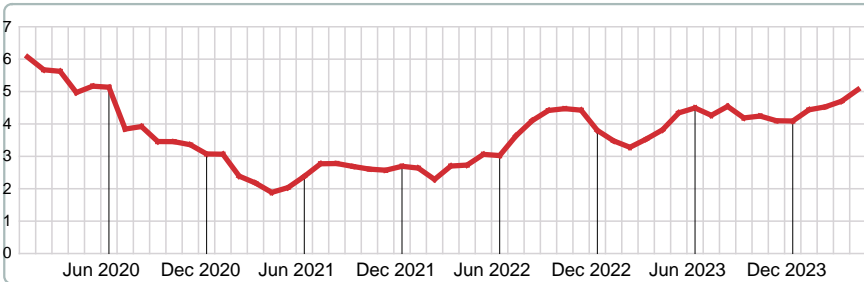
MSI FOR APRIL



INDICATORS FOR APRIL 2024

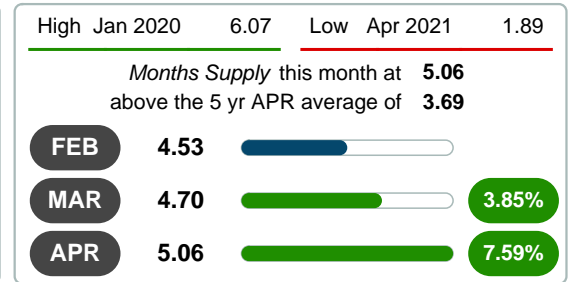


5 YEAR MARKET ACTIVITY TRENDS



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

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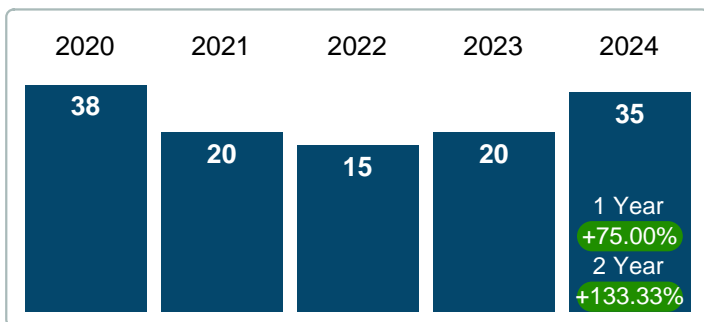
Area Delimited by County Of Mayes - Residential Property Type



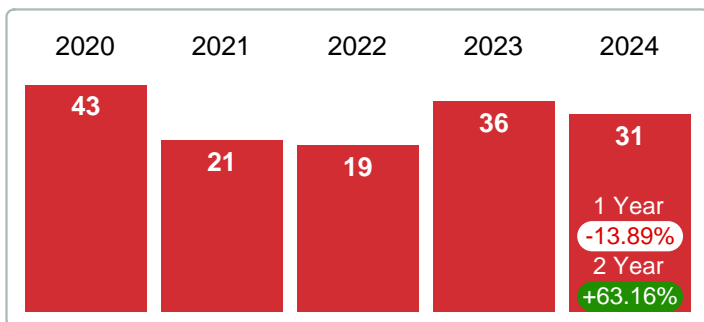
MEDIAN DAYS ON MARKET TO SALE

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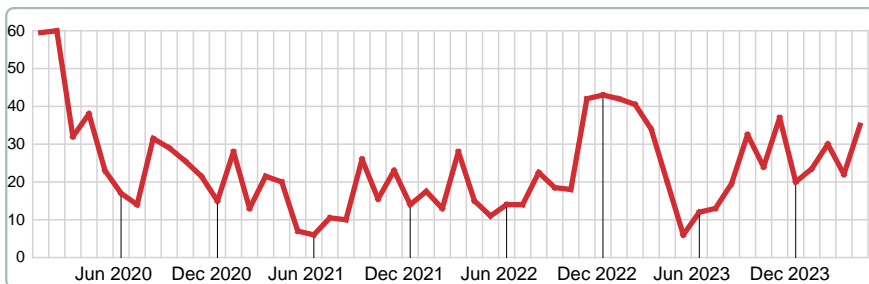
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 26

High Feb 2020 60 Low May 2023 6

Median Days on Market to Sale this month at 35 above the 5 yr APR average of 26



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	2	6.25%	72	116	27	0	0
\$75,001 - \$100,000	4	12.50%	24	24	0	0	0
\$100,001 - \$150,000	3	9.38%	28	2	28	70	0
\$150,001 - \$225,000	10	31.25%	26	1	38	0	0
\$225,001 - \$325,000	6	18.75%	84	0	84	97	0
\$325,001 - \$450,000	2	6.25%	18	3	33	0	0
\$450,001 and up	5	15.63%	67	0	52	92	0
Median Closed DOM			35	10	38	81	0
Total Closed Units		100%	32	8	20	4	
Total Closed Volume			7,677,650	1.17M	5.22M	1.29M	0.00B

