

February 2023



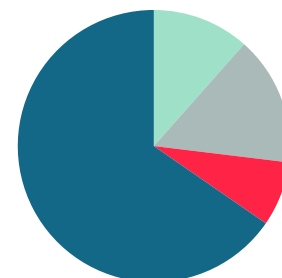
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	35	24	-31.43%
Pending Listings	32	32	0.00%
New Listings	29	34	17.24%
Median List Price	210,000	252,000	20.00%
Median Sale Price	210,000	228,500	8.81%
Median Percent of Selling Price to List Price	98.04%	95.99%	-2.09%
Median Days on Market to Sale	13.00	40.50	211.54%
End of Month Inventory	156	136	-12.82%
Months Supply of Inventory	3.64	3.46	-5.06%



■ Closed (11.54%)
■ Pending (15.38%)
■ Other OffMarket (7.69%)
■ Active (65.38%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of February 28, 2023 = **136**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **12.82%** to 136 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.46** 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 **8.81%** in February 2023 to \$228,500 versus the previous year at \$210,000.

Median Days on Market Lengthens

The median number of **40.50** days that homes spent on the market before selling increased by 27.50 days or **211.54%** in February 2023 compared to last year's same month at **13.00** DOM.

Sales Success for February 2023 is Positive

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

There were 34 New Listings in February 2023, up **17.24%** from last year at 29. Furthermore, there were 24 Closed Listings this month versus last year at 35, a **-31.43%** decrease.

Closed versus Listed trends yielded a **70.6%** ratio, down from previous year's, February 2022, at **120.7%**, a **41.51%** downswing. This will certainly create pressure on a decreasing 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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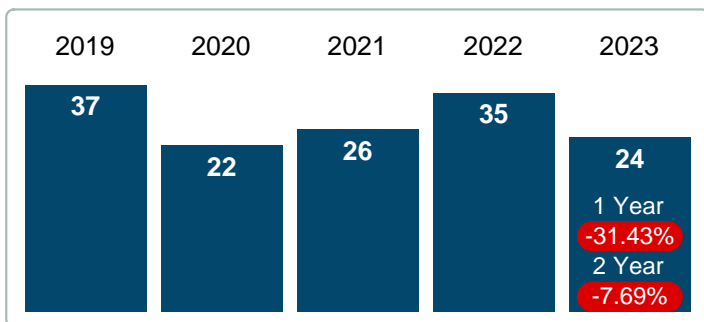
Area Delimited by County Of Mayes - Residential Property Type



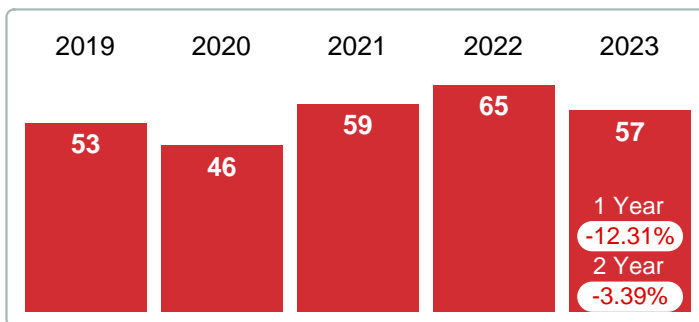
CLOSED LISTINGS

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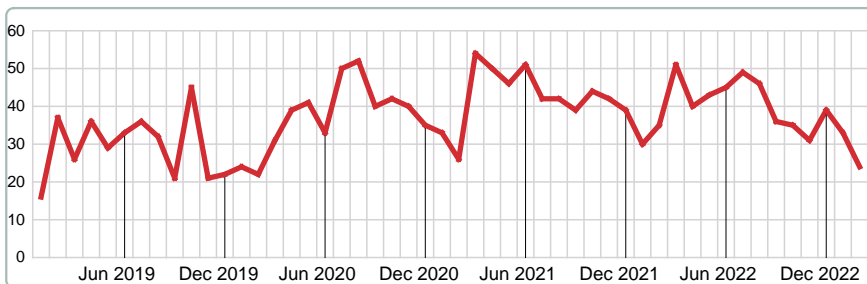
FEBRUARY



