



September 2024

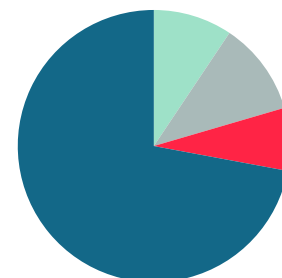
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | September | | |
|--|-----------|---------|---------|
| | 2023 | 2024 | +/-% |
| Closed Listings | 71 | 44 | -38.03% |
| Pending Listings | 53 | 52 | -1.89% |
| New Listings | 82 | 86 | 4.88% |
| Average List Price | 221,996 | 272,048 | 22.55% |
| Average Sale Price | 213,589 | 254,863 | 19.32% |
| Average Percent of Selling Price to List Price | 96.71% | 117.03% | 21.02% |
| Average Days on Market to Sale | 57.63 | 45.59 | -20.90% |
| End of Month Inventory | 294 | 338 | 14.97% |
| Months Supply of Inventory | 5.87 | 7.23 | 23.16% |



■ Closed (9.38%)
■ Pending (11.09%)
■ Other OffMarket (7.46%)
■ Active (72.07%)

Absorption: Last 12 months, an Average of **47** Sales/Month
Active Inventory as of September 30, 2024 = **338**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2024 rose **14.97%** to 338 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **7.23** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **19.32%** in September 2024 to \$254,863 versus the previous year at \$213,589.

Average Days on Market Shortens

The average number of **45.59** days that homes spent on the market before selling decreased by 12.04 days or **20.90%** in September 2024 compared to last year's same month at **57.63** DOM.

Sales Success for September 2024 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 86 New Listings in September 2024, up **4.88%** from last year at 82. Furthermore, there were 44 Closed Listings this month versus last year at 71, a **-38.03%** decrease.

Closed versus Listed trends yielded a **51.2%** ratio, down from previous year's, September 2023, at **86.6%**, a **40.91%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

| | |
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| 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



September 2024

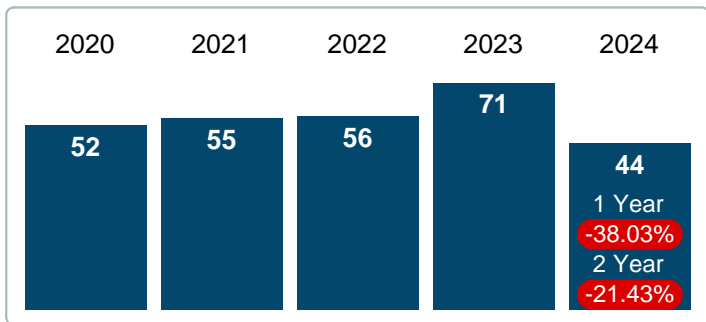
Area Delimited by County Of Mayes



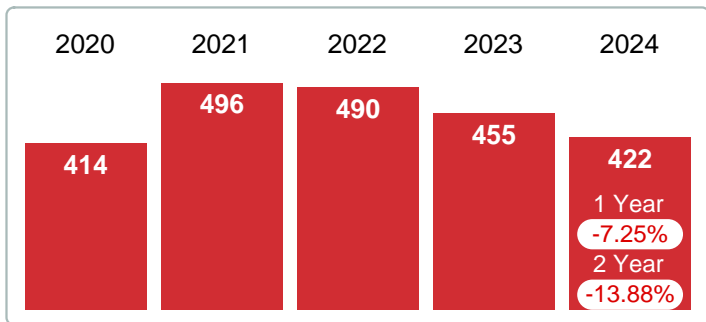
CLOSED LISTINGS

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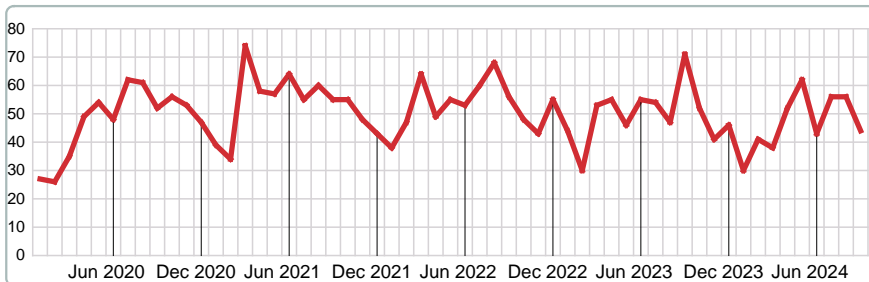
SEPTEMBER



YEAR TO DATE (YTD)

