

# May 2024

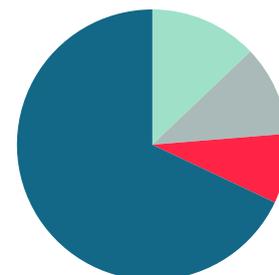
Area Delimited by County Of Mayes



## 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%
Median List Price	217,000	204,750	-5.65%
Median Sale Price	210,000	193,500	-7.86%
Median Percent of Selling Price to List Price	100.00%	97.37%	-2.63%
Median Days on Market to Sale	8.00	28.50	256.25%
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.

#### 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 **7.86%** in May 2024 to \$193,500 versus the previous year at \$210,000.

#### Median Days on Market Lengthens

The median number of **28.50** days that homes spent on the market before selling increased by 20.50 days or **256.25%** in May 2024 compared to last year's same month at **8.00** DOM.

#### Sales Success for May 2024 is Positive

Overall, with Median Prices falling 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.

### 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

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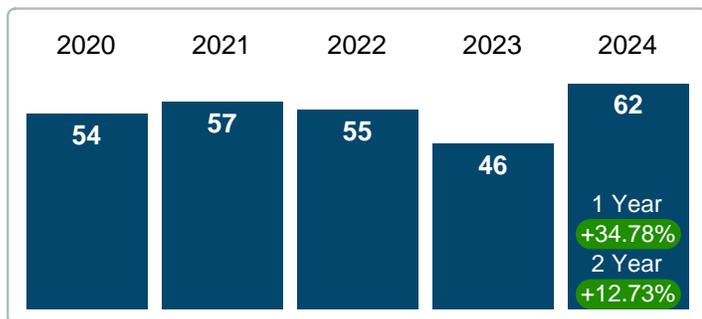
Area Delimited by County Of Mayes



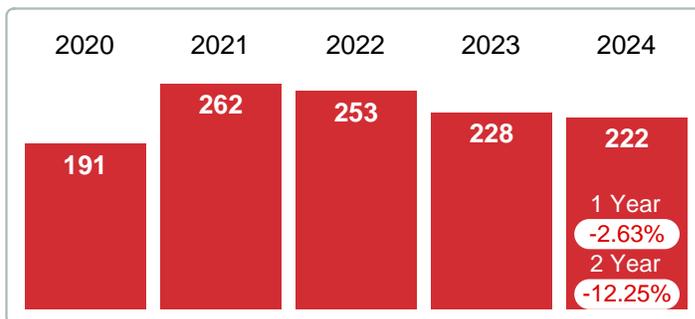
## CLOSED LISTINGS

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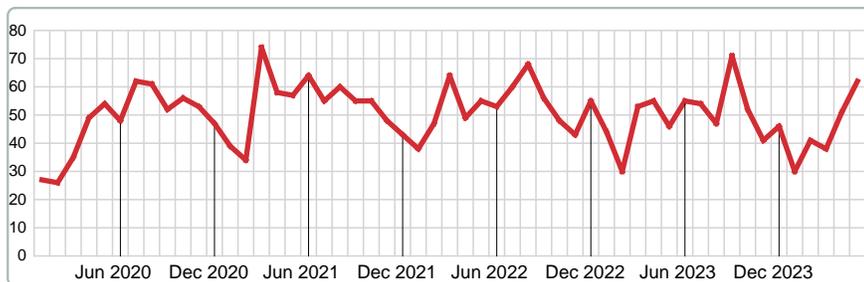
### MAY



### YEAR TO DATE (YTD)

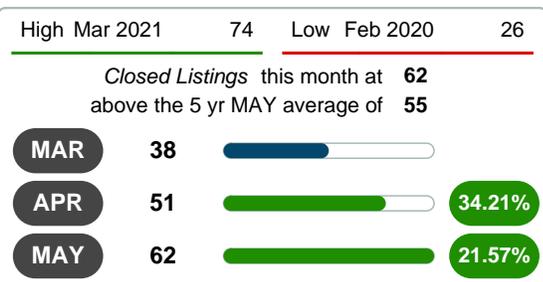


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 55



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.29%	45.0	6	1	0	0
\$50,001 - \$75,000	4	6.45%	38.5	3	1	0	0
\$75,001 - \$150,000	10	16.13%	9.0	7	3	0	0
\$150,001 - \$225,000	16	25.81%	13.5	4	11	1	0
\$225,001 - \$250,000	9	14.52%	29.0	2	5	2	0
\$250,001 - \$375,000	9	14.52%	36.0	0	3	6	0
\$375,001 and up	7	11.29%	70.0	1	1	5	0
<b>Total Closed Units</b>	<b>62</b>			<b>23</b>	<b>25</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>15,214,400</b>	<b>100%</b>	<b>28.5</b>	<b>4.52M</b>	<b>5.05M</b>	<b>5.64M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$193,500</b>			<b>\$99,000</b>	<b>\$208,000</b>	<b>\$345,000</b>	<b>\$0</b>

