

# August 2024



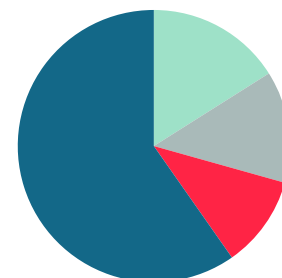
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2023	August 2024	+/-%
Closed Listings	32	47	46.88%
Pending Listings	44	39	-11.36%
New Listings	65	64	-1.54%
Average List Price	271,965	239,972	-11.76%
Average Sale Price	269,516	234,434	-13.02%
Average Percent of Selling Price to List Price	100.28%	99.22%	-1.06%
Average Days on Market to Sale	36.16	47.62	31.70%
End of Month Inventory	166	175	5.42%
Months Supply of Inventory	4.57	4.93	7.90%



■ Closed (16.04%)  
■ Pending (13.31%)  
■ Other OffMarket (10.92%)  
■ Active (59.73%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of August 31, 2024 = **175**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2024 rose **5.42%** to 175 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.93** 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 **13.02%** in August 2024 to \$234,434 versus the previous year at \$269,516.

#### Average Days on Market Lengthens

The average number of **47.62** days that homes spent on the market before selling increased by 11.46 days or **31.70%** in August 2024 compared to last year's same month at **36.16** DOM.

#### Sales Success for August 2024 is Positive

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

There were 64 New Listings in August 2024, down **1.54%** from last year at 65. Furthermore, there were 47 Closed Listings this month versus last year at 32, a **46.88%** increase.

Closed versus Listed trends yielded a **73.4%** ratio, up from previous year's, August 2023, at **49.2%**, a **49.17%** 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>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

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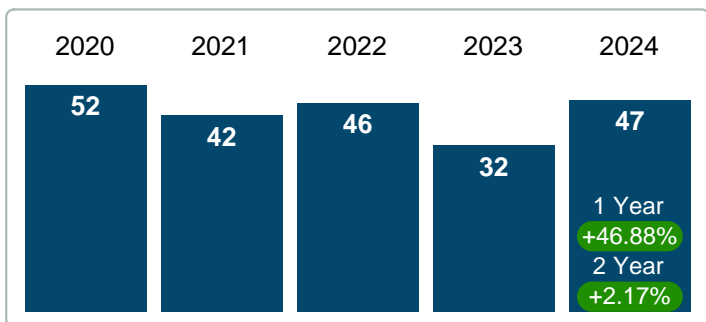
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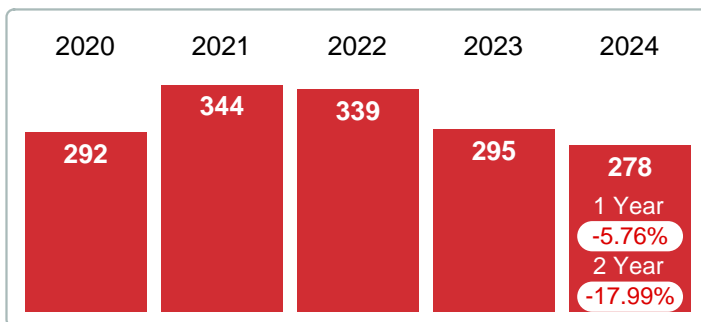
## CLOSED LISTINGS

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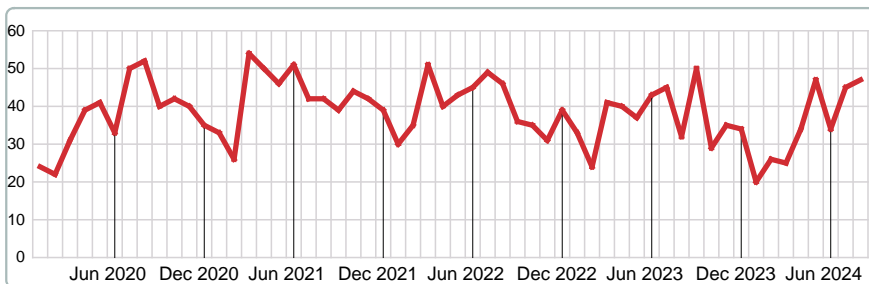
### AUGUST