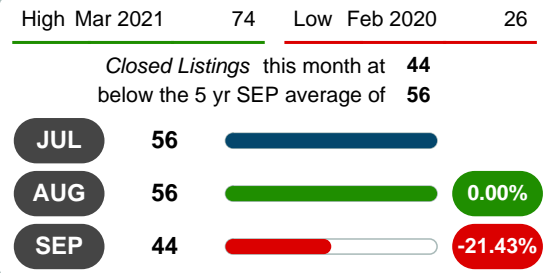


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$25,000 and less | 3 | 6.82% | 36.0 | 3 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 6 | 13.64% | 99.2 | 6 | 0 | 0 | 0 |
| \$75,001 - \$150,000 | 6 | 13.64% | 45.0 | 2 | 4 | 0 | 0 |
| \$150,001 - \$250,000 | 10 | 22.73% | 24.4 | 1 | 8 | 1 | 0 |
| \$250,001 - \$350,000 | 9 | 20.45% | 59.8 | 1 | 4 | 4 | 0 |
| \$350,001 - \$450,000 | 5 | 11.36% | 14.4 | 1 | 4 | 0 | 0 |
| \$450,001 and up | 5 | 11.36% | 35.8 | 1 | 1 | 3 | 0 |
| Total Closed Units | 44 | | | 15 | 21 | 8 | 0 |
| Total Closed Volume | 11,213,950 | 100% | 45.6 | 2.13M | 5.67M | 3.42M | 0.00B |
| Average Closed Price | \$254,863 | | | \$141,737 | \$270,138 | \$426,875 | \$0 |



September 2024

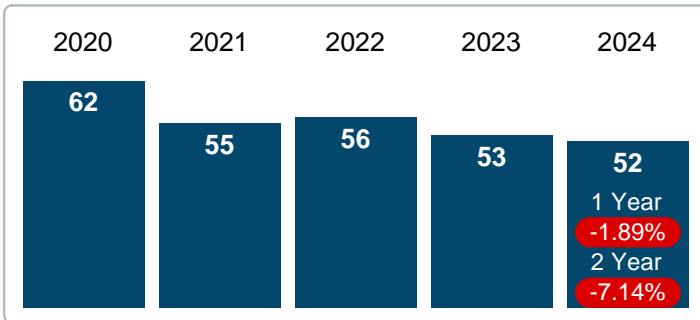
Area Delimited by County Of Mayes



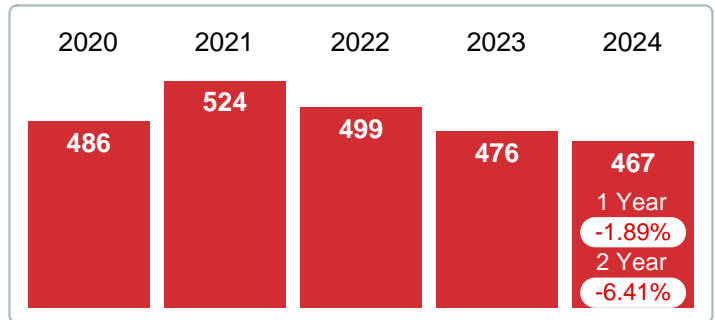
PENDING LISTINGS

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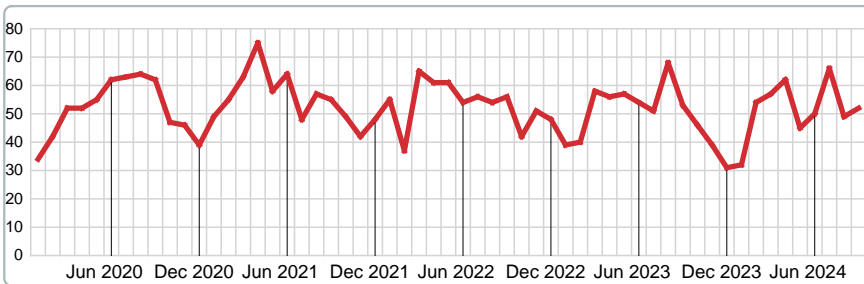
SEPTEMBER



YEAR TO DATE (YTD)

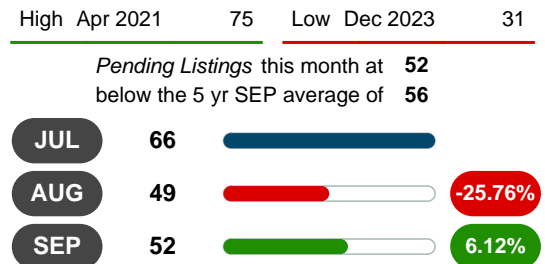


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 1 | 1.92% | 22.0 | 1 | 0 | 0 | 0 |
| \$25,001 - \$100,000 | 11 | 21.15% | 63.7 | 10 | 0 | 1 | 0 |
| \$100,001 - \$175,000 | 6 | 11.54% | 29.0 | 2 | 3 | 1 | 0 |
| \$175,001 - \$275,000 | 13 | 25.00% | 56.2 | 0 | 10 | 3 | 0 |
| \$275,001 - \$350,000 | 10 | 19.23% | 76.3 | 5 | 4 | 0 | 1 |
| \$350,001 - \$475,000 | 5 | 9.62% | 73.2 | 1 | 1 | 3 | 0 |
| \$475,001 and up | 6 | 11.54% | 10.7 | 1 | 3 | 2 | 0 |
| Total Pending Units | 52 | | | 20 | 21 | 10 | 1 |
| Total Pending Volume | 14,180,500 | 100% | 0.0 | 3.27M | 6.06M | 4.52M | 334.00K |
| Average Listing Price | \$451,333 | | | \$163,580 | \$288,448 | \$451,750 | \$334,000 |