# May 2024



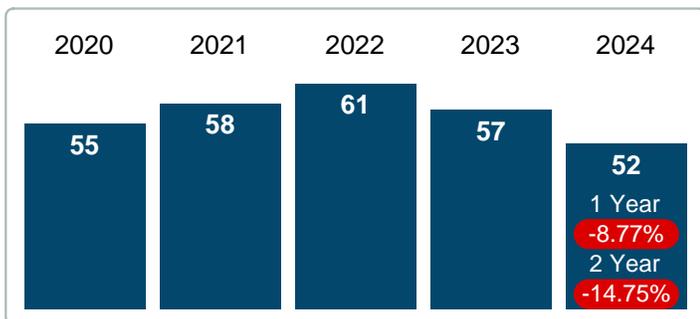
Area Delimited by County Of Mayes



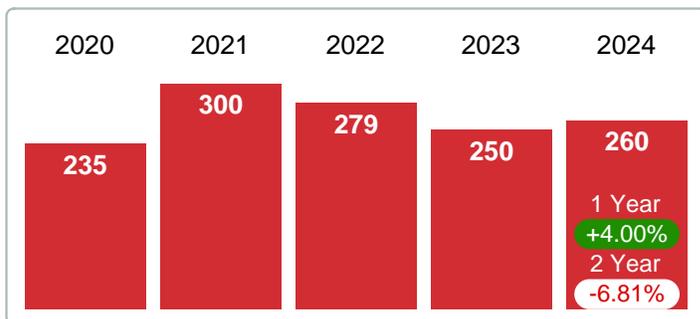
## PENDING LISTINGS

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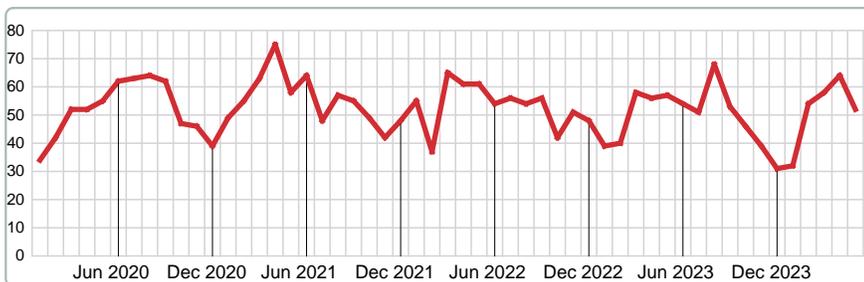
### MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	9.62%	30.0	4	1	0	0
\$50,001 - \$100,000	6	11.54%	36.0	3	3	0	0
\$100,001 - \$150,000	7	13.46%	15.0	3	4	0	0
\$150,001 - \$200,000	11	21.15%	38.0	2	8	1	0
\$200,001 - \$250,000	10	19.23%	28.5	1	8	1	0
\$250,001 - \$375,000	7	13.46%	19.0	0	3	3	1
\$375,001 and up	6	11.54%	58.5	1	1	4	0
<b>Total Pending Units</b>	<b>52</b>			<b>14</b>	<b>28</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,774,830</b>	<b>100%</b>	<b>29.0</b>	<b>1.76M</b>	<b>5.56M</b>	<b>3.11M</b>	<b>350.00K</b>
<b>Median Listing Price</b>	<b>\$188,750</b>			<b>\$99,500</b>	<b>\$188,750</b>	<b>\$350,000</b>	<b>\$350,000</b>

