

# July 2024



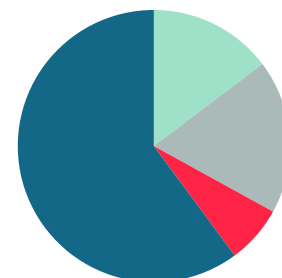
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	229,900	199,900	-13.05%
Median Sale Price	220,000	195,000	-11.36%
Median Percent of Selling Price to List Price	98.18%	99.59%	1.44%
Median Days on Market to Sale	13.00	24.00	84.62%
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.

#### 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 **11.36%** in July 2024 to \$195,000 versus the previous year at \$220,000.

#### Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 11.00 days or **84.62%** in July 2024 compared to last year's same month at **13.00** DOM.

#### Sales Success for July 2024 is Positive

Overall, with Median 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

<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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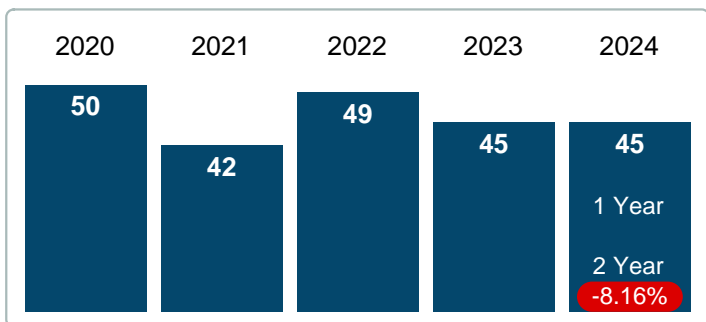
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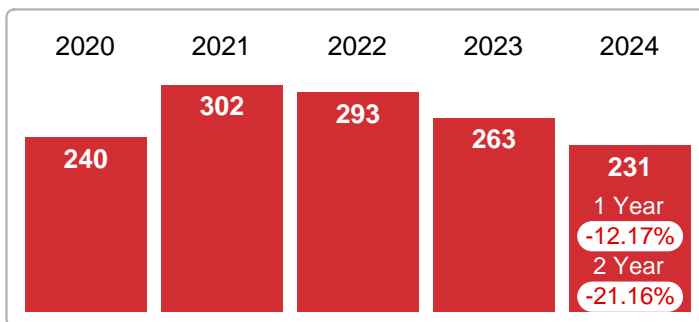
## CLOSED LISTINGS

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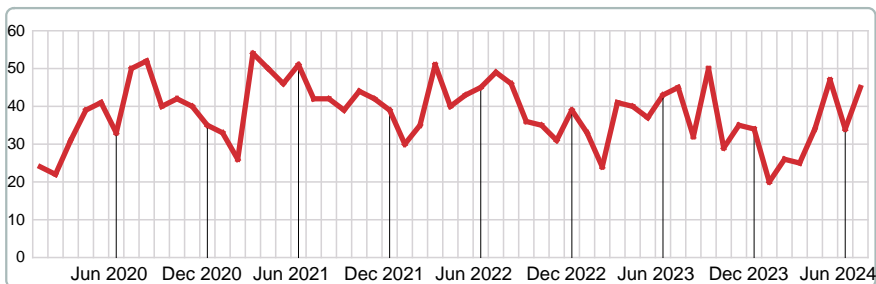
### JULY



### YEAR TO DATE (YTD)

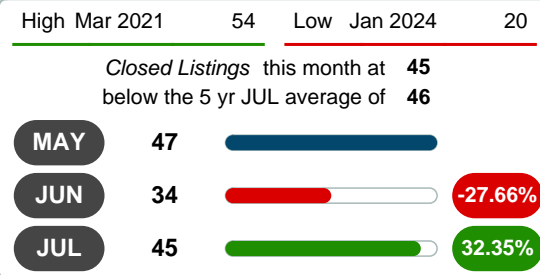


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.89%	8.0	2	2	0	0
\$100,001 - \$125,000	4	8.89%	14.0	1	3	0	0
\$125,001 - \$150,000	5	11.11%	47.0	2	3	0	0
\$150,001 - \$225,000	15	33.33%	24.0	2	12	1	0
\$225,001 - \$225,000	0	0.00%	24.0	0	0	0	0
\$225,001 - \$300,000	11	24.44%	32.0	0	10	1	0
\$300,001 and up	6	13.33%	40.0	1	5	0	0
<b>Total Closed Units</b>	<b>45</b>			<b>8</b>	<b>35</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,935,699</b>	<b>100%</b>	<b>24.0</b>	<b>1.19M</b>	<b>8.32M</b>	<b>421.00K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$195,000</b>			<b>\$133,750</b>	<b>\$215,000</b>	<b>\$210,500</b>	<b>\$0</b>