September 2024

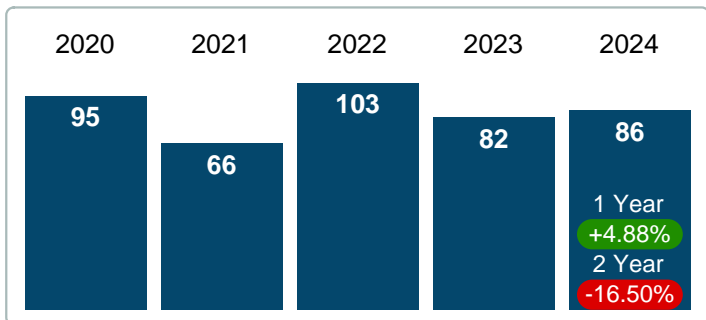
Area Delimited by County Of Mayes



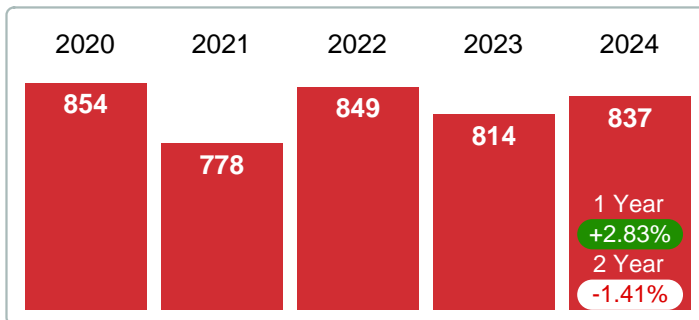
NEW LISTINGS

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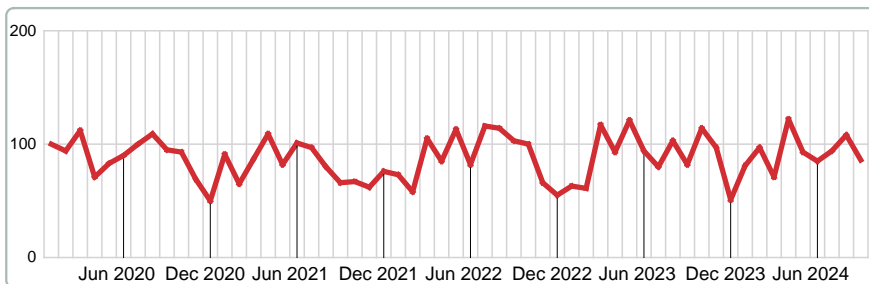
SEPTEMBER



YEAR TO DATE (YTD)

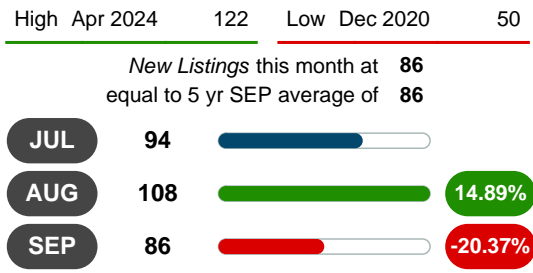


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 86



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 7 | 8.14% | 5 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 12 | 13.95% | 11 | 1 | 0 | 0 |
| \$100,001 - \$175,000 | 13 | 15.12% | 7 | 5 | 1 | 0 |
| \$175,001 - \$250,000 | 22 | 25.58% | 1 | 19 | 2 | 0 |
| \$250,001 - \$325,000 | 12 | 13.95% | 1 | 9 | 2 | 0 |
| \$325,001 - \$575,000 | 11 | 12.79% | 3 | 5 | 2 | 1 |
| \$575,001 and up | 9 | 10.47% | 1 | 2 | 5 | 1 |
| Total New Listed Units | 86 | | 29 | 43 | 12 | 2 |
| Total New Listed Volume | 22,930,194 | 100% | 4.37M | 11.28M | 6.33M | 946.50K |
| Average New Listed Listing Price | \$451,333 | | \$150,848 | \$262,263 | \$527,650 | \$473,250 |



