

September 2024

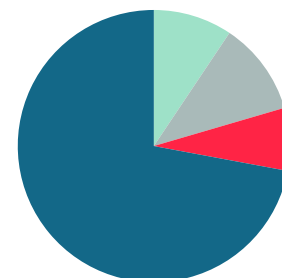
Area Delimited by County Of Mayes



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%
Median List Price	165,000	212,500	28.79%
Median Sale Price	165,000	200,000	21.21%
Median Percent of Selling Price to List Price	96.41%	96.43%	0.02%
Median Days on Market to Sale	33.00	26.50	-19.70%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **21.21%** in September 2024 to \$200,000 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **26.50** days that homes spent on the market before selling decreased by 6.50 days or **19.70%** in September 2024 compared to last year's same month at **33.00** DOM.

Sales Success for September 2024 is Positive

Overall, with Median 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.

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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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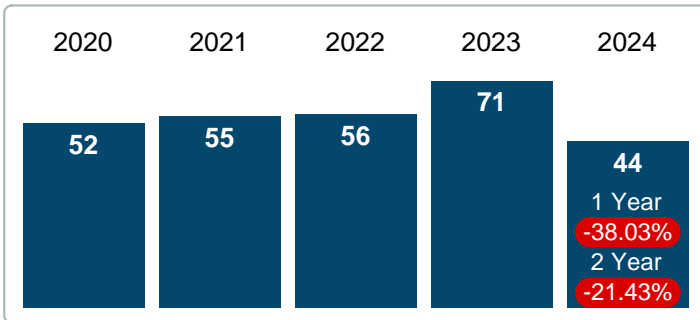
Area Delimited by County Of Mayes



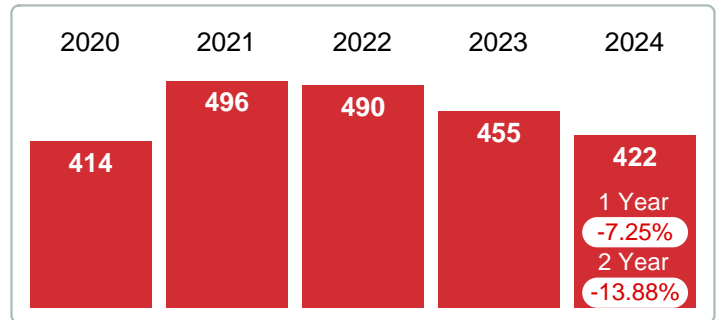
CLOSED LISTINGS

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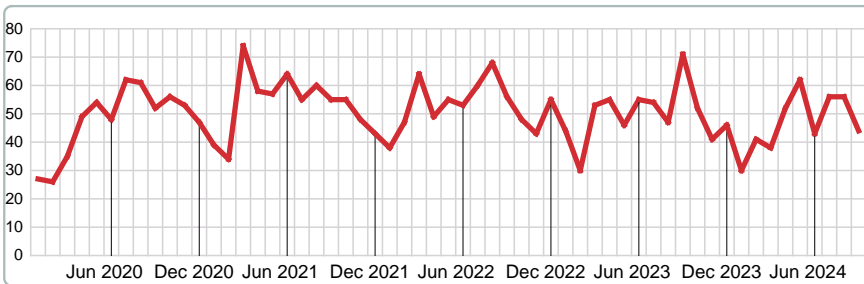
SEPTEMBER



YEAR TO DATE (YTD)

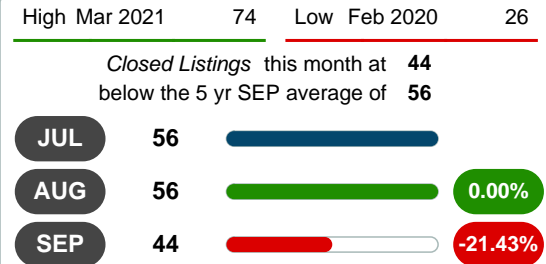


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.82%	30.0	3	0	0	0
\$25,001 - \$75,000	6	13.64%	90.0	6	0	0	0
\$75,001 - \$150,000	6	13.64%	29.0	2	4	0	0
\$150,001 - \$250,000	10	22.73%	15.0	1	8	1	0
\$250,001 - \$350,000	9	20.45%	61.0	1	4	4	0
\$350,001 - \$450,000	5	11.36%	7.0	1	4	0	0
\$450,001 and up	5	11.36%	9.0	1	1	3	0
Total Closed Units	44			15	21	8	0
Total Closed Volume	11,213,950	100%	26.5	2.13M	5.67M	3.42M	0.00B
Median Closed Price	\$200,000			\$57,000	\$200,000	\$290,000	\$0



