

June 2024



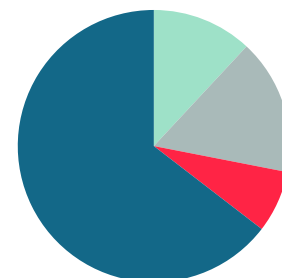
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	212,500	193,750	-8.82%
Median Sale Price	212,500	191,750	-9.76%
Median Percent of Selling Price to List Price	99.48%	96.97%	-2.52%
Median Days on Market to Sale	12.00	26.50	120.83%
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.

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 **9.76%** in June 2024 to \$191,750 versus the previous year at \$212,500.

Median Days on Market Lengthens

The median number of **26.50** days that homes spent on the market before selling increased by 14.50 days or **120.83%** in June 2024 compared to last year's same month at **12.00** DOM.

Sales Success for June 2024 is Positive

Overall, with Median 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.

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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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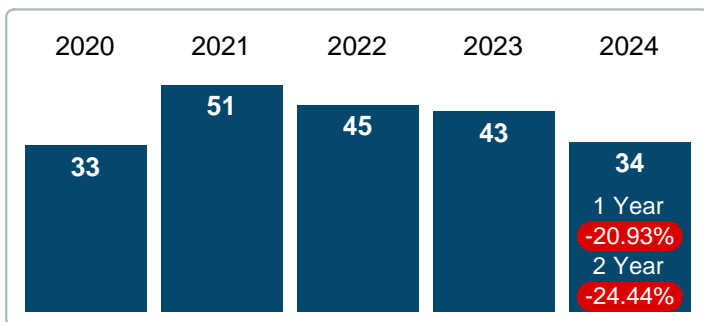
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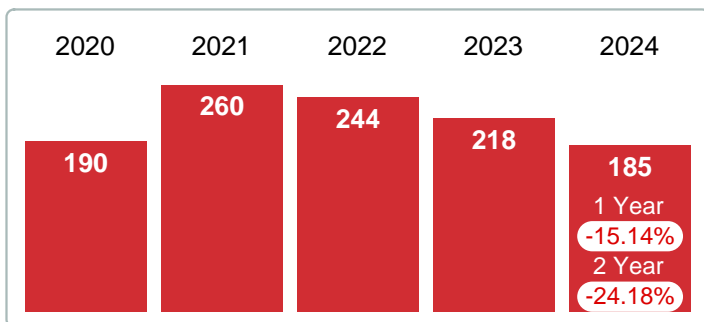
CLOSED LISTINGS

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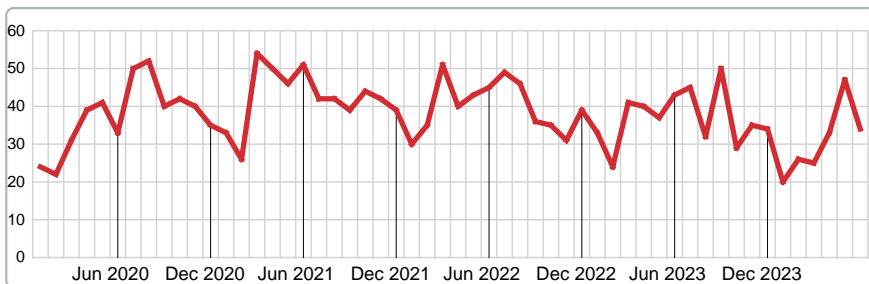
JUNE



YEAR TO DATE (YTD)

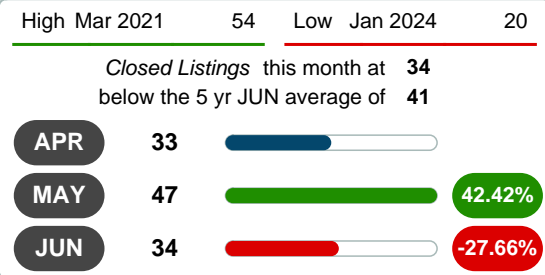


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	17.0	2	4	0	0
\$125,001 - \$150,000	4	11.76%	12.5	2	2	0	0
\$150,001 - \$225,000	11	32.35%	20.0	2	7	2	0
\$225,001 - \$275,000	4	11.76%	37.5	0	2	2	0
\$275,001 - \$400,000	4	11.76%	42.5	0	2	2	0
\$400,001 and up	4	11.76%	57.5	0	1	2	1
Total Closed Units	34			6	19	8	1
Total Closed Volume	7,380,900	100%	26.5	745.50K	3.71M	2.45M	475.00K
Median Closed Price	\$191,750			\$142,500	\$169,000	\$278,000	\$475,000

