

January 2023



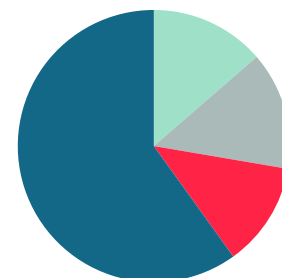
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	30	33	10.00%
Pending Listings	41	34	-17.07%
New Listings	56	50	-10.71%
Average List Price	193,730	277,483	43.23%
Average Sale Price	185,734	261,727	40.92%
Average Percent of Selling Price to List Price	96.12%	96.30%	0.18%
Average Days on Market to Sale	50.47	54.97	8.92%
End of Month Inventory	172	145	-15.70%
Months Supply of Inventory	4.09	3.61	-11.67%



■ Closed (13.64%)
■ Pending (14.05%)
■ Other OffMarket (12.40%)
■ Active (59.92%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of January 31, 2023 = **145**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **15.70%** to 145 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.61** 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 **40.92%** in January 2023 to \$261,727 versus the previous year at \$185,734.

Average Days on Market Lengthens

The average number of **54.97** days that homes spent on the market before selling increased by 4.50 days or **8.92%** in January 2023 compared to last year's same month at **50.47** DOM.

Sales Success for January 2023 is Positive

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

There were 50 New Listings in January 2023, down **10.71%** from last year at 56. Furthermore, there were 33 Closed Listings this month versus last year at 30, a **10.00%** increase.

Closed versus Listed trends yielded a **66.0%** ratio, up from previous year's, January 2022, at **53.6%**, a **23.20%** upswing. This will certainly create pressure on a decreasing Month's 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

January 2023



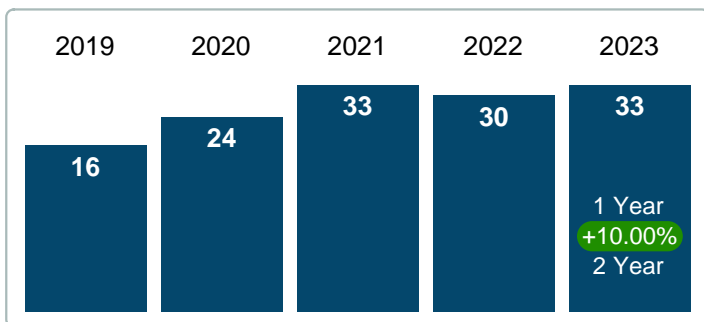
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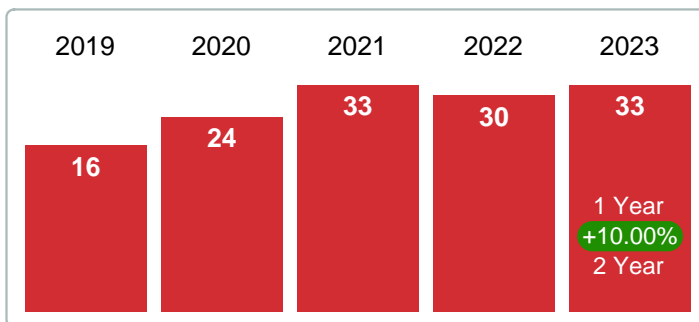
CLOSED LISTINGS

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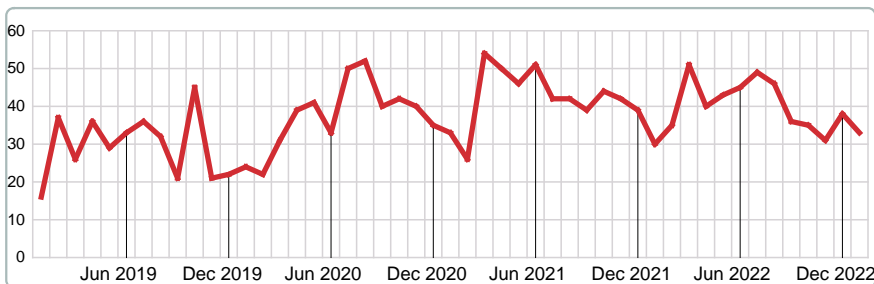
JANUARY



YEAR TO DATE (YTD)

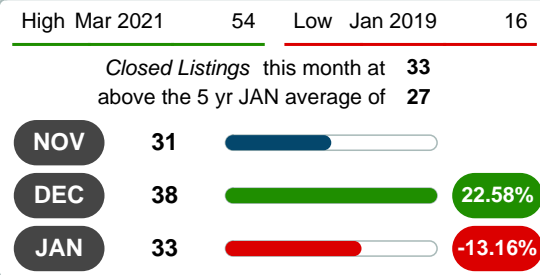


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



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	3	9.09%	27.0	1	2	0	0
\$75,001 - \$125,000	5	15.15%	31.0	0	4	1	0
\$125,001 - \$175,000	4	12.12%	73.0	0	4	0	0
\$175,001 - \$250,000	8	24.24%	71.6	1	7	0	0
\$250,001 - \$325,000	5	15.15%	63.2	0	5	0	0
\$325,001 - \$525,000	4	12.12%	27.3	0	2	2	0
\$525,001 and up	4	12.12%	72.0	0	1	3	0
Total Closed Units	33			2	25	6	0
Total Closed Volume	8,636,999	100%	55.0	264.00K	5.46M	2.92M	0.00B
Average Closed Price	\$261,727			\$132,000	\$218,320	\$485,833	\$0