# May 2024



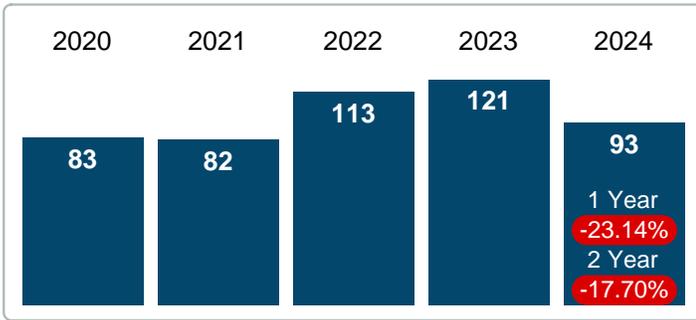
Area Delimited by County Of Mayes



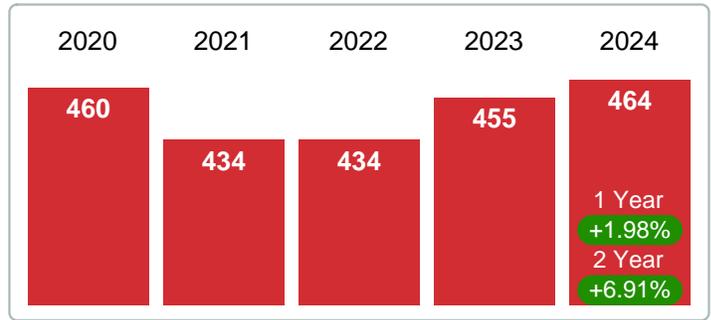
## NEW LISTINGS

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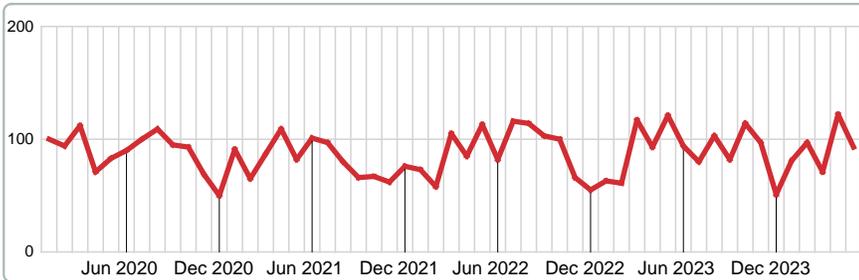
### MAY



### YEAR TO DATE (YTD)

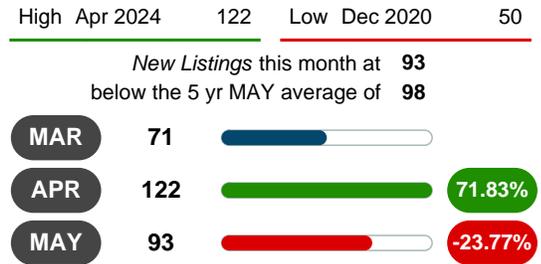


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>93</b>		<b>34</b>	<b>44</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>29,644,639</b>	<b>100%</b>	<b>12.15M</b>	<b>11.69M</b>	<b>4.27M</b>	<b>1.54M</b>
<b>Median New Listed Listing Price</b>	<b>\$235,900</b>		<b>\$172,500</b>	<b>\$222,500</b>	<b>\$350,000</b>	<b>\$350,000</b>

# May 2024



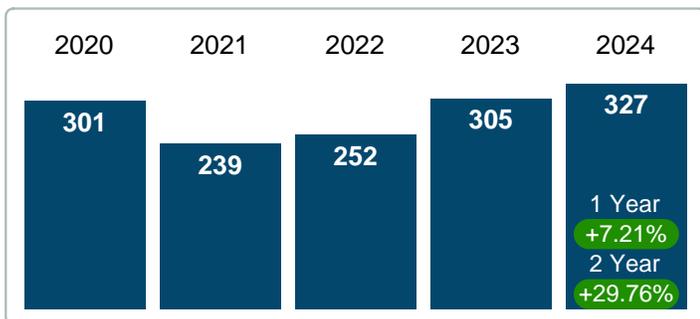
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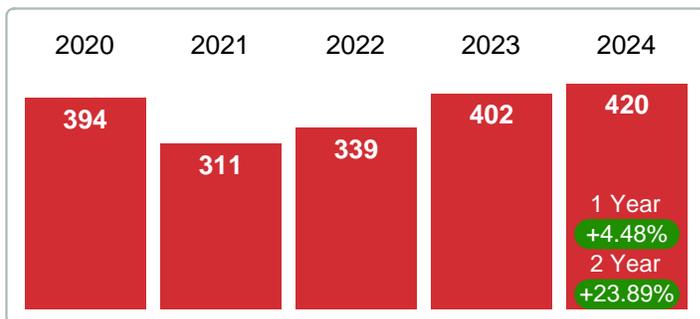
## ACTIVE INVENTORY