YEAR TO DATE (YTD)

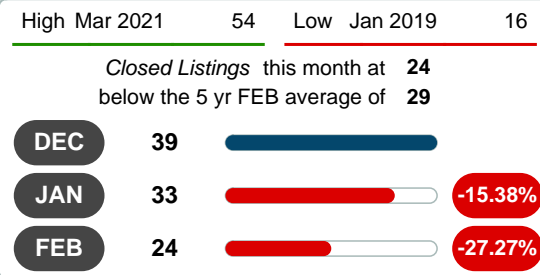


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	8.33%	6.0	1	1	0	0
\$50,001 - \$100,000	2	8.33%	102.5	1	1	0	0
\$100,001 - \$125,000	5	20.83%	8.0	2	3	0	0
\$125,001 - \$250,000	5	20.83%	31.0	1	3	1	0
\$250,001 - \$275,000	3	12.50%	101.0	0	1	2	0
\$275,001 - \$375,000	4	16.67%	84.0	2	1	1	0
\$375,001 and up	3	12.50%	97.0	0	2	1	0
Total Closed Units	24			7	12	5	0
Total Closed Volume	5,313,299	100%	40.5	1.19M	2.56M	1.56M	0.00B
Median Closed Price	\$228,500			\$125,000	\$162,500	\$275,000	\$0

February 2023



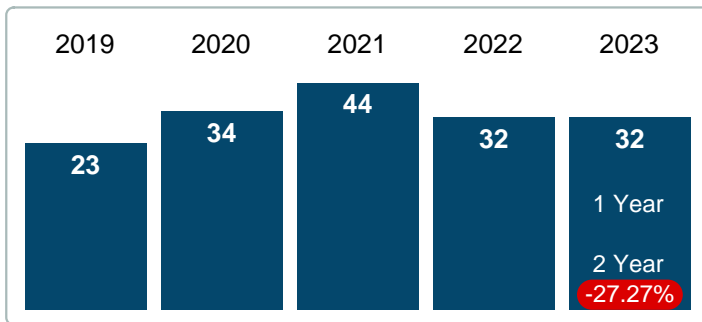
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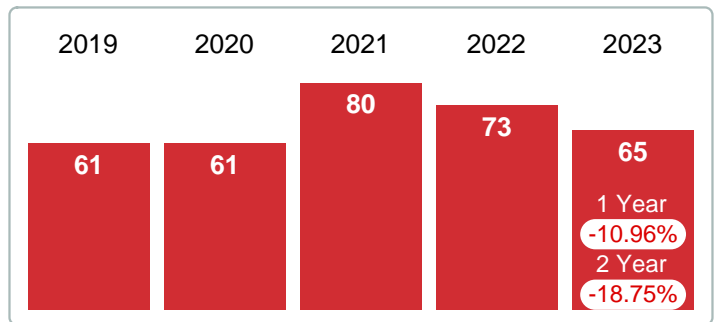
PENDING LISTINGS

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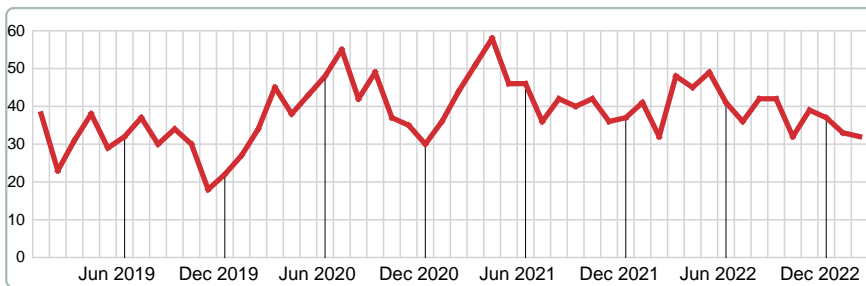
FEBRUARY



YEAR TO DATE (YTD)