June 2024



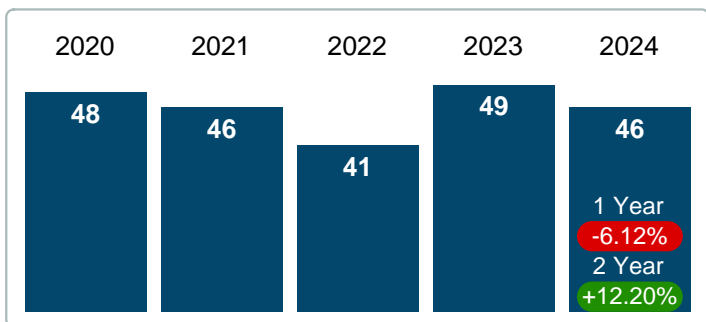
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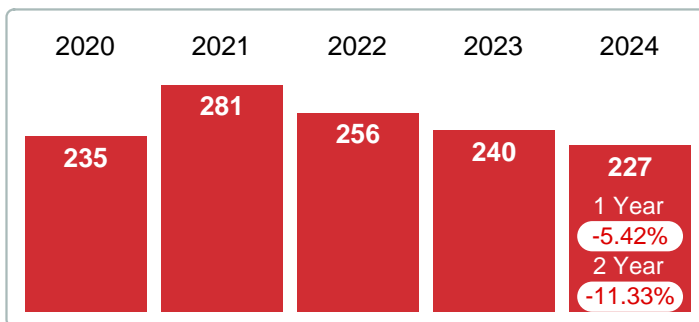
PENDING LISTINGS

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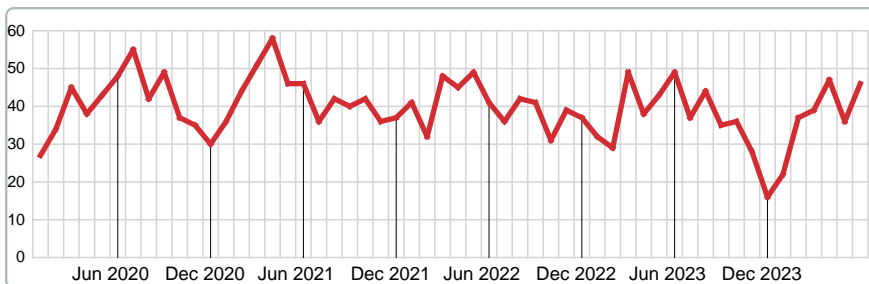
JUNE



YEAR TO DATE (YTD)

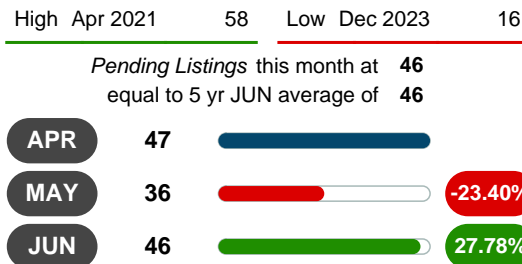


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 46



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.70%	37.0	2	2	0	0
\$100,001 - \$150,000	5	10.87%	47.0	2	3	0	0
\$150,001 - \$175,000	4	8.70%	102.5	0	4	0	0
\$175,001 - \$225,000	9	19.57%	18.0	1	8	0	0
\$225,001 - \$325,000	14	30.43%	42.0	1	10	2	1
\$325,001 - \$525,000	5	10.87%	8.0	1	3	1	0
\$525,001 and up	5	10.87%	80.0	1	2	1	1
Total Pending Units	46			8	32	4	2
Total Pending Volume	12,476,805	100%	42.5	2.11M	8.00M	1.49M	871.50K
Median Listing Price	\$228,444			\$159,500	\$218,500	\$337,500	\$435,750