### YEAR TO DATE (YTD)

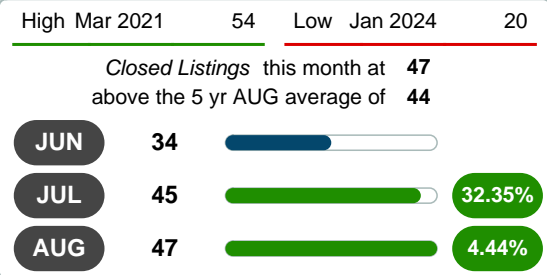


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.26%	50.0	1	1	0	0
\$75,001 - \$125,000	7	14.89%	45.6	4	3	0	0
\$125,001 - \$150,000	3	6.38%	50.3	0	3	0	0
\$150,001 - \$225,000	17	36.17%	48.6	3	14	0	0
\$225,001 - \$300,000	7	14.89%	80.7	0	4	3	0
\$300,001 - \$350,000	7	14.89%	21.3	0	4	2	1
\$350,001 and up	4	8.51%	32.0	0	0	4	0
<b>Total Closed Units</b>	<b>47</b>			<b>8</b>	<b>29</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,018,421</b>	<b>100%</b>	<b>47.6</b>	<b>995.80K</b>	<b>5.71M</b>	<b>3.96M</b>	<b>350.00K</b>
<b>Average Closed Price</b>	<b>\$234,434</b>			<b>\$124,475</b>	<b>\$196,846</b>	<b>\$440,455</b>	<b>\$350,000</b>

# August 2024



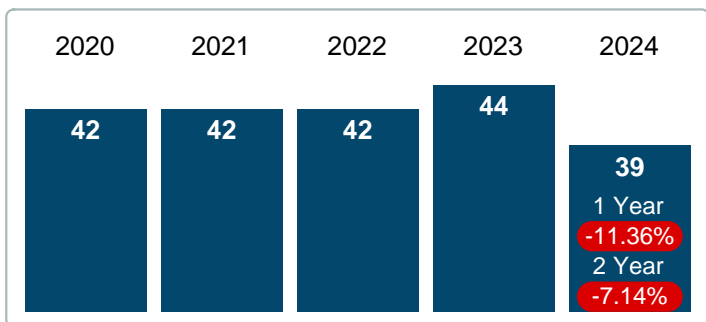
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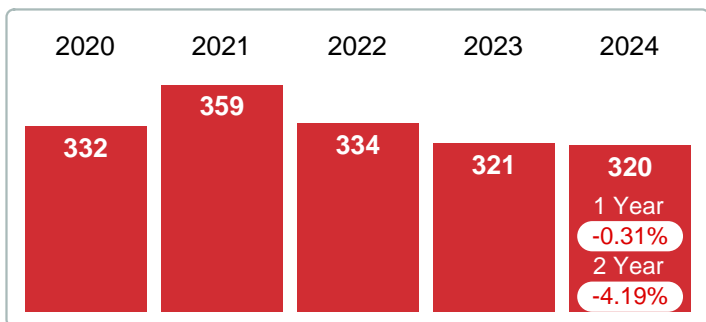
## PENDING LISTINGS

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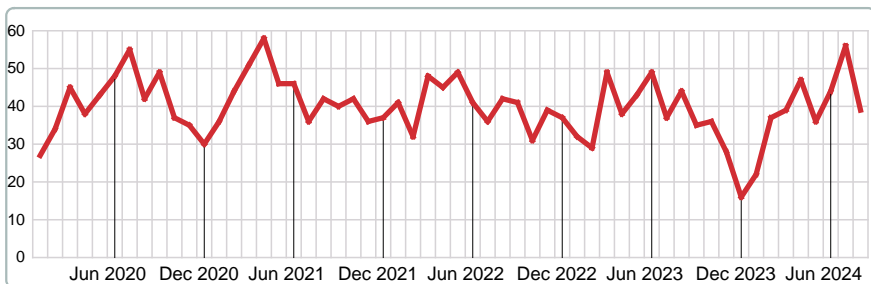
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 42

High Apr 2021 58 Low Dec 2023 16

Pending Listings this month at **39**  
below the 5 yr AUG average of **42**

- JUN** 44
- JUL** 56  **27.27%**
- AUG** 39  **-30.36%**

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.69%	50.7	2	0	1	0
\$50,001 - \$100,000	4	10.26%	38.0	0	3	0	1
\$100,001 - \$150,000	6	15.38%	17.0	2	4	0	0
\$150,001 - \$225,000	11	28.21%	59.1	0	10	1	0
\$225,001 - \$300,000	5	12.82%	86.2	0	4	1	0
\$300,001 - \$575,000	6	15.38%	42.2	1	2	3	0
\$575,001 and up	4	10.26%	140.3	1	1	1	1
<b>Total Pending Units</b>	<b>39</b>			<b>6</b>	<b>24</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,132,579</b>	<b>100%</b>	<b>35.0</b>	<b>1.31M</b>	<b>5.81M</b>	<b>2.63M</b>	<b>2.39M</b>
<b>Average Listing Price</b>	<b>\$240,313</b>			<b>\$217,833</b>	<b>\$241,941</b>	<b>\$375,571</b>	<b>\$1,195,000</b>