September 2024

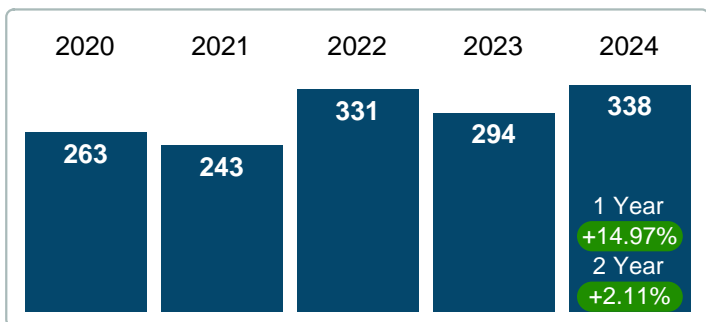
Area Delimited by County Of Mayes



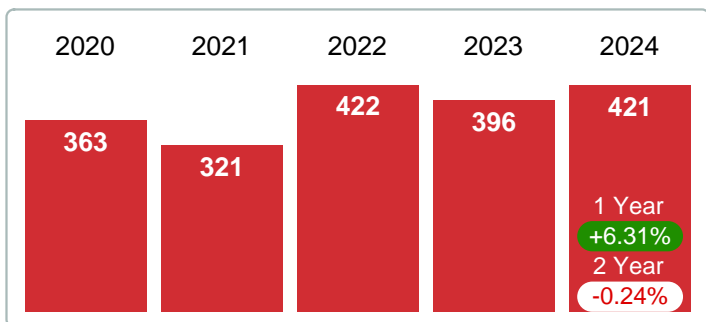
ACTIVE INVENTORY

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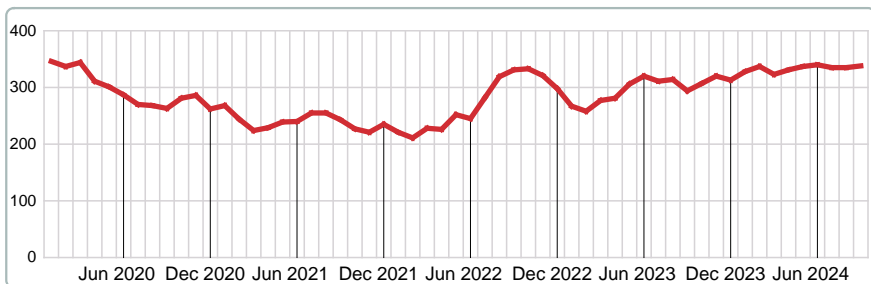
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 294

High Jan 2020 346 Low Feb 2022 211

Inventory this month at **338**
above the 5 yr SEP average of **294**

- JUL 335
- AUG 335 0.00%
- SEP 338 0.90%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|--------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 16 | 4.73% | 81.4 | 13 | 3 | 0 | 0 |
| \$25,001 - \$75,000 | 66 | 19.53% | 192.0 | 64 | 2 | 0 | 0 |
| \$75,001 - \$150,000 | 41 | 12.13% | 79.6 | 29 | 11 | 1 | 0 |
| \$150,001 - \$250,000 | 73 | 21.60% | 78.6 | 22 | 43 | 8 | 0 |
| \$250,001 - \$400,000 | 67 | 19.82% | 86.7 | 17 | 35 | 11 | 4 |
| \$400,001 - \$575,000 | 37 | 10.95% | 116.5 | 14 | 13 | 7 | 3 |
| \$575,001 and up | 38 | 11.24% | 112.3 | 11 | 10 | 9 | 8 |
| Total Active Inventory by Units | 338 | | | 170 | 117 | 36 | 15 |
| Total Active Inventory by Volume | 107,529,683 | 100% | 110.5 | 35.14M | 41.00M | 19.30M | 12.09M |
| Average Active Inventory Listing Price | \$318,135 | | | \$206,702 | \$350,421 | \$536,088 | \$806,127 |



September 2024

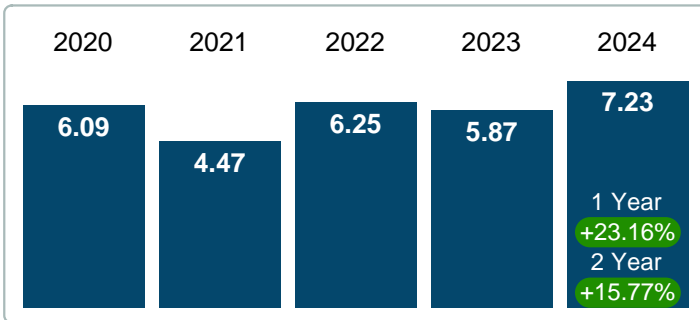
Area Delimited by County Of Mayes



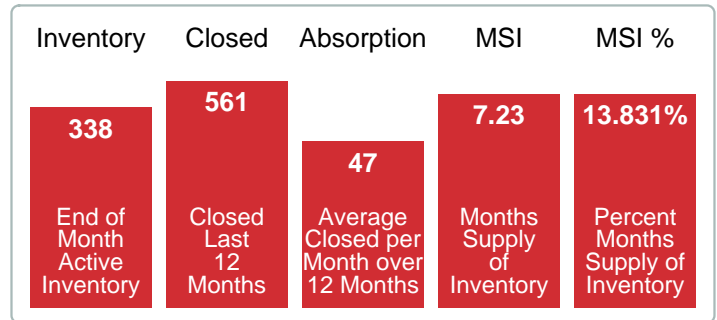
MONTHS SUPPLY of INVENTORY (MSI)

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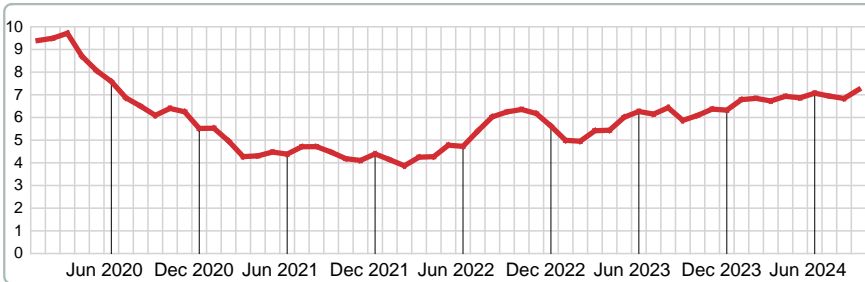
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