June 2024



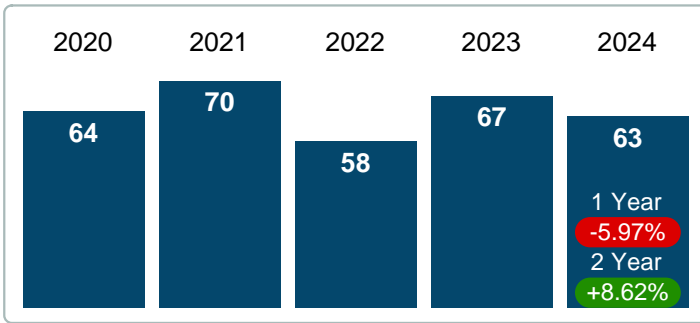
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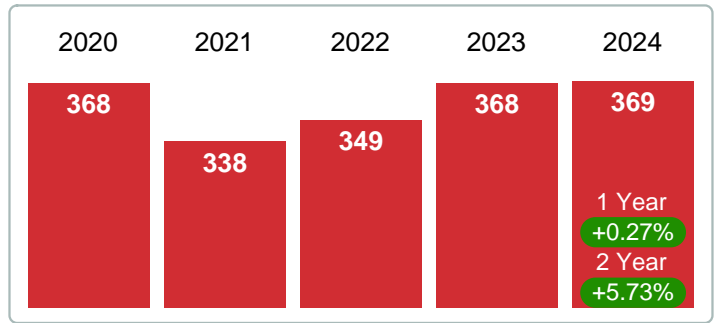
NEW LISTINGS

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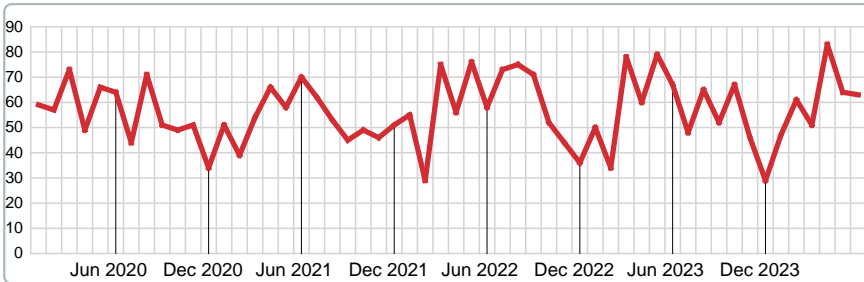
JUNE



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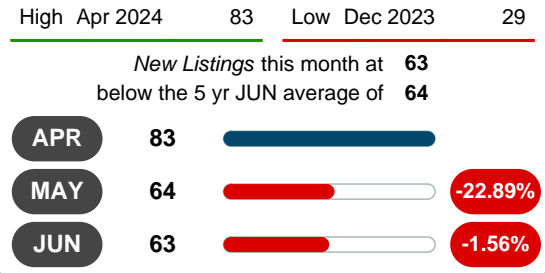


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 64



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	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
Total New Listed Units	63		10	37	12	4
Total New Listed Volume	22,041,028	100%	2.77M	10.52M	5.94M	2.81M
Median New Listed Listing Price	\$300,000		\$212,450	\$239,700	\$392,500	\$487,250

June 2024



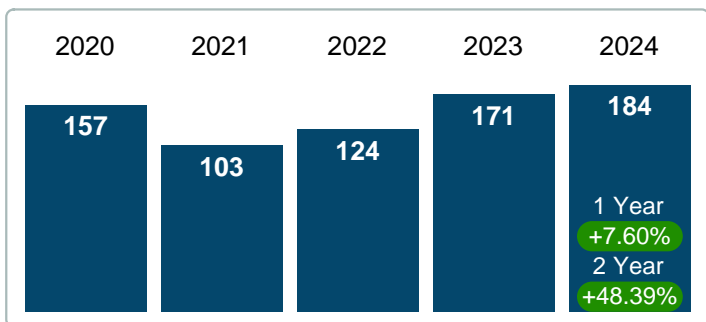
Area Delimited by County Of Mayes - Residential Property Type



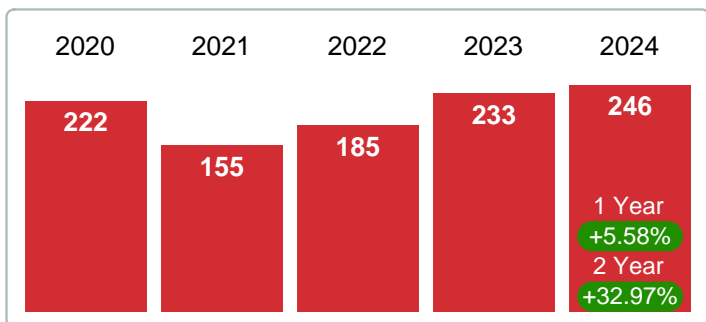
ACTIVE INVENTORY

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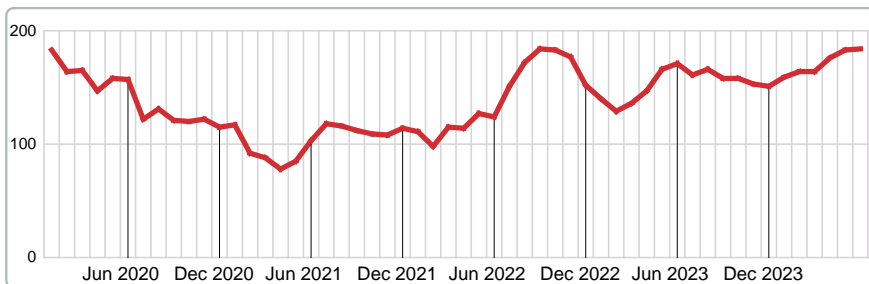
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