# July 2024



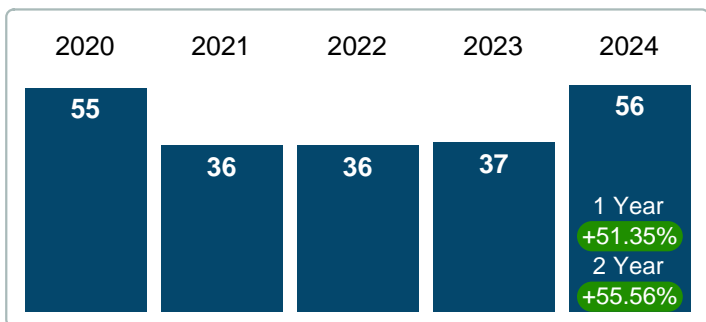
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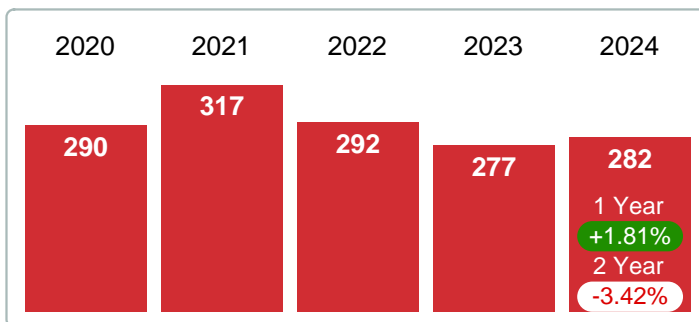
## PENDING LISTINGS

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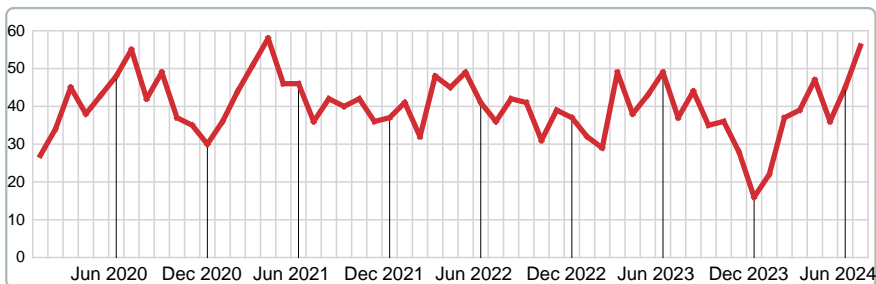
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	5.36%	29.0	2	1	0	0
\$75,001 - \$150,000	9	16.07%	79.0	4	5	0	0
\$150,001 - \$175,000	5	8.93%	90.0	1	4	0	0
\$175,001 - \$250,000	16	28.57%	22.0	3	11	2	0
\$250,001 - \$325,000	9	16.07%	79.0	0	6	3	0
\$325,001 - \$400,000	7	12.50%	38.0	1	3	2	1
\$400,001 and up	7	12.50%	11.0	0	3	4	0
<b>Total Pending Units</b>	<b>56</b>			<b>11</b>	<b>33</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>15,581,846</b>	<b>100%</b>	<b>28.0</b>	<b>1.78M</b>	<b>8.10M</b>	<b>5.35M</b>	<b>350.00K</b>
<b>Median Listing Price</b>	<b>\$213,500</b>			<b>\$150,000</b>	<b>\$204,000</b>	<b>\$366,958</b>	<b>\$350,000</b>