# August 2024



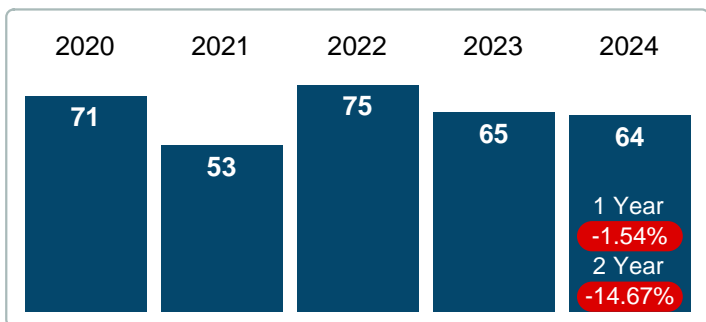
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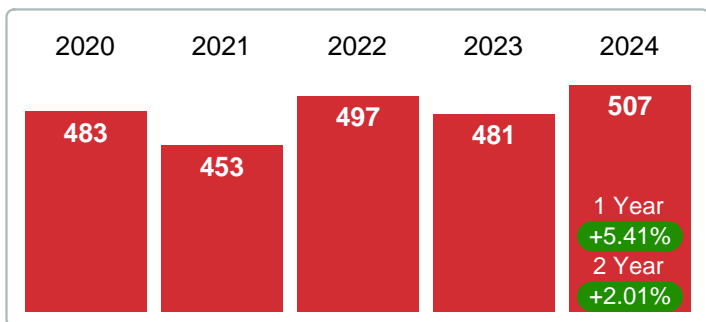
## NEW LISTINGS

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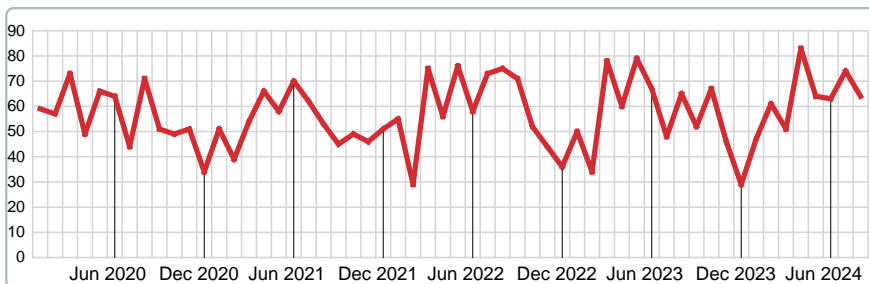
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 66

High Apr 2024 83 Low Dec 2023 29

New Listings this month at 64  
below the 5 yr AUG average of 66



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$110,000 and less	7	10.94%	3	3	1	0
\$110,001 - \$160,000	6	9.38%	1	5	0	0
\$160,001 - \$210,000	11	17.19%	1	7	3	0
\$210,001 - \$280,000	15	23.44%	1	13	0	1
\$280,001 - \$400,000	12	18.75%	1	6	5	0
\$400,001 - \$590,000	6	9.38%	1	3	2	0
\$590,001 and up	7	10.94%	0	3	2	2
<b>Total New Listed Units</b>	<b>64</b>		<b>8</b>	<b>40</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>20,009,480</b>	<b>100%</b>	<b>1.72M</b>	<b>11.15M</b>	<b>4.76M</b>	<b>2.38M</b>
<b>Average New Listed Listing Price</b>	<b>\$124,627</b>		<b>\$215,188</b>	<b>\$278,677</b>	<b>\$365,915</b>	<b>\$794,667</b>

# August 2024



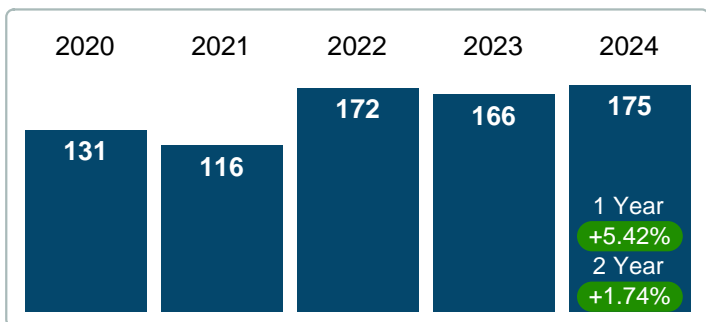
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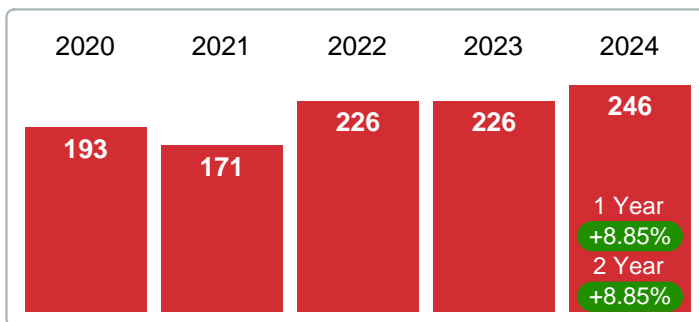
## ACTIVE INVENTORY

