

# June 2024



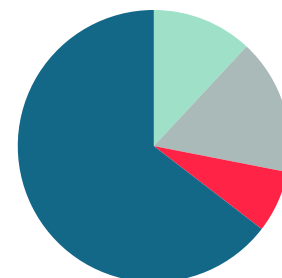
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	June 2024	+/-%
Closed Listings	43	34	-20.93%
Pending Listings	49	46	-6.12%
New Listings	67	63	-5.97%
Average List Price	227,932	225,222	-1.19%
Average Sale Price	224,033	217,085	-3.10%
Average Percent of Selling Price to List Price	97.67%	96.17%	-1.54%
Average Days on Market to Sale	43.70	46.59	6.61%
End of Month Inventory	171	184	7.60%
Months Supply of Inventory	4.52	5.39	19.15%



■ Closed (11.93%)  
■ Pending (16.14%)  
■ Other OffMarket (7.37%)  
■ Active (64.56%)

**Absorption:** Last 12 months, an Average of **34** Sales/Month  
**Active Inventory** as of June 30, 2024 = **184**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2024 rose **7.60%** to 184 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 **5.39** 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 **3.10%** in June 2024 to \$217,085 versus the previous year at \$224,033.

#### Average Days on Market Lengthens

The average number of **46.59** days that homes spent on the market before selling increased by 2.89 days or **6.61%** in June 2024 compared to last year's same month at **43.70** DOM.

#### Sales Success for June 2024 is Positive

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

There were 63 New Listings in June 2024, down **5.97%** from last year at 67. Furthermore, there were 34 Closed Listings this month versus last year at 43, a **-20.93%** decrease.

Closed versus Listed trends yielded a **54.0%** ratio, down from previous year's, June 2023, at **64.2%**, a **15.91%** 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

# June 2024



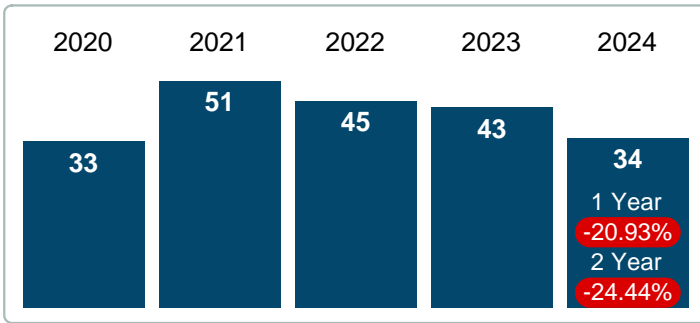
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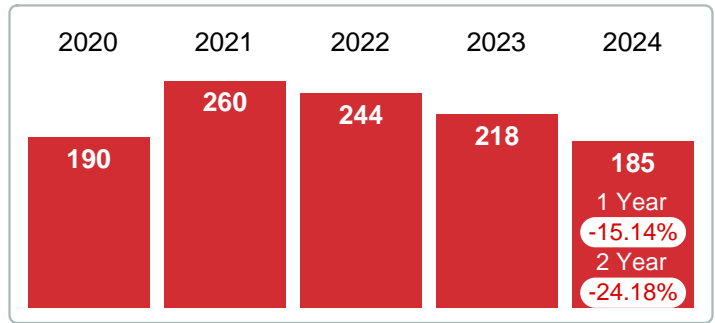
## CLOSED LISTINGS

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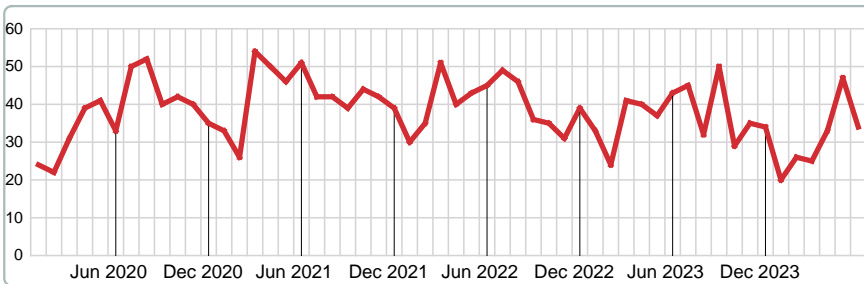
### JUNE



### YEAR TO DATE (YTD)

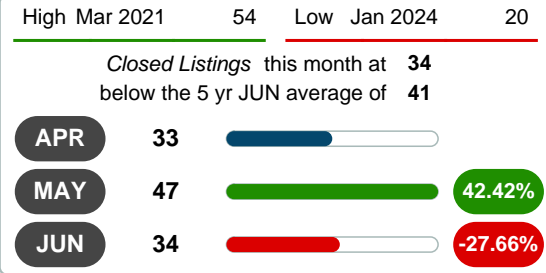


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41



### 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	1	2.94%	96.0	0	1	0	0
\$50,001 - \$125,000	6	17.65%	27.0	2	4	0	0
\$125,001 - \$150,000	4	11.76%	28.5	2	2	0	0
\$150,001 - \$225,000	11	32.35%	25.6	2	7	2	0
\$225,001 - \$275,000	4	11.76%	37.8	0	2	2	0
\$275,001 - \$400,000	4	11.76%	78.5	0	2	2	0
\$400,001 and up	4	11.76%	116.3	0	1	2	1
<b>Total Closed Units</b>	<b>34</b>			<b>6</b>	<b>19</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,380,900</b>	<b>100%</b>	<b>46.6</b>	<b>745.50K</b>	<b>3.71M</b>	<b>2.45M</b>	<b>475.00K</b>
<b>Average Closed Price</b>	<b>\$217,085</b>			<b>\$124,250</b>	<b>\$195,363</b>	<b>\$306,063</b>	<b>\$475,000</b>