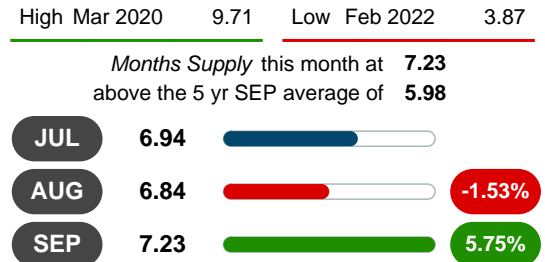


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.98



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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$25,000 and less | 16 | 4.73% | 5.65 | 5.20 | 9.00 | 0.00 | 0.00 |
| \$25,001 - \$75,000 | 66 | 19.53% | 9.78 | 11.46 | 1.85 | 0.00 | 0.00 |
| \$75,001 - \$150,000 | 41 | 12.13% | 4.13 | 5.04 | 2.93 | 2.40 | 0.00 |
| \$150,001 - \$250,000 | 73 | 21.60% | 5.44 | 7.76 | 4.61 | 6.40 | 0.00 |
| \$250,001 - \$400,000 | 67 | 19.82% | 7.96 | 15.69 | 8.57 | 3.47 | 48.00 |
| \$400,001 - \$575,000 | 37 | 10.95% | 11.38 | 24.00 | 9.75 | 5.60 | 36.00 |
| \$575,001 and up | 38 | 11.24% | 17.54 | 16.50 | 12.00 | 18.00 | 48.00 |
| Market Supply of Inventory (MSI) | | | 7.23 | 8.95 | 5.64 | 5.40 | 45.00 |
| Total Active Inventory by Units | | 100% | 7.23 | 170 | 117 | 36 | 15 |

September 2024



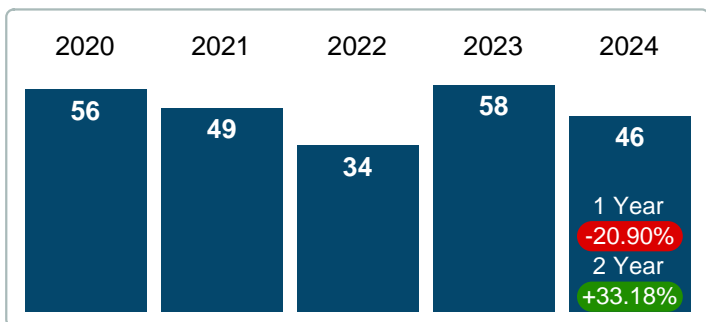
Area Delimited by County Of Mayes



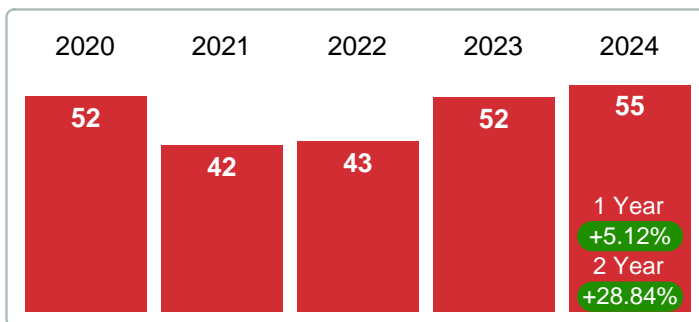
AVERAGE DAYS ON MARKET TO SALE

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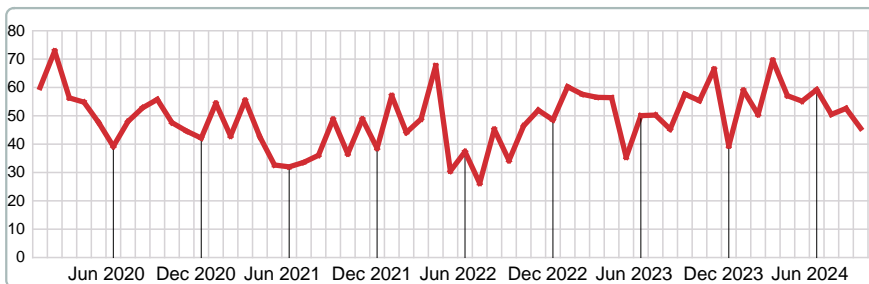
SEPTEMBER



YEAR TO DATE (YTD)

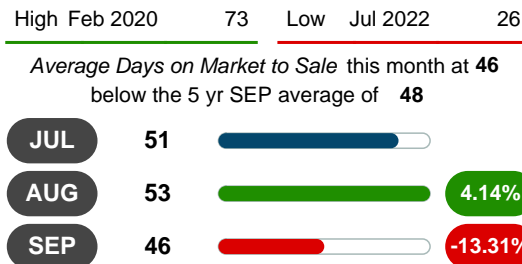


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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 |
|---|-------------|-------------------|--------------|--------------|--------------|--------------|
| \$25,000 and less | 6.82% | 36 | 36 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 13.64% | 99 | 99 | 0 | 0 | 0 |
| \$75,001 - \$150,000 | 13.64% | 45 | 29 | 53 | 0 | 0 |
| \$150,001 - \$250,000 | 22.73% | 24 | 27 | 26 | 8 | 0 |
| \$250,001 - \$350,000 | 20.45% | 60 | 38 | 93 | 32 | 0 |
| \$350,001 - \$450,000 | 11.36% | 14 | 7 | 16 | 0 | 0 |
| \$450,001 and up | 11.36% | 36 | 17 | 151 | 4 | 0 |
| Average Closed DOM | | 46 | 57 | 48 | 18 | 0 |
| Total Closed Units | 100% | 46 | 15 | 21 | 8 | |
| Total Closed Volume | | 11,213,950 | 2.13M | 5.67M | 3.42M | 0.00B |



