

May 2024



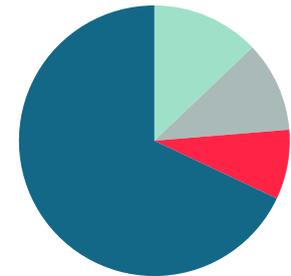
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	May 2024	+/-%
Closed Listings	46	62	34.78%
Pending Listings	57	52	-8.77%
New Listings	121	93	-23.14%
Average List Price	214,206	264,353	23.41%
Average Sale Price	207,651	245,394	18.18%
Average Percent of Selling Price to List Price	95.63%	94.55%	-1.13%
Average Days on Market to Sale	35.39	55.16	55.86%
End of Month Inventory	305	327	7.21%
Months Supply of Inventory	5.99	6.67	11.41%



■ Closed (12.89%)
■ Pending (10.81%)
■ Other OffMarket (8.32%)
■ Active (67.98%)

Absorption: Last 12 months, an Average of **49** Sales/Month
Active Inventory as of May 31, 2024 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2024 rose **7.21%** to 327 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **6.67** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **18.18%** in May 2024 to \$245,394 versus the previous year at \$207,651.

Average Days on Market Lengthens

The average number of **55.16** days that homes spent on the market before selling increased by 19.77 days or **55.86%** in May 2024 compared to last year's same month at **35.39** DOM.

Sales Success for May 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 93 New Listings in May 2024, down **23.14%** from last year at 121. Furthermore, there were 62 Closed Listings this month versus last year at 46, a **34.78%** increase.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, May 2023, at **38.0%**, a **75.36%** upswing. 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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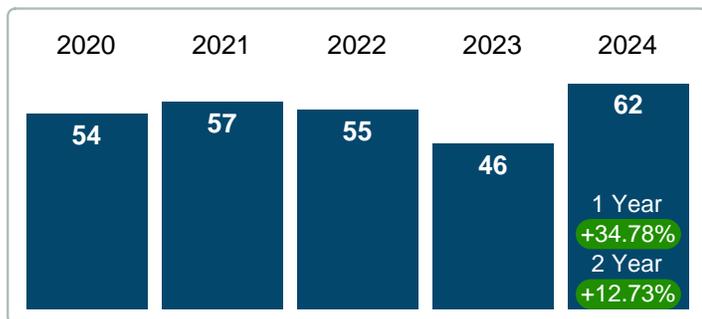
Area Delimited by County Of Mayes



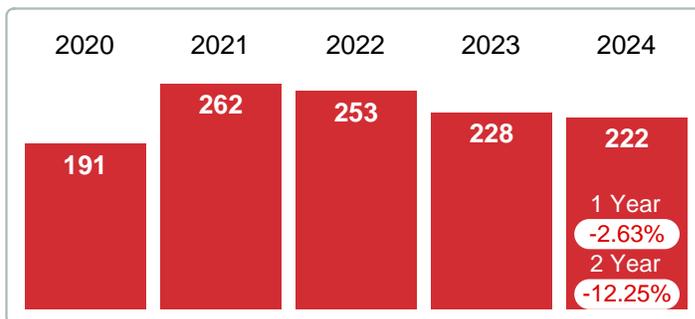
CLOSED LISTINGS

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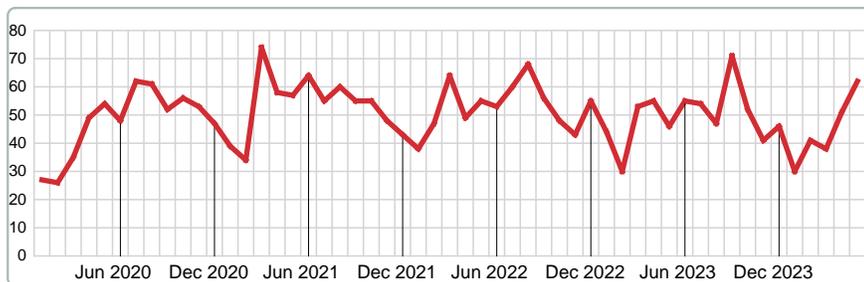
MAY



YEAR TO DATE (YTD)