# June 2024



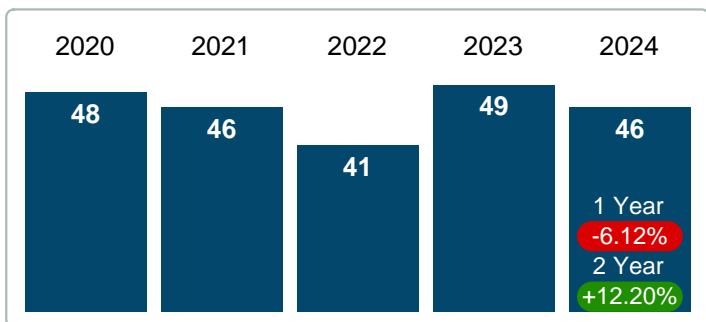
Area Delimited by County Of Mayes - Residential Property Type



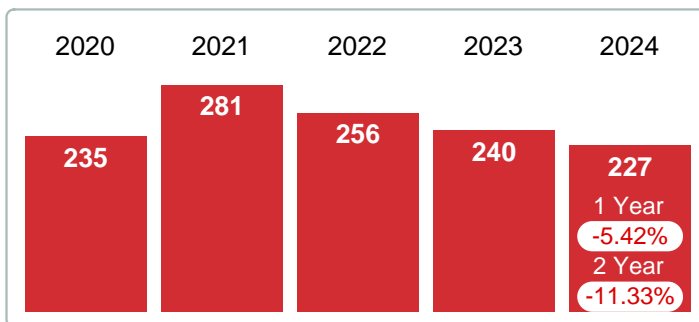
## PENDING LISTINGS

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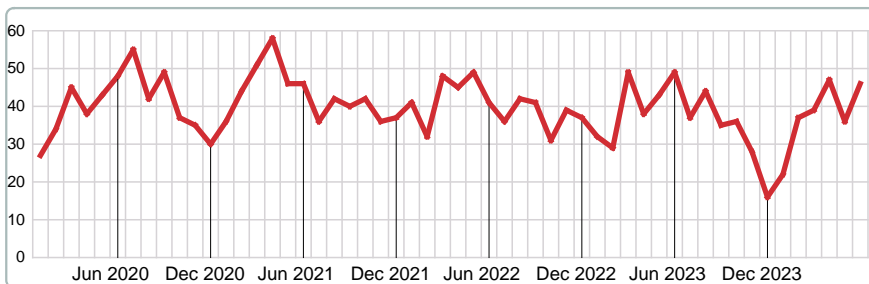
### JUNE



### YEAR TO DATE (YTD)

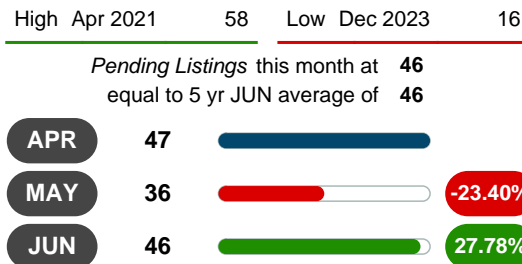


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.70%	60.3	2	2	0	0
\$100,001 - \$150,000	5	10.87%	32.8	2	3	0	0
\$150,001 - \$175,000	4	8.70%	96.0	0	4	0	0
\$175,001 - \$225,000	9	19.57%	31.2	1	8	0	0
\$225,001 - \$325,000	14	30.43%	54.8	1	10	2	1
\$325,001 - \$525,000	5	10.87%	30.8	1	3	1	0
\$525,001 and up	5	10.87%	80.8	1	2	1	1
<b>Total Pending Units</b>	<b>46</b>			<b>8</b>	<b>32</b>	<b>4</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,476,805</b>	<b>100%</b>	<b>8.0</b>	<b>2.11M</b>	<b>8.00M</b>	<b>1.49M</b>	<b>871.50K</b>
<b>Average Listing Price</b>	<b>\$308,500</b>			<b>\$263,600</b>	<b>\$250,141</b>	<b>\$372,998</b>	<b>\$435,750</b>