April 2024



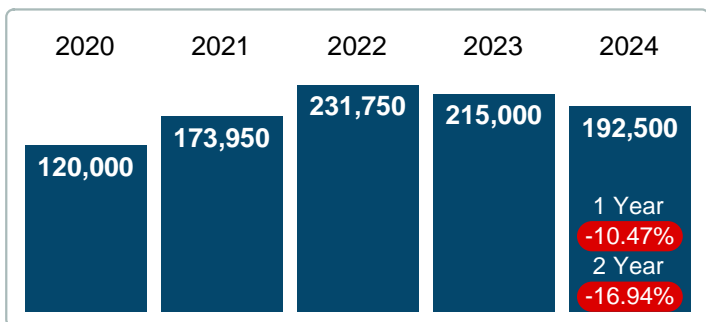
Area Delimited by County Of Mayes - Residential Property Type



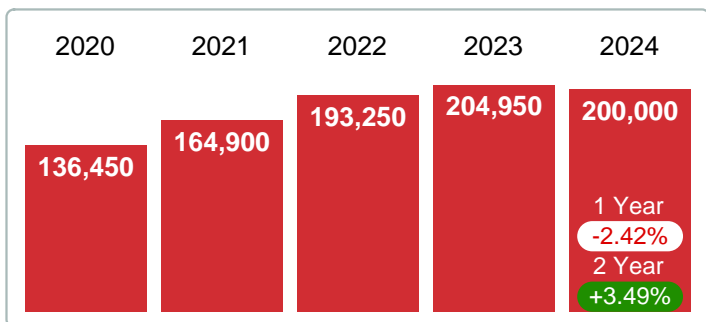
MEDIAN LIST PRICE AT CLOSING

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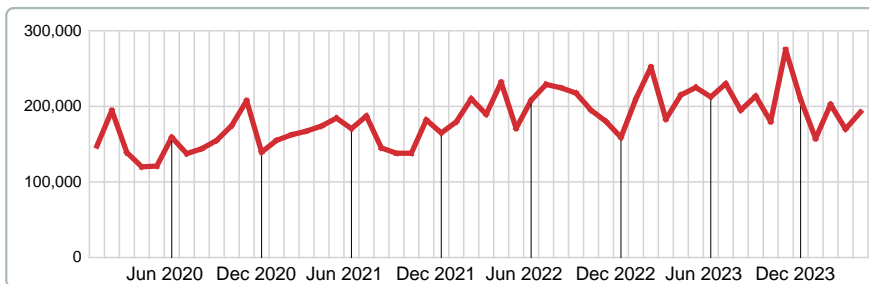
APRIL



YEAR TO DATE (YTD)

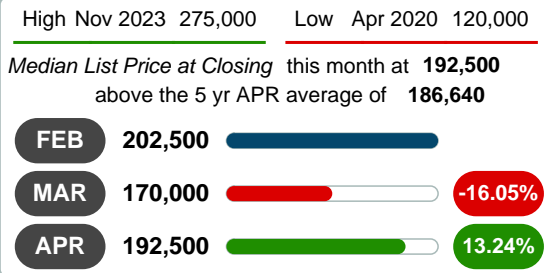


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 186,640



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	6.25%	64,950	70,000	59,900	0	0
\$75,001 - \$100,000	12.50%	92,500	92,500	0	0	0
\$100,001 - \$150,000	12.50%	142,500	125,000	147,500	140,000	0
\$150,001 - \$225,000	28.13%	178,000	200,000	176,500	0	0
\$225,001 - \$325,000	12.50%	277,000	0	269,000	309,990	0
\$325,001 - \$450,000	12.50%	350,000	429,000	342,500	350,000	0
\$450,001 and up	15.63%	499,900	0	494,900	575,000	0
Median List Price		192,500	98,500	209,500	329,995	0
Total Closed Units	100%	192,500	8	20	4	
Total Closed Volume			1.19M	5.31M	1.37M	0.00B

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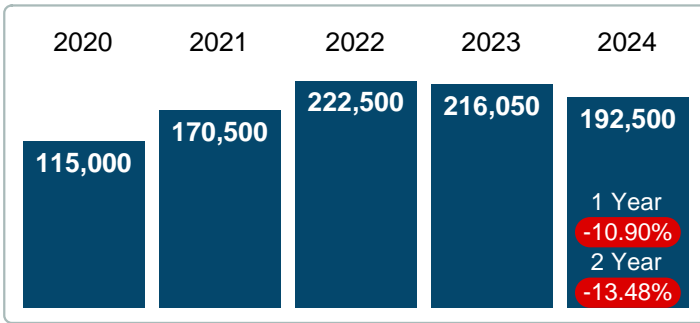
Area Delimited by County Of Mayes - Residential Property Type