September 2024

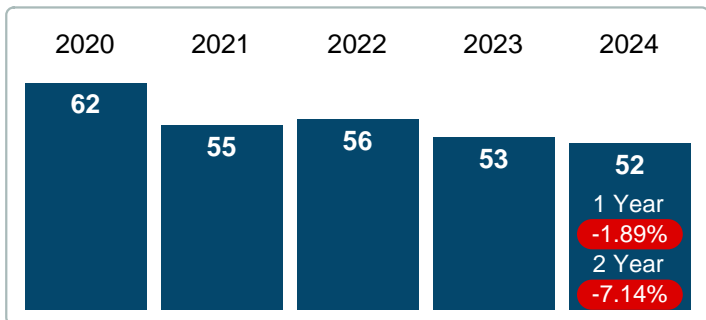
Area Delimited by County Of Mayes



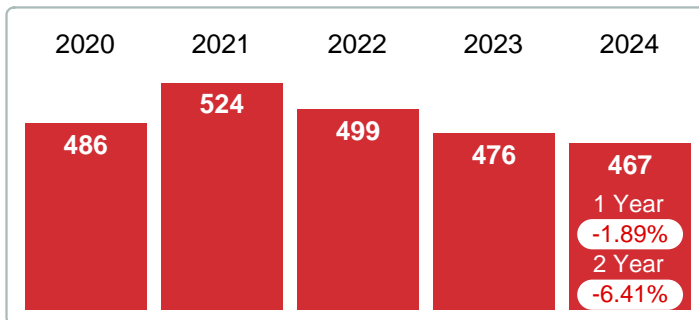
PENDING LISTINGS

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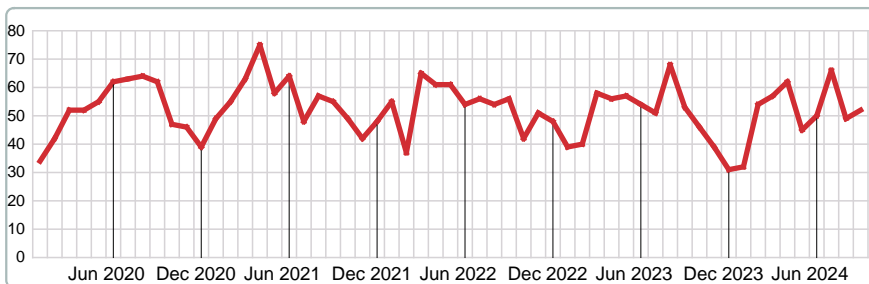
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56

High Apr 2021 75 Low Dec 2023 31

Pending Listings this month at **52**
 below the 5 yr SEP average of **56**

- JUL** 66 (Blue bar)
- AUG** 49 (Red bar, -25.76%)
- SEP** 52 (Green bar, 6.12%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	12.0	10	0	1	0
\$100,001 - \$175,000	6	11.54%	10.0	2	3	1	0
\$175,001 - \$275,000	13	25.00%	24.0	0	10	3	0
\$275,001 - \$350,000	10	19.23%	66.5	5	4	0	1
\$350,001 - \$475,000	5	9.62%	39.0	1	1	3	0
\$475,001 and up	6	11.54%	6.5	1	3	2	0
Total Pending Units	52			20	21	10	1
Total Pending Volume	14,180,500	100%	23.0	3.27M	6.06M	4.52M	334.00K
Median Listing Price	\$246,750			\$99,750	\$249,000	\$318,250	\$334,000