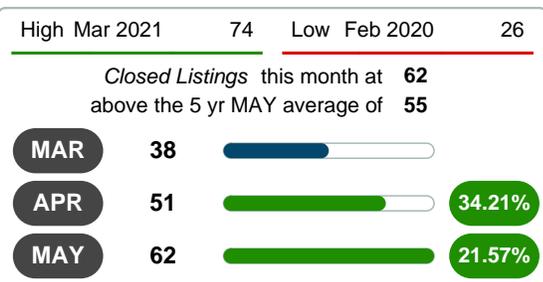


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 55



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	7	11.29%	76.7	6	1	0	0
\$50,001 - \$75,000	4	6.45%	39.8	3	1	0	0
\$75,001 - \$150,000	10	16.13%	21.4	7	3	0	0
\$150,001 - \$225,000	16	25.81%	44.3	4	11	1	0
\$225,001 - \$250,000	9	14.52%	60.1	2	5	2	0
\$250,001 - \$375,000	9	14.52%	71.3	0	3	6	0
\$375,001 and up	7	11.29%	88.4	1	1	5	0
Total Closed Units	62			23	25	14	0
Total Closed Volume	15,214,400	100%	55.2	4.52M	5.05M	5.64M	0.00B
Average Closed Price	\$245,394			\$196,489	\$202,190	\$402,886	\$0

May 2024



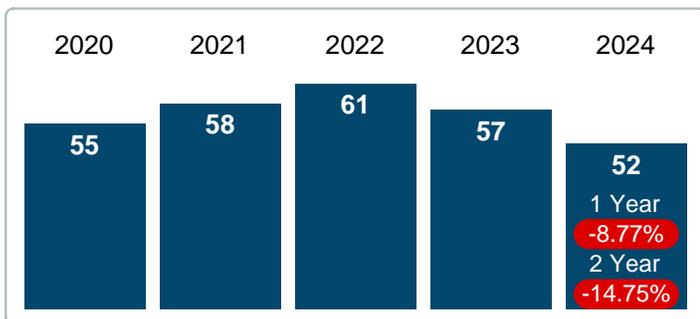
Area Delimited by County Of Mayes



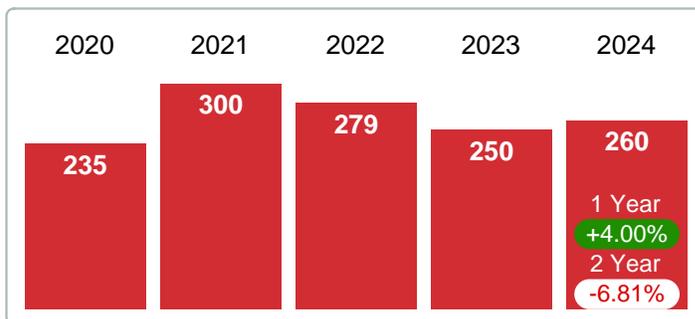
PENDING LISTINGS

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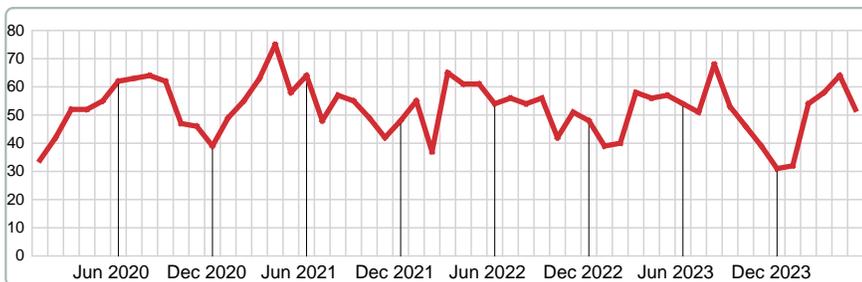
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 57

High Apr 2021 75 Low Dec 2023 31

Pending Listings this month at 52
below the 5 yr MAY average of 57



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	50.6	4	1	0	0
\$50,001 - \$100,000	6	11.54%	59.3	3	3	0	0
\$100,001 - \$150,000	7	13.46%	69.7	3	4	0	0
\$150,001 - \$200,000	11	21.15%	66.6	2	8	1	0
\$200,001 - \$250,000	10	19.23%	39.8	1	8	1	0
\$250,001 - \$375,000	7	13.46%	55.1	0	3	3	1
\$375,001 and up	6	11.54%	102.0	1	1	4	0
Total Pending Units	52			14	28	9	1
Total Pending Volume	10,774,830	100%	13.0	1.76M	5.56M	3.11M	350.00K
Average Listing Price	\$524,900			\$125,736	\$198,548	\$345,020	\$350,000