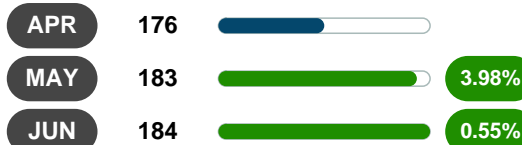


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	14	7.61%	79.5	7	7	0	0	
\$125,001 - \$200,000	23	12.50%	73.0	4	17	2	0	
\$200,001 - \$250,000	25	13.59%	60.0	3	20	2	0	
\$250,001 - \$350,000	57	30.98%	60.0	3	34	15	5	
\$350,001 - \$425,000	18	9.78%	74.0	3	7	7	1	
\$425,001 - \$625,000	28	15.22%	68.5	2	12	10	4	
\$625,001 and up	19	10.33%	73.0	0	7	7	5	
Total Active Inventory by Units		184		22	104	43	15	
Total Active Inventory by Volume		80,171,952	100%	66.0	5.01M	35.00M	24.31M	15.85M
Median Active Inventory Listing Price		\$302,500			\$187,450	\$275,000	\$373,190	\$460,000

June 2024



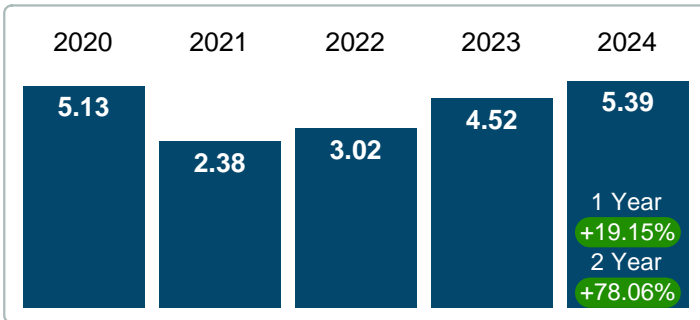
Area Delimited by County Of Mayes - Residential Property Type



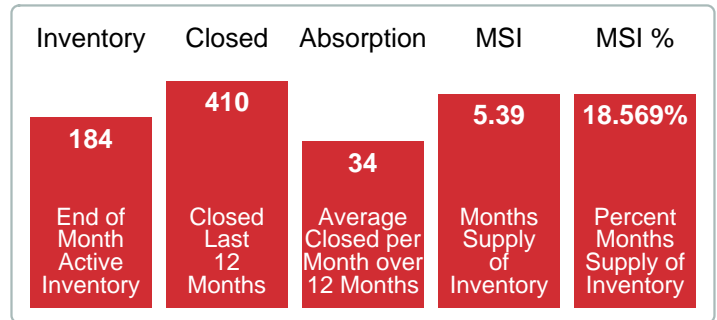
MONTHS SUPPLY of INVENTORY (MSI)

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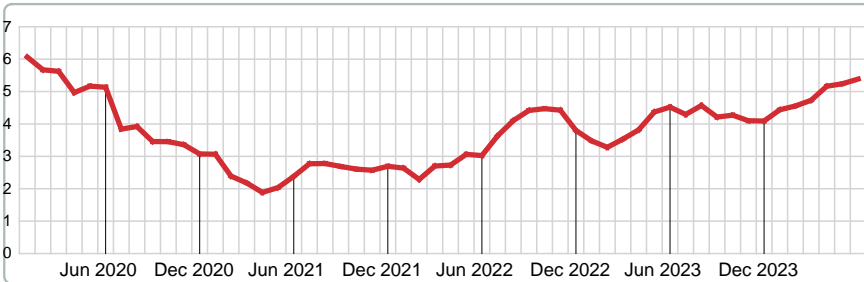
MSI FOR JUNE