January 2023



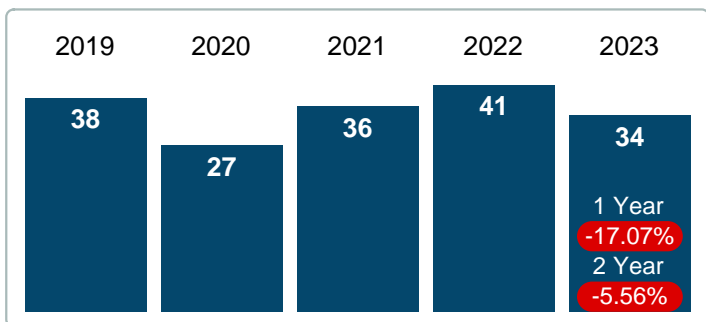
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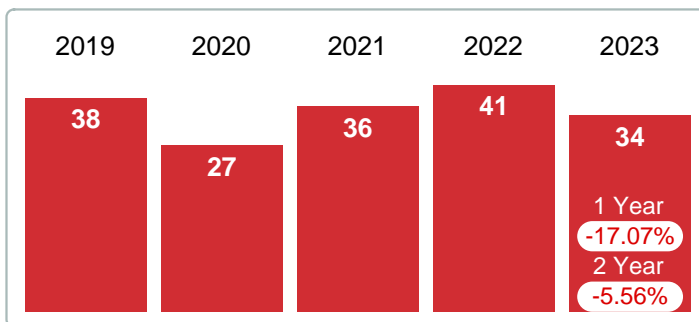
PENDING LISTINGS

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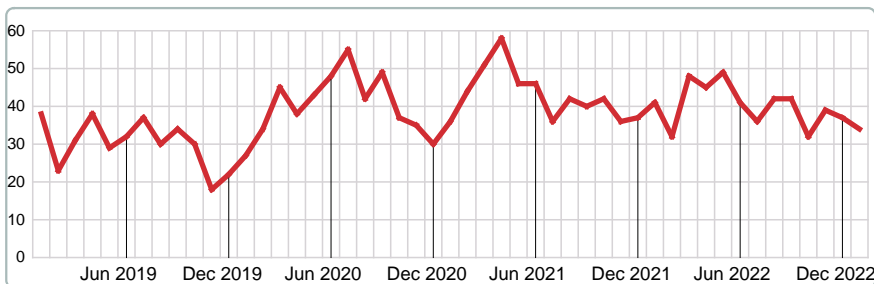
JANUARY



YEAR TO DATE (YTD)

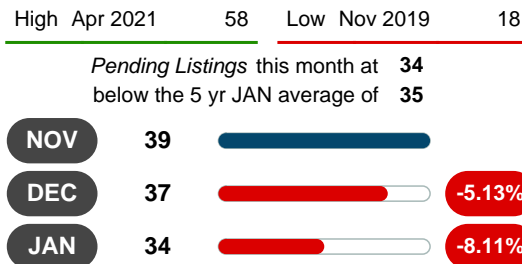


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 35



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	8.82%	199.0	2	1	0	0
\$75,001 - \$100,000	1	2.94%	3.0	0	1	0	0
\$100,001 - \$150,000	8	23.53%	61.4	4	4	0	0
\$150,001 - \$275,000	9	26.47%	61.1	2	7	0	0
\$275,001 - \$300,000	4	11.76%	83.0	0	0	4	0
\$300,001 - \$425,000	5	14.71%	138.8	0	3	1	1
\$425,001 and up	4	11.76%	93.3	0	3	1	0
Total Pending Units	34			8	19	6	1
Total Pending Volume	8,268,750	100%	91.0	1.02M	4.79M	2.07M	380.00K
Average Listing Price	\$275,333			\$127,750	\$252,282	\$345,567	\$380,000

January 2023



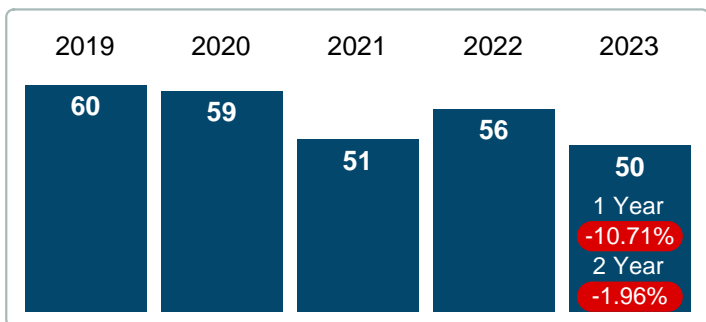
Area Delimited by County Of Mayes - Residential Property Type