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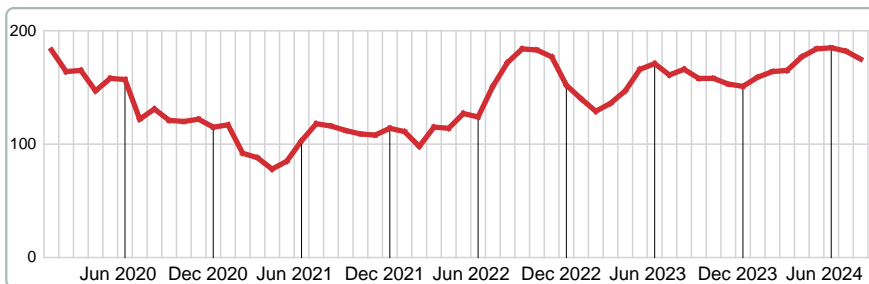
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 152

High Jun 2024 185 Low Apr 2021 78

Inventory this month at 175  
above the 5 yr AUG average of 152



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	9.14%	97.2	5	9	2	0
\$150,001 - \$200,000	20	11.43%	42.6	1	15	4	0
\$200,001 - \$250,000	24	13.71%	71.8	0	22	2	0
\$250,001 - \$350,000	48	27.43%	76.1	5	30	10	3
\$350,001 - \$450,000	26	14.86%	98.8	4	8	12	2
\$450,001 - \$775,000	23	13.14%	99.4	0	14	6	3
\$775,001 and up	18	10.29%	86.5	0	6	5	7
<b>Total Active Inventory by Units</b>	<b>175</b>			<b>15</b>	<b>104</b>	<b>41</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>81,429,314</b>	<b>100%</b>	<b>81.1</b>	<b>3.96M</b>	<b>40.73M</b>	<b>21.83M</b>	<b>14.91M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$465,310</b>			<b>\$264,247</b>	<b>\$391,606</b>	<b>\$532,372</b>	<b>\$994,093</b>

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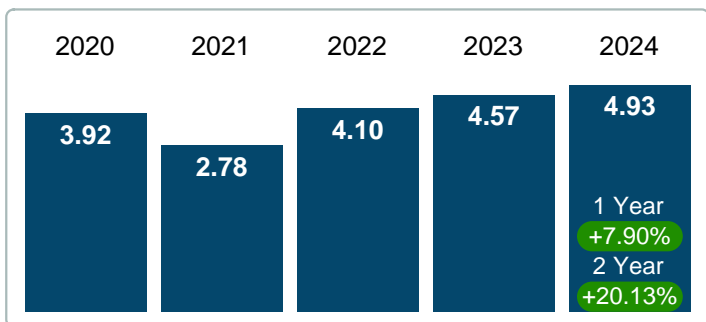
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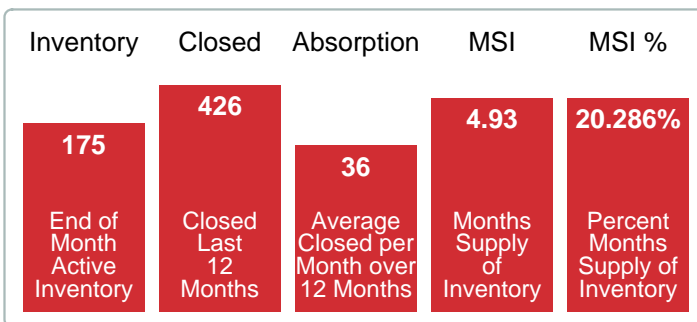
## MONTHS SUPPLY of INVENTORY (MSI)

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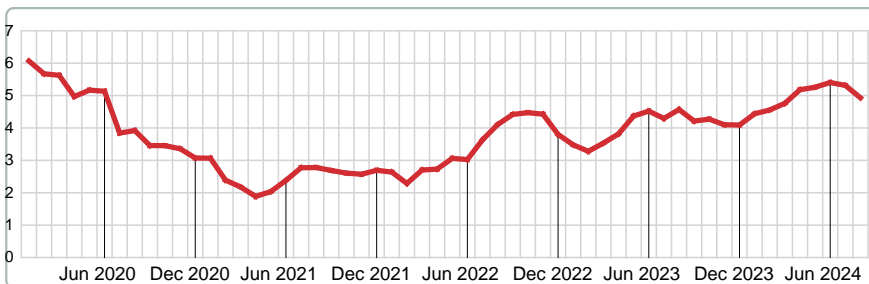
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2024