INDICATORS FOR JUNE 2024

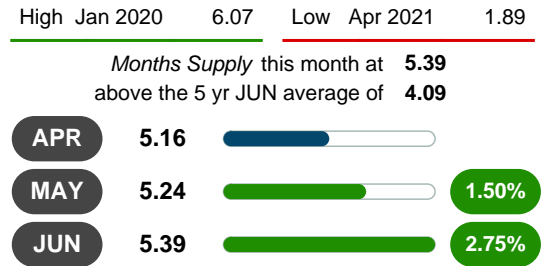


5 YEAR MARKET ACTIVITY TRENDS



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



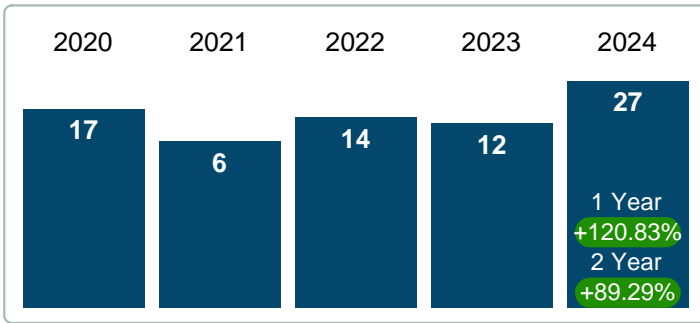
Area Delimited by County Of Mayes - Residential Property Type



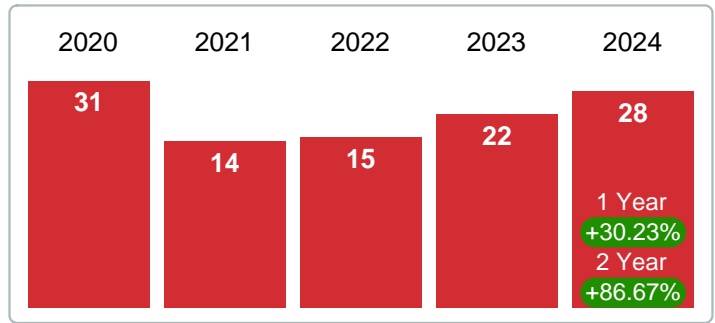
MEDIAN DAYS ON MARKET TO SALE

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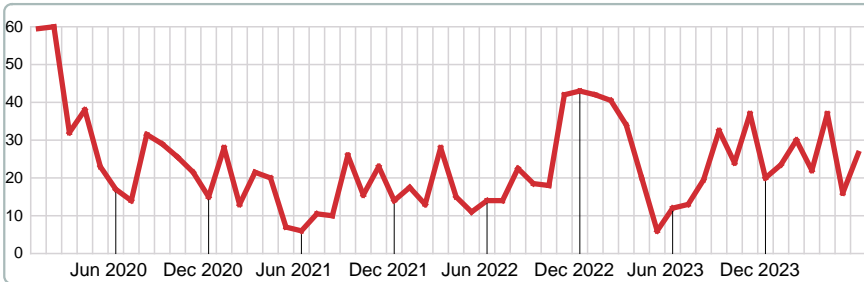
JUNE



YEAR TO DATE (YTD)

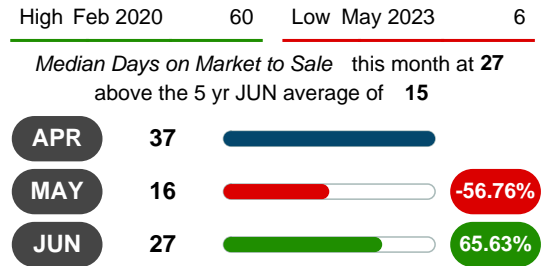


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 15



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	1	2.94%	96	0	96	0	0
\$50,001 - \$125,000	6	17.65%	17	6	42	0	0
\$125,001 - \$150,000	4	11.76%	13	13	45	0	0
\$150,001 - \$225,000	11	32.35%	20	31	6	38	0
\$225,001 - \$275,000	4	11.76%	38	0	16	60	0
\$275,001 - \$400,000	4	11.76%	43	0	43	115	0
\$400,001 and up	4	11.76%	58	0	28	45	347
Median Closed DOM			27	13	27	59	347
Total Closed Units		100%	26.5	6	19	8	1
Total Closed Volume			7,380,900	745.50K	3.71M	2.45M	475.00K

June 2024



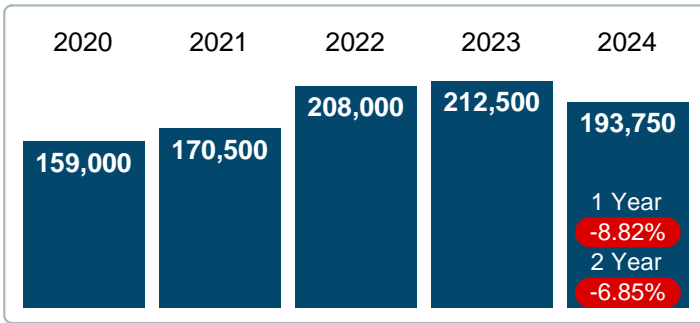
Area Delimited by County Of Mayes - Residential Property Type