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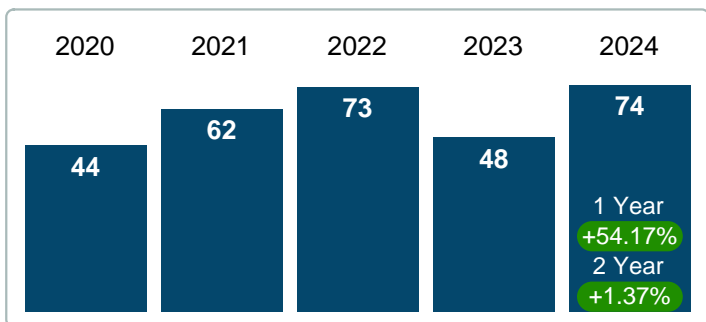
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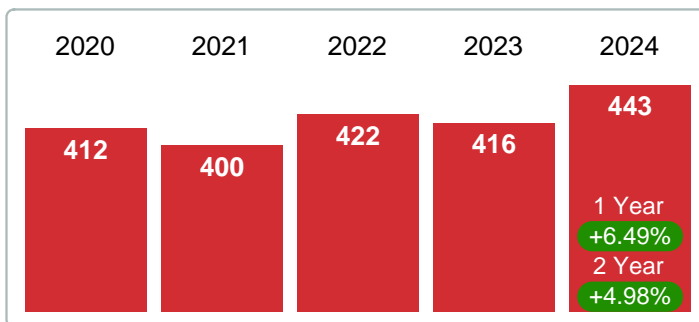
## NEW LISTINGS

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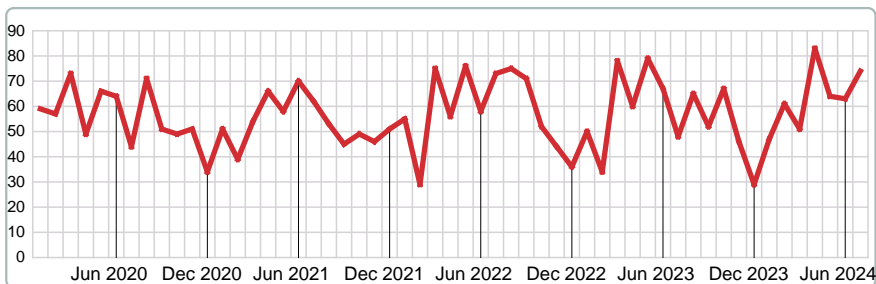
### JULY



### 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**



### 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
<b>Total New Listed Units</b>	<b>74</b>		<b>4</b>	<b>51</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>30,550,250</b>	<b>100%</b>	<b>592.00K</b>	<b>21.32M</b>	<b>6.98M</b>	<b>1.66M</b>
<b>Median New Listed Listing Price</b>	<b>\$250,000</b>		<b>\$93,500</b>	<b>\$249,000</b>	<b>\$312,500</b>	<b>\$775,000</b>

# July 2024



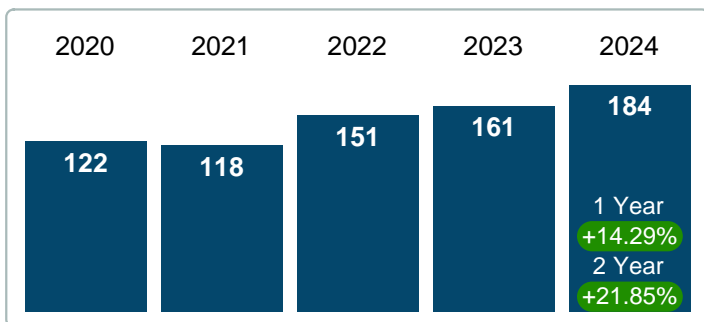
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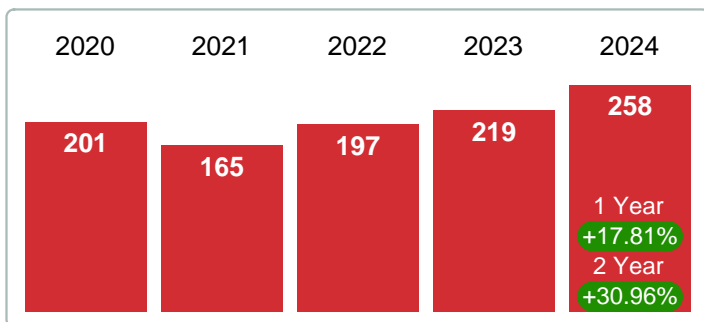
## ACTIVE INVENTORY