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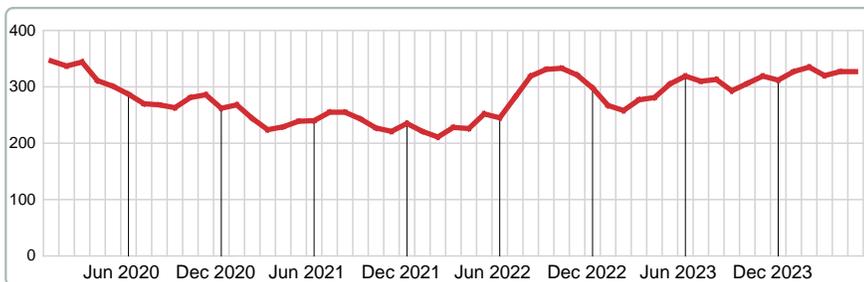
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 285

High Jan 2020 346 Low Feb 2022 211

Inventory this month at **327**  
above the 5 yr MAY average of **285**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	5.20%	102.0	16	1	0	0
\$25,001 - \$75,000	60	18.35%	152.0	58	2	0	0
\$75,001 - \$150,000	35	10.70%	83.0	24	10	1	0
\$150,001 - \$275,000	80	24.46%	56.0	24	47	8	1
\$275,001 - \$425,000	63	19.27%	52.0	20	26	13	4
\$425,001 - \$675,000	38	11.62%	62.5	18	10	9	1
\$675,001 and up	34	10.40%	78.0	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
Median Active Inventory Listing Price			\$240,990	\$125,000	\$259,000	\$371,095	\$587,500

# May 2024



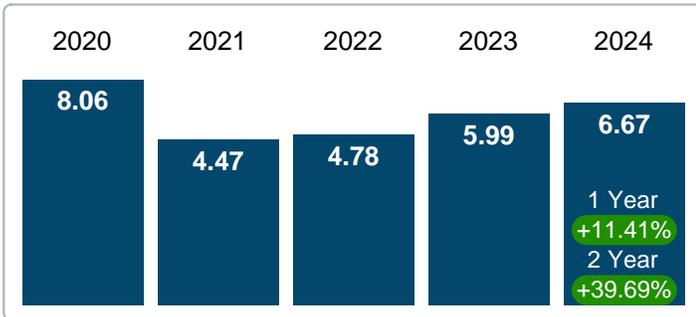
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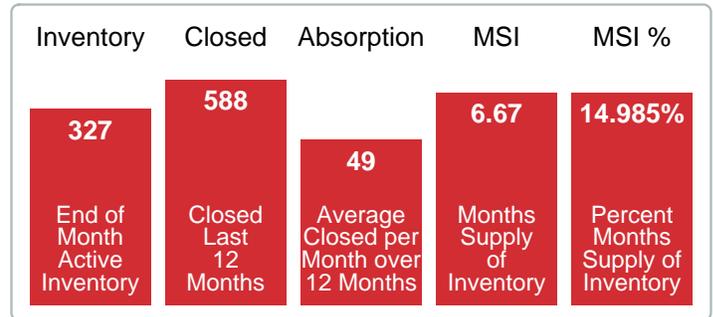
## MONTHS SUPPLY of INVENTORY (MSI)

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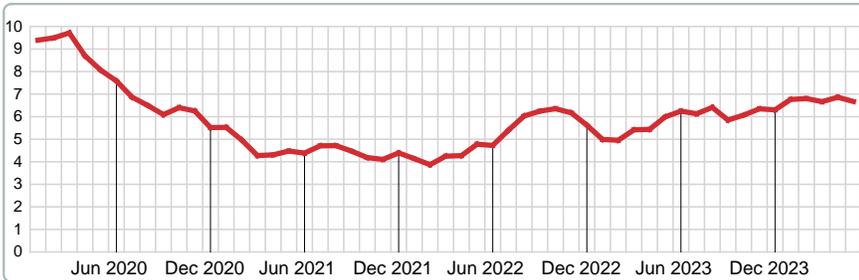
### MSI FOR MAY