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.06

High Jan 2020 6.07 Low Apr 2021 1.89

Months Supply this month at **4.93**  
above the 5 yr AUG average of **4.06**



### 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
\$150,000 and less	16	9.14%	1.48	1.02	1.71	3.00	0.00
\$150,001 - \$200,000	20	11.43%	2.86	1.00	2.90	5.33	0.00
\$200,001 - \$250,000	24	13.71%	4.50	0.00	4.89	4.00	0.00
\$250,001 - \$350,000	48	27.43%	7.58	10.00	9.47	3.87	36.00
\$350,001 - \$450,000	26	14.86%	9.45	16.00	5.65	11.08	0.00
\$450,001 - \$775,000	23	13.14%	9.20	0.00	10.50	6.00	36.00
\$775,001 and up	18	10.29%	24.00	0.00	14.40	30.00	42.00
Market Supply of Inventory (MSI)			4.93	2.12	4.89	6.07	36.00
Total Active Inventory by Units		100%	4.93	15	104	41	15

# August 2024



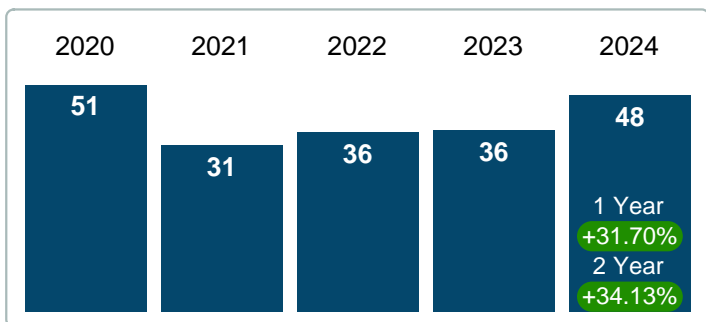
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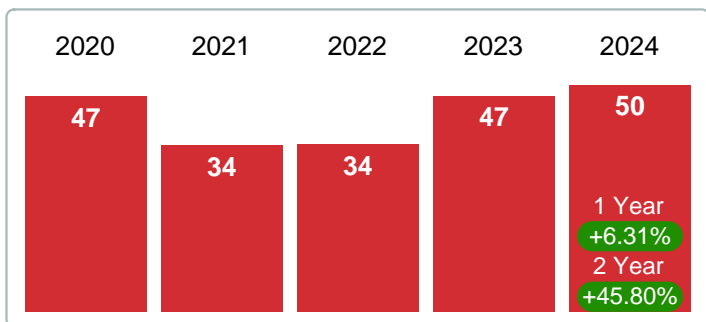
## AVERAGE DAYS ON MARKET TO SALE

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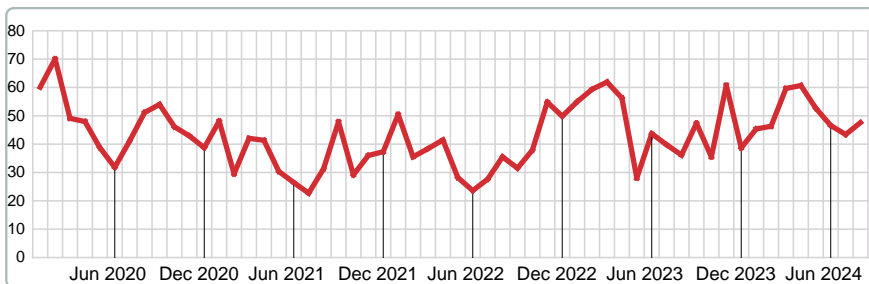
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 40

High Feb 2020 70 Low Jul 2021 23

Average Days on Market to Sale this month at 48 above the 5 yr AUG average of 40



### 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
\$75,000 and less	4.26%	50	98	2	0	0
\$75,001 - \$125,000	14.89%	46	59	28	0	0
\$125,001 - \$150,000	6.38%	50	0	50	0	0
\$150,001 - \$225,000	36.17%	49	63	46	0	0
\$225,001 - \$300,000	14.89%	81	0	86	74	0
\$300,001 - \$350,000	14.89%	21	0	12	47	7
\$350,001 and up	8.51%	32	0	0	32	0
<b>Average Closed DOM</b>		<b>48</b>	<b>65</b>	<b>44</b>	<b>49</b>	<b>7</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>8</b>	<b>29</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,018,421</b>	<b>995.80K</b>	<b>5.71M</b>	<b>3.96M</b>	<b>350.00K</b>