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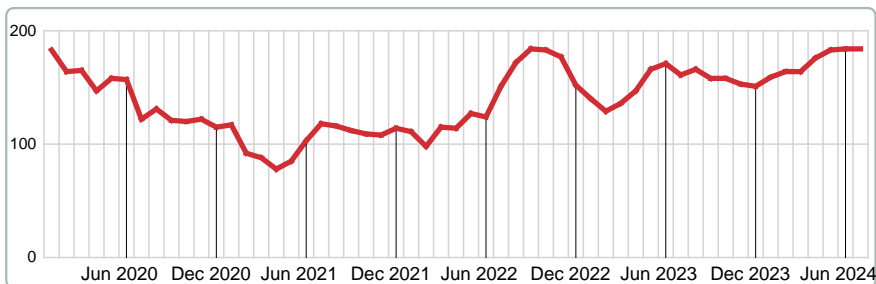
### END OF JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	7.07%	37.0	4	7	1	1
\$125,001 - \$200,000	23	12.50%	50.0	2	19	2	0
\$200,001 - \$250,000	29	15.76%	55.0	0	24	5	0
\$250,001 - \$350,000	48	26.09%	72.5	3	29	12	4
\$350,001 - \$475,000	29	15.76%	87.0	4	11	11	3
\$475,001 - \$775,000	22	11.96%	83.5	1	10	8	3
\$775,001 and up	20	10.87%	72.5	0	8	6	6
<b>Total Active Inventory by Units</b>	<b>184</b>			<b>14</b>	<b>108</b>	<b>45</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>87,570,912</b>	<b>100%</b>	<b>70.5</b>	<b>3.70M</b>	<b>42.10M</b>	<b>25.63M</b>	<b>16.14M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$304,950</b>			<b>\$289,950</b>	<b>\$266,250</b>	<b>\$368,000</b>	<b>\$504,500</b>

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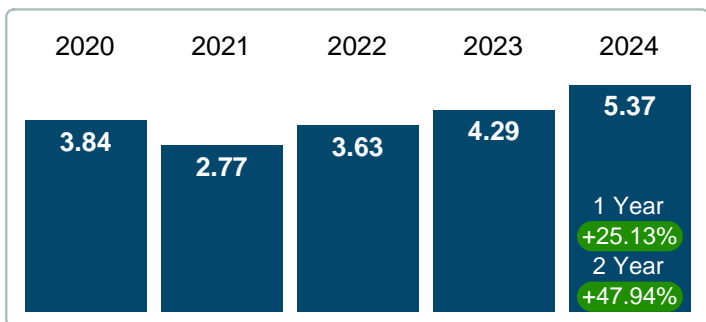
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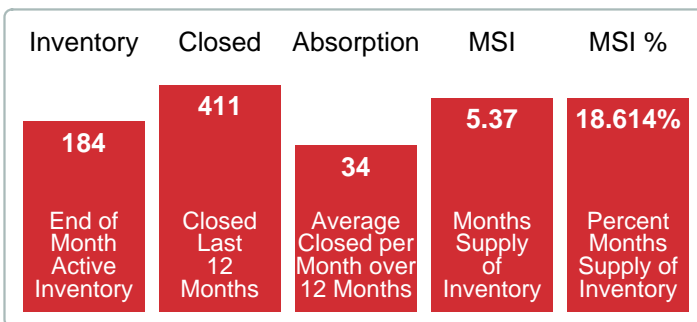
## MONTHS SUPPLY of INVENTORY (MSI)

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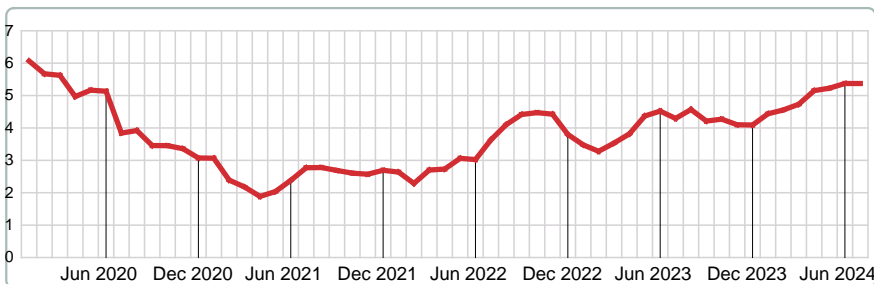
### MSI FOR JULY