May 2024



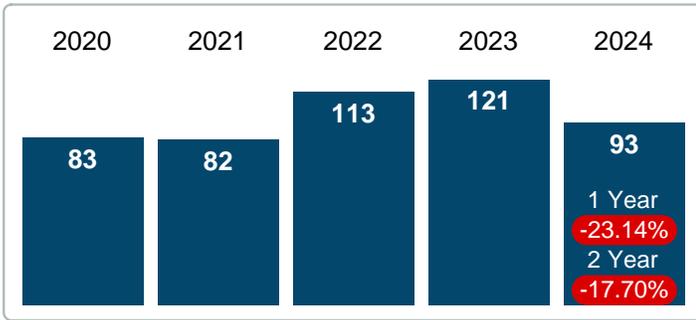
Area Delimited by County Of Mayes



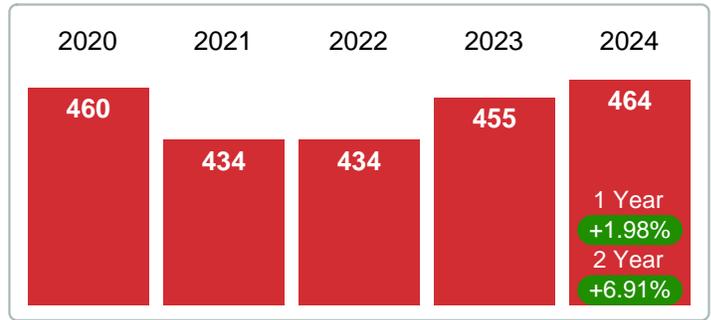
NEW LISTINGS

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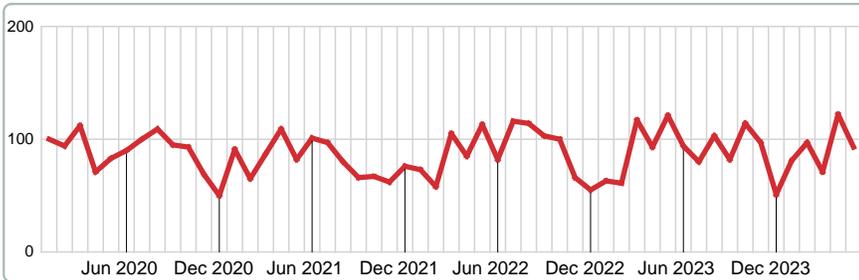
MAY



YEAR TO DATE (YTD)

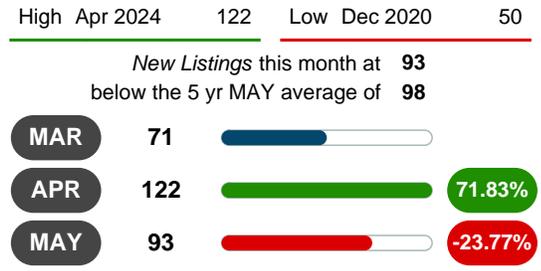


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 98



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	13	13.98%	11	2	0	0
\$75,001 - \$125,000	8	8.60%	3	5	0	0
\$125,001 - \$175,000	11	11.83%	3	7	1	0
\$175,001 - \$275,000	23	24.73%	5	16	1	1
\$275,001 - \$350,000	17	18.28%	2	9	5	1
\$350,001 - \$525,000	11	11.83%	6	0	5	0
\$525,001 and up	10	10.75%	4	5	0	1
Total New Listed Units	93		34	44	12	3
Total New Listed Volume	29,644,639	100%	12.15M	11.69M	4.27M	1.54M
Average New Listed Listing Price	\$524,900		\$357,325	\$265,606	\$356,161	\$511,667

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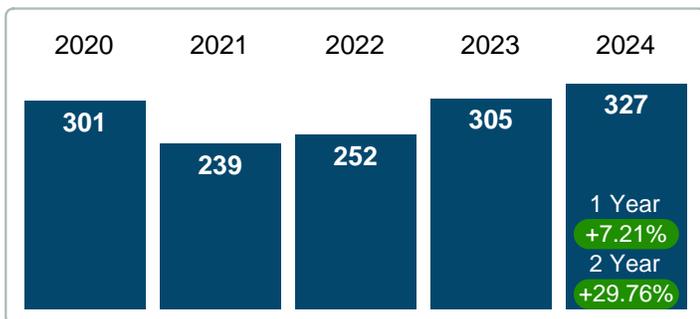
Area Delimited by County Of Mayes