# June 2024



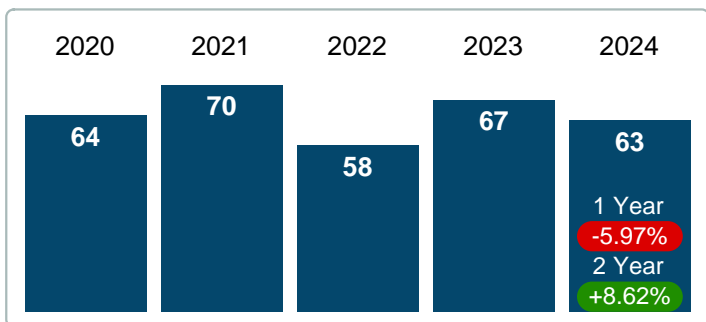
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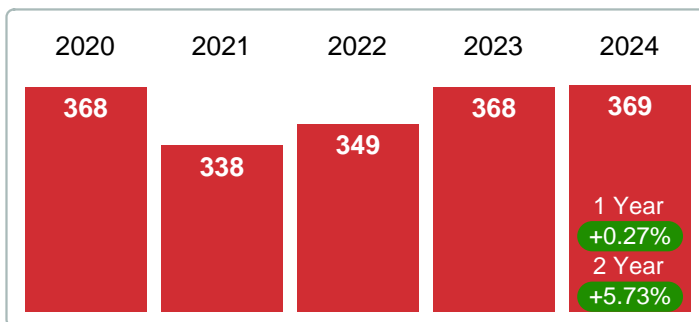
## NEW LISTINGS

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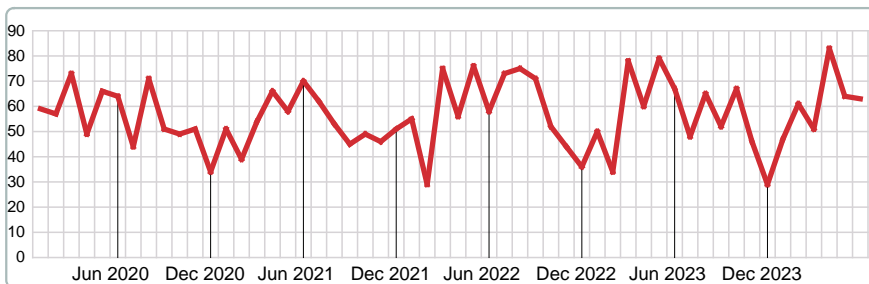
### JUNE



### YEAR TO DATE (YTD)

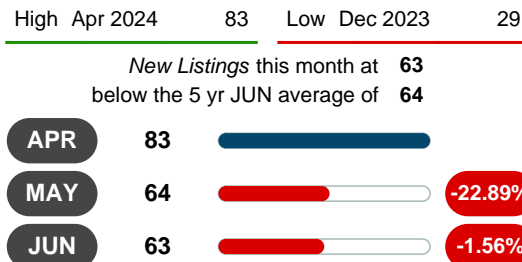


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 64



## NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	7.94%	3	2	0	0
\$125,001 - \$200,000	9	14.29%	1	8	0	0
\$200,001 - \$225,000	8	12.70%	3	5	0	0
\$225,001 - \$325,000	17	26.98%	1	14	2	0
\$325,001 - \$425,000	9	14.29%	1	3	5	0
\$425,001 - \$525,000	8	12.70%	0	3	2	3
\$525,001 and up	7	11.11%	1	2	3	1
<b>Total New Listed Units</b>	<b>63</b>		<b>10</b>	<b>37</b>	<b>12</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>22,041,028</b>	<b>100%</b>	<b>2.77M</b>	<b>10.52M</b>	<b>5.94M</b>	<b>2.81M</b>
<b>Average New Listed Listing Price</b>	<b>\$400,000</b>		<b>\$276,680</b>	<b>\$284,358</b>	<b>\$495,125</b>	<b>\$702,875</b>

# June 2024



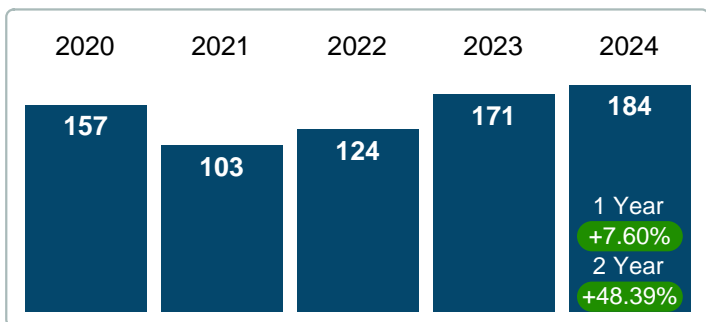
Area Delimited by County Of Mayes - Residential Property Type



