

July 2024



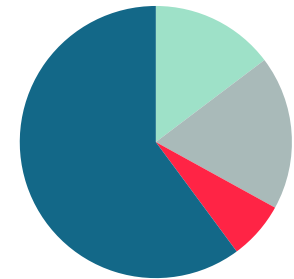
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2024 for MLS Technology Inc.

Compared Metrics	2023	July 2024	+/-%
Closed Listings	45	45	0.00%
Pending Listings	37	56	51.35%
New Listings	48	74	54.17%
Average List Price	276,658	227,853	-17.64%
Average Sale Price	269,800	220,793	-18.16%
Average Percent of Selling Price to List Price	99.34%	98.78%	-0.56%
Average Days on Market to Sale	39.78	43.40	9.11%
End of Month Inventory	161	184	14.29%
Months Supply of Inventory	4.29	5.37	25.13%



■ Closed (14.71%)
■ Pending (18.30%)
■ Other OffMarket (6.86%)
■ Active (60.13%)

Absorption: Last 12 months, an Average of **34** Sales/Month
Active Inventory as of July 31, 2024 = **184**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2024 rose **14.29%** 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 **5.37** 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 **18.16%** in July 2024 to \$220,793 versus the previous year at \$269,800.

Average Days on Market Lengthens

The average number of **43.40** days that homes spent on the market before selling increased by 3.62 days or **9.11%** in July 2024 compared to last year's same month at **39.78** DOM.

Sales Success for July 2024 is Positive

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

There were 74 New Listings in July 2024, up **54.17%** from last year at 48. Furthermore, there were 45 Closed Listings this month versus last year at 45, a **0.00%** decrease.

Closed versus Listed trends yielded a **60.8%** ratio, down from previous year's, July 2023, at **93.8%**, a **35.14%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2024



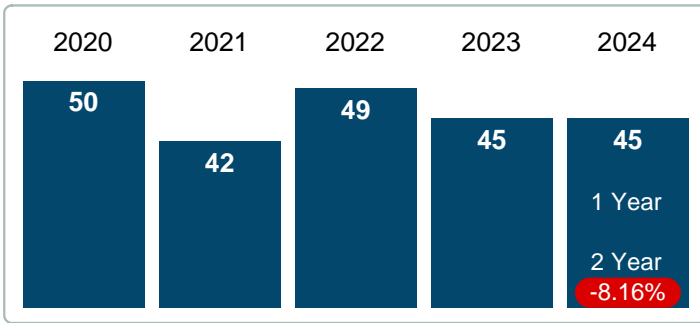
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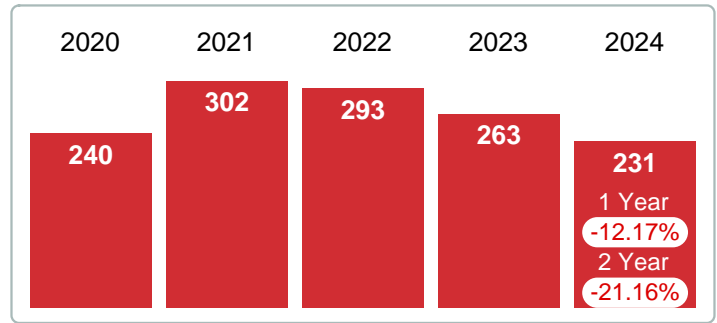
CLOSED LISTINGS

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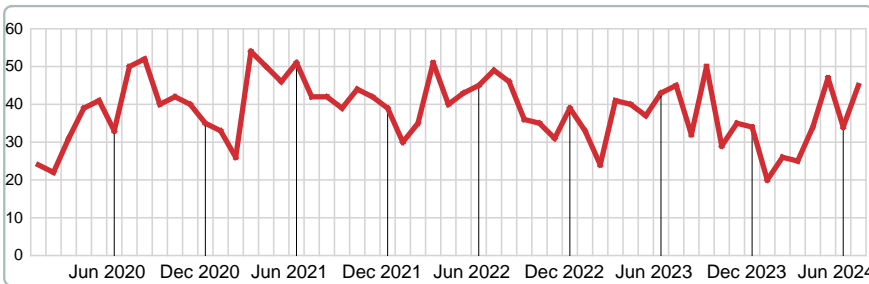
JULY



YEAR TO DATE (YTD)