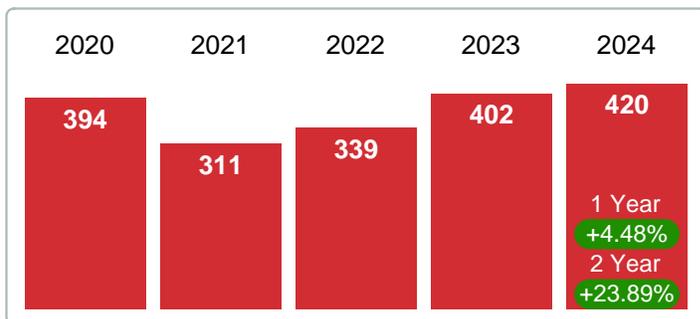
ACTIVE INVENTORY

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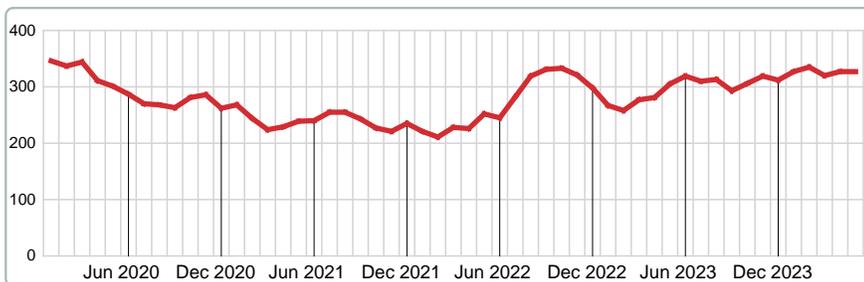
END OF MAY



ACTIVE DURING MAY

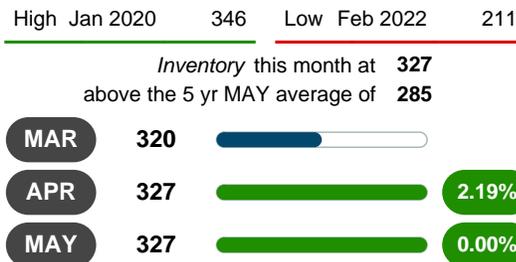


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 285



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	5.20%	95.5	16	1	0	0
\$25,001 - \$75,000	60	18.35%	121.0	58	2	0	0
\$75,001 - \$150,000	35	10.70%	95.3	24	10	1	0
\$150,001 - \$275,000	80	24.46%	81.3	24	47	8	1
\$275,001 - \$425,000	63	19.27%	80.0	20	26	13	4
\$425,001 - \$675,000	38	11.62%	88.7	18	10	9	1
\$675,001 and up	34	10.40%	95.1	17	7	5	5
Total Active Inventory by Units			327	177	103	36	11
Total Active Inventory by Volume			128,258,559	60.11M	33.26M	20.88M	14.01M
Average Active Inventory Listing Price			\$392,228	\$339,618	\$322,939	\$579,901	\$1,273,364

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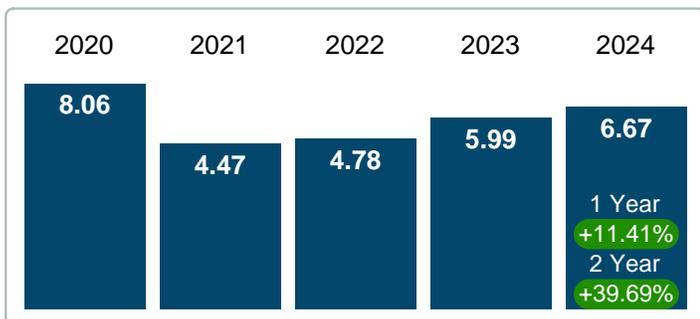
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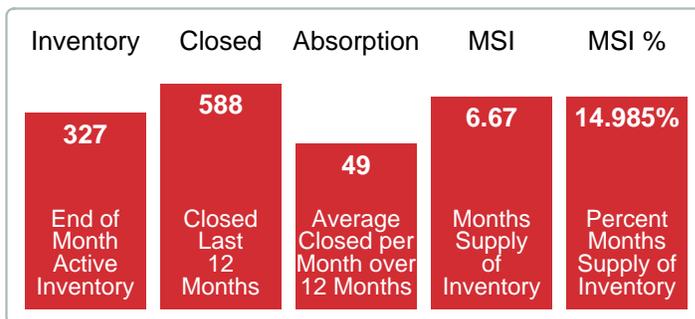
MONTHS SUPPLY of INVENTORY (MSI)

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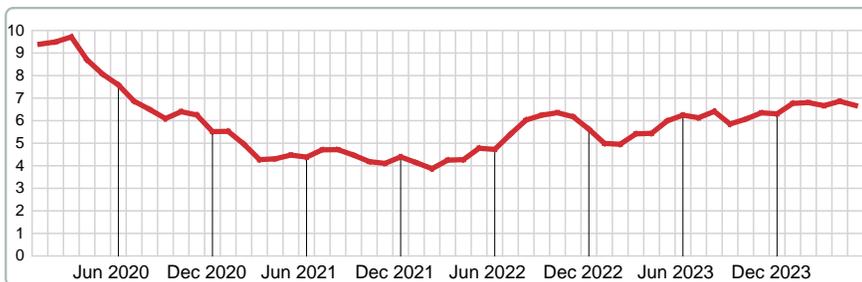
MSI FOR MAY