September 2024

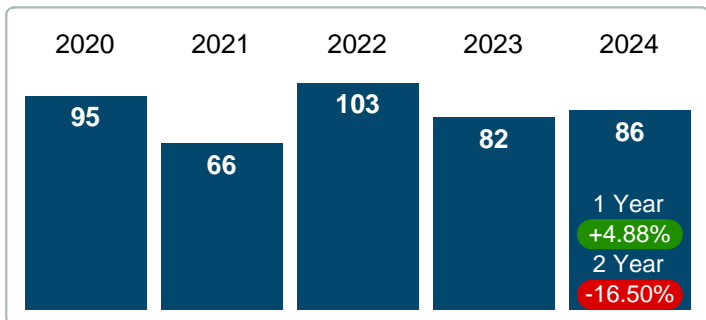
Area Delimited by County Of Mayes



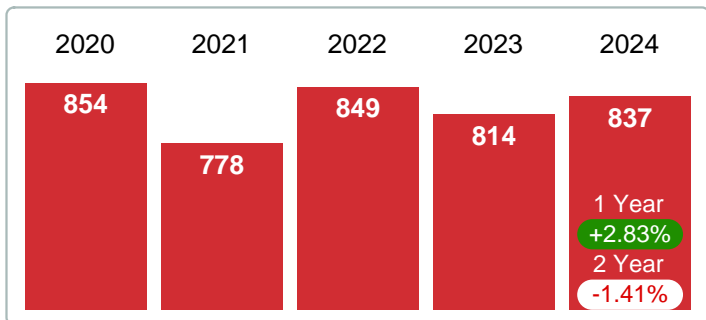
NEW LISTINGS

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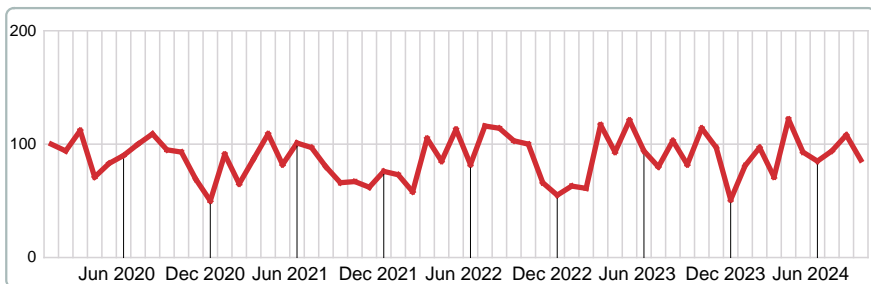
SEPTEMBER



YEAR TO DATE (YTD)

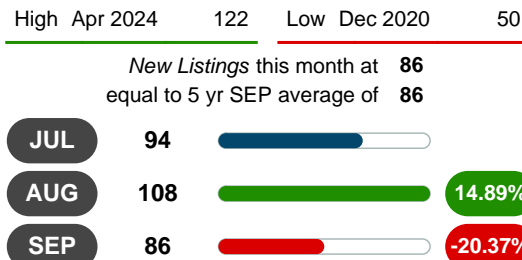


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$222,000		\$100,000	\$244,500	\$374,500	\$473,250