# August 2024



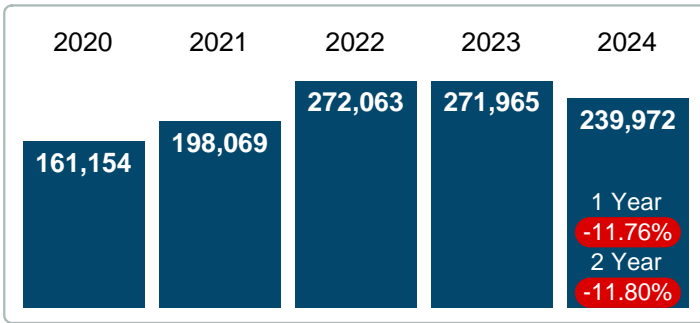
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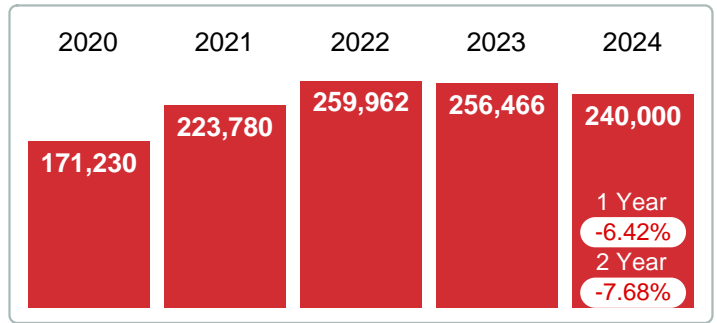
## AVERAGE LIST PRICE AT CLOSING

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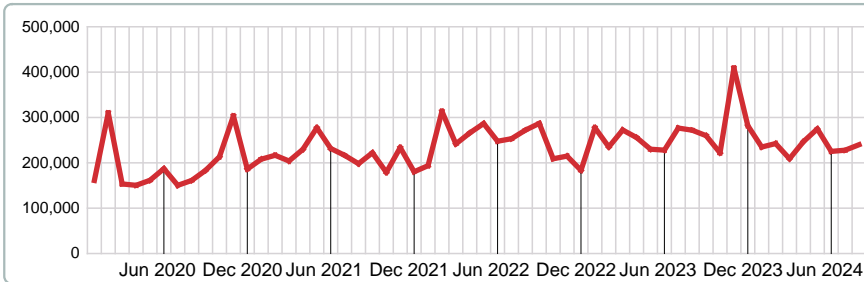
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

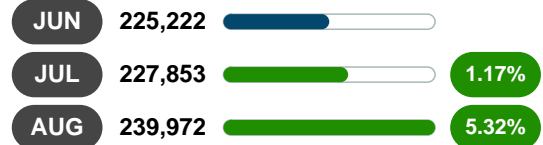


### 3 MONTHS

5 year AUG AVG = 228,645

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

Average List Price at Closing this month at **239,972** above the 5 yr AUG average of **228,645**



### 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
\$75,000 and less	4	8.51%	60,500	42,000	60,000	0	0
\$75,001 - \$125,000	5	10.64%	103,516	94,925	110,460	0	0
\$125,001 - \$150,000	3	6.38%	135,943	0	134,967	0	0
\$150,001 - \$225,000	16	34.04%	192,887	204,667	189,401	0	0
\$225,001 - \$300,000	8	17.02%	256,205	0	254,713	266,930	0
\$300,001 - \$350,000	6	12.77%	334,250	0	331,375	348,479	350,000
\$350,001 and up	5	10.64%	593,992	0	0	650,750	0
Average List Price			239,972	129,463	199,733	455,639	350,000
Total Closed Units		100%	239,972	8	29	9	1
Total Closed Volume			11,278,694	1.04M	5.79M	4.10M	350.00K



# August 2024



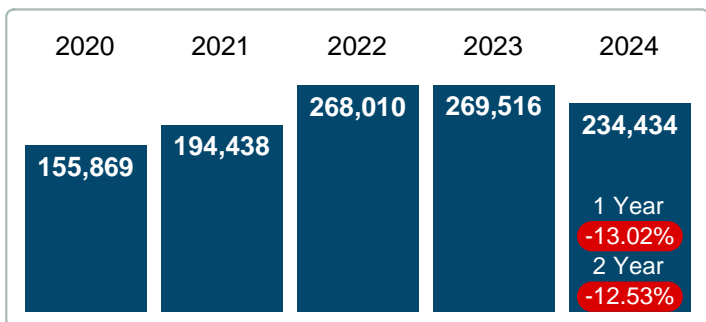
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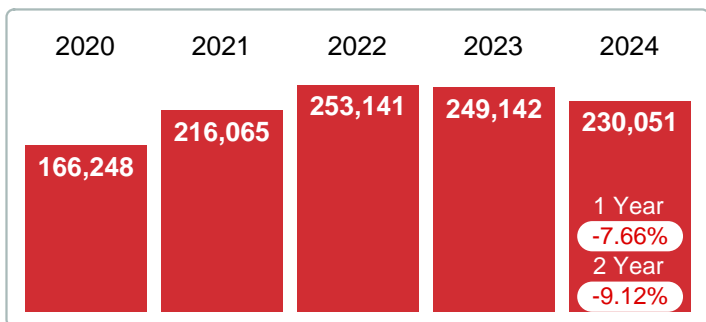
## AVERAGE SOLD PRICE AT CLOSING