INDICATORS FOR MAY 2024

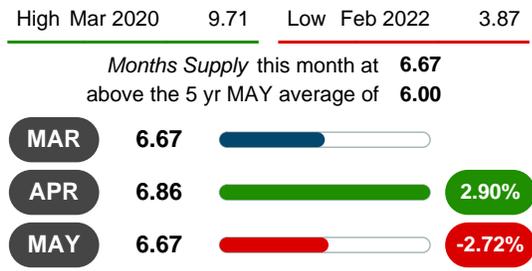


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.00



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
\$25,000 and less	17	5.20%	4.74	4.80	4.00	0.00	0.00
\$25,001 - \$75,000	60	18.35%	8.37	9.94	1.71	0.00	0.00
\$75,001 - \$150,000	35	10.70%	3.28	3.60	3.00	1.50	0.00
\$150,001 - \$275,000	80	24.46%	5.25	7.58	4.74	3.84	12.00
\$275,001 - \$425,000	63	19.27%	8.59	21.82	7.26	4.73	48.00
\$425,001 - \$675,000	38	11.62%	10.86	27.00	5.71	8.31	0.00
\$675,001 and up	34	10.40%	22.67	29.14	12.00	30.00	30.00
Market Supply of Inventory (MSI)	6.67	100%	6.67	8.36	5.00	5.20	33.00
Total Active Inventory by Units	327			177	103	36	11

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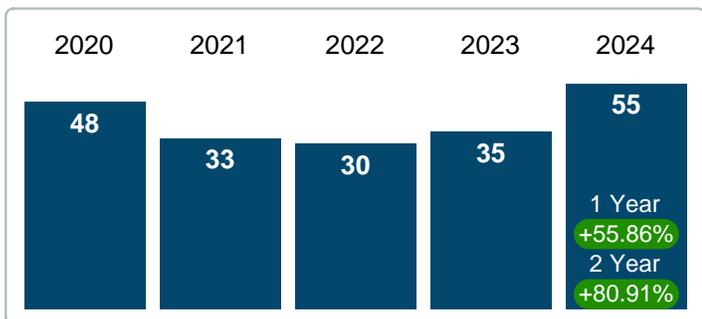
Area Delimited by County Of Mayes



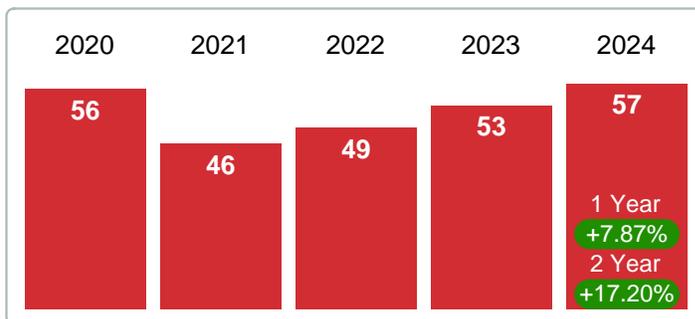
AVERAGE DAYS ON MARKET TO SALE

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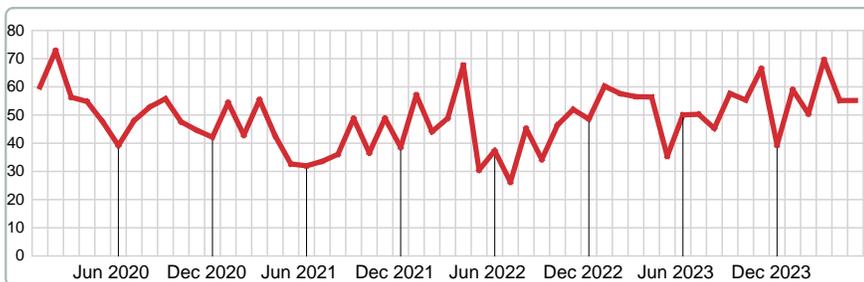
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 40

High Feb 2020 73 Low Jul 2022 26

Average Days on Market to Sale this month at 55 above the 5 yr MAY average of 40



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	11.29%	77	85	28	0	0
\$50,001 - \$75,000	6.45%	40	46	21	0	0
\$75,001 - \$150,000	16.13%	21	18	30	0	0
\$150,001 - \$225,000	25.81%	44	34	50	24	0
\$225,001 - \$250,000	14.52%	60	87	19	136	0
\$250,001 - \$375,000	14.52%	71	0	87	64	0
\$375,001 and up	11.29%	88	108	4	101	0
Average Closed DOM		55	52	42	85	0
Total Closed Units	100%	55	23	25	14	0
Total Closed Volume		15,214,400	4.52M	5.05M	5.64M	0.00B