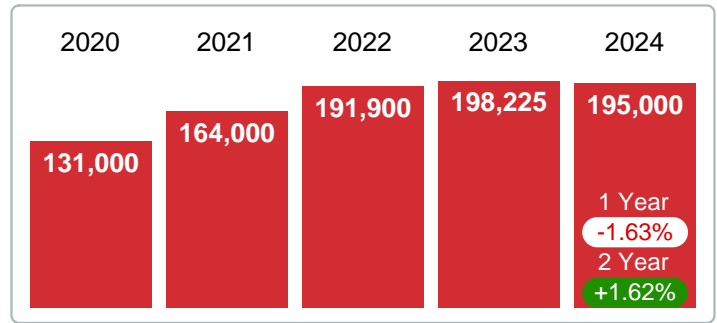
MEDIAN SOLD PRICE AT CLOSING

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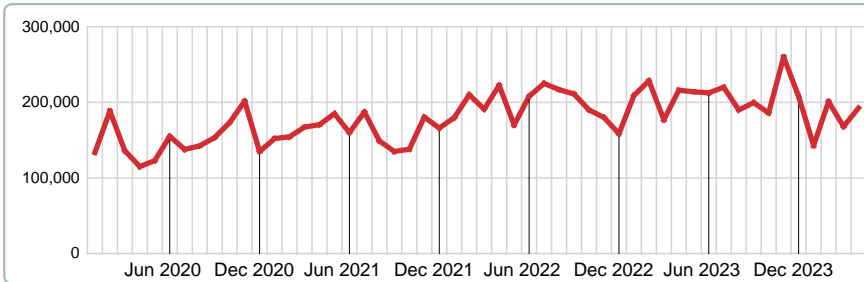
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 183,310

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

Median Sold Price at Closing this month at **192,500** above the 5 yr APR average of **183,310**



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	6.25%	51,500	58,000	45,000	0	0
\$75,001 - \$100,000	12.50%	92,000	92,000	0	0	0
\$100,001 - \$150,000	9.38%	123,700	123,700	125,000	118,000	0
\$150,001 - \$225,000	31.25%	176,450	200,000	174,900	0	0
\$225,001 - \$325,000	18.75%	293,500	0	262,500	311,000	0
\$325,001 - \$450,000	6.25%	387,500	425,000	350,000	0	0
\$450,001 and up	15.63%	489,000	0	475,750	550,000	0
Median Sold Price		192,500	99,250	211,500	311,000	0
Total Closed Units	100%	192,500	8	20	4	
Total Closed Volume		7,677,650	1.17M	5.22M	1.29M	0.00B

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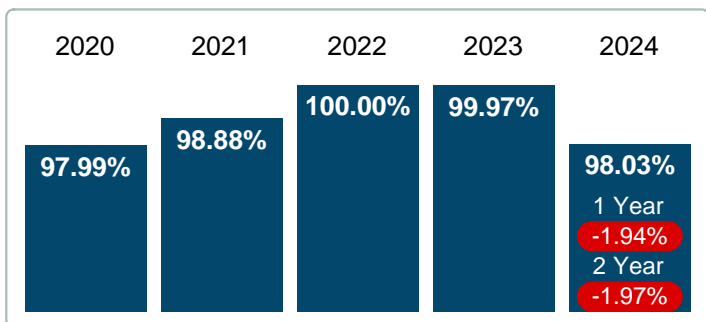
Area Delimited by County Of Mayes - Residential Property Type



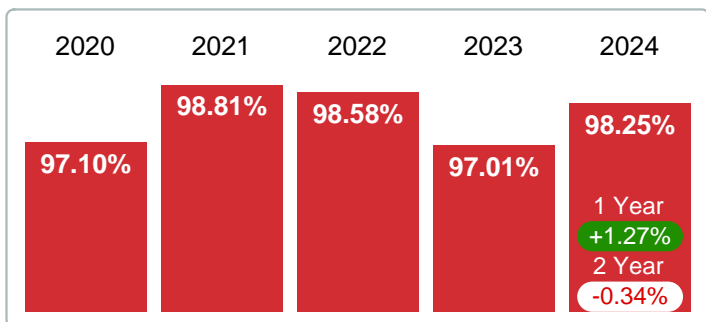
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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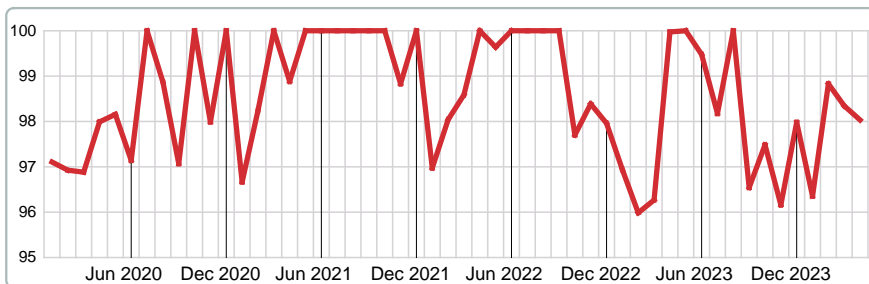
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