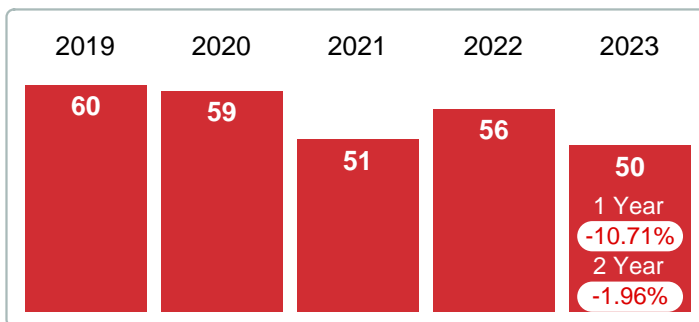
NEW LISTINGS

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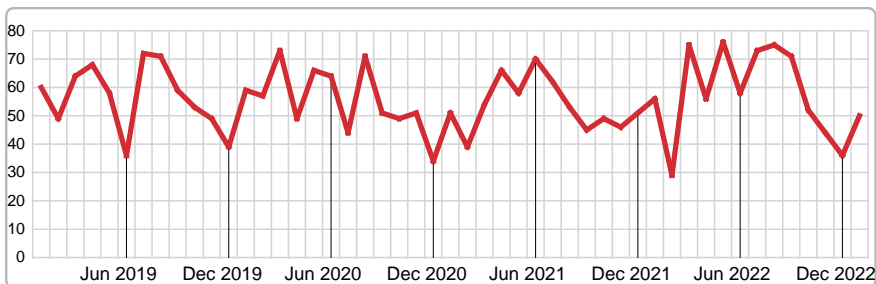
JANUARY



YEAR TO DATE (YTD)

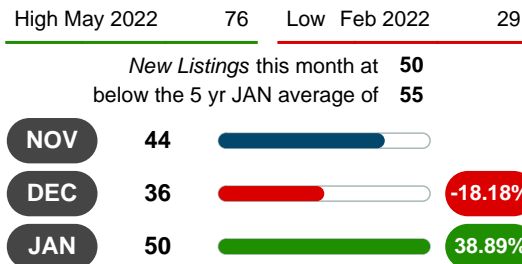


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 55



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.00%	2	1	1	0
\$75,001 - \$125,000	8	16.00%	2	6	0	0
\$125,001 - \$175,000	5	10.00%	2	3	0	0
\$175,001 - \$250,000	13	26.00%	0	11	2	0
\$250,001 - \$300,000	7	14.00%	1	2	3	1
\$300,001 - \$575,000	8	16.00%	1	2	5	0
\$575,001 and up	5	10.00%	0	2	1	2
Total New Listed Units	50		8	27	12	3
Total New Listed Volume	18,215,059	100%	1.19M	6.85M	6.01M	4.17M
Average New Listed Listing Price	\$595,000		\$148,563	\$253,796	\$500,422	\$1,389,667

January 2023



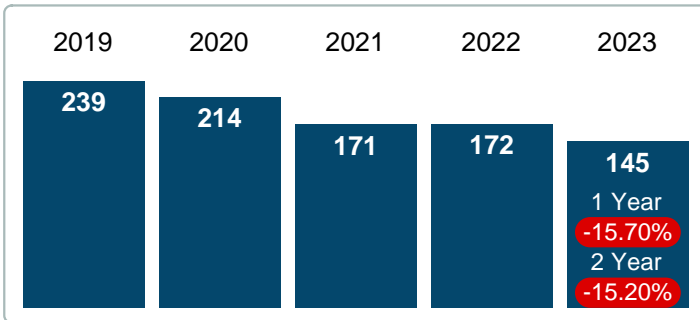
Area Delimited by County Of Mayes - Residential Property Type