September 2024

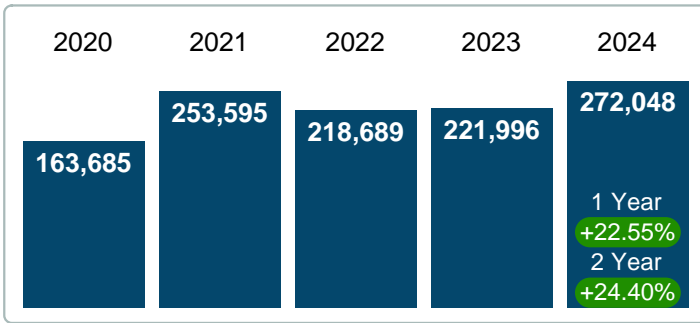
Area Delimited by County Of Mayes



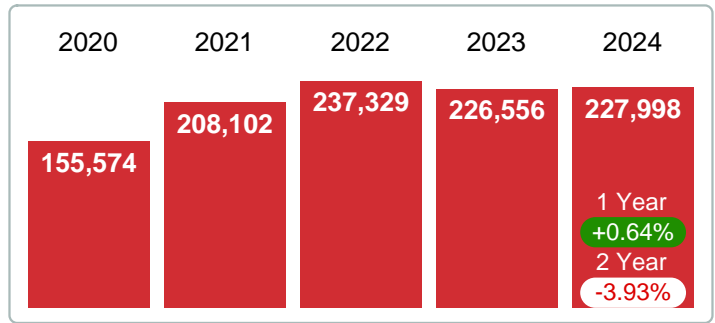
AVERAGE LIST PRICE AT CLOSING

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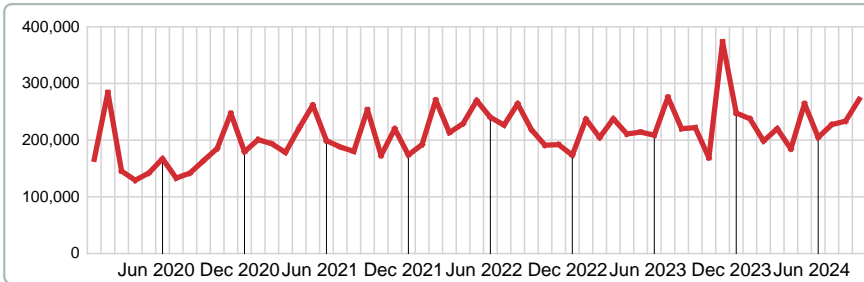
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

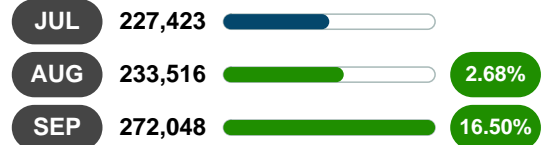


3 MONTHS

5 year SEP AVG = 226,002

High Nov 2023 373,490 Low Apr 2020 129,279

Average List Price at Closing this month at **272,048**
above the 5 yr SEP average of **226,002**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$25,000 and less | 9.09% | 15,000 | 18,333 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 15.91% | 52,000 | 44,833 | 0 | 0 | 0 |
| \$75,001 - \$150,000 | 11.36% | 118,580 | 50,000 | 110,750 | 0 | 0 |
| \$150,001 - \$250,000 | 22.73% | 210,290 | 215,000 | 197,225 | 210,000 | 0 |
| \$250,001 - \$350,000 | 15.91% | 294,500 | 399,000 | 287,875 | 290,000 | 0 |
| \$350,001 - \$450,000 | 13.64% | 400,633 | 375,000 | 407,450 | 0 | 0 |
| \$450,001 and up | 11.36% | 877,000 | 1,000,000 | 1,250,000 | 711,667 | 0 |
| Average List Price | | 272,048 | 160,867 | 288,195 | 438,125 | 0 |
| Total Closed Units | 100% | 272,048 | 15 | 21 | 8 | 0 |
| Total Closed Volume | | 11,970,100 | 2.41M | 6.05M | 3.51M | 0.00B |