September 2024

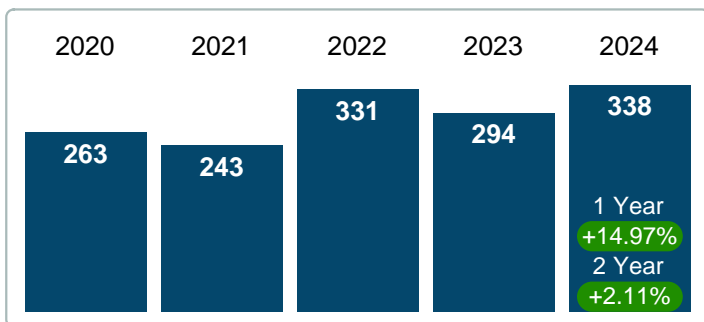
Area Delimited by County Of Mayes



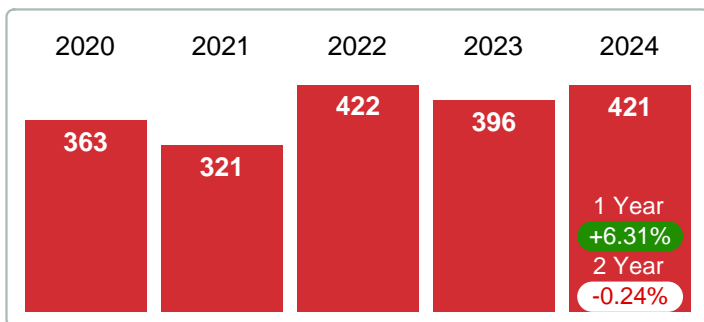
ACTIVE INVENTORY

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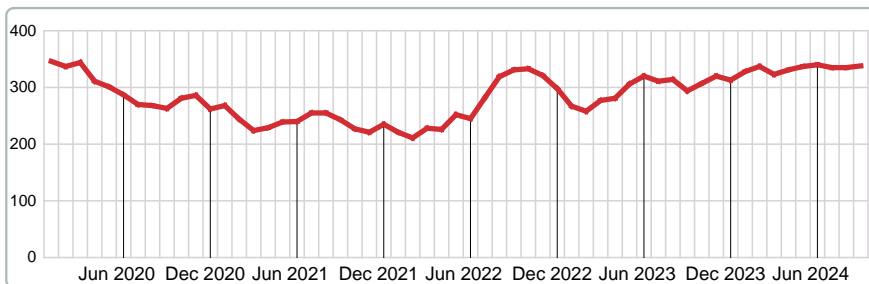
END OF SEPTEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	16	4.73%	69.0	13	3	0	0
\$25,001 - \$75,000	66	19.53%	166.0	64	2	0	0
\$75,001 - \$150,000	41	12.13%	49.0	29	11	1	0
\$150,001 - \$250,000	73	21.60%	49.0	22	43	8	0
\$250,001 - \$400,000	67	19.82%	76.0	17	35	11	4
\$400,001 - \$575,000	37	10.95%	108.0	14	13	7	3
\$575,001 and up	38	11.24%	90.0	11	10	9	8
Total Active Inventory by Units			338	170	117	36	15
Total Active Inventory by Volume			107,529,683	35.14M	41.00M	19.30M	12.09M
Median Active Inventory Listing Price			\$221,775	\$99,750	\$250,000	\$360,000	\$587,500



September 2024

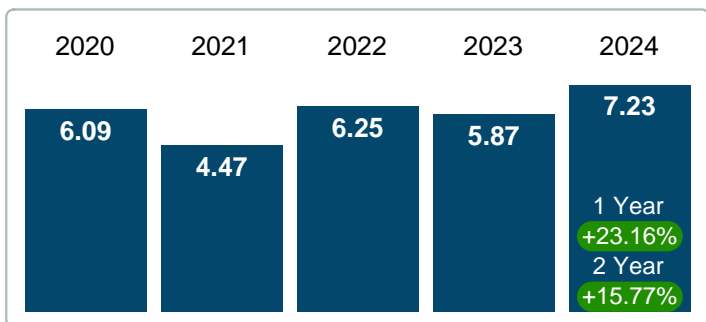
Area Delimited by County Of Mayes



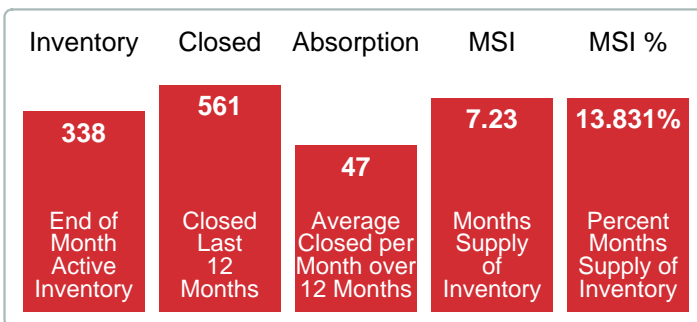
MONTHS SUPPLY of INVENTORY (MSI)

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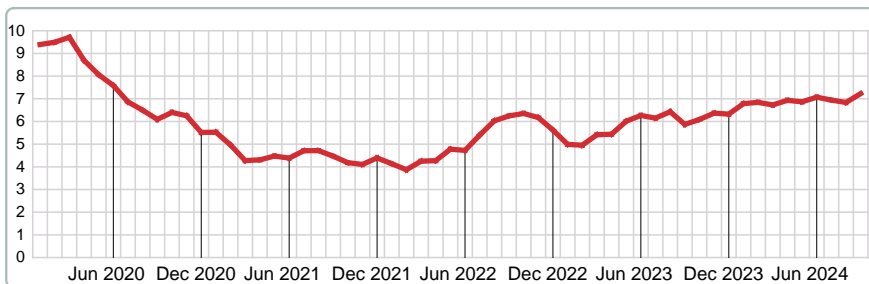
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2024