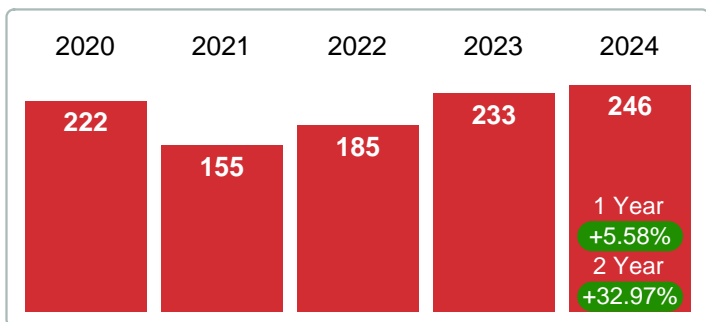
## ACTIVE INVENTORY

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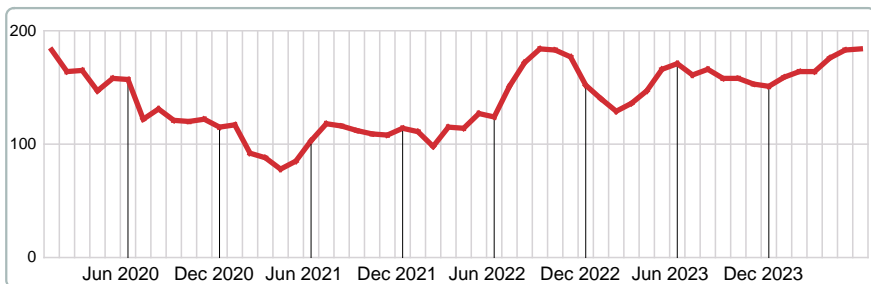
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 148

High Jun 2024 184 Low Apr 2021 78

Inventory this month at 184  
above the 5 yr JUN average of 148



### 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	14	7.61%	95.5	7	7	0	0
\$125,001 - \$200,000	23	12.50%	85.7	4	17	2	0
\$200,001 - \$250,000	25	13.59%	60.9	3	20	2	0
\$250,001 - \$350,000	57	30.98%	84.4	3	34	15	5
\$350,001 - \$425,000	18	9.78%	78.5	3	7	7	1
\$425,001 - \$625,000	28	15.22%	84.3	2	12	10	4
\$625,001 and up	19	10.33%	83.2	0	7	7	5
<b>Total Active Inventory by Units</b>	<b>184</b>			<b>22</b>	<b>104</b>	<b>43</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>80,171,952</b>	<b>100%</b>	<b>81.5</b>	<b>5.01M</b>	<b>35.00M</b>	<b>24.31M</b>	<b>15.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$435,717</b>			<b>\$227,859</b>	<b>\$336,558</b>	<b>\$565,292</b>	<b>\$1,056,633</b>

# June 2024



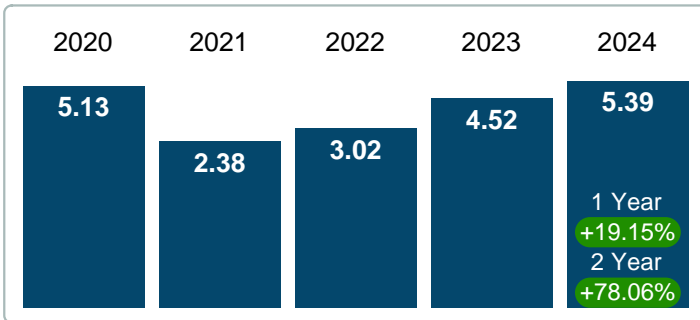
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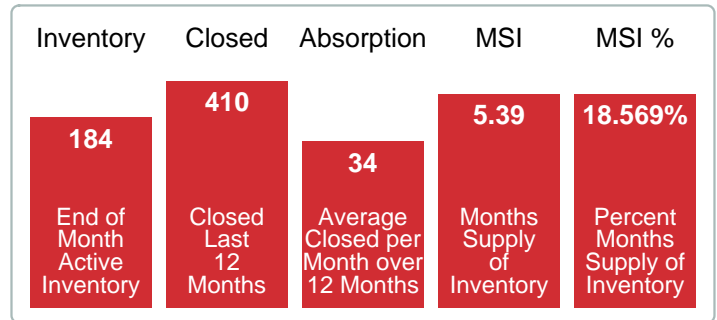
## MONTHS SUPPLY of INVENTORY (MSI)

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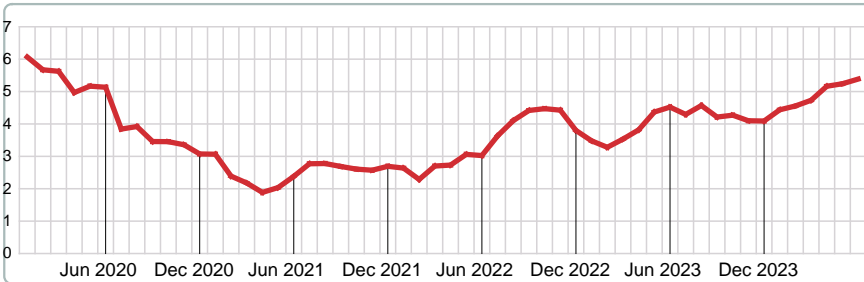
### MSI FOR JUNE