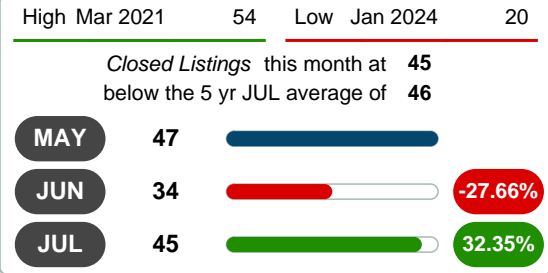


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 46



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.89%	45.8	2	2	0	0
\$100,001 - \$125,000	4	8.89%	42.5	1	3	0	0
\$125,001 - \$150,000	5	11.11%	48.4	2	3	0	0
\$150,001 - \$225,000	15	33.33%	42.1	2	12	1	0
\$225,001 - \$225,000	0	0.00%	0.0	0	0	0	0
\$225,001 - \$300,000	11	24.44%	41.6	0	10	1	0
\$300,001 and up	6	13.33%	44.7	1	5	0	0
Total Closed Units	45			8	35	2	0
Total Closed Volume	9,935,699	100%	43.4	1.19M	8.32M	421.00K	0.00B
Average Closed Price	\$220,793			\$148,813	\$237,834	\$210,500	\$0

July 2024



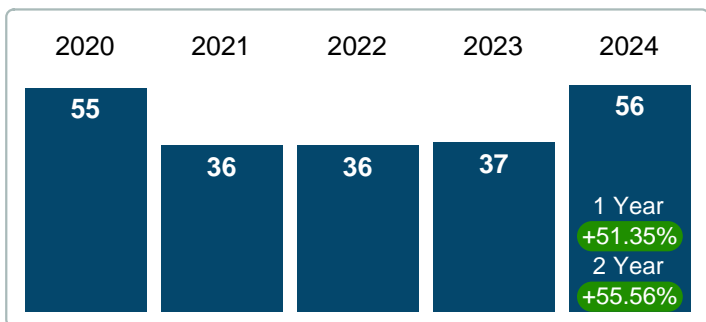
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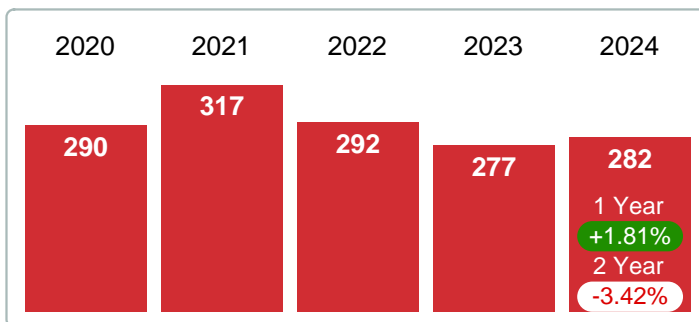
PENDING LISTINGS

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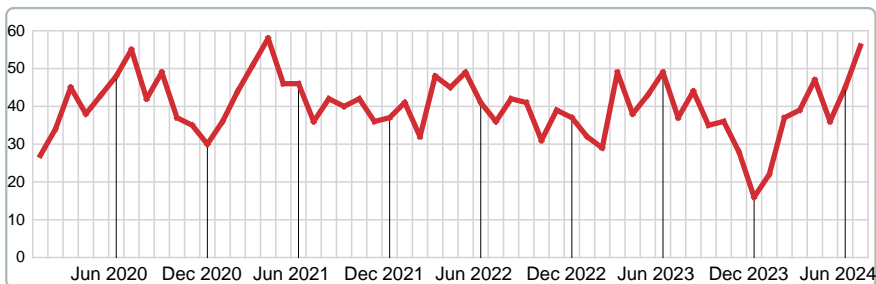
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 44

High Apr 2021 58 Low Dec 2023 16

Pending Listings this month at **56**
above the 5 yr JUL average of **44**

- MAY 36
- JUN 45 **25.00%**
- JUL 56 **24.44%**

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.36%	42.3	2	1	0	0
\$75,001 - \$150,000	9	16.07%	86.4	4	5	0	0
\$150,001 - \$175,000	5	8.93%	117.6	1	4	0	0
\$175,001 - \$250,000	16	28.57%	24.9	3	11	2	0
\$250,001 - \$325,000	9	16.07%	67.4	0	6	3	0
\$325,001 - \$400,000	7	12.50%	39.3	1	3	2	1
\$400,001 and up	7	12.50%	20.1	0	3	4	0
Total Pending Units	56			11	33	11	1
Total Pending Volume	15,581,846	100%	65.2	1.78M	8.10M	5.35M	350.00K
Average Listing Price	\$383,800			\$161,782	\$245,378	\$486,796	\$350,000