### INDICATORS FOR MAY 2024

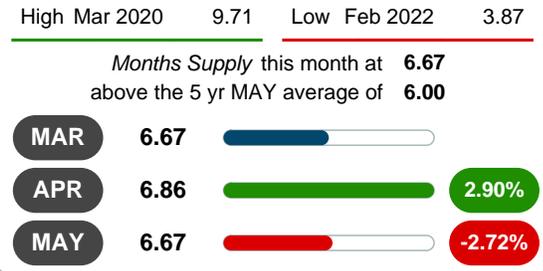


### 5 YEAR MARKET ACTIVITY TRENDS



### 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			8.36	5.00	5.20	33.00
Total Active Inventory by Units	327	100%	6.67	177	103	36	11

# May 2024



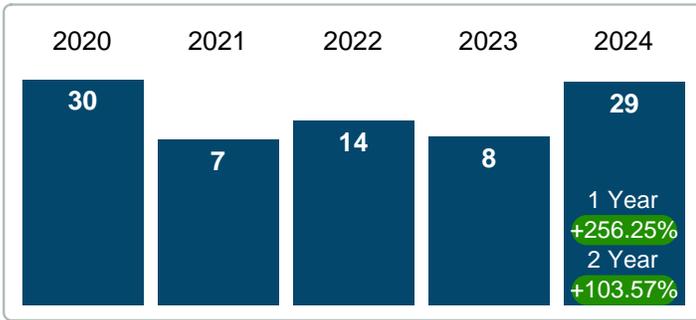
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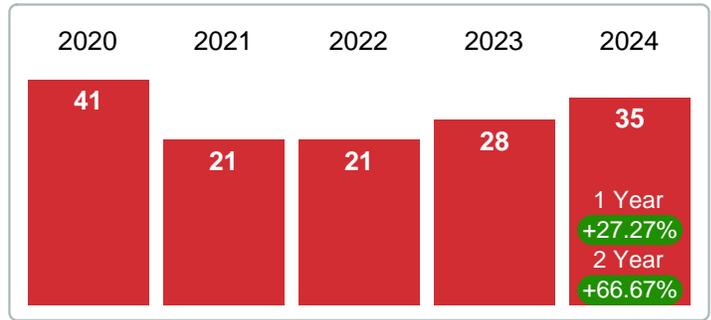
## MEDIAN DAYS ON MARKET TO SALE

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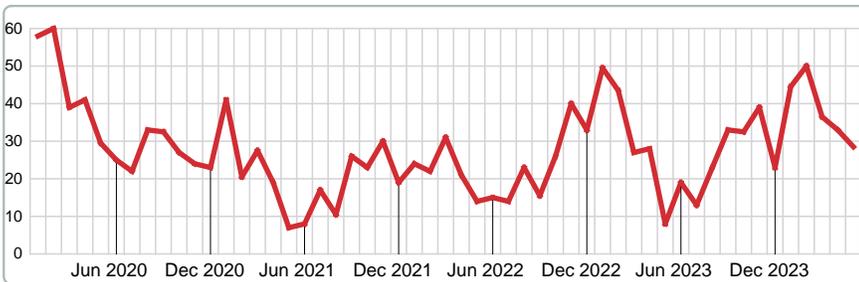
### MAY



### YEAR TO DATE (YTD)

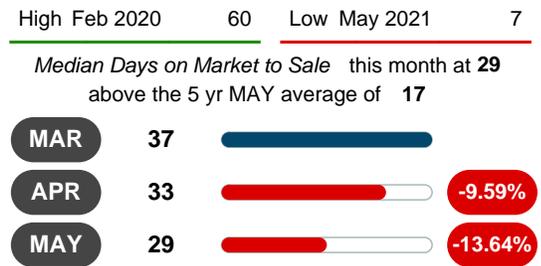


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 17



### 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	7	11.29%	45	64	28	0	0
\$50,001 - \$75,000	4	6.45%	39	56	21	0	0
\$75,001 - \$150,000	10	16.13%	9	7	37	0	0
\$150,001 - \$225,000	16	25.81%	14	8	14	24	0
\$225,001 - \$250,000	9	14.52%	29	87	11	136	0
\$250,001 - \$375,000	9	14.52%	36	0	117	35	0
\$375,001 and up	7	11.29%	70	108	4	70	0
Median Closed DOM	29			29	16	53	0
Total Closed Units	62	100%	28.5	23	25	14	
Total Closed Volume	15,214,400			4.52M	5.05M	5.64M	0.00B