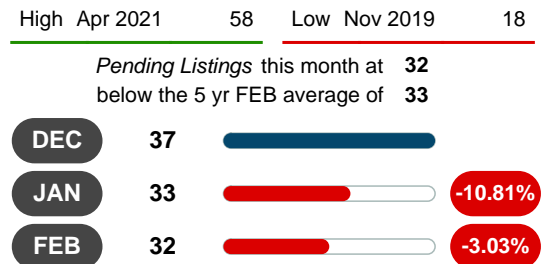


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 33



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	9.38%	10.0	1	2	0	0
\$50,001 - \$75,000	2	6.25%	7.5	0	2	0	0
\$75,001 - \$150,000	5	15.63%	74.0	2	3	0	0
\$150,001 - \$225,000	8	25.00%	61.5	0	7	1	0
\$225,001 - \$275,000	6	18.75%	81.5	0	5	1	0
\$275,001 - \$350,000	4	12.50%	95.5	0	3	1	0
\$350,001 and up	4	12.50%	124.5	0	1	1	2
Total Pending Units	32			3	23	4	2
Total Pending Volume	8,863,339	100%	52.0	190.80K	4.45M	1.12M	3.10M
Median Listing Price	\$189,950			\$79,900	\$183,040	\$289,950	\$1,549,950

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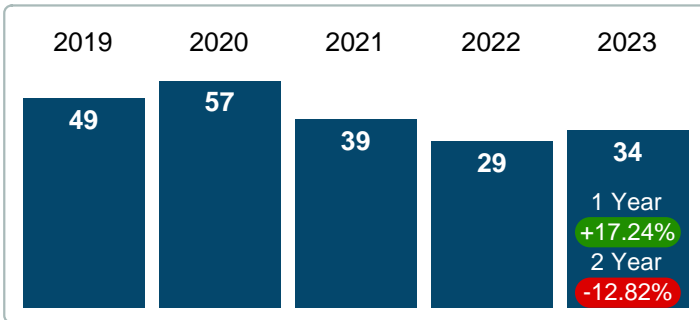
Area Delimited by County Of Mayes - Residential Property Type



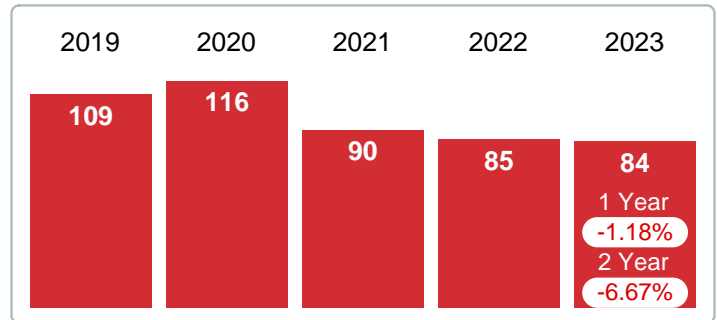
NEW LISTINGS

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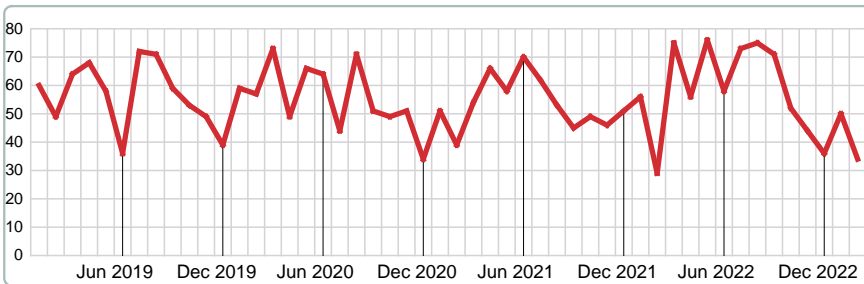
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