July 2024



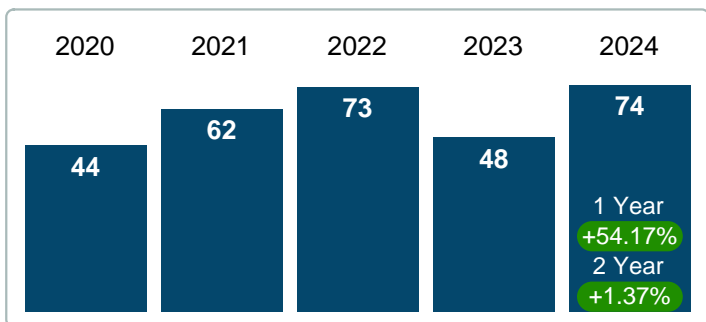
Area Delimited by County Of Mayes - Residential Property Type



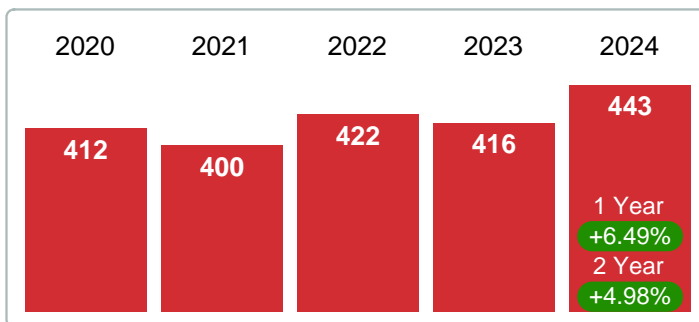
NEW LISTINGS

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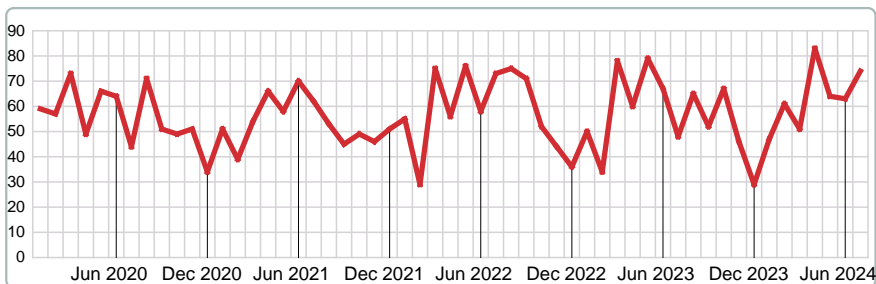
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60

High Apr 2024 83 Low Dec 2023 29

New Listings this month at **74**
above the 5 yr JUL average of **60**

- MAY 64
- JUN 63 -1.56%
- JUL 74 17.46%

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	7	9.46%	3	2	1	1
\$125,001 - \$175,000	11	14.86%	0	11	0	0
\$175,001 - \$200,000	5	6.76%	0	4	1	0
\$200,001 - \$300,000	23	31.08%	0	17	6	0
\$300,001 - \$400,000	10	13.51%	1	7	2	0
\$400,001 - \$775,000	10	13.51%	0	6	3	1
\$775,001 and up	8	10.81%	0	4	3	1
Total New Listed Units	74		4	51	16	3
Total New Listed Volume	30,550,250	100%	592.00K	21.32M	6.98M	1.66M
Average New Listed Listing Price	\$644,000		\$148,000	\$418,103	\$435,938	\$553,333

July 2024



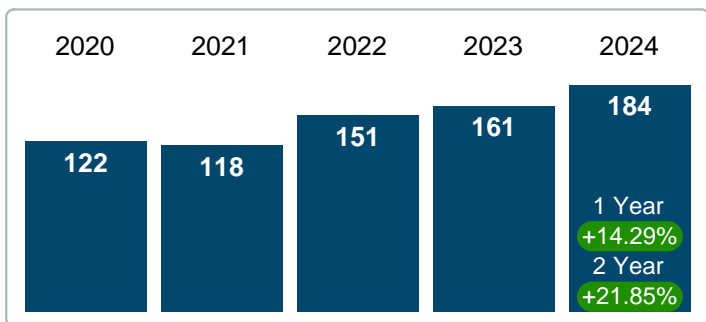
Area Delimited by County Of Mayes - Residential Property Type