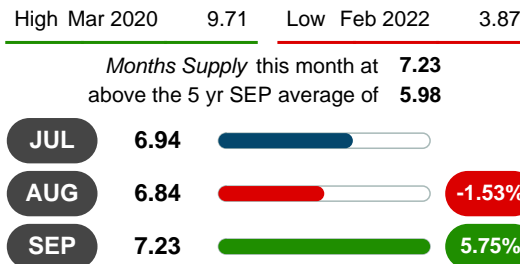


5 YEAR MARKET ACTIVITY TRENDS



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

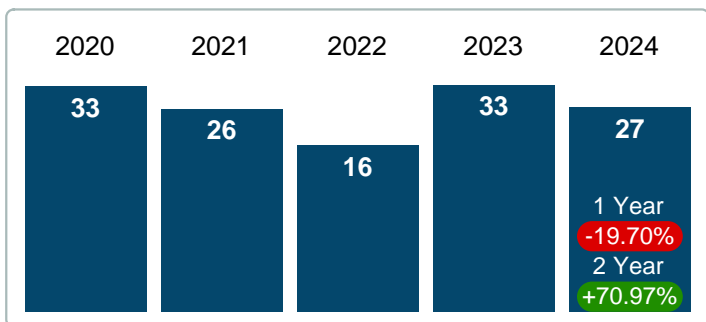
Area Delimited by County Of Mayes



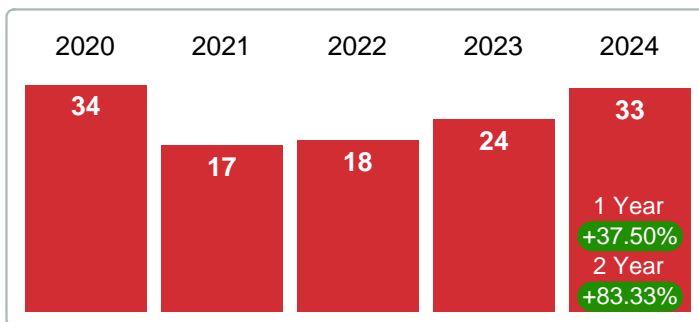
MEDIAN DAYS ON MARKET TO SALE

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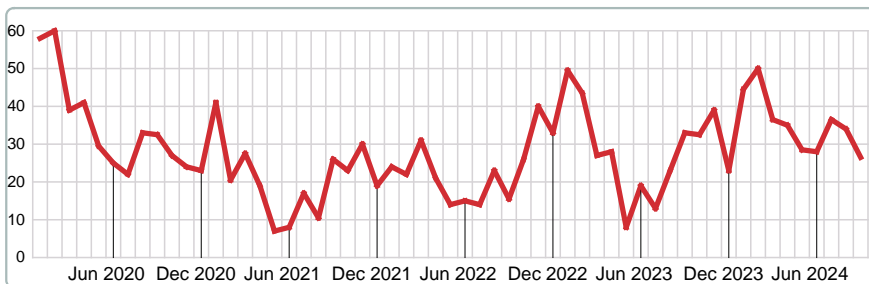
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

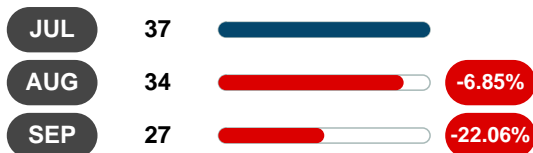


3 MONTHS

5 year SEP AVG = 27

High Feb 2020 60 Low May 2021 7

Median Days on Market to Sale this month at 27 equal to 5 yr SEP average of 27



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
\$25,000 and less	6.82%	30	30	0	0	0
\$25,001 - \$75,000	13.64%	90	90	0	0	0
\$75,001 - \$150,000	13.64%	29	29	51	0	0
\$150,001 - \$250,000	22.73%	15	27	14	8	0
\$250,001 - \$350,000	20.45%	61	38	79	14	0
\$350,001 - \$450,000	11.36%	7	7	9	0	0
\$450,001 and up	11.36%	9	17	151	1	0
Median Closed DOM		27	29	32	9	0
Total Closed Units	100%	44	15	21	8	
Total Closed Volume		11,213,950	2.13M	5.67M	3.42M	0.00B