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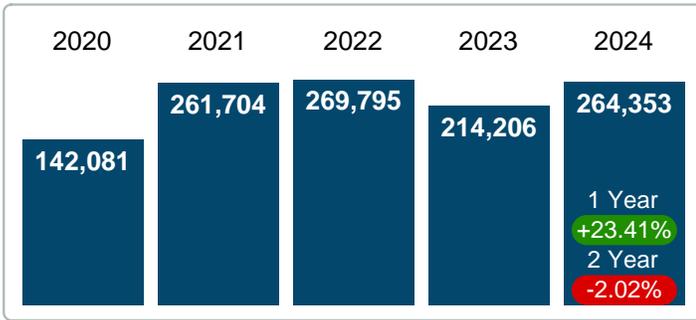
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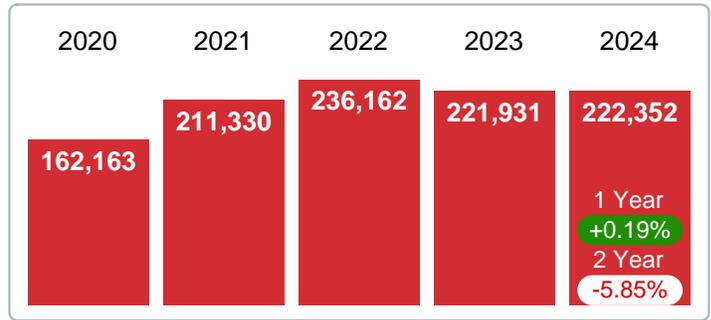
AVERAGE LIST PRICE AT CLOSING

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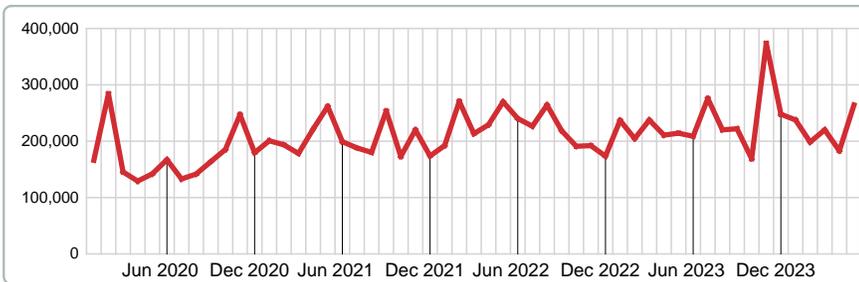
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

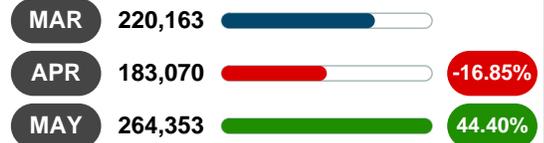


3 MONTHS

5 year MAY AVG = 230,428

High Nov 2023 373,490 Low Apr 2020 129,279

Average List Price at Closing this month at **264,353** above the 5 yr MAY average of **230,428**



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	9.68%	30,150	39,867	1,600	0	0
\$50,001 - \$75,000	6.45%	69,175	72,267	89,999	0	0
\$75,001 - \$150,000	19.35%	108,637	104,964	109,967	0	0
\$150,001 - \$225,000	20.97%	193,746	193,625	202,973	149,000	0
\$225,001 - \$250,000	16.13%	243,854	267,250	244,610	240,995	0
\$250,001 - \$375,000	14.52%	312,567	0	326,300	320,767	0
\$375,001 and up	12.90%	857,288	2,100,000	385,000	798,680	0
Average List Price		264,353	199,989	209,646	467,785	0
Total Closed Units	100%	264,353	23	25	14	0
Total Closed Volume		16,389,888	4.60M	5.24M	6.55M	0.00B

May 2024



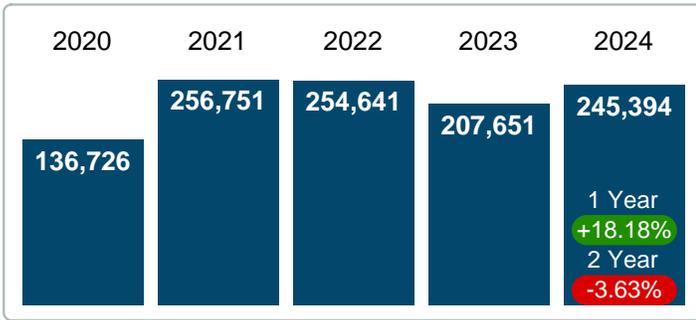
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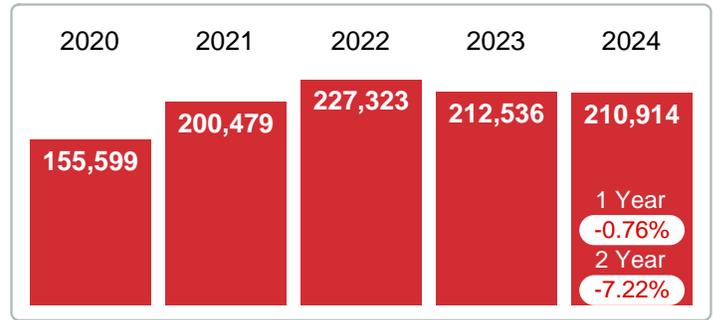
AVERAGE SOLD PRICE AT CLOSING