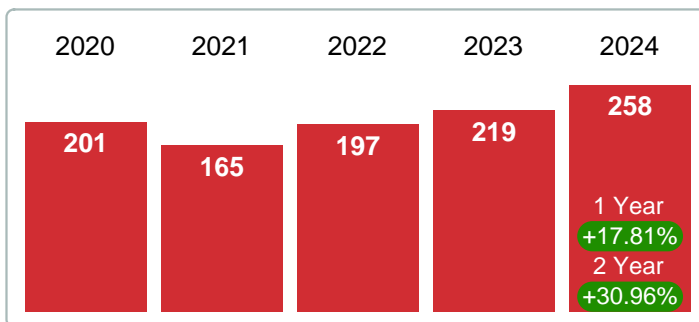
ACTIVE INVENTORY

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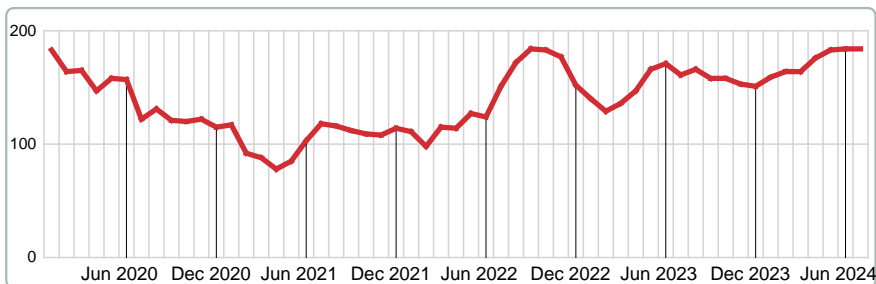
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 147

High Jul 2024 184 Low Apr 2021 78

Inventory this month at 184 above the 5 yr JUL average of 147

- MAY 183
- JUN 184 (0.55%)
- JUL 184 (0.00%)

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	13	7.07%	69.7	4	7	1	1
\$125,001 - \$200,000	23	12.50%	78.3	2	19	2	0
\$200,001 - \$250,000	29	15.76%	75.4	0	24	5	0
\$250,001 - \$350,000	48	26.09%	82.0	3	29	12	4
\$350,001 - \$475,000	29	15.76%	93.0	4	11	11	3
\$475,001 - \$775,000	22	11.96%	94.0	1	10	8	3
\$775,001 and up	20	10.87%	83.3	0	8	6	6
Total Active Inventory by Units	184			14	108	45	17
Total Active Inventory by Volume	87,570,912	100%	82.9	3.70M	42.10M	25.63M	16.14M
Average Active Inventory Listing Price	\$475,929			\$264,379	\$389,842	\$569,516	\$949,318

July 2024



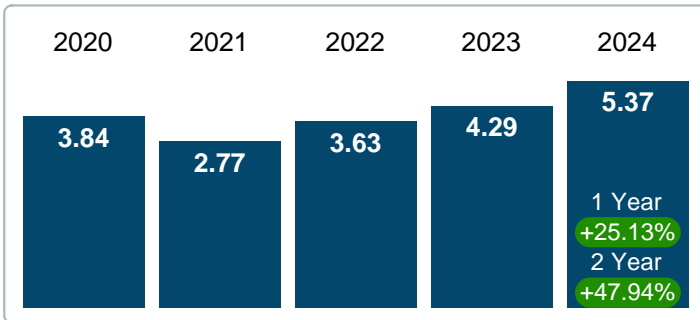
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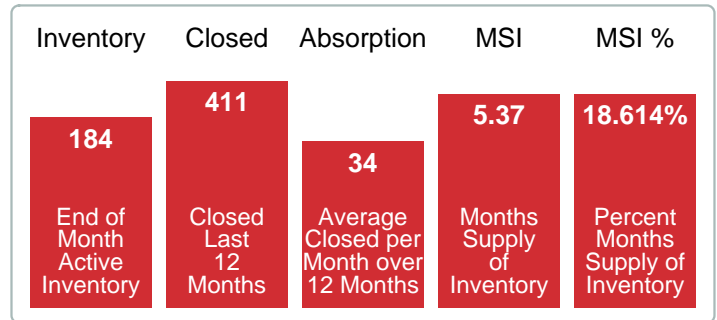
MONTHS SUPPLY of INVENTORY (MSI)

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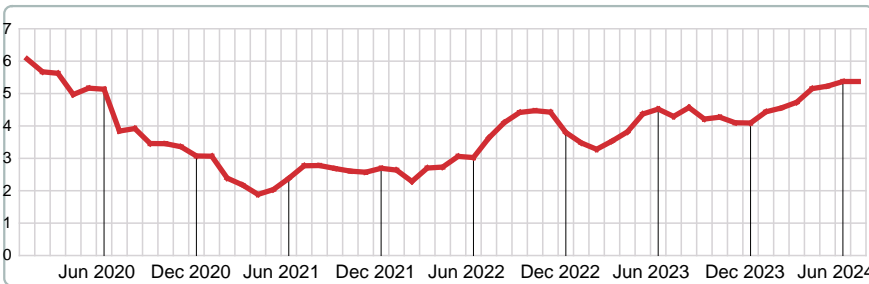
MSI FOR JULY