September 2024

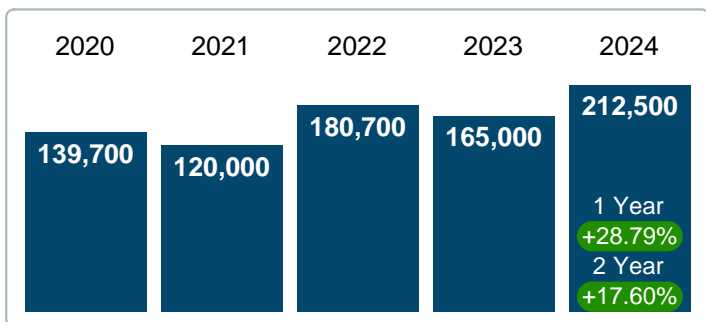
Area Delimited by County Of Mayes



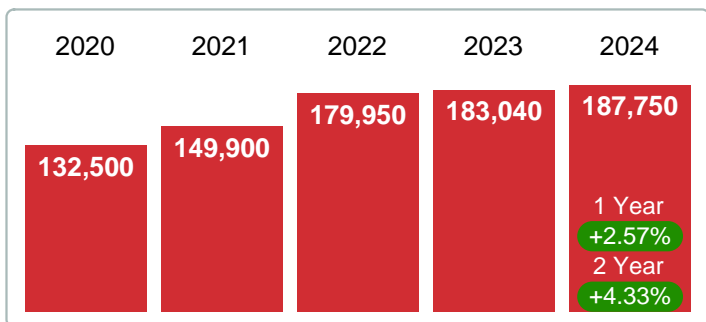
MEDIAN LIST PRICE AT CLOSING

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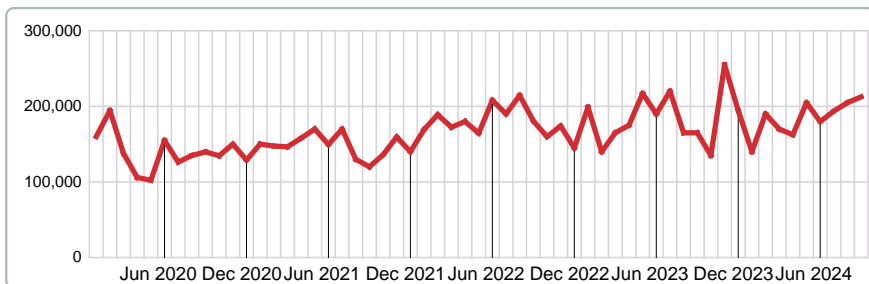
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 163,580

High Nov 2023 255,000 Low May 2020 102,250

Median List Price at Closing this month at **212,500**
above the 5 yr SEP average of **163,580**

JUL	193,750	<div style="width: 80%;"></div>
AUG	204,894	<div style="width: 90%;"></div> 5.75%
SEP	212,500	<div style="width: 100%;"></div> 3.71%

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
\$25,000 and less 4	9.09%	15,000	15,000	0	0	0
\$25,001 - \$75,000 7	15.91%	50,000	50,000	0	0	0
\$75,001 - \$150,000 5	11.36%	105,000	0	105,000	0	0
\$150,001 - \$250,000 10	22.73%	207,000	215,000	200,000	230,000	0
\$250,001 - \$350,000 7	15.91%	299,000	0	290,000	300,000	0
\$350,001 - \$450,000 6	13.64%	404,450	387,000	414,950	0	0
\$450,001 and up 5	11.36%	920,000	1,000,000	1,250,000	730,000	0
Median List Price		212,500	50,000	249,000	305,000	0
Total Closed Units	100%	212,500	15	21	8	
Total Closed Volume		11,970,100	2.41M	6.05M	3.51M	0.00B