# May 2024



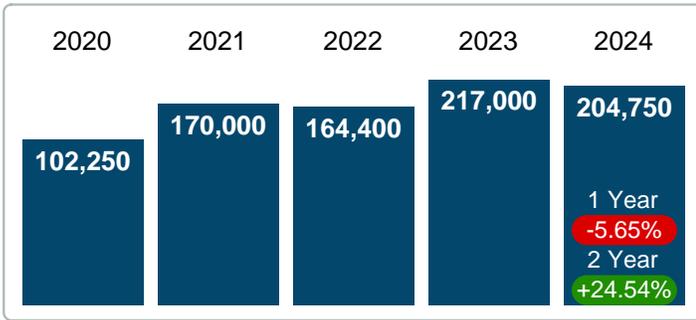
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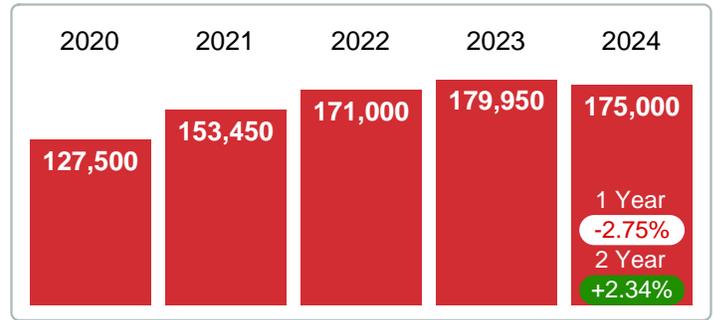
## MEDIAN LIST PRICE AT CLOSING

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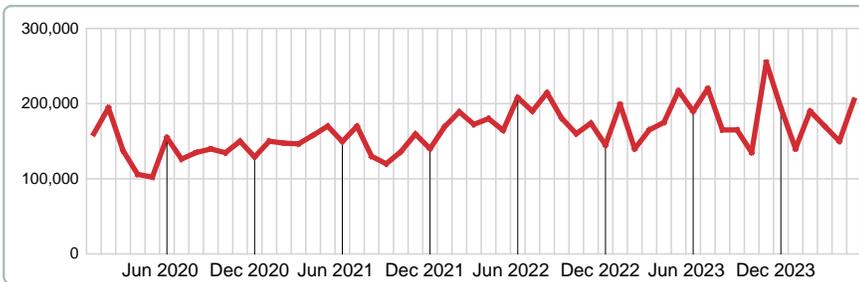
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 171,680

High Nov 2023 255,000 Low May 2020 102,250

Median List Price at Closing this month at **204,750**  
above the 5 yr MAY average of **171,680**



### 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	9.68%	30,200	33,500	1,600	0	0
\$50,001 - \$75,000	6.45%	70,950	70,950	0	0	0
\$75,001 - \$150,000	19.35%	109,375	109,000	107,450	149,000	0
\$150,001 - \$225,000	20.97%	187,000	175,000	197,500	0	0
\$225,001 - \$250,000	16.13%	243,495	247,500	242,450	240,995	0
\$250,001 - \$375,000	14.52%	297,000	289,500	350,000	297,000	0
\$375,001 and up	12.90%	516,950	2,100,000	385,000	516,950	0
<b>Median List Price</b>		<b>204,750</b>	<b>108,000</b>	<b>219,000</b>	<b>357,450</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>204,750</b>	<b>23</b>	<b>25</b>	<b>14</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>16,389,888</b>	<b>4.60M</b>	<b>5.24M</b>	<b>6.55M</b>	<b>0.00B</b>

# May 2024



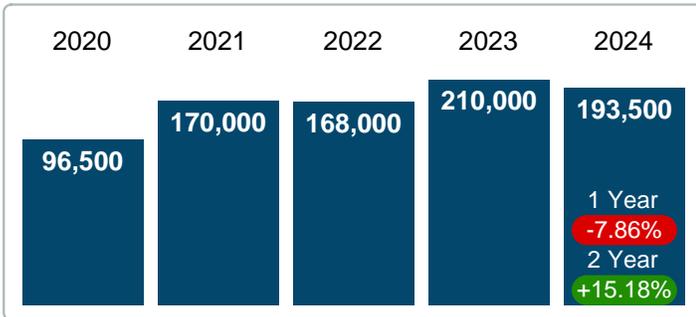
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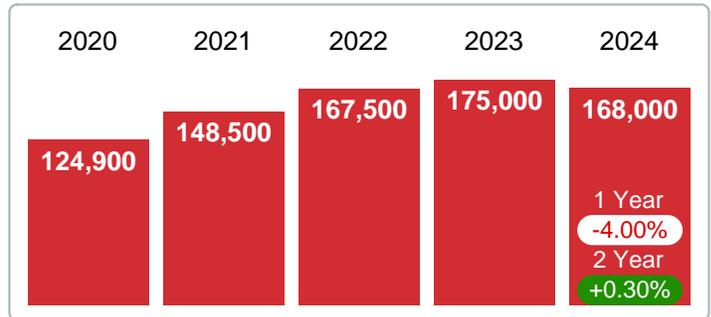
## MEDIAN SOLD PRICE AT CLOSING