INDICATORS FOR JULY 2024



5 YEAR MARKET ACTIVITY TRENDS

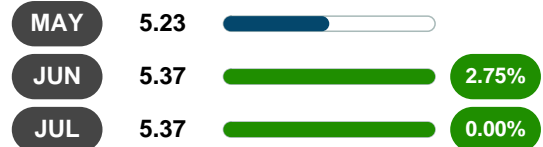


3 MONTHS

5 year JUL AVG = 3.98

High Jan 2020 6.07 Low Apr 2021 1.89

Months Supply this month at **5.37**
above the 5 yr JUL average of **3.98**



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	7.07%	1.63	0.94	2.00	4.00	0.00
\$125,001 - \$200,000	23	12.50%	2.51	1.20	3.12	1.50	0.00
\$200,001 - \$250,000	29	15.76%	5.44	0.00	5.33	8.57	0.00
\$250,001 - \$350,000	48	26.09%	8.60	6.00	10.24	5.54	48.00
\$350,001 - \$475,000	29	15.76%	8.70	16.00	6.29	8.80	36.00
\$475,001 - \$775,000	22	11.96%	10.56	12.00	8.57	9.60	0.00
\$775,001 and up	20	10.87%	26.67	0.00	19.20	36.00	36.00
Market Supply of Inventory (MSI)			5.37	2.00	5.33	6.84	40.80
Total Active Inventory by Units		100%	5.37	14	108	45	17

July 2024



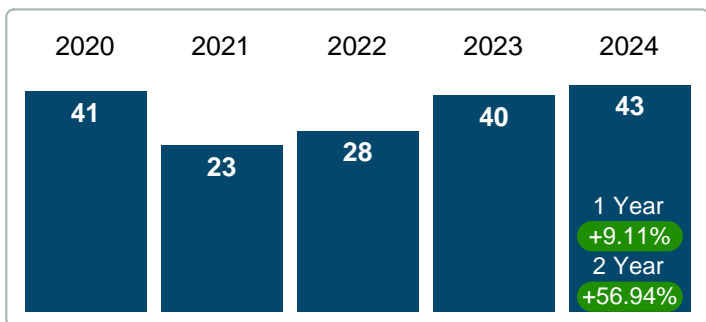
Area Delimited by County Of Mayes - Residential Property Type



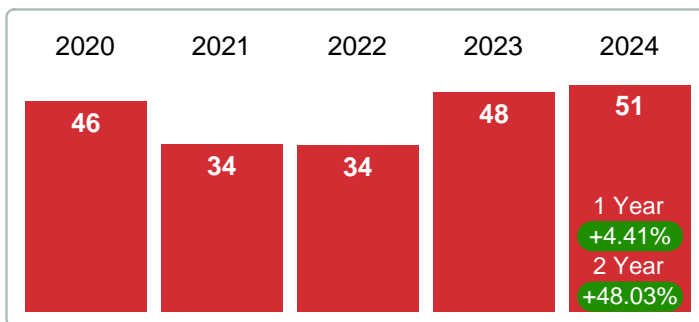
AVERAGE DAYS ON MARKET TO SALE

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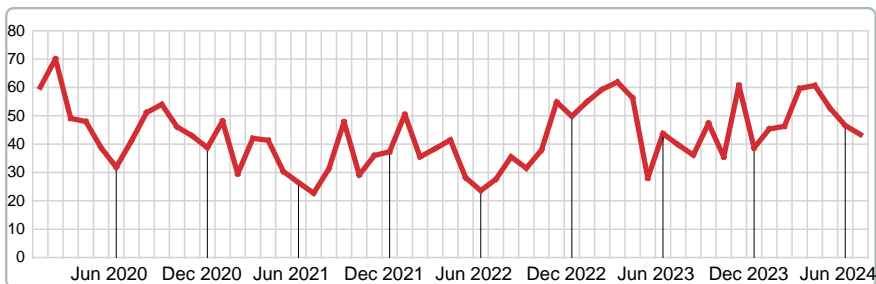
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 35

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 43 above the 5 yr JUL average of 35