September 2024

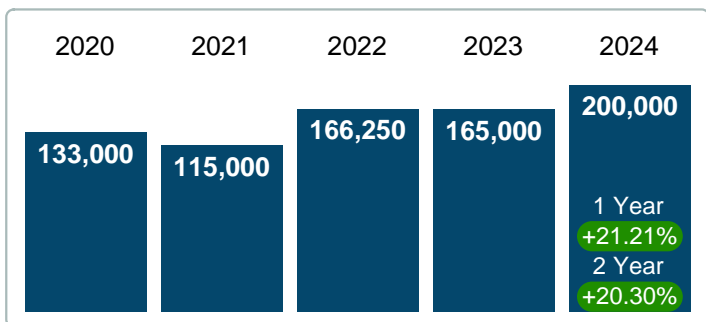
Area Delimited by County Of Mayes



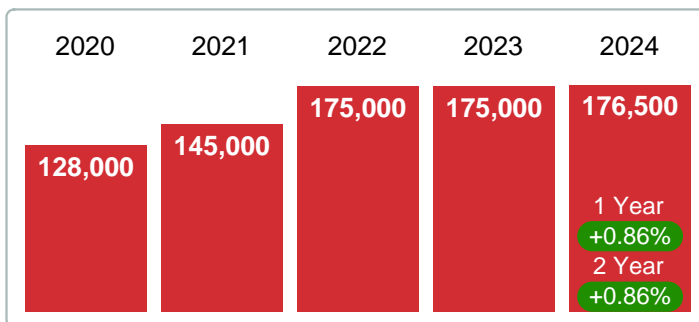
MEDIAN SOLD PRICE AT CLOSING

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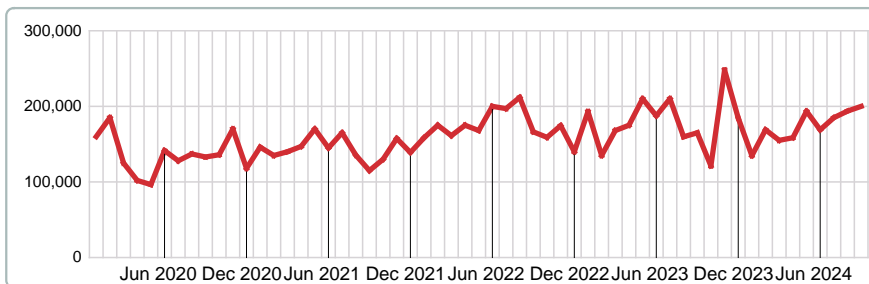
SEPTEMBER



YEAR TO DATE (YTD)

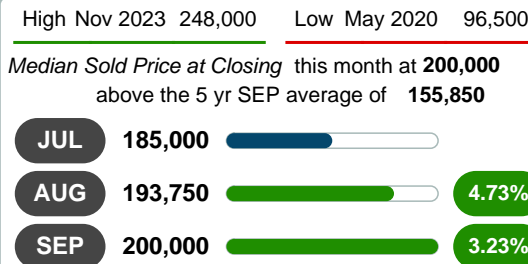


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155,850



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
\$25,000 and less	6.82%	22,000	22,000	0	0	0
\$25,001 - \$75,000	13.64%	47,000	47,000	0	0	0
\$75,001 - \$150,000	13.64%	97,500	112,500	92,500	0	0
\$150,001 - \$250,000	22.73%	195,500	200,000	184,000	210,000	0
\$250,001 - \$350,000	20.45%	280,000	285,000	280,000	267,500	0
\$350,001 - \$450,000	11.36%	395,000	364,000	402,500	0	0
\$450,001 and up	11.36%	730,000	713,050	1,080,000	730,000	0
Median Sold Price		200,000	57,000	200,000	290,000	0
Total Closed Units	100%	200,000	15	21	8	
Total Closed Volume		11,213,950	2.13M	5.67M	3.42M	0.00B

September 2024



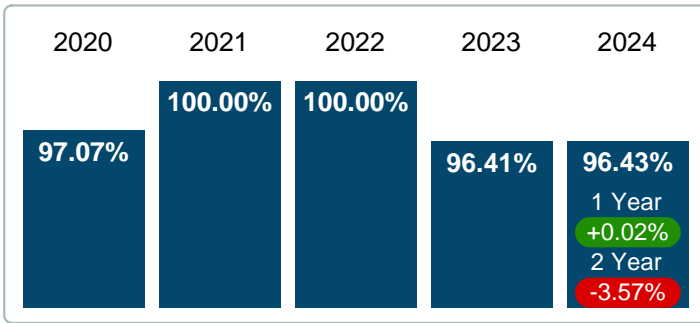
Area Delimited by County Of Mayes



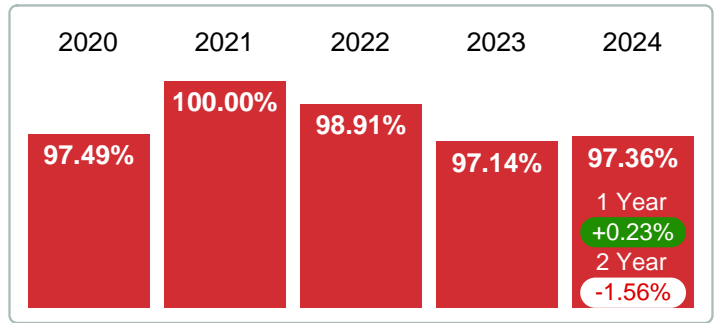
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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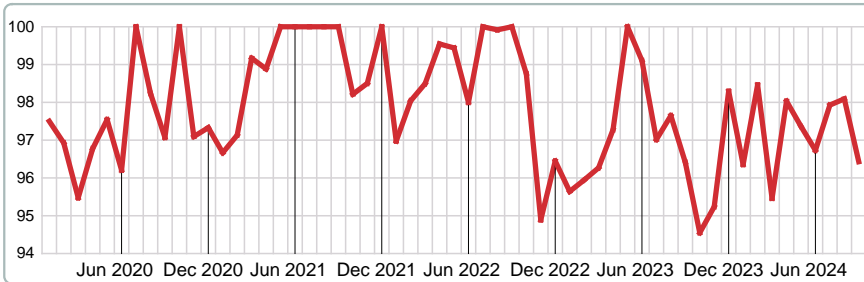
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