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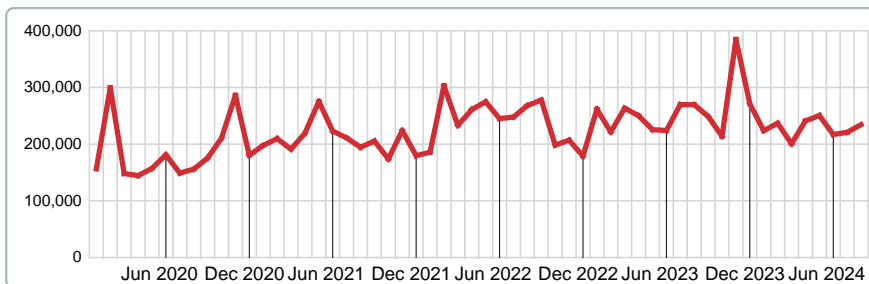
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

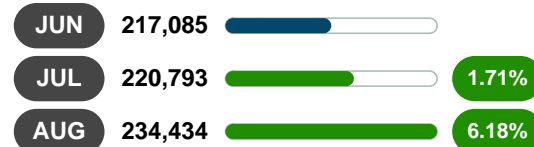


### 3 MONTHS

5 year AUG AVG = 224,454

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

Average Sold Price at Closing this month at **234,434** above the 5 yr AUG average of **224,454**



### 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
\$75,000 and less	2	4.26%	45,000	34,000	56,000	0	0
\$75,001 - \$125,000	7	14.89%	101,240	98,700	104,627	0	0
\$125,001 - \$150,000	3	6.38%	135,500	0	135,500	0	0
\$150,001 - \$225,000	17	36.17%	187,200	189,000	186,814	0	0
\$225,001 - \$300,000	7	14.89%	256,764	0	251,813	263,367	0
\$300,001 - \$350,000	7	14.89%	327,927	0	327,375	317,995	350,000
\$350,001 and up	4	8.51%	634,500	0	0	634,500	0
<b>Average Sold Price</b>			<b>234,434</b>	<b>124,475</b>	<b>196,846</b>	<b>440,455</b>	<b>350,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>234,434</b>	<b>8</b>	<b>29</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>11,018,421</b>	<b>995.80K</b>	<b>5.71M</b>	<b>3.96M</b>	<b>350.00K</b>

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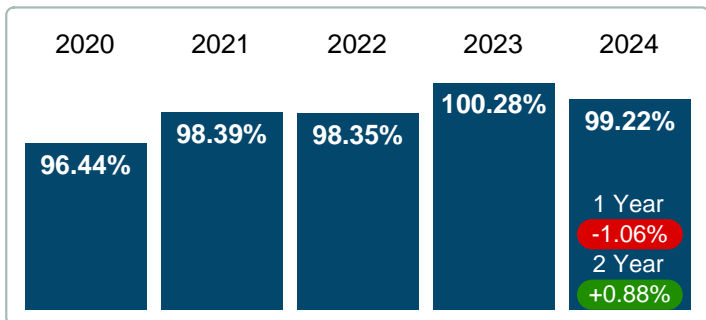
Area Delimited by County Of Mayes - Residential Property Type



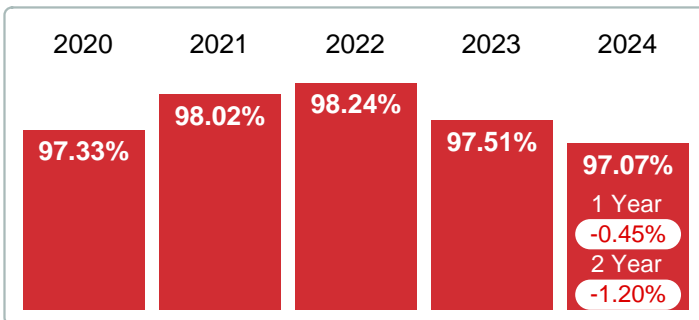
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

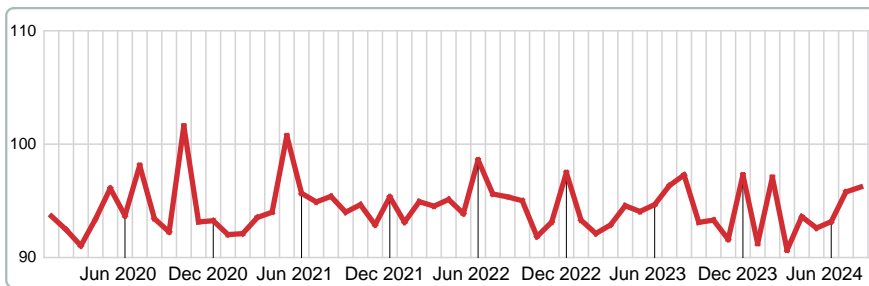
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