### INDICATORS FOR JUNE 2024

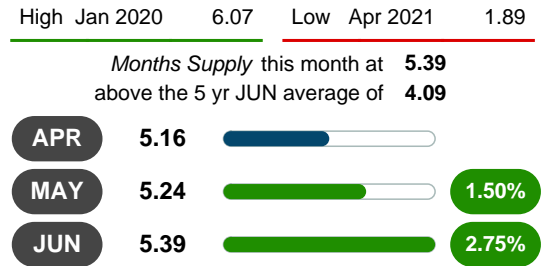


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4.09



### 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	14	7.61%	1.71	1.53	2.10	0.00	0.00
\$125,001 - \$200,000	23	12.50%	2.68	2.67	3.00	1.50	0.00
\$200,001 - \$250,000	25	13.59%	4.84	6.00	5.00	3.00	0.00
\$250,001 - \$350,000	57	30.98%	10.21	6.00	11.66	7.20	60.00
\$350,001 - \$425,000	18	9.78%	6.17	12.00	5.25	5.25	0.00
\$425,001 - \$625,000	28	15.22%	9.88	24.00	7.58	9.23	48.00
\$625,001 and up	19	10.33%	20.73	0.00	12.00	42.00	30.00
Market Supply of Inventory (MSI)			5.39	2.97	5.36	6.22	36.00
Total Active Inventory by Units		100%	5.39	22	104	43	15

# June 2024



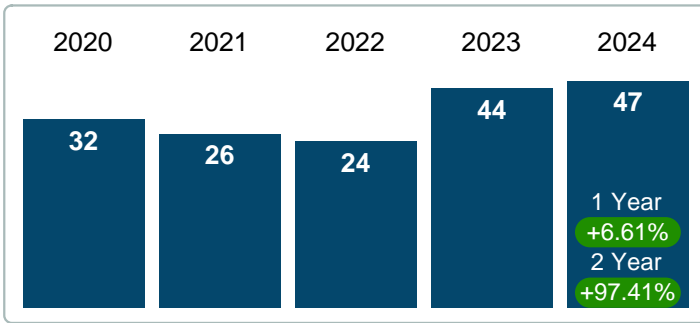
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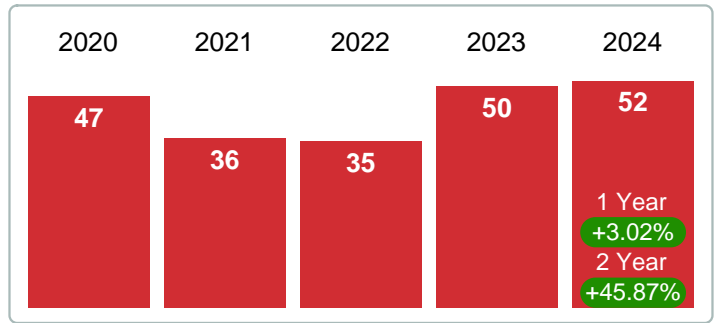
## AVERAGE DAYS ON MARKET TO SALE

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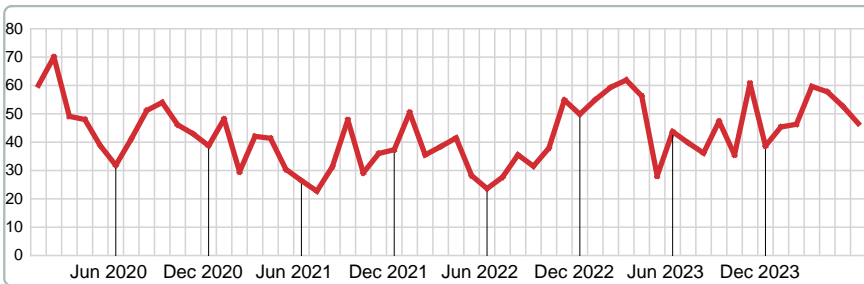
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

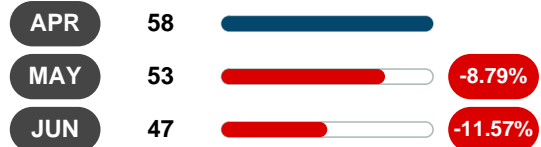


### 3 MONTHS

5 year JUN AVG = 34

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 47 above the 5 yr JUN average of 34



### 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	2.94%	96	0	96	0	0
\$50,001 - \$125,000	17.65%	27	6	38	0	0
\$125,001 - \$150,000	11.76%	29	13	45	0	0
\$150,001 - \$225,000	32.35%	26	31	21	38	0
\$225,001 - \$275,000	11.76%	38	0	16	60	0
\$275,001 - \$400,000	11.76%	79	0	43	115	0
\$400,001 and up	11.76%	116	0	28	45	347
<b>Average Closed DOM</b>		<b>47</b>	<b>16</b>	<b>33</b>	<b>64</b>	<b>347</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>47</b>	<b>6</b>	<b>19</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,380,900</b>	<b>745.50K</b>	<b>3.71M</b>	<b>2.45M</b>	<b>475.00K</b>