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
\$100,000 and less	8.89%	46	84	8	0	0
\$100,001 - \$125,000	8.89%	43	1	56	0	0
\$125,001 - \$150,000	11.11%	48	63	39	0	0
\$150,001 - \$225,000	33.33%	42	41	42	45	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	24.44%	42	0	46	3	0
\$300,001 and up	13.33%	45	77	38	0	0
Average Closed DOM		43	57	41	24	0
Total Closed Units	100%	43	8	35	2	0
Total Closed Volume		9,935,699	1.19M	8.32M	421.00K	0.00B

July 2024



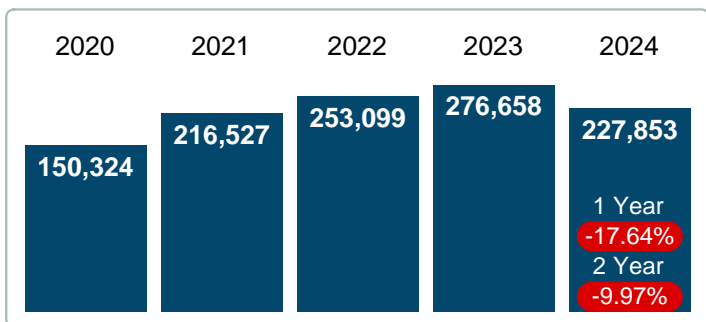
Area Delimited by County Of Mayes - Residential Property Type



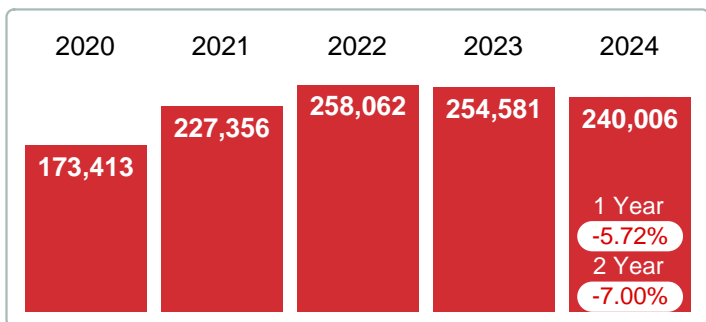
AVERAGE LIST PRICE AT CLOSING

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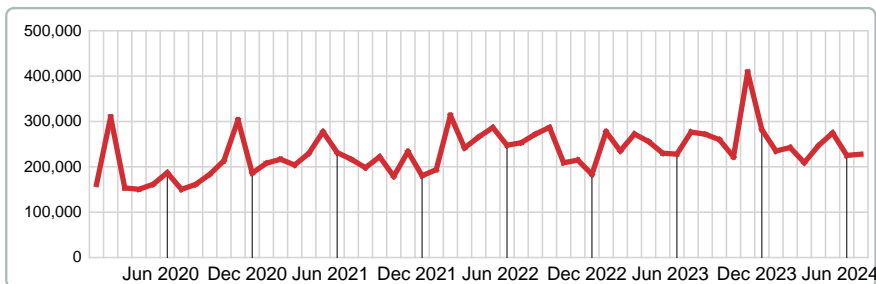
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 224,892

High Nov 2023 408,881 Low Jul 2020 150,324

Average List Price at Closing this month at **227,853**
above the 5 yr JUL average of **224,892**

- MAY 274,788
- JUN 225,222 (-18.04%)
- JUL 227,853 (1.17%)

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
\$100,000 and less	11.11%	67,780	59,950	72,000	0	0
\$100,001 - \$125,000	8.89%	117,500	110,000	124,500	0	0
\$125,001 - \$150,000	6.67%	144,833	136,250	141,133	0	0
\$150,001 - \$225,000	33.33%	189,740	203,200	192,733	155,000	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	26.67%	250,924	0	250,809	275,000	0
\$300,001 and up	13.33%	525,467	329,900	564,580	0	0
Average List Price		227,853	154,838	245,277	215,000	0
Total Closed Units	100%	227,853	8	35	2	0
Total Closed Volume		10,253,387	1.24M	8.58M	430.00K	0.00B