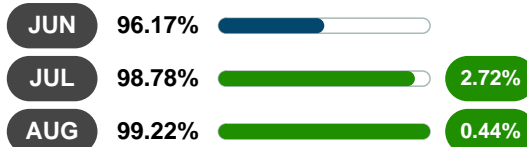


### 3 MONTHS

5 year AUG AVG = 98.54%

High Oct 2020 104.60% Low Mar 2024 93.66%

Average Sold/List Ratio this month at **99.22%** equal to 5 yr AUG average of **98.54%**



## 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	
\$75,000 and less	2	4.26%	87.14%	80.95%	93.33%	0.00%	0.00%	
\$75,001 - \$125,000	7	14.89%	102.44%	108.48%	94.38%	0.00%	0.00%	
\$125,001 - \$150,000	3	6.38%	116.37%	0.00%	116.37%	0.00%	0.00%	
\$150,001 - \$225,000	17	36.17%	97.86%	93.21%	98.85%	0.00%	0.00%	
\$225,001 - \$300,000	7	14.89%	98.77%	0.00%	98.86%	98.65%	0.00%	
\$300,001 - \$350,000	7	14.89%	96.93%	0.00%	98.78%	91.69%	100.00%	
\$350,001 and up	4	8.51%	97.36%	0.00%	0.00%	97.36%	0.00%	
Average Sold/List Ratio		99.20%		99.31%	100.00%	96.53%	100.00%	
Total Closed Units		47	100%	99.20%	8	29	9	1
Total Closed Volume		11,018,421			995.80K	5.71M	3.96M	350.00K

# August 2024



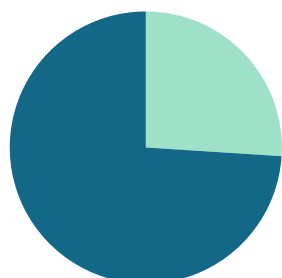
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

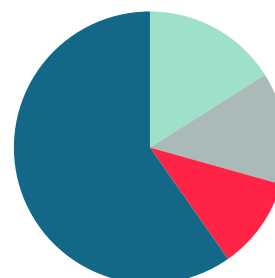


**Inventory**  
 New Listings  
**64 = 26.02%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**246**  
 Volume  
**\$104,846,692**

### Market Activity

Closed Sales  
**47 = 16.04%**  
 Pending Sales  
**39 = 13.31%**  
 Other Off Market  
**32 = 10.92%**  
 Active Inventory  
**175 = 59.73%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	32	47	46.88%	295	278	-5.76%
Pending Sales	44	39	-11.36%	321	320	-0.31%
New Listings	65	64	-1.54%	481	507	5.41%
Average List Price	271,965	239,972	-11.76%	256,466	240,000	-6.42%
Average Sale Price	269,516	234,434	-13.02%	249,142	230,051	-7.66%
Average Percent of Selling Price to List Price	100.28%	99.22%	-1.06%	97.51%	97.07%	-0.45%
Average Days on Market to Sale	36.16	47.62	31.70%	47.09	50.06	6.31%
Monthly Inventory	166	175	5.42%	166	175	5.42%
Months Supply of Inventory	4.57	4.93	7.90%	4.57	4.93	7.90%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

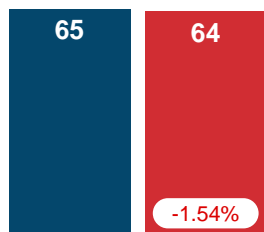
**Inventory** on August 31, 2024 = **175**

**2023** **2024**

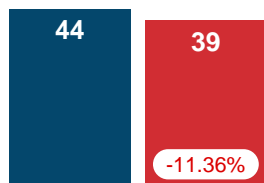
### AUGUST MARKET

### AVERAGE PRICES

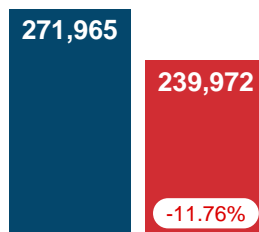
#### New Listings



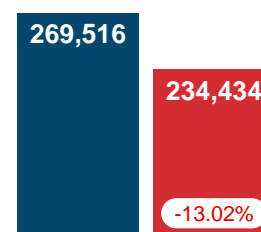
#### Pending Listings



#### List Price



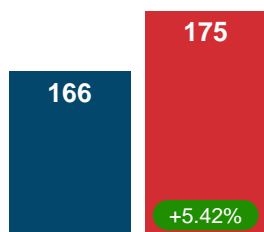
#### Sale Price



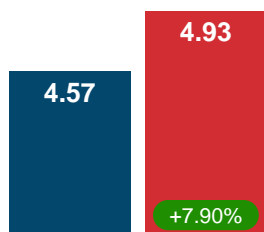
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

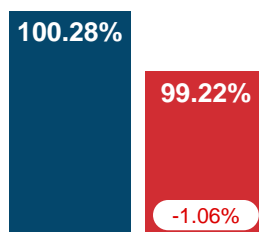
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