# June 2024



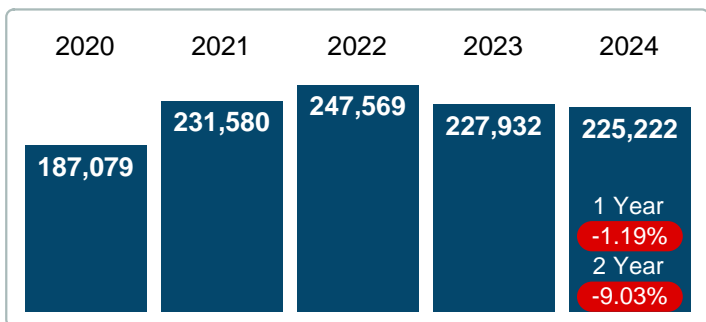
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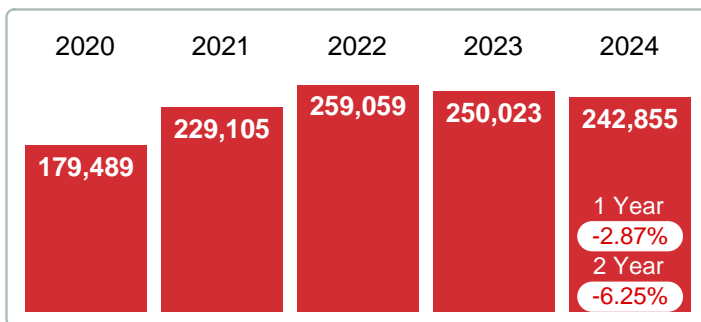
## AVERAGE LIST PRICE AT CLOSING

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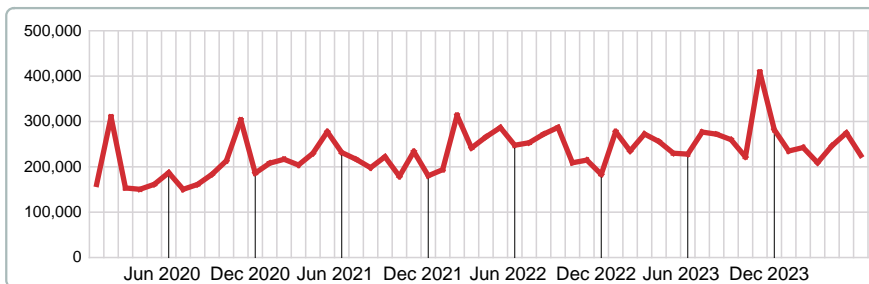
### JUNE



### YEAR TO DATE (YTD)

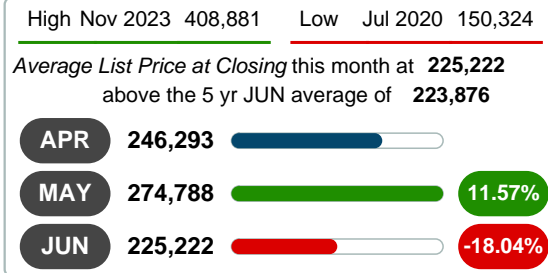


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 223,876



### 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	2.94%	15,000	0	15,000	0	0
\$50,001 - \$125,000	14.71%	74,900	72,500	96,100	0	0
\$125,001 - \$150,000	11.76%	145,700	149,450	141,950	0	0
\$150,001 - \$225,000	35.29%	186,842	168,200	192,400	202,000	0
\$225,001 - \$275,000	11.76%	256,600	0	260,000	253,200	0
\$275,001 - \$400,000	11.76%	362,335	0	364,850	359,820	0
\$400,001 and up	11.76%	491,850	0	499,500	446,450	575,000
<b>Average List Price</b>		<b>225,222</b>	<b>130,050</b>	<b>198,911</b>	<b>315,368</b>	<b>575,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,222</b>	<b>6</b>	<b>19</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,657,540</b>	<b>780.30K</b>	<b>3.78M</b>	<b>2.52M</b>	<b>575.00K</b>



# June 2024



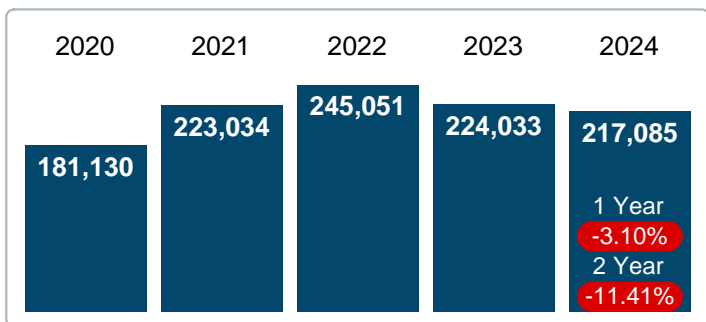
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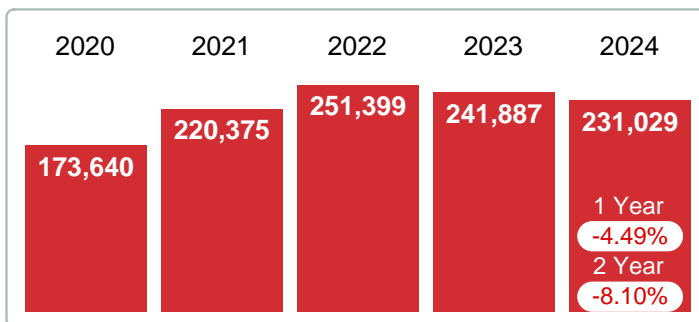
## AVERAGE SOLD PRICE AT CLOSING