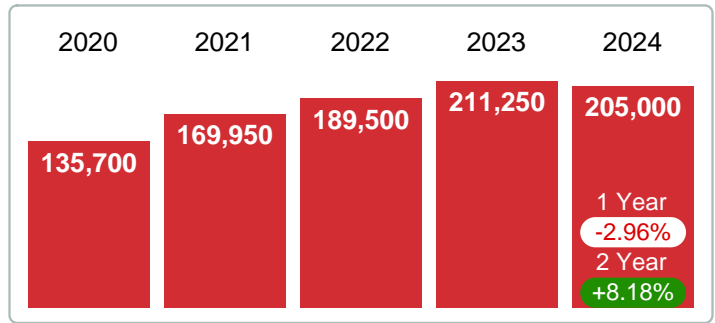
MEDIAN LIST PRICE AT CLOSING

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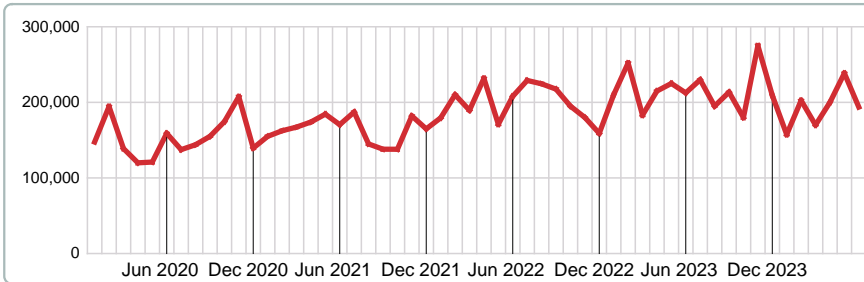
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

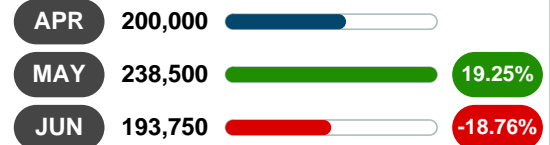


3 MONTHS

5 year JUN AVG = 188,750

High Nov 2023 275,000 Low Apr 2020 120,000

Median List Price at Closing this month at **193,750**
above the 5 yr JUN average of **188,750**



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	2.94%	15,000	0	15,000	0	0
\$50,001 - \$125,000	14.71%	75,000	72,500	75,000	0	0
\$125,001 - \$150,000	11.76%	146,950	149,450	141,950	0	0
\$150,001 - \$225,000	35.29%	184,200	168,200	184,200	202,000	0
\$225,001 - \$275,000	11.76%	260,000	0	260,000	253,200	0
\$275,001 - \$400,000	11.76%	364,850	0	364,850	359,820	0
\$400,001 and up	11.76%	474,750	0	499,500	446,450	575,000
Median List Price		193,750	149,450	179,900	290,770	575,000
Total Closed Units		34	6	19	8	1
Total Closed Volume		7,657,540	780.30K	3.78M	2.52M	575.00K

June 2024



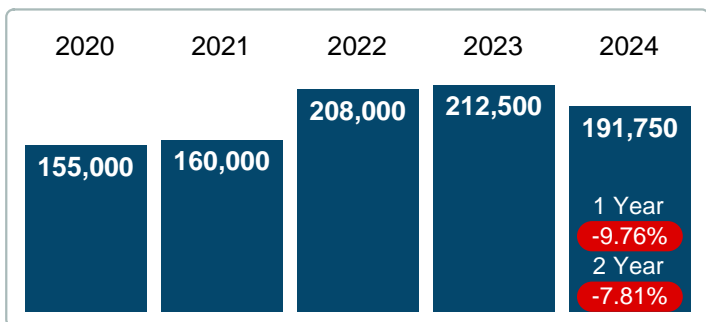
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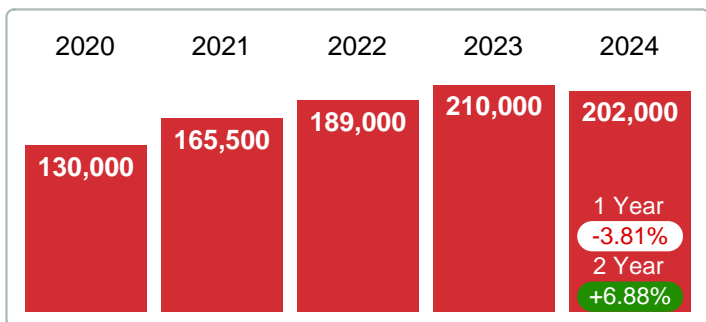
MEDIAN SOLD PRICE AT CLOSING