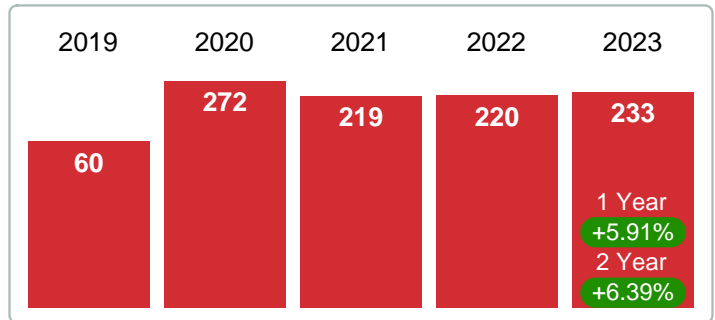
ACTIVE INVENTORY

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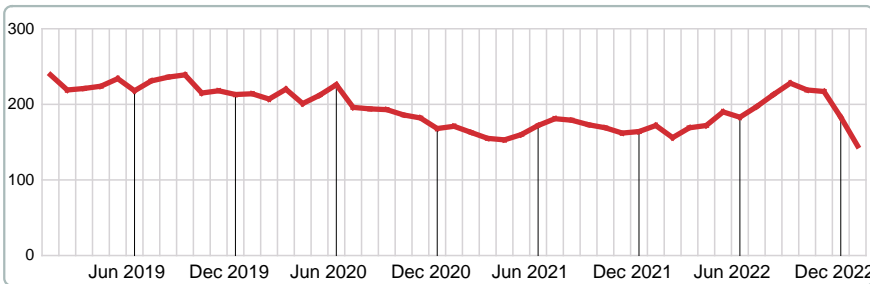
END OF JANUARY



ACTIVE DURING JANUARY

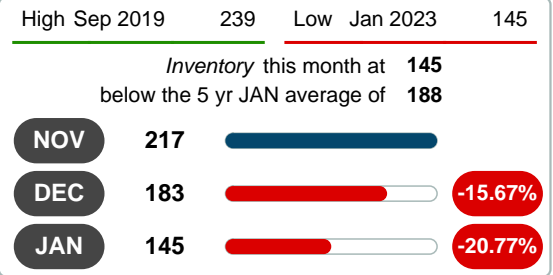


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 188



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	5.52%	49.4	5	2	1	0
\$75,001 - \$150,000	16	11.03%	70.4	4	10	2	0
\$150,001 - \$225,000	25	17.24%	69.4	2	20	2	1
\$225,001 - \$325,000	40	27.59%	73.7	2	24	11	3
\$325,001 - \$400,000	22	15.17%	107.6	1	7	13	1
\$400,001 - \$625,000	19	13.10%	150.1	2	9	7	1
\$625,001 and up	15	10.34%	98.7	0	6	3	6
Total Active Inventory by Units	145			16	78	39	12
Total Active Inventory by Volume	60,465,277	100%	89.0	2.68M	25.35M	17.23M	15.20M
Average Active Inventory Listing Price	\$417,002			\$167,519	\$325,032	\$441,879	\$1,266,600

January 2023



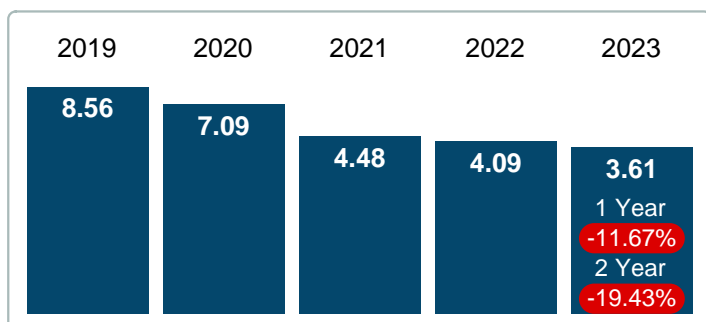
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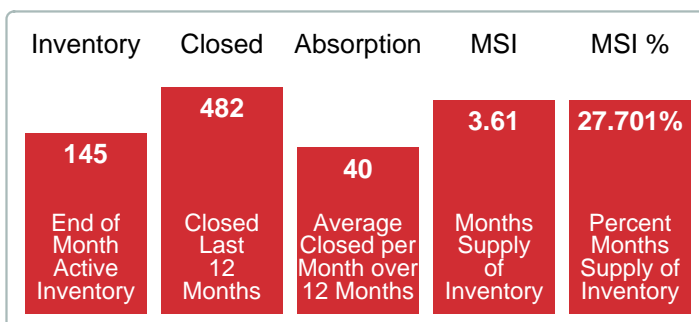
MONTHS SUPPLY of INVENTORY (MSI)

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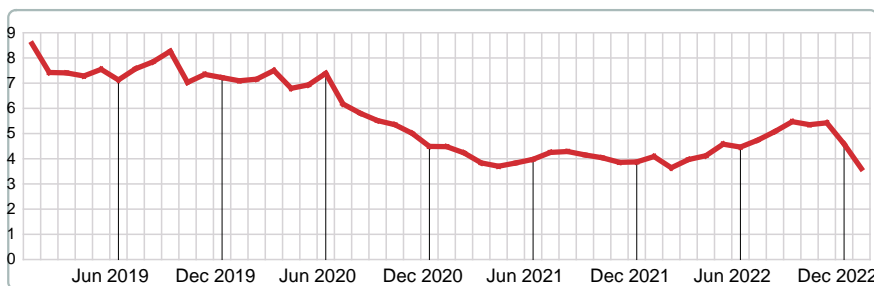
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