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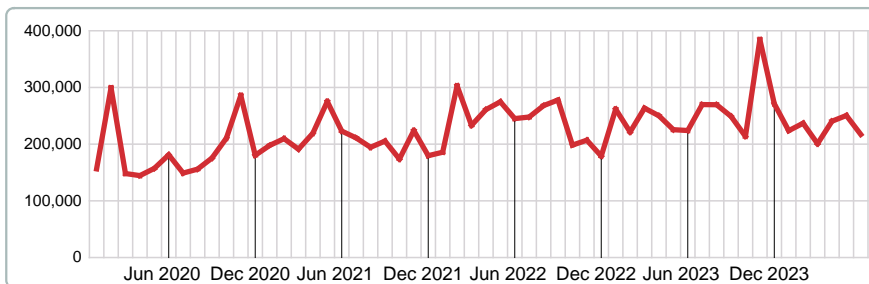
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

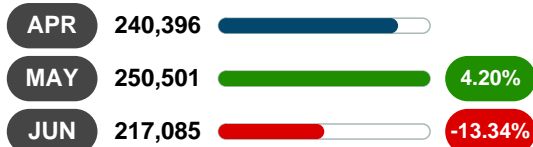


### 3 MONTHS

5 year JUN AVG = 218,067

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

Average Sold Price at Closing this month at 217,085 below the 5 yr JUN average of 218,067



### 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	2.94%	13,000	0	13,000	0	0
\$50,001 - \$125,000	17.65%	79,000	71,250	82,875	0	0
\$125,001 - \$150,000	11.76%	141,250	142,500	140,000	0	0
\$150,001 - \$225,000	32.35%	186,673	159,000	190,414	201,250	0
\$225,001 - \$275,000	11.76%	259,500	0	265,500	253,500	0
\$275,001 - \$400,000	11.76%	355,625	0	364,250	347,000	0
\$400,001 and up	11.76%	453,750	0	495,000	422,500	475,000
<b>Average Sold Price</b>		<b>217,085</b>	<b>124,250</b>	<b>195,363</b>	<b>306,063</b>	<b>475,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>217,085</b>	<b>6</b>	<b>19</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,380,900</b>	<b>745.50K</b>	<b>3.71M</b>	<b>2.45M</b>	<b>475.00K</b>

# June 2024



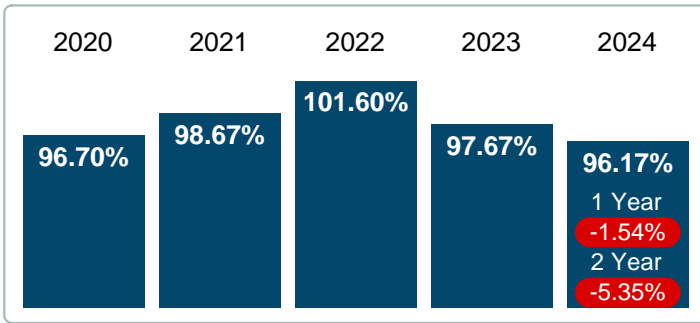
Area Delimited by County Of Mayes - Residential Property Type



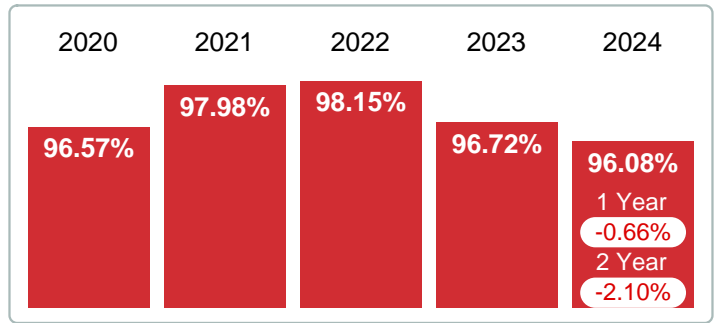
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

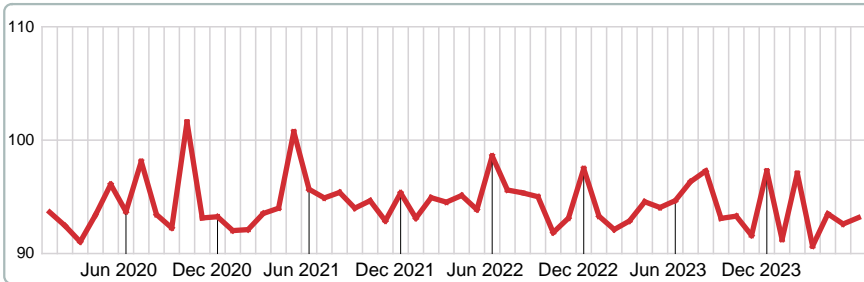
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