September 2024

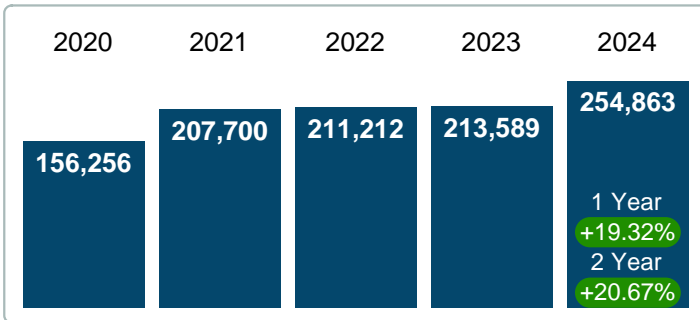
Area Delimited by County Of Mayes



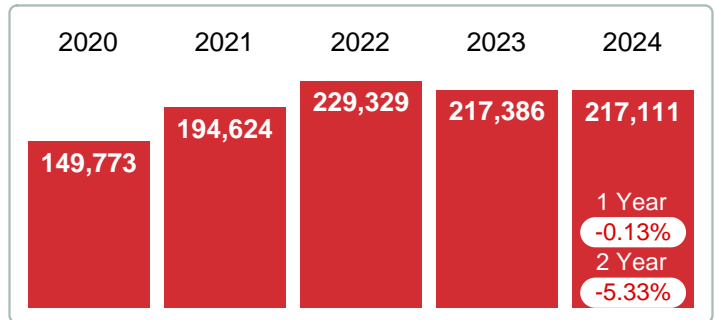
AVERAGE SOLD PRICE AT CLOSING

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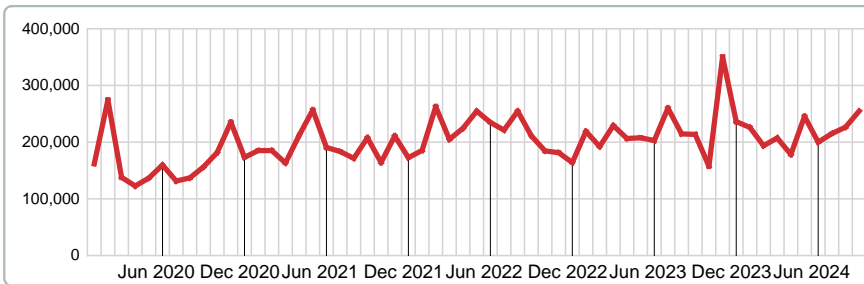
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

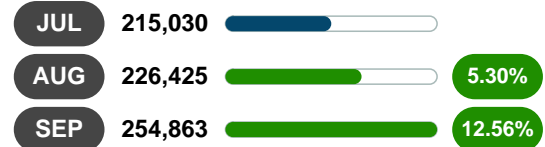


3 MONTHS

5 year SEP AVG = 208,724

High Nov 2023 350,242 Low Apr 2020 122,690

Average Sold Price at Closing this month at **254,863** above the 5 yr SEP average of **208,724**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|--------------|
| \$25,000 and less | 6.82% | 22,333 | 22,333 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 13.64% | 45,333 | 45,333 | 0 | 0 | 0 |
| \$75,001 - \$150,000 | 13.64% | 105,833 | 112,500 | 102,500 | 0 | 0 |
| \$150,001 - \$250,000 | 22.73% | 188,490 | 200,000 | 184,363 | 210,000 | 0 |
| \$250,001 - \$350,000 | 20.45% | 277,000 | 285,000 | 279,500 | 272,500 | 0 |
| \$350,001 - \$450,000 | 11.36% | 390,800 | 364,000 | 397,500 | 0 | 0 |
| \$450,001 and up | 11.36% | 781,610 | 713,050 | 1,080,000 | 705,000 | 0 |
| Average Sold Price | | 254,863 | 141,737 | 270,138 | 426,875 | 0 |
| Total Closed Units | 100% | 254,863 | 15 | 21 | 8 | 0 |
| Total Closed Volume | | 11,213,950 | 2.13M | 5.67M | 3.42M | 0.00B |

September 2024



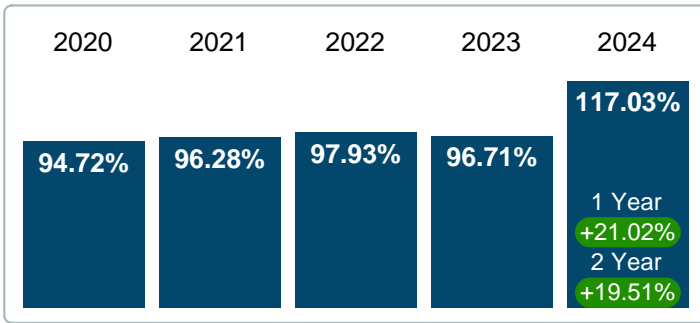
Area Delimited by County Of Mayes



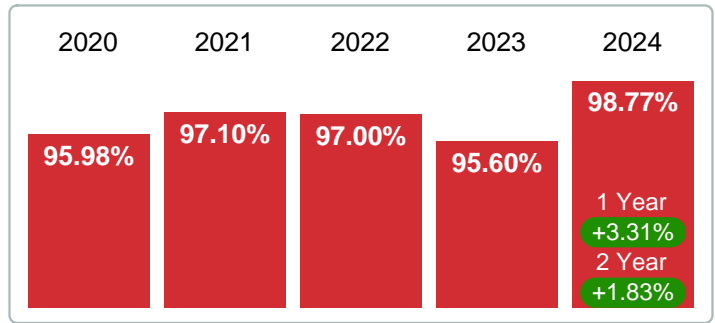
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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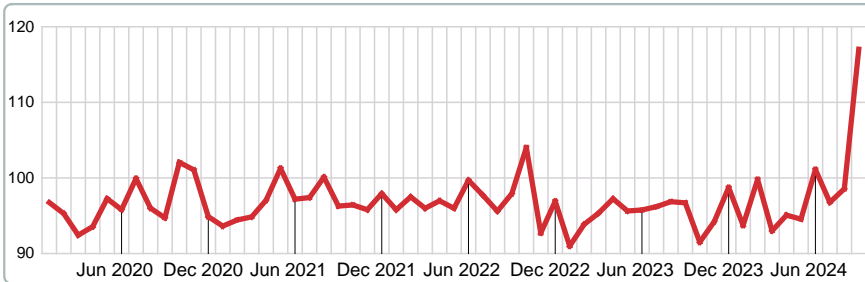
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