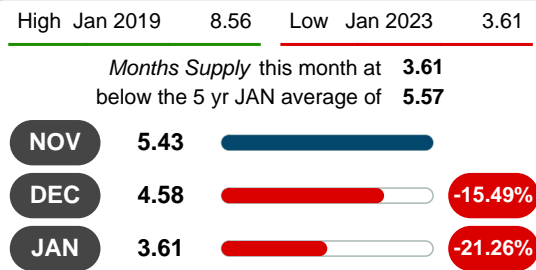


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.57



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
\$75,000 and less	8	5.52%	2.00	2.14	1.26	12.00	0.00
\$75,001 - \$150,000	16	11.03%	1.66	1.20	1.76	3.00	0.00
\$150,001 - \$225,000	25	17.24%	2.46	1.20	2.73	2.67	2.40
\$225,001 - \$325,000	40	27.59%	4.71	1.50	4.24	8.80	12.00
\$325,001 - \$400,000	22	15.17%	6.44	3.00	4.00	12.00	4.00
\$400,001 - \$625,000	19	13.10%	7.60	24.00	7.20	7.64	4.00
\$625,001 and up	15	10.34%	7.83	0.00	7.20	7.20	12.00
Market Supply of Inventory (MSI)			3.61	1.73	3.24	7.55	7.20
Total Active Inventory by Units		100%	3.61	16	78	39	12

January 2023



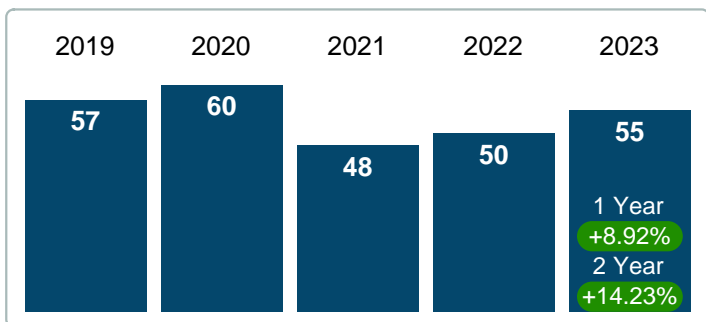
Area Delimited by County Of Mayes - Residential Property Type



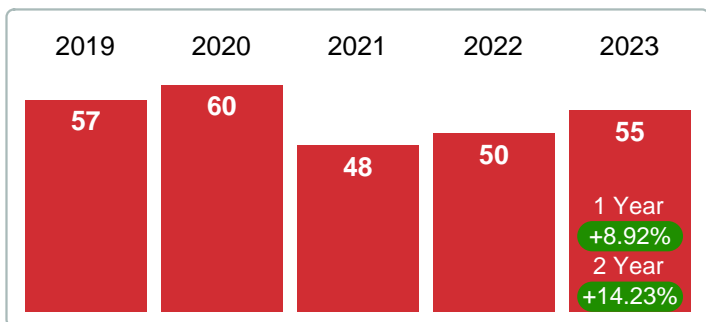
AVERAGE DAYS ON MARKET TO SALE

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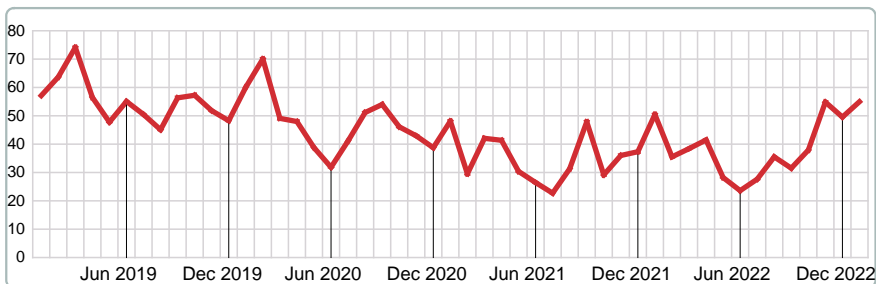
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 55 above the 5 yr JAN average of 54



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	9.09%	27	77	2	0	0
\$75,001 - \$125,000	15.15%	31	0	23	62	0
\$125,001 - \$175,000	12.12%	73	0	73	0	0
\$175,001 - \$250,000	24.24%	72	6	81	0	0
\$250,001 - \$325,000	15.15%	63	0	63	0	0
\$325,001 - \$525,000	12.12%	27	0	22	33	0
\$525,001 and up	12.12%	72	0	1	96	0
Average Closed DOM		55	42	53	69	0
Total Closed Units	100%	55	2	25	6	0
Total Closed Volume		8,636,999	264.00K	5.46M	2.92M	0.00B

January 2023



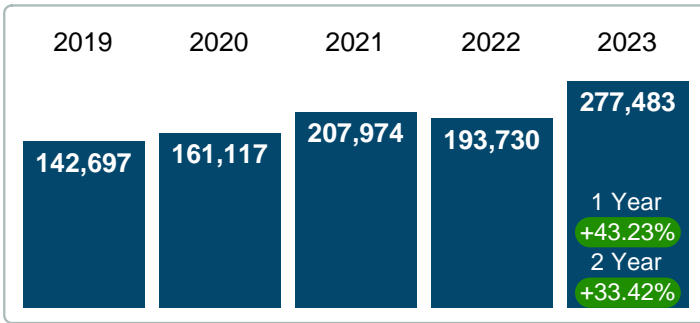
Area Delimited by County Of Mayes - Residential Property Type