### INDICATORS FOR JULY 2024



### 5 YEAR MARKET ACTIVITY TRENDS

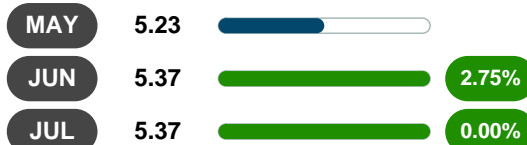


### 3 MONTHS

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



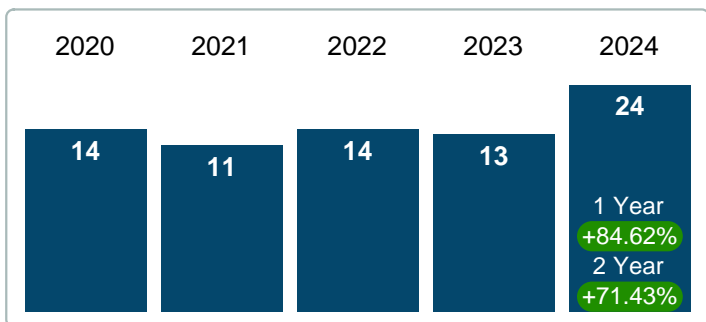
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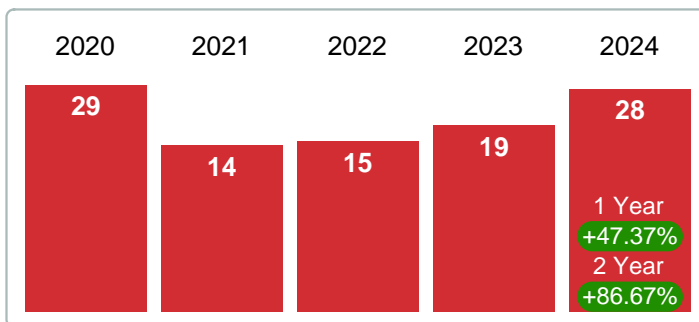
## MEDIAN DAYS ON MARKET TO SALE

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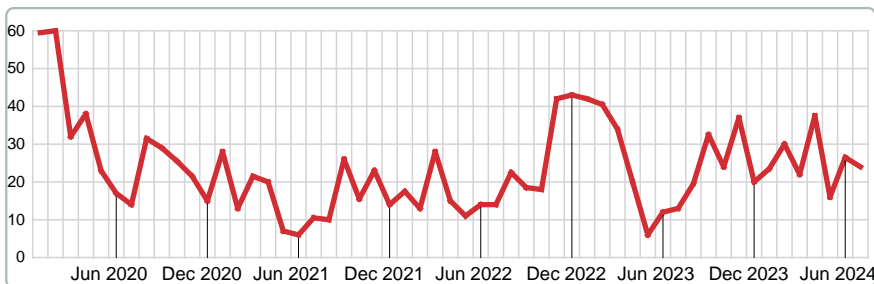
### JULY



### YEAR TO DATE (YTD)

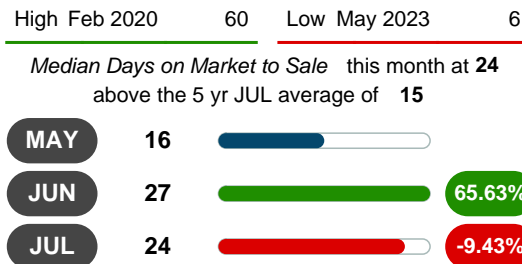


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 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
\$100,000 and less	8.89%	8	84	8	0	0
\$100,001 - \$125,000	8.89%	14	1	22	0	0
\$125,001 - \$150,000	11.11%	47	63	34	0	0
\$150,001 - \$225,000	33.33%	24	41	21	45	0
\$225,001 - \$225,000	0.00%	24	0	0	0	0
\$225,001 - \$300,000	24.44%	32	0	36	3	0
\$300,001 and up	13.33%	40	77	8	0	0
Median Closed DOM		24	53	22	24	0
Total Closed Units	100%	45	8	35	2	
Total Closed Volume		9,935,699	1.19M	8.32M	421.00K	0.00B