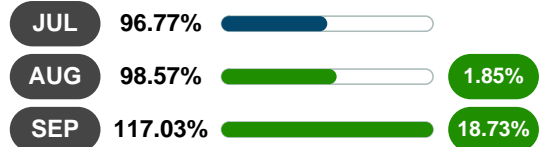


3 MONTHS

5 year SEP AVG = 100.53%

High Sep 2024 117.03% Low Jan 2023 90.99%

Average Sold/List Ratio this month at **117.03%** above the 5 yr SEP average of **100.53%**



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 |
|--|----|------------|---------|----------|--------|---------|---------|
| \$25,000 and less | 3 | 6.82% | 206.67% | 206.67% | 0.00% | 0.00% | 0.00% |
| \$25,001 - \$75,000 | 6 | 13.64% | 164.28% | 164.28% | 0.00% | 0.00% | 0.00% |
| \$75,001 - \$150,000 | 6 | 13.64% | 136.00% | 225.00% | 91.50% | 0.00% | 0.00% |
| \$150,001 - \$250,000 | 10 | 22.73% | 94.90% | 93.02% | 94.50% | 100.00% | 0.00% |
| \$250,001 - \$350,000 | 9 | 20.45% | 93.06% | 71.43% | 97.12% | 94.40% | 0.00% |
| \$350,001 - \$450,000 | 5 | 11.36% | 97.51% | 97.07% | 97.62% | 0.00% | 0.00% |
| \$450,001 and up | 5 | 11.36% | 90.72% | 71.31% | 86.40% | 98.63% | 0.00% |
| Average Sold/List Ratio | | 117.00% | | 159.23% | 94.63% | 96.68% | 0.00% |
| Total Closed Units | | 44 | 100% | 15 | 21 | 8 | |
| Total Closed Volume | | 11,213,950 | | 2.13M | 5.67M | 3.42M | 0.00B |



September 2024

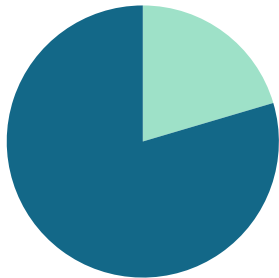
Area Delimited by County Of Mayes



MARKET SUMMARY

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

INVENTORY

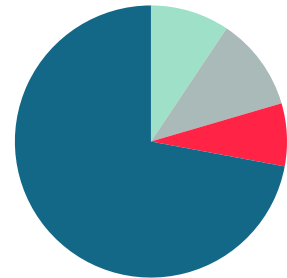


Inventory
 New Listings
86 = 20.43%
 Start Inventory
335
 Total Inventory Units
421
 Volume
\$138,577,772

Market Activity

Closed Sales
44 = 9.38%
 Pending Sales
52 = 11.09%
 Other Off Market
35 = 7.46%
 Active Inventory
338 = 72.07%

MARKET ACTIVITY



| Compared Metrics | September | | | Year to Date | | |
|--|-----------|---------|---------|--------------|---------|--------|
| | 2023 | 2024 | +/-% | 2023 | 2024 | +/-% |
| Closed Sales | 71 | 44 | -38.03% | 455 | 422 | -7.25% |
| Pending Sales | 53 | 52 | -1.89% | 476 | 467 | -1.89% |
| New Listings | 82 | 86 | 4.88% | 814 | 837 | 2.83% |
| Average List Price | 221,996 | 272,048 | 22.55% | 226,556 | 227,998 | 0.64% |
| Average Sale Price | 213,589 | 254,863 | 19.32% | 217,386 | 217,111 | -0.13% |
| Average Percent of Selling Price to List Price | 96.71% | 117.03% | 21.02% | 95.60% | 98.77% | 3.31% |
| Average Days on Market to Sale | 57.63 | 45.59 | -20.90% | 52.29 | 54.96 | 5.12% |
| Monthly Inventory | 294 | 338 | 14.97% | 294 | 338 | 14.97% |
| Months Supply of Inventory | 5.87 | 7.23 | 23.16% | 5.87 | 7.23 | 23.16% |

Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on September 30, 2024 = **338**

2023 **2024**

SEPTEMBER MARKET

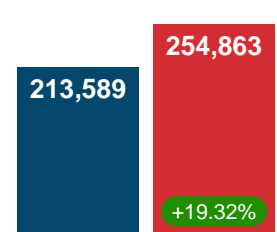
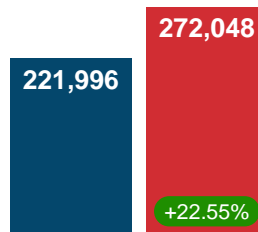
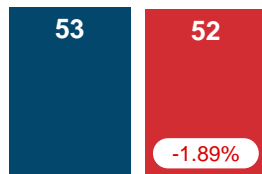
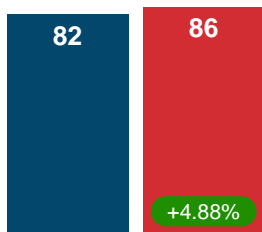
AVERAGE PRICES

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