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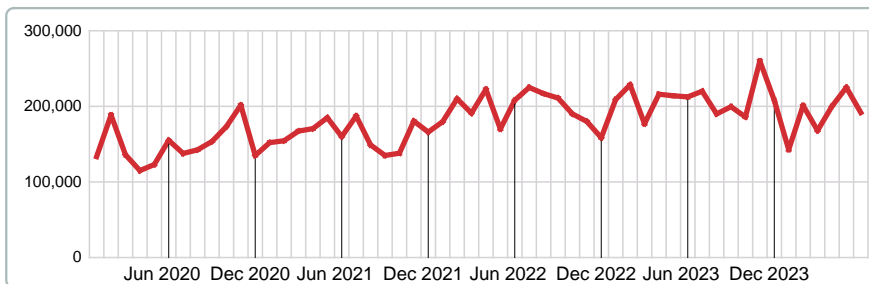
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

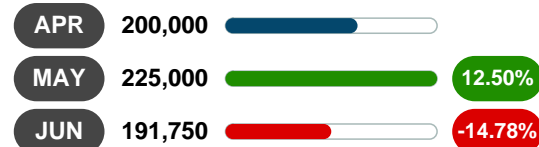


3 MONTHS

5 year JUN AVG = 185,450

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

Median Sold Price at Closing this month at 191,750 above the 5 yr JUN average of 185,450



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	1	2.94%	13,000	0	13,000	0	0
\$50,001 - \$125,000	6	17.65%	72,500	71,250	72,500	0	0
\$125,001 - \$150,000	4	11.76%	142,500	142,500	140,000	0	0
\$150,001 - \$225,000	11	32.35%	188,500	159,000	188,500	201,250	0
\$225,001 - \$275,000	4	11.76%	263,500	0	265,500	253,500	0
\$275,001 - \$400,000	4	11.76%	364,250	0	364,250	347,000	0
\$400,001 and up	4	11.76%	450,000	0	495,000	422,500	475,000
Median Sold Price			191,750	142,500	169,000	278,000	475,000
Total Closed Units		100%	191,750	6	19	8	1
Total Closed Volume			7,380,900	745.50K	3.71M	2.45M	475.00K

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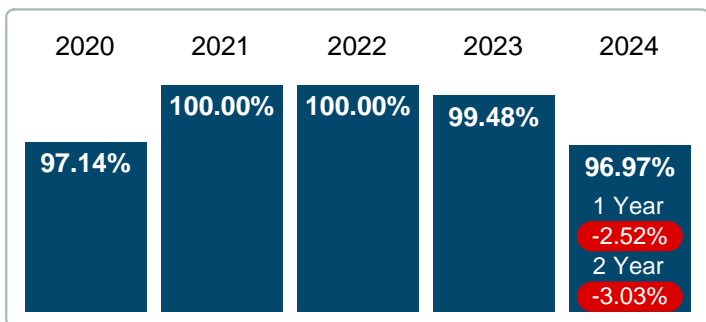
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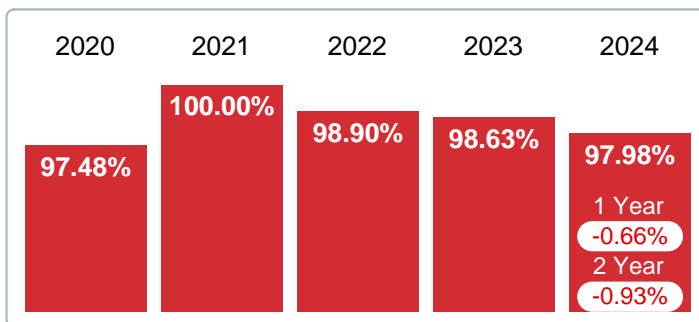
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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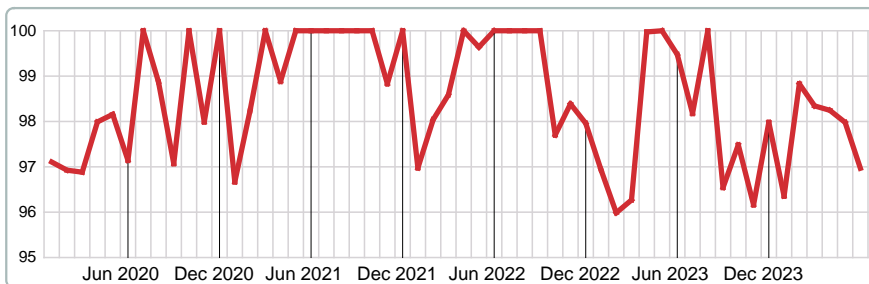
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