# July 2024



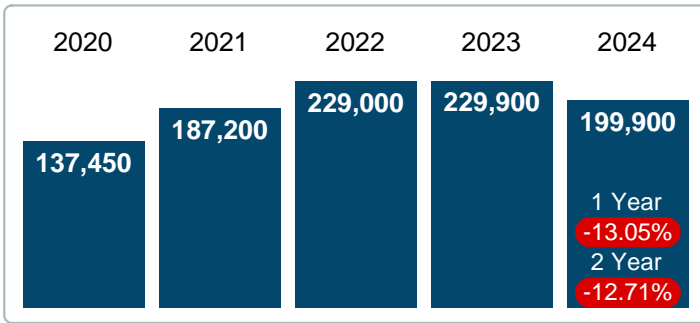
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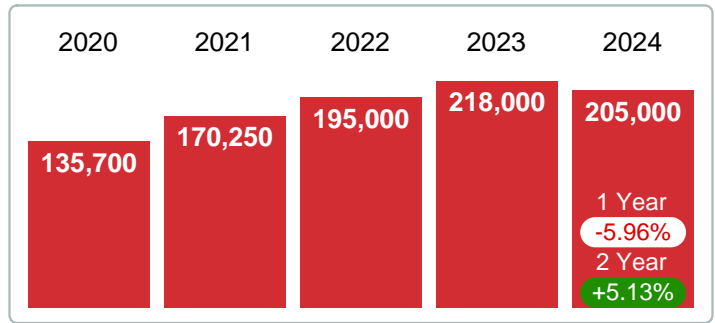
## MEDIAN LIST PRICE AT CLOSING

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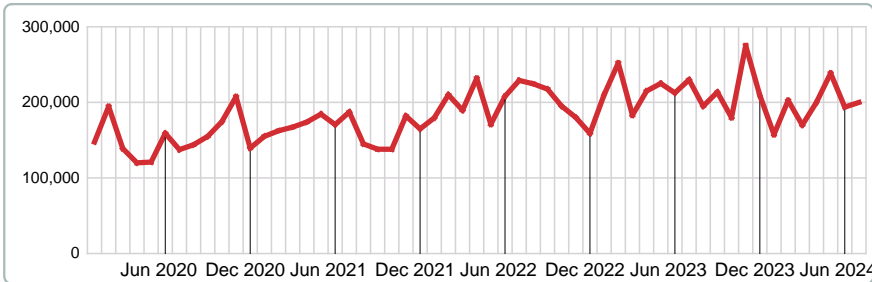
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 196,690

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

Median List Price at Closing this month at **199,900**  
 above the 5 yr JUL average of **196,690**



### 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
\$100,000 and less	5	11.11%	75,000	59,950	75,000	0	0
\$100,001 - \$125,000	4	8.89%	118,750	116,250	118,750	0	0
\$125,001 - \$150,000	3	6.67%	148,500	150,000	142,250	0	0
\$150,001 - \$225,000	15	33.33%	189,900	203,200	189,450	155,000	0
\$225,001 - \$225,000	0	0.00%	189,900	0	0	0	0
\$225,001 - \$300,000	12	26.67%	248,400	0	246,900	275,000	0
\$300,001 and up	6	13.33%	419,950	329,900	450,000	0	0
Median List Price			199,900	136,250	215,000	215,000	0
Total Closed Units		100%	199,900	8	35	2	
Total Closed Volume			10,253,387	1.24M	8.58M	430.00K	0.00B



# July 2024



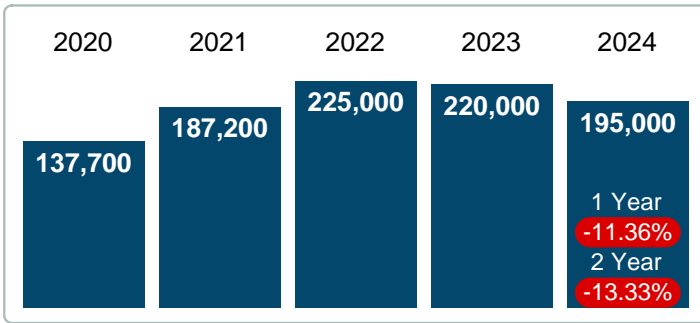
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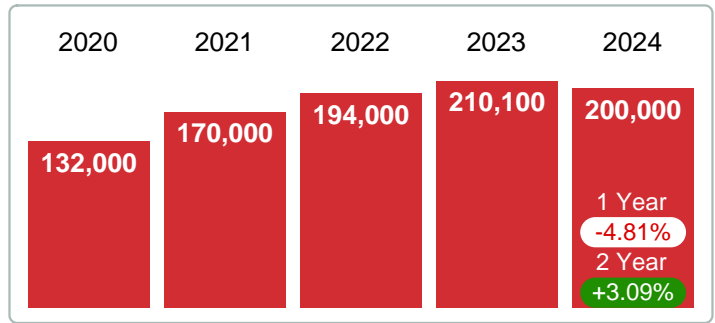
## MEDIAN SOLD PRICE AT CLOSING