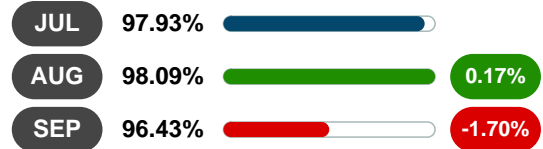


3 MONTHS

5 year SEP AVG = 97.98%

High May 2023 100.00% Low Oct 2023 94.55%

Median Sold/List Ratio this month at **96.43%**
 below the 5 yr SEP average of **97.98%**



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
\$25,000 and less	3	6.82%	92.00%	92.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	6	13.64%	92.95%	92.95%	0.00%	0.00%	0.00%
\$75,001 - \$150,000	6	13.64%	97.97%	225.00%	90.55%	0.00%	0.00%
\$150,001 - \$250,000	10	22.73%	95.55%	93.02%	95.55%	100.00%	0.00%
\$250,001 - \$350,000	9	20.45%	96.51%	71.43%	98.26%	96.67%	0.00%
\$350,001 - \$450,000	5	11.36%	97.07%	97.07%	97.06%	0.00%	0.00%
\$450,001 and up	5	11.36%	95.88%	71.31%	86.40%	100.00%	0.00%
Median Sold/List Ratio		96.43%		93.02%	96.49%	100.00%	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

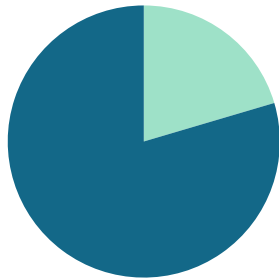
Area Delimited by County Of Mayes



MARKET SUMMARY

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

INVENTORY

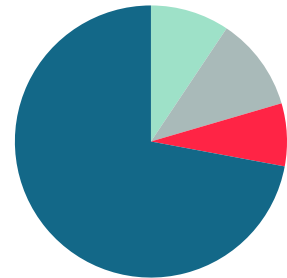


Inventory
 New Listings
86 = 20.43%
 Start Inventory
335
 Total Inventory Units
421
 Volume
\$138,577,772

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%
Median List Price	165,000	212,500	28.79%	183,040	187,750	2.57%
Median Sale Price	165,000	200,000	21.21%	175,000	176,500	0.86%
Median Percent of Selling Price to List Price	96.41%	96.43%	0.02%	97.14%	97.36%	0.23%
Median Days on Market to Sale	33.00	26.50	-19.70%	24.00	33.00	37.50%
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%

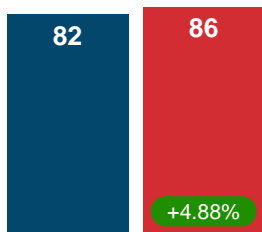
Absorption: Last 12 months, an Average of **47** Sales/Month

Inventory on September 30, 2024 = **338** 2023 2024

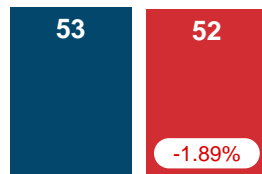
SEPTEMBER MARKET

MEDIAN PRICES

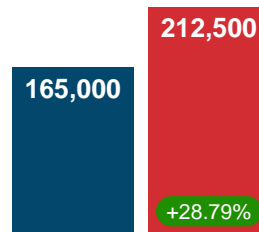
New Listings



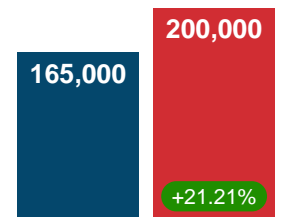
Pending Listings



List Price



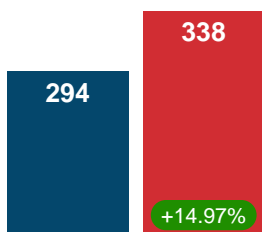
Sale Price



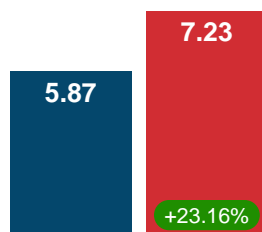
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

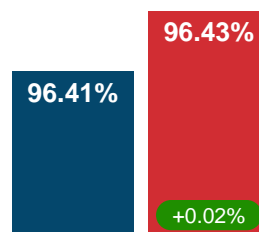
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