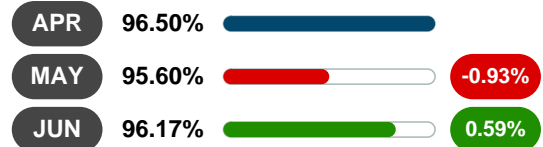


### 3 MONTHS

5 year JUN AVG = 98.16%

High Oct 2020 104.60% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **96.17%**  
below the 5 yr JUN average of **98.16%**



### 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	1	2.94%	86.67%	0.00%	86.67%	0.00%	0.00%	
\$50,001 - \$125,000	6	17.65%	91.22%	98.33%	87.66%	0.00%	0.00%	
\$125,001 - \$150,000	4	11.76%	96.93%	95.35%	98.52%	0.00%	0.00%	
\$150,001 - \$225,000	11	32.35%	98.24%	94.69%	98.83%	99.70%	0.00%	
\$225,001 - \$275,000	4	11.76%	101.12%	0.00%	102.12%	100.12%	0.00%	
\$275,001 - \$400,000	4	11.76%	97.97%	0.00%	99.94%	95.99%	0.00%	
\$400,001 and up	4	11.76%	92.75%	0.00%	99.10%	94.64%	82.61%	
Average Sold/List Ratio		96.20%		96.12%	96.28%	97.61%	82.61%	
Total Closed Units		34	100%	96.20%	6	19	8	1
Total Closed Volume		7,380,900			745.50K	3.71M	2.45M	475.00K

# June 2024



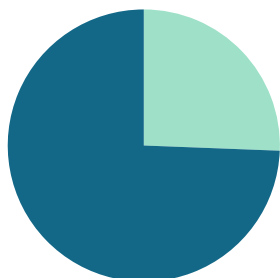
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

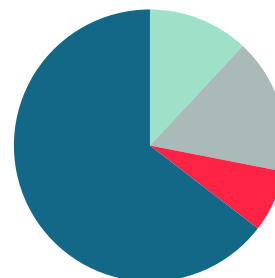


**Inventory**  
 New Listings  
**63 = 25.61%**  
 Start Inventory  
**183**  
 Total Inventory Units  
**246**  
 Volume  
**\$102,514,957**

### Market Activity

Closed Sales  
**34 = 11.93%**  
 Pending Sales  
**46 = 16.14%**  
 Other Off Market  
**21 = 7.37%**  
 Active Inventory  
**184 = 64.56%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	43	34	-20.93%	218	185	-15.14%
Pending Sales	49	46	-6.12%	240	227	-5.42%
New Listings	67	63	-5.97%	368	369	0.27%
Average List Price	227,932	225,222	-1.19%	250,023	242,855	-2.87%
Average Sale Price	224,033	217,085	-3.10%	241,887	231,029	-4.49%
Average Percent of Selling Price to List Price	97.67%	96.17%	-1.54%	96.72%	96.08%	-0.66%
Average Days on Market to Sale	43.70	46.59	6.61%	50.20	51.72	3.02%
Monthly Inventory	171	184	7.60%	171	184	7.60%
Months Supply of Inventory	4.52	5.39	19.15%	4.52	5.39	19.15%

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

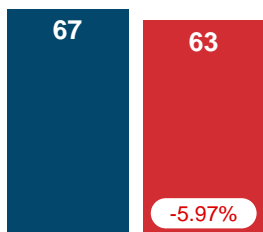
**Inventory** on June 30, 2024 = **184**

**2023** **2024**

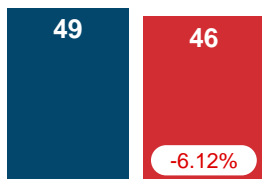
### JUNE MARKET

### AVERAGE PRICES

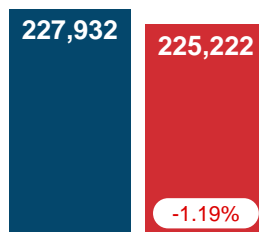
#### New Listings



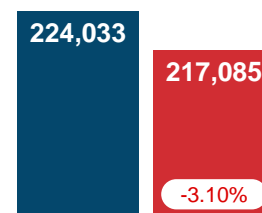
#### Pending Listings



#### List Price



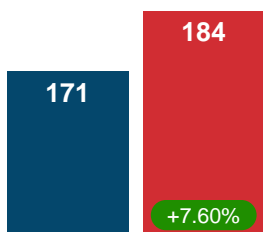
#### Sale Price



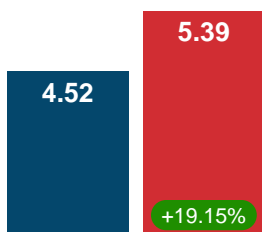
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

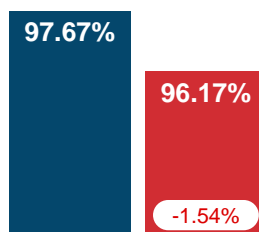
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