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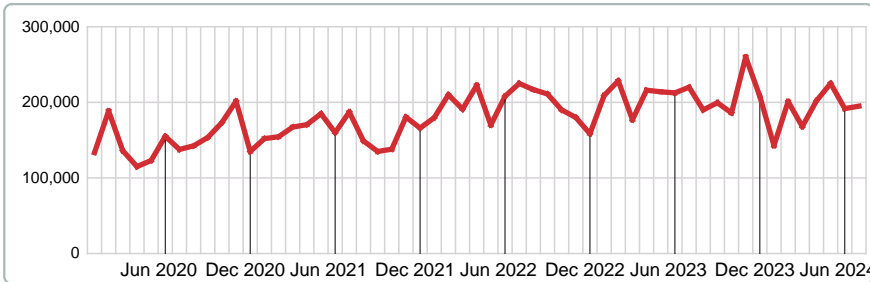
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 192,980

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

Median Sold Price at Closing this month at 195,000 above the 5 yr JUL average of 192,980



### 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
\$100,000 and less	8.89%	70,750	62,000	73,250	0	0
\$100,001 - \$125,000	8.89%	117,450	110,000	119,900	0	0
\$125,001 - \$150,000	11.11%	140,000	133,750	140,000	0	0
\$150,001 - \$225,000	33.33%	190,000	193,500	186,000	156,000	0
\$225,001 - \$225,000	0.00%	190,000	0	0	0	0
\$225,001 - \$300,000	24.44%	243,000	0	241,250	265,000	0
\$300,001 and up	13.33%	412,500	302,000	435,000	0	0
<b>Median Sold Price</b>		<b>195,000</b>	<b>133,750</b>	<b>215,000</b>	<b>210,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>45</b>	<b>8</b>	<b>35</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,935,699</b>	<b>1.19M</b>	<b>8.32M</b>	<b>421.00K</b>	<b>0.00B</b>

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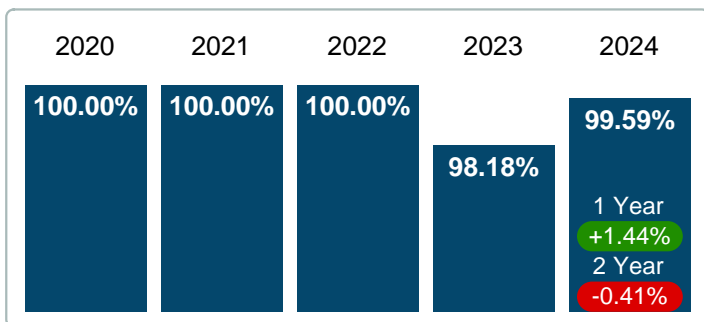
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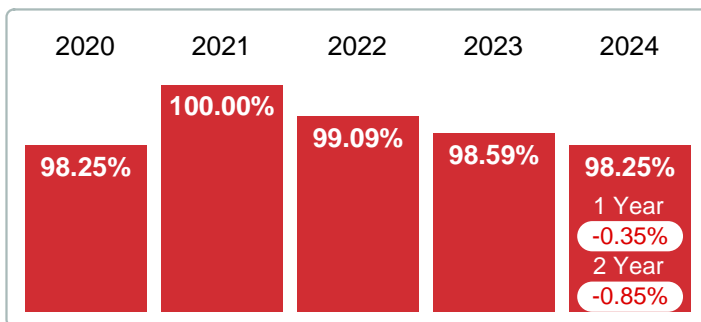
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

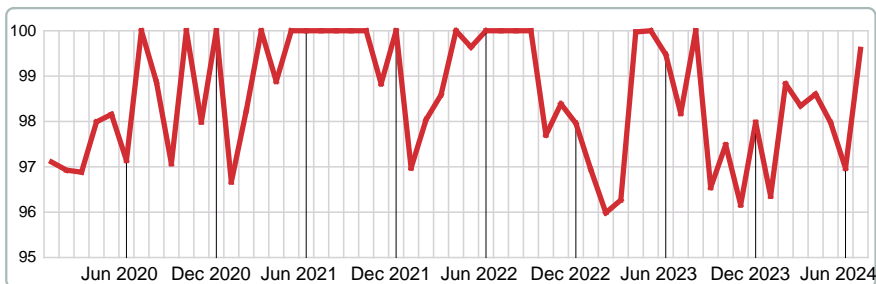
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