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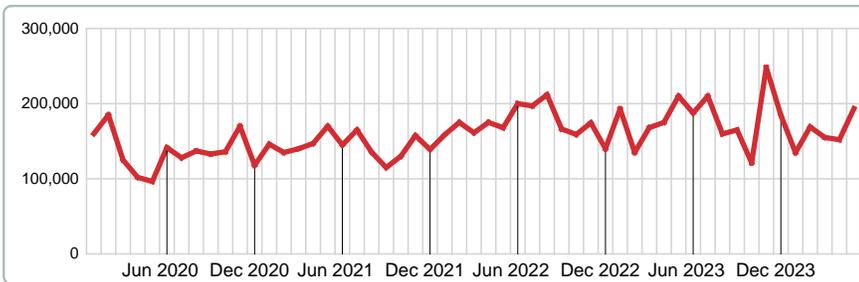
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 167,600

High Nov 2023 248,000 Low May 2020 96,500

Median Sold Price at Closing this month at 193,500 above the 5 yr MAY average of 167,600



### 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	11.29%	28,000	34,750	1,600	0	0
\$50,001 - \$75,000	6.45%	64,000	68,000	60,000	0	0
\$75,001 - \$150,000	16.13%	105,000	109,750	101,000	0	0
\$150,001 - \$225,000	25.81%	184,950	170,000	200,000	158,000	0
\$225,001 - \$250,000	14.52%	242,000	231,500	245,000	242,500	0
\$250,001 - \$375,000	14.52%	315,000	0	315,000	315,500	0
\$375,001 and up	11.29%	499,500	2,240,000	385,000	499,500	0
Median Sold Price		193,500	99,000	208,000	345,000	0
Total Closed Units	100%	193,500	23	25	14	
Total Closed Volume		15,214,400	4.52M	5.05M	5.64M	0.00B

# May 2024



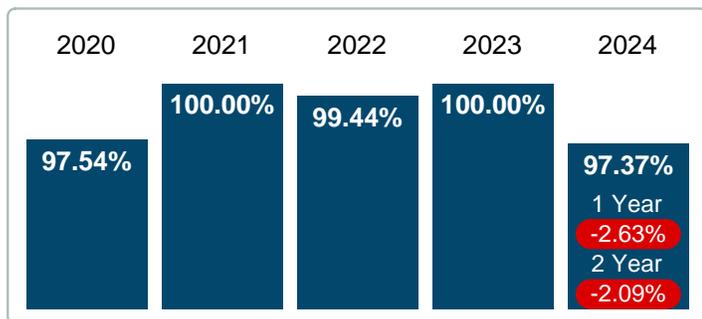
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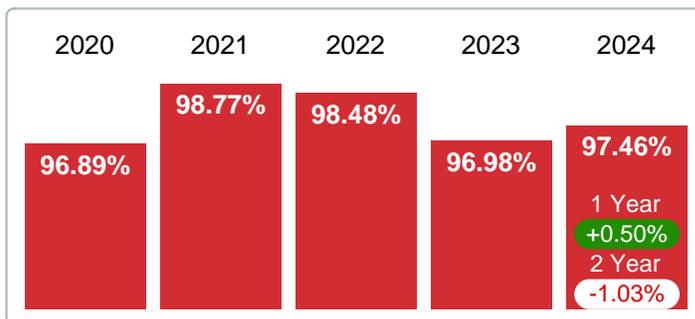
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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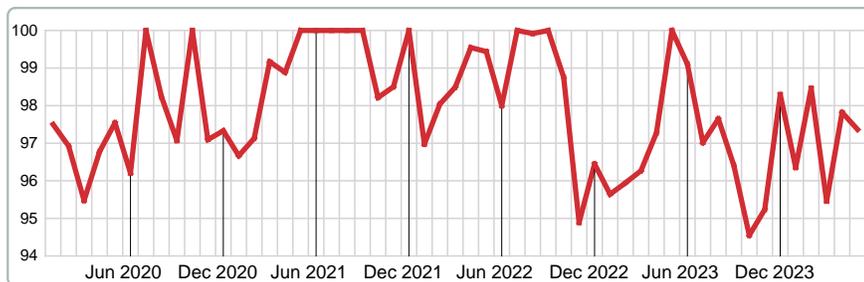
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