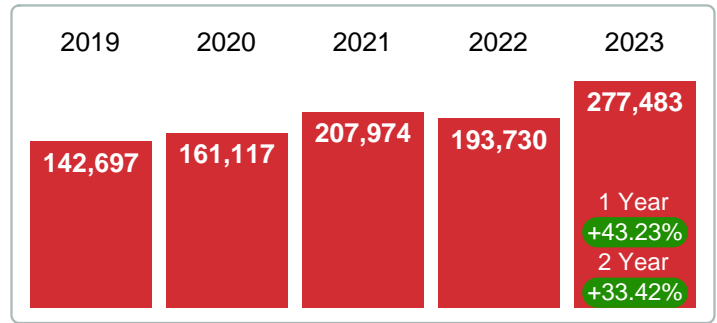
AVERAGE LIST PRICE AT CLOSING

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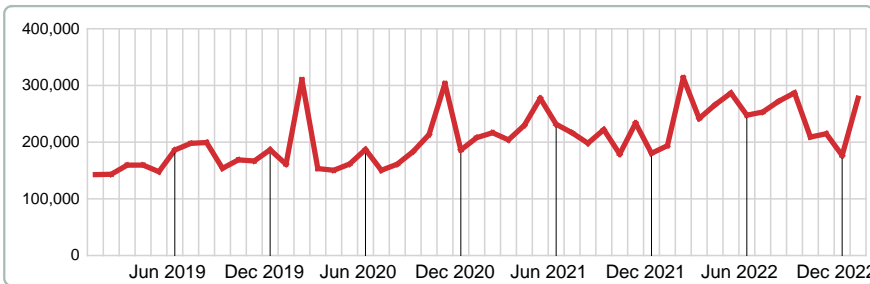
JANUARY



YEAR TO DATE (YTD)

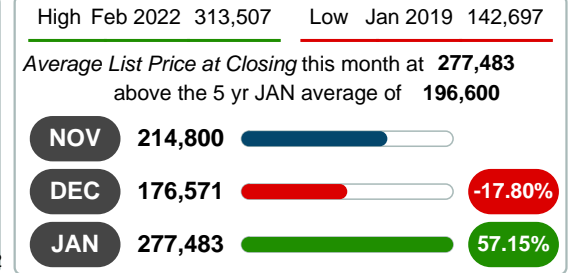


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 196,600



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 3	9.09%	57,667	74,000	49,500	0	0
\$75,001 - \$125,000 4	12.12%	115,975	0	117,675	120,000	0
\$125,001 - \$175,000 5	15.15%	148,740	0	154,225	0	0
\$175,001 - \$250,000 8	24.24%	208,394	199,900	209,607	0	0
\$250,001 - \$325,000 4	12.12%	283,125	0	292,480	0	0
\$325,001 - \$525,000 4	12.12%	384,950	0	425,450	563,000	0
\$525,001 and up 5	15.15%	687,380	0	595,000	691,633	0
Average List Price		277,483	136,950	222,486	553,483	0
Total Closed Units		33	2	25	6	0
Total Closed Volume		9,156,949	273.90K	5.56M	3.32M	0.00B

January 2023



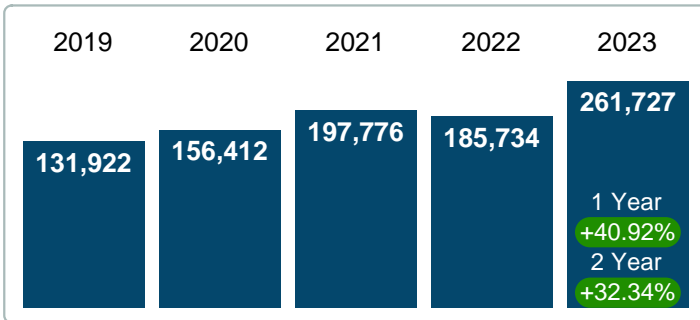
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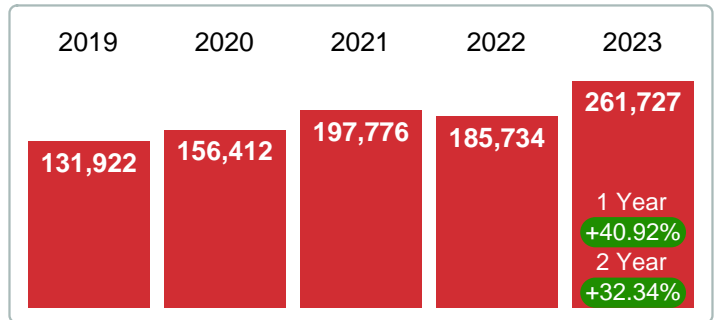
AVERAGE SOLD PRICE AT CLOSING