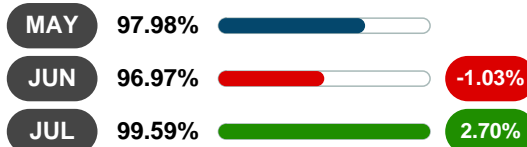


### 3 MONTHS

5 year JUL AVG = 99.55%

High Aug 2023 100.00% Low Feb 2023 95.99%

Median Sold/List Ratio this month at **99.59%**  
equal to 5 yr JUL average of **99.55%**



### 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
\$100,000 and less	4	8.89%	102.28%	102.28%	102.78%	0.00%	0.00%
\$100,001 - \$125,000	4	8.89%	100.17%	100.00%	100.33%	0.00%	0.00%
\$125,001 - \$150,000	5	11.11%	94.28%	98.71%	94.28%	0.00%	0.00%
\$150,001 - \$225,000	15	33.33%	96.69%	95.27%	97.60%	100.65%	0.00%
\$225,001 - \$225,000	0	0.00%	96.69%	0.00%	0.00%	0.00%	0.00%
\$225,001 - \$300,000	11	24.44%	98.52%	0.00%	99.26%	96.36%	0.00%
\$300,001 and up	6	13.33%	97.05%	91.54%	97.44%	0.00%	0.00%
Median Sold/List Ratio		99.59%		98.35%	99.59%	98.50%	0.00%
Total Closed Units		45	100%	99.59%	8	35	2
Total Closed Volume		9,935,699			1.19M	8.32M	421.00K

# July 2024



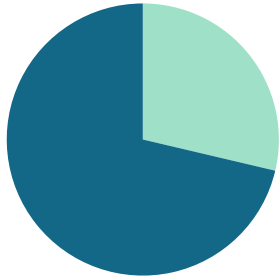
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

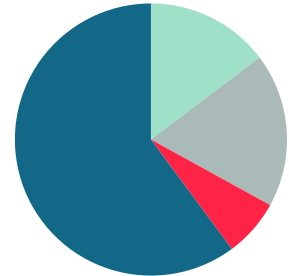


**Inventory**  
 New Listings  
**74 = 28.68%**  
 Start Inventory  
**184**  
 Total Inventory Units  
**258**  
 Volume  
**\$109,147,458**

### 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%
Median List Price	229,900	199,900	-13.05%	218,000	205,000	-5.96%
Median Sale Price	220,000	195,000	-11.36%	210,100	200,000	-4.81%
Median Percent of Selling Price to List Price	98.18%	99.59%	1.44%	98.59%	98.25%	-0.35%
Median Days on Market to Sale	13.00	24.00	84.62%	19.00	28.00	47.37%
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

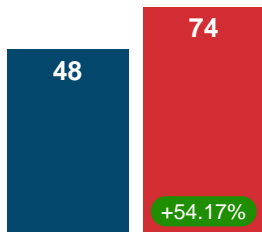
**Inventory** on July 31, 2024 = **184**

**2023** **2024**

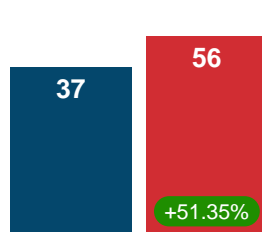
### JULY MARKET

### MEDIAN PRICES

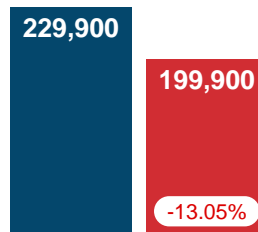
#### New Listings



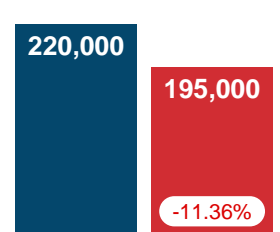
#### Pending Listings



#### List Price



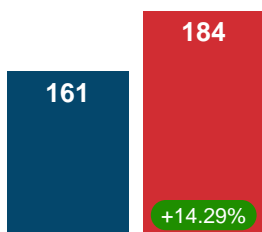
#### Sale Price



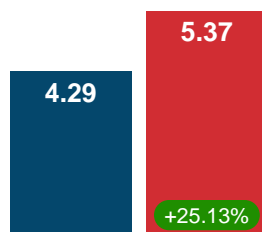
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

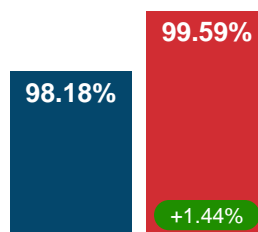
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