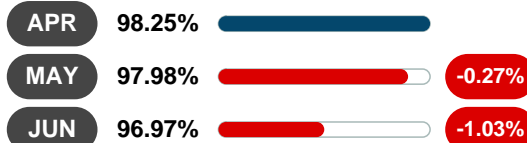


3 MONTHS

5 year JUN AVG = 98.72%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **96.97%**
below the 5 yr JUN average of **98.72%**



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	1	2.94%	86.67%	0.00%	86.67%	0.00%	0.00%
\$50,001 - \$125,000	6	17.65%	92.27%	98.33%	86.65%	0.00%	0.00%
\$125,001 - \$150,000	4	11.76%	95.35%	95.35%	98.52%	0.00%	0.00%
\$150,001 - \$225,000	11	32.35%	100.00%	94.69%	100.00%	99.70%	0.00%
\$225,001 - \$275,000	4	11.76%	101.06%	0.00%	102.12%	100.12%	0.00%
\$275,001 - \$400,000	4	11.76%	98.07%	0.00%	99.94%	95.99%	0.00%
\$400,001 and up	4	11.76%	94.64%	0.00%	99.10%	94.64%	82.61%
Median Sold/List Ratio		96.97%		96.70%	99.10%	97.56%	82.61%
Total Closed Units		34	100%	6	19	8	1
Total Closed Volume		7,380,900		745.50K	3.71M	2.45M	475.00K

June 2024



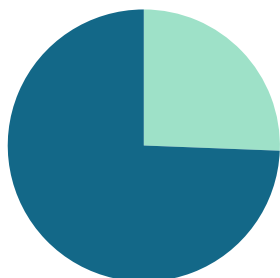
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

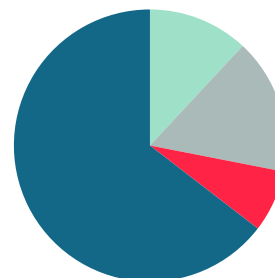


Inventory
 New Listings
63 = 25.61%
 Start Inventory
183
 Total Inventory Units
246
 Volume
\$102,514,957

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%
Median List Price	212,500	193,750	-8.82%	211,250	205,000	-2.96%
Median Sale Price	212,500	191,750	-9.76%	210,000	202,000	-3.81%
Median Percent of Selling Price to List Price	99.48%	96.97%	-2.52%	98.63%	97.98%	-0.66%
Median Days on Market to Sale	12.00	26.50	120.83%	21.50	28.00	30.23%
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

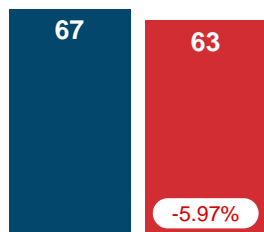
Inventory on June 30, 2024 = **184**

2023 **2024**

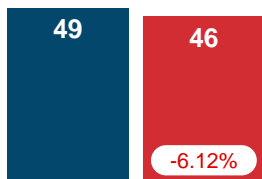
JUNE MARKET

MEDIAN PRICES

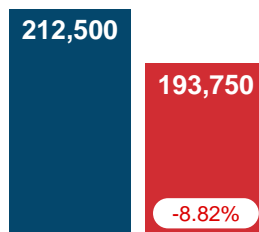
New Listings



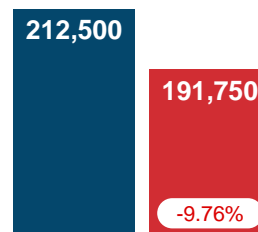
Pending Listings



List Price



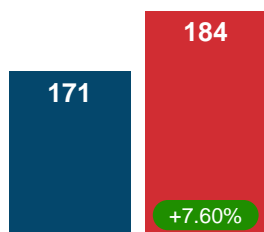
Sale Price



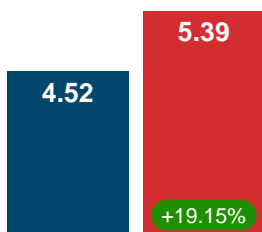
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

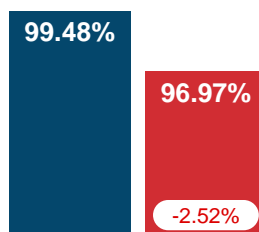
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