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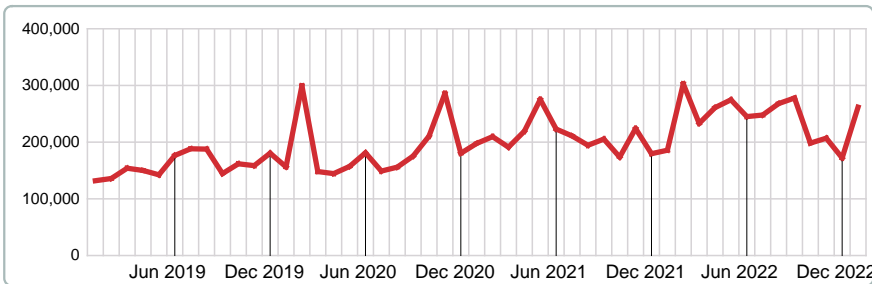
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

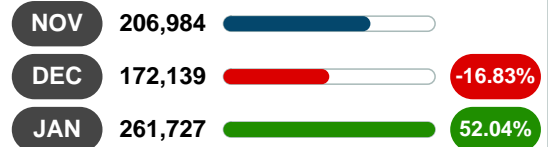


3 MONTHS

5 year JAN AVG = 186,714

High Feb 2022 302,853 Low Jan 2019 131,922

Average Sold Price at Closing this month at **261,727** above the 5 yr JAN average of **186,714**



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	9.09%	56,333	70,000	49,500	0	0
\$75,001 - \$125,000	15.15%	111,500	0	111,875	110,000	0
\$125,001 - \$175,000	12.12%	150,500	0	150,500	0	0
\$175,001 - \$250,000	24.24%	205,750	194,000	207,429	0	0
\$250,001 - \$325,000	15.15%	288,500	0	288,500	0	0
\$325,001 - \$525,000	12.12%	408,125	0	410,000	406,250	0
\$525,001 and up	12.12%	646,875	0	595,000	664,167	0
Average Sold Price		261,727	132,000	218,320	485,833	0
Total Closed Units	100%	261,727	2	25	6	0
Total Closed Volume		8,636,999	264.00K	5.46M	2.92M	0.00B

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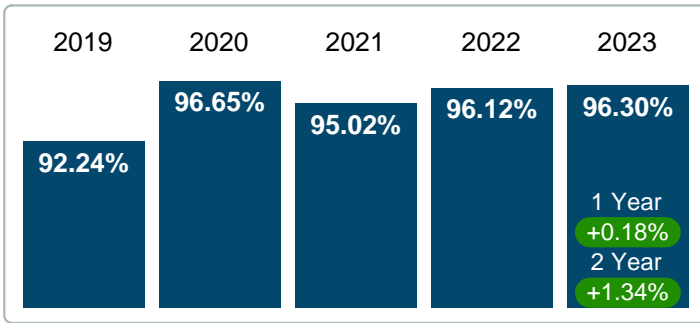
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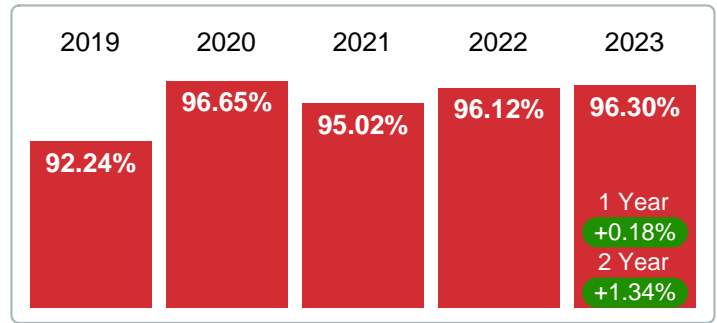
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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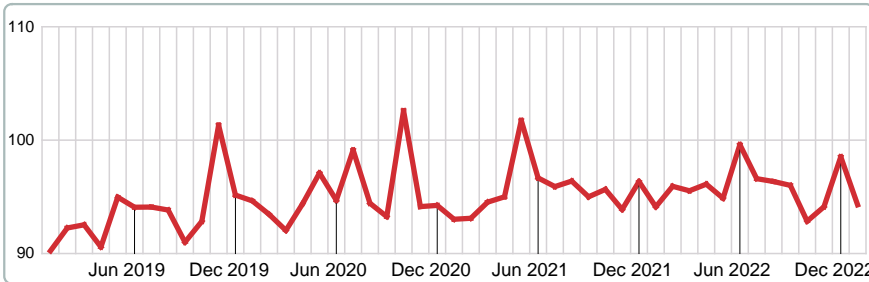
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