July 2024



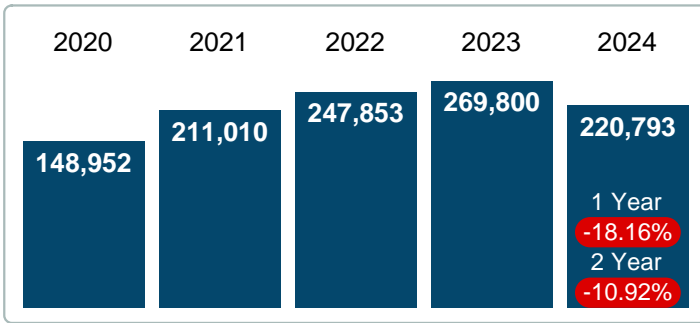
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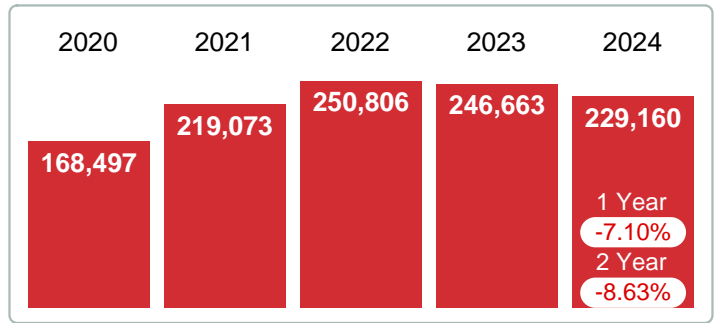
AVERAGE SOLD PRICE AT CLOSING

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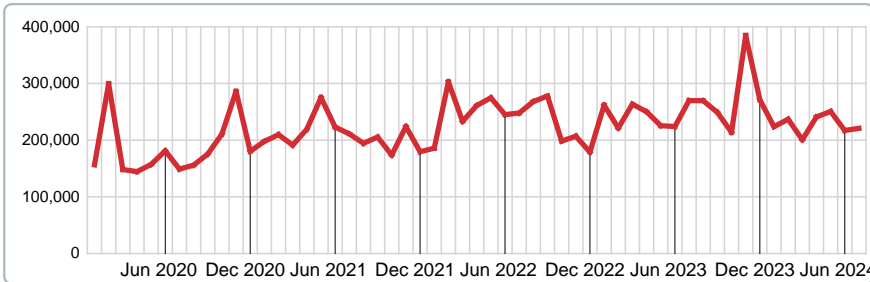
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 219,682

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

Average Sold Price at Closing this month at **220,793** above the 5 yr JUL average of **219,682**



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
\$100,000 and less	8.89%	67,625	62,000	73,250	0	0
\$100,001 - \$125,000	8.89%	117,225	110,000	119,633	0	0
\$125,001 - \$150,000	11.11%	138,100	133,750	141,000	0	0
\$150,001 - \$225,000	33.33%	185,133	193,500	186,167	156,000	0
\$225,001 - \$225,000	0.00%	0	0	0	0	0
\$225,001 - \$300,000	24.44%	246,027	0	244,130	265,000	0
\$300,001 and up	13.33%	503,750	302,000	544,100	0	0
Average Sold Price		220,793	148,813	237,834	210,500	0
Total Closed Units	100%	220,793	8	35	2	0
Total Closed Volume		9,935,699	1.19M	8.32M	421.00K	0.00B

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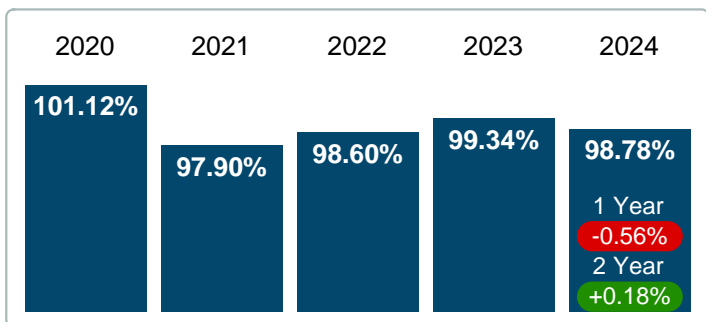
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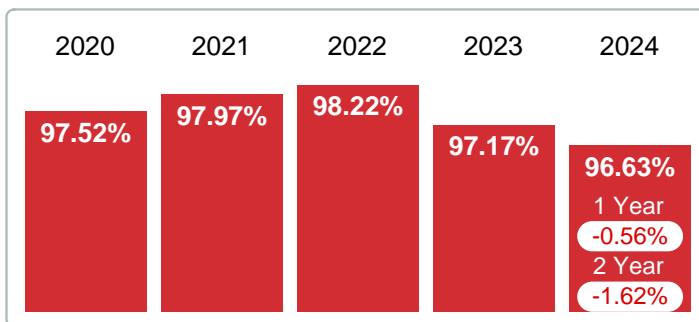
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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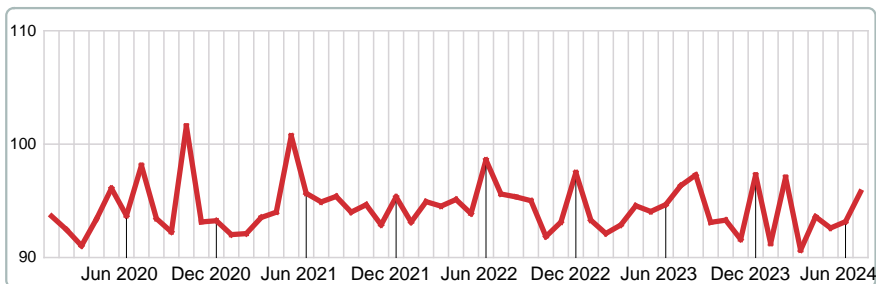
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