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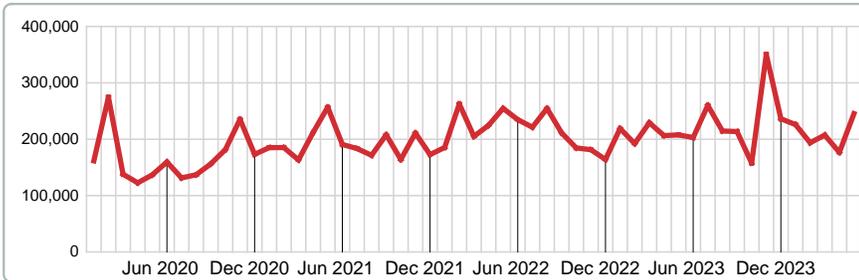
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 220,232

High Nov 2023 350,242 Low Apr 2020 122,690

Average Sold Price at Closing this month at **245,394** above the 5 yr MAY average of **220,232**



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	11.29%	30,586	35,417	1,600	0	0
\$50,001 - \$75,000	6.45%	64,250	65,667	60,000	0	0
\$75,001 - \$150,000	16.13%	101,875	102,679	100,000	0	0
\$150,001 - \$225,000	25.81%	189,006	172,000	198,009	158,000	0
\$225,001 - \$250,000	14.52%	239,450	231,500	241,410	242,500	0
\$250,001 - \$375,000	14.52%	312,517	0	307,667	314,942	0
\$375,001 and up	11.29%	818,964	2,240,000	385,000	621,550	0
Average Sold Price		245,394	196,489	202,190	402,886	0
Total Closed Units	100%	245,394	23	25	14	0
Total Closed Volume		15,214,400	4.52M	5.05M	5.64M	0.00B

May 2024



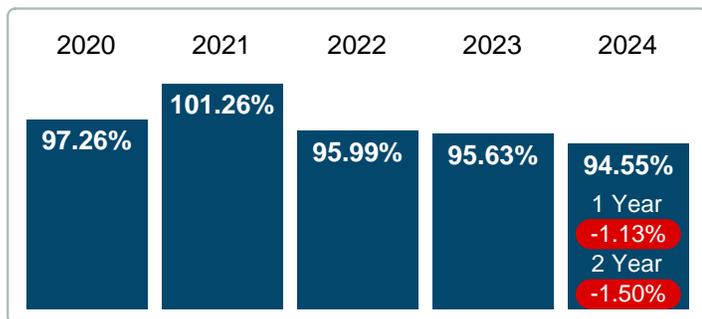
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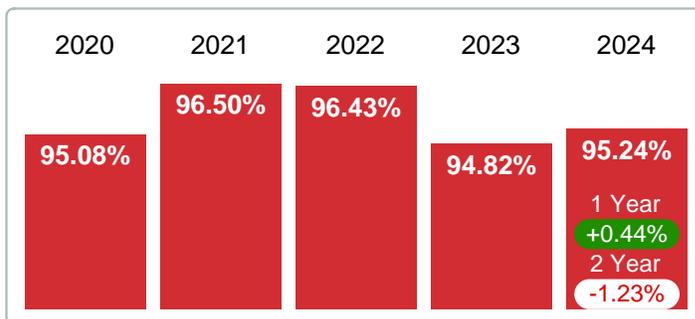
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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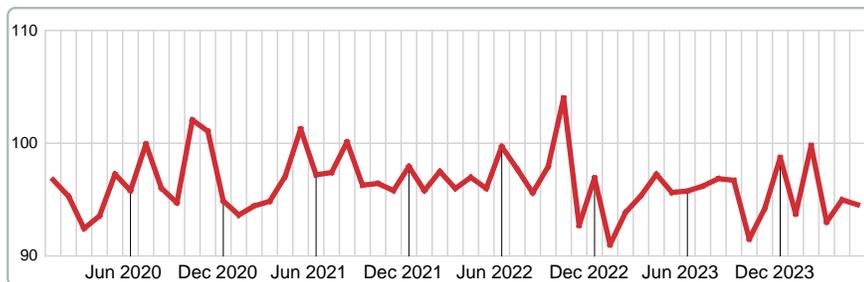
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