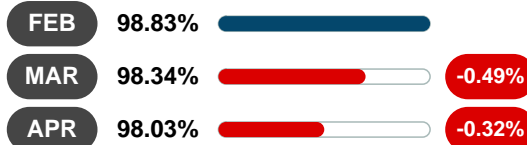


3 MONTHS

5 year APR AVG = 98.98%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **98.03%**
below the 5 yr APR average of **98.98%**



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	6.25%	78.99%	82.86%	75.13%	0.00%	0.00%
\$75,001 - \$100,000	4	12.50%	98.72%	98.72%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	3	9.38%	86.21%	98.96%	86.21%	84.29%	0.00%
\$150,001 - \$225,000	10	31.25%	100.00%	100.00%	100.00%	0.00%	0.00%
\$225,001 - \$325,000	6	18.75%	97.63%	0.00%	97.63%	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%	96.86%	0.00%	97.34%	95.65%	0.00%
Median Sold/List Ratio		98.03%		99.01%	98.03%	92.83%	0.00%
Total Closed Units		32	100%	8	20	4	
Total Closed Volume		7,677,650		1.17M	5.22M	1.29M	0.00B

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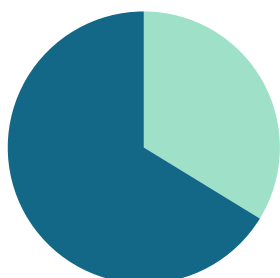
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

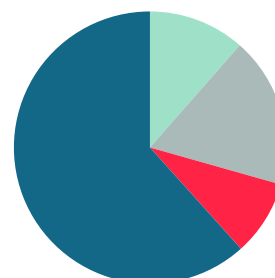


Inventory
 New Listings **83 = 33.74%**
 Start Inventory **163**
 Total Inventory Units **246**
 Volume **\$103,709,378**

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%
Median List Price	215,000	192,500	-10.47%	204,950	200,000	-2.42%
Median Sale Price	216,050	192,500	-10.90%	198,225	195,000	-1.63%
Median Percent of Selling Price to List Price	99.97%	98.03%	-1.94%	97.01%	98.25%	1.27%
Median Days on Market to Sale	20.00	35.00	75.00%	36.00	31.00	-13.89%
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

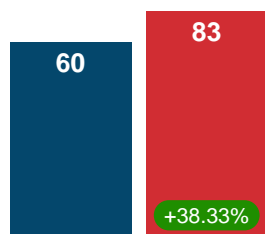
Inventory on April 30, 2024 = **172**

2023 **2024**

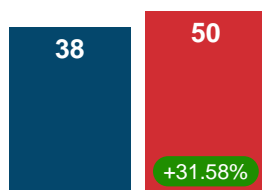
APRIL MARKET

MEDIAN PRICES

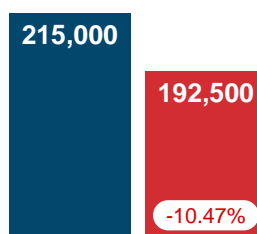
New Listings



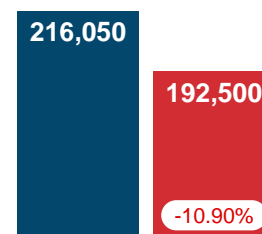
Pending Listings



List Price



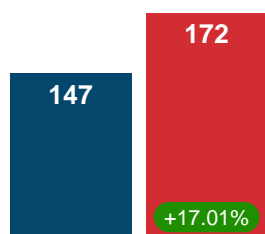
Sale Price



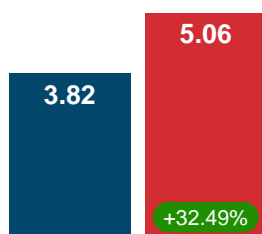
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

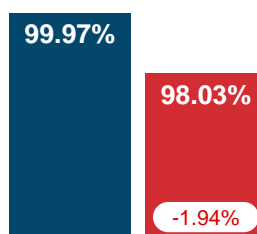
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