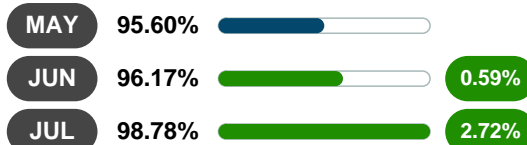


3 MONTHS

5 year JUL AVG = 99.15%

High Oct 2020 104.60% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **98.78%**
equal to 5 yr JUL average of **99.15%**



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
\$100,000 and less	4	8.89%	102.53%	102.28%	102.78%	0.00%	0.00%
\$100,001 - \$125,000	4	8.89%	97.49%	100.00%	96.66%	0.00%	0.00%
\$125,001 - \$150,000	5	11.11%	109.65%	98.71%	116.94%	0.00%	0.00%
\$150,001 - \$225,000	15	33.33%	96.58%	95.27%	96.46%	100.65%	0.00%
\$225,001 - \$225,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$300,000	11	24.44%	97.41%	0.00%	97.51%	96.36%	0.00%
\$300,001 and up	6	13.33%	96.11%	91.54%	97.03%	0.00%	0.00%
Average Sold/List Ratio		98.80%		98.01%	98.98%	98.50%	0.00%
Total Closed Units		45	100%	98.80%	8	35	2
Total Closed Volume		9,935,699			1.19M	8.32M	421.00K

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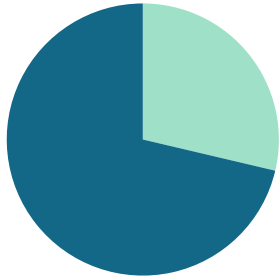
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 12, 2024 for MLS Technology Inc.

INVENTORY

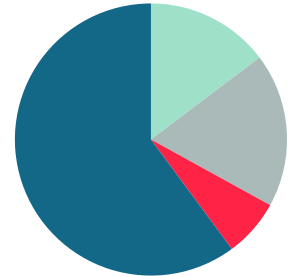


Inventory
 New Listings
74 = 28.68%
 Start Inventory
184
 Total Inventory Units
258
 Volume
\$109,147,458

Market Activity

Closed Sales
45 = 14.71%
 Pending Sales
56 = 18.30%
 Other Off Market
21 = 6.86%
 Active Inventory
184 = 60.13%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	45	45	0.00%	263	231	-12.17%
Pending Sales	37	56	51.35%	277	282	1.81%
New Listings	48	74	54.17%	416	443	6.49%
Average List Price	276,658	227,853	-17.64%	254,581	240,006	-5.72%
Average Sale Price	269,800	220,793	-18.16%	246,663	229,160	-7.10%
Average Percent of Selling Price to List Price	99.34%	98.78%	-0.56%	97.17%	96.63%	-0.56%
Average Days on Market to Sale	39.78	43.40	9.11%	48.42	50.55	4.41%
Monthly Inventory	161	184	14.29%	161	184	14.29%
Months Supply of Inventory	4.29	5.37	25.13%	4.29	5.37	25.13%

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

Inventory on July 31, 2024 = **184**

2023 **2024**

JULY MARKET

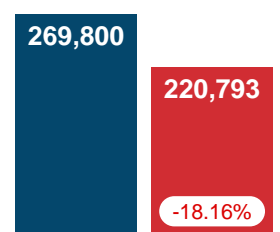
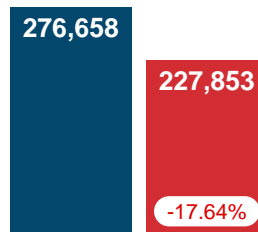
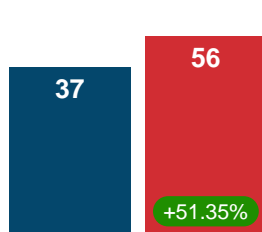
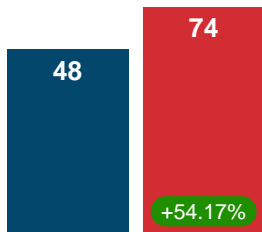
AVERAGE PRICES

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