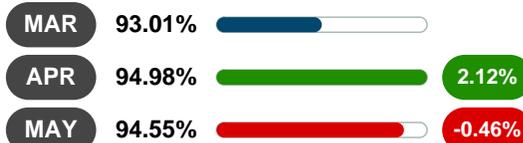


3 MONTHS

5 year MAY AVG = 96.94%

High Oct 2022 104.01% Low Jan 2023 90.99%

Average Sold/List Ratio this month at **94.55%**
below the 5 yr MAY average of **96.94%**



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	7	11.29%	90.86%	89.34%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	4	6.45%	84.65%	90.64%	66.67%	0.00%	0.00%
\$75,001 - \$150,000	10	16.13%	95.83%	97.81%	91.21%	0.00%	0.00%
\$150,001 - \$225,000	16	25.81%	96.42%	90.50%	97.70%	106.04%	0.00%
\$225,001 - \$250,000	9	14.52%	96.54%	87.12%	98.68%	100.63%	0.00%
\$250,001 - \$375,000	9	14.52%	97.05%	0.00%	94.43%	98.36%	0.00%
\$375,001 and up	7	11.29%	91.98%	106.67%	100.00%	87.43%	0.00%
Average Sold/List Ratio		94.50%		92.85%	95.67%	95.33%	0.00%
Total Closed Units		62	100%	23	25	14	
Total Closed Volume		15,214,400		4.52M	5.05M	5.64M	0.00B

May 2024

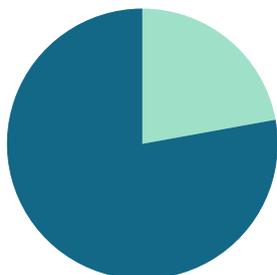
Area Delimited by County Of Mayes



MARKET SUMMARY

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INVENTORY

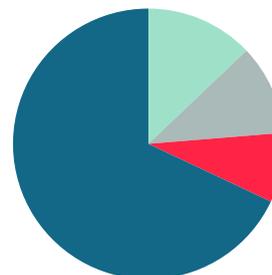


Inventory
 New Listings
93 = 22.14%
 Start Inventory
327
 Total Inventory Units
420
 Volume
\$153,431,893

Market Activity

Closed Sales
62 = 12.89%
 Pending Sales
52 = 10.81%
 Other Off Market
40 = 8.32%
 Active Inventory
327 = 67.98%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	46	62	34.78%	228	222	-2.63%
Pending Sales	57	52	-8.77%	250	260	4.00%
New Listings	121	93	-23.14%	455	464	1.98%
Average List Price	214,206	264,353	23.41%	221,931	222,352	0.19%
Average Sale Price	207,651	245,394	18.18%	212,536	210,914	-0.76%
Average Percent of Selling Price to List Price	95.63%	94.55%	-1.13%	94.82%	95.24%	0.44%
Average Days on Market to Sale	35.39	55.16	55.86%	53.09	57.27	7.87%
Monthly Inventory	305	327	7.21%	305	327	7.21%
Months Supply of Inventory	5.99	6.67	11.41%	5.99	6.67	11.41%

Absorption: Last 12 months, an Average of **49** Sales/Month

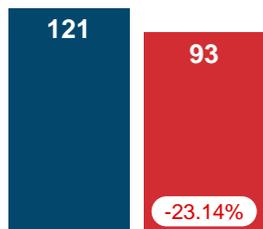
Inventory on May 31, 2024 = **327**

2023 **2024**

MAY MARKET

AVERAGE PRICES

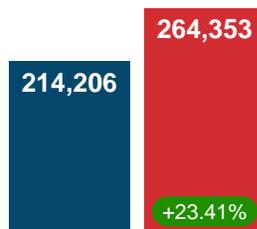
New Listings



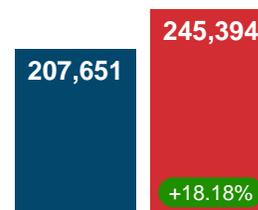
Pending Listings



List Price



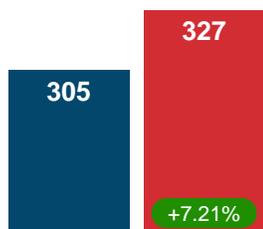
Sale Price



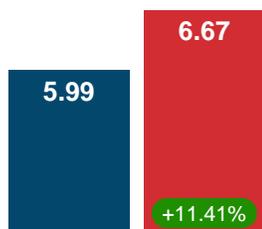
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

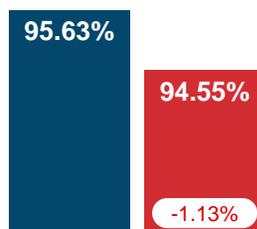
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