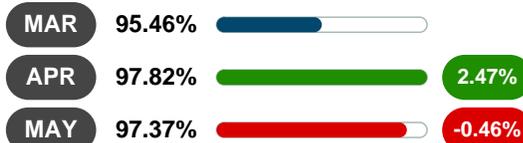


### 3 MONTHS

5 year MAY AVG = 98.87%

High May 2023 100.00% Low Oct 2023 94.55%

Median Sold/List Ratio this month at **97.37%** below the 5 yr MAY average of **98.87%**



### 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	7	11.29%	90.00%	87.35%	100.00%	0.00%	0.00%
\$50,001 - \$75,000	4	6.45%	86.56%	94.44%	66.67%	0.00%	0.00%
\$75,001 - \$150,000	10	16.13%	97.69%	100.00%	96.19%	0.00%	0.00%
\$150,001 - \$225,000	16	25.81%	98.28%	94.00%	99.28%	106.04%	0.00%
\$225,001 - \$250,000	9	14.52%	99.50%	87.12%	99.50%	100.63%	0.00%
\$250,001 - \$375,000	9	14.52%	97.98%	0.00%	96.40%	98.64%	0.00%
\$375,001 and up	7	11.29%	97.45%	106.67%	100.00%	95.26%	0.00%
Median Sold/List Ratio		97.37%		93.14%	98.04%	98.64%	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

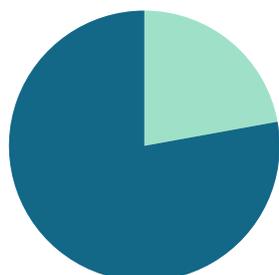
Area Delimited by County Of Mayes



## MARKET SUMMARY

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

### INVENTORY

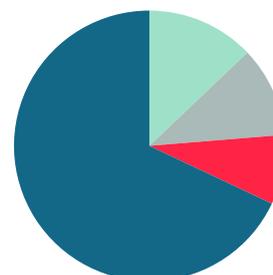


**Inventory**  
 New Listings  
**93 = 22.14%**  
 Start Inventory  
**327**  
 Total Inventory Units  
**420**  
 Volume  
**\$153,431,893**

### 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%
Median List Price	217,000	204,750	-5.65%	179,950	175,000	-2.75%
Median Sale Price	210,000	193,500	-7.86%	175,000	168,000	-4.00%
Median Percent of Selling Price to List Price	100.00%	97.37%	-2.63%	96.98%	97.46%	0.50%
Median Days on Market to Sale	8.00	28.50	256.25%	27.50	35.00	27.27%
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

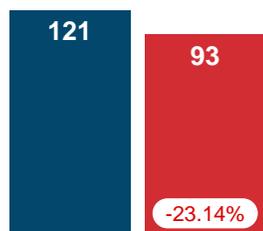
**Inventory** on May 31, 2024 = **327**

**2023** **2024**

### MAY MARKET

### MEDIAN PRICES

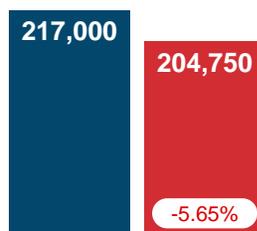
#### New Listings



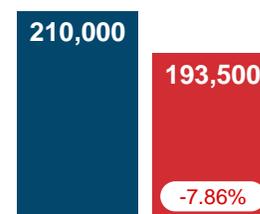
#### Pending Listings



#### List Price



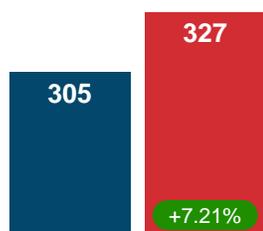
#### Sale Price



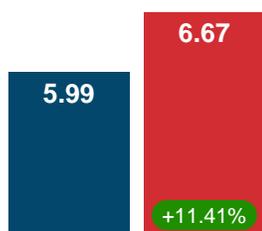
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

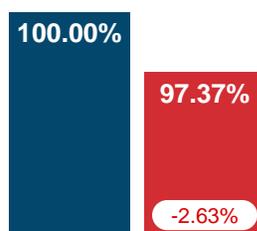
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