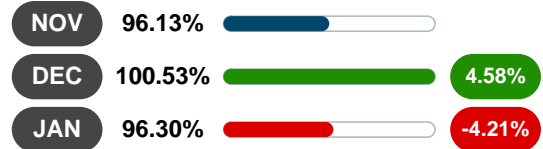


3 MONTHS

5 year JAN AVG = 95.26%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.30%**
above the 5 yr JAN average of **95.26%**



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	<div style="width: 9.09%;"></div> 3	9.09%	98.20%	94.59%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 15.15%;"></div> 5	15.15%	94.25%	0.00%	94.90%	91.67%	0.00%
\$125,001 - \$175,000	<div style="width: 12.12%;"></div> 4	12.12%	97.90%	0.00%	97.90%	0.00%	0.00%
\$175,001 - \$250,000	<div style="width: 24.24%;"></div> 8	24.24%	98.61%	97.05%	98.84%	0.00%	0.00%
\$250,001 - \$325,000	<div style="width: 15.15%;"></div> 5	15.15%	98.82%	0.00%	98.82%	0.00%	0.00%
\$325,001 - \$525,000	<div style="width: 12.12%;"></div> 4	12.12%	87.22%	0.00%	96.65%	77.79%	0.00%
\$525,001 and up	<div style="width: 12.12%;"></div> 4	12.12%	97.12%	0.00%	100.00%	96.16%	0.00%
Average Sold/List Ratio		96.30%		95.82%	98.02%	89.29%	0.00%
Total Closed Units		33	100%	2	25	6	
Total Closed Volume		8,636,999		264.00K	5.46M	2.92M	0.00B

January 2023



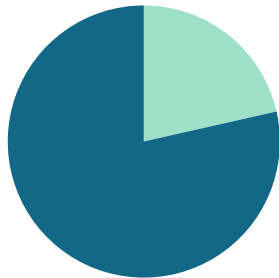
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

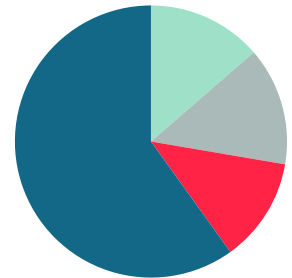


Inventory
 New Listings
50 = 21.46%
 Start Inventory
183
 Total Inventory Units
233
 Volume
\$86,497,131

Market Activity

Closed Sales
33 = 13.64%
 Pending Sales
34 = 14.05%
 Other Off Market
30 = 12.40%
 Active Inventory
145 = 59.92%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	30	33	10.00%	30	33	10.00%
Pending Sales	41	34	-17.07%	41	34	-17.07%
New Listings	56	50	-10.71%	56	50	-10.71%
Average List Price	193,730	277,483	43.23%	193,730	277,483	43.23%
Average Sale Price	185,734	261,727	40.92%	185,734	261,727	40.92%
Average Percent of Selling Price to List Price	96.12%	96.30%	0.18%	96.12%	96.30%	0.18%
Average Days on Market to Sale	50.47	54.97	8.92%	50.47	54.97	8.92%
Monthly Inventory	172	145	-15.70%	172	145	-15.70%
Months Supply of Inventory	4.09	3.61	-11.67%	4.09	3.61	-11.67%

Absorption: Last 12 months, an Average of **40** Sales/Month

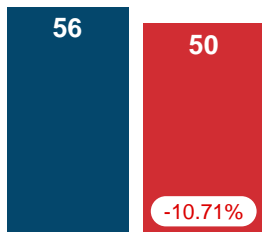
Inventory on January 31, 2023 = **145**

2022 **2023**

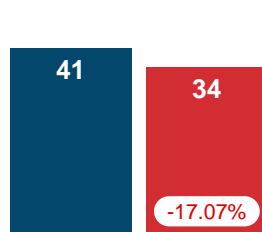
JANUARY MARKET

AVERAGE PRICES

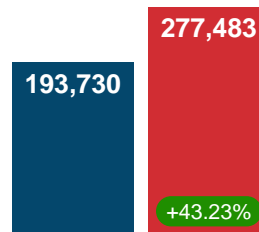
New Listings



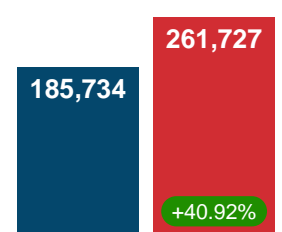
Pending Listings



List Price



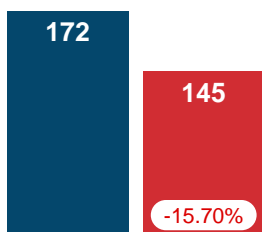
Sale Price



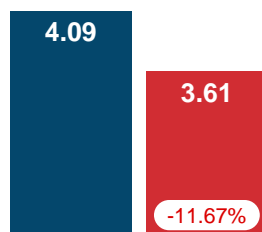
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

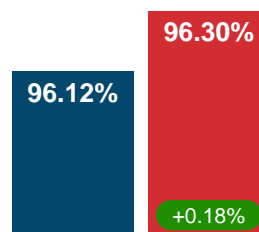
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