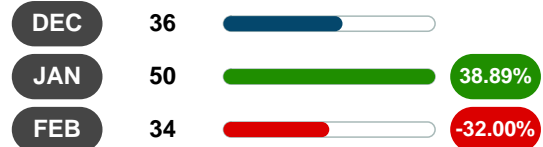


3 MONTHS

5 year FEB AVG = 42

High May 2022: 76 | Low Feb 2022: 29

New Listings this month at **34**
below the 5 yr FEB average of **42**



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	<div style="width: 8.82%;"></div> 3	8.82%	0	3	0	0
\$75,001 - \$150,000	<div style="width: 11.76%;"></div> 4	11.76%	2	2	0	0
\$150,001 - \$175,000	<div style="width: 11.76%;"></div> 4	11.76%	1	3	0	0
\$175,001 - \$275,000	<div style="width: 29.41%;"></div> 10	29.41%	0	9	1	0
\$275,001 - \$475,000	<div style="width: 14.71%;"></div> 5	14.71%	1	2	2	0
\$475,001 - \$800,000	<div style="width: 14.71%;"></div> 5	14.71%	0	4	1	0
\$800,001 and up	<div style="width: 8.82%;"></div> 3	8.82%	0	2	0	1
Total New Listed Units	34		4	25	4	1
Total New Listed Volume	11,284,990	100%	788.90K	8.05M	1.45M	995.00K
Median New Listed Listing Price	\$244,500		\$132,450	\$220,000	\$362,200	\$995,000

February 2023



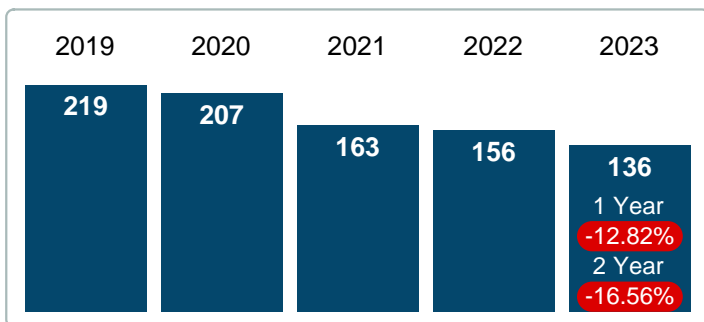
Area Delimited by County Of Mayes - Residential Property Type



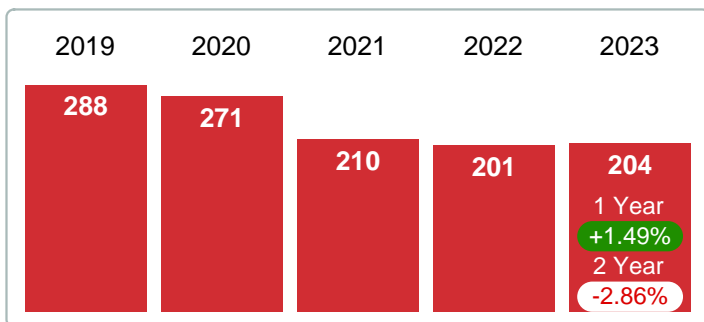
ACTIVE INVENTORY

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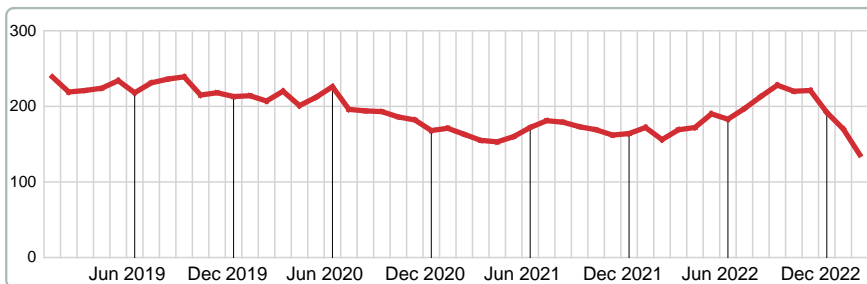
END OF FEBRUARY



ACTIVE DURING FEBRUARY

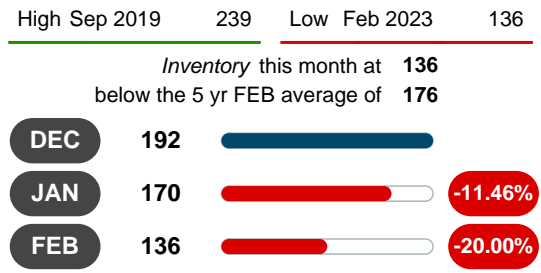


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 176



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	8.82%	54.0	6	5	1	0
\$100,001 - \$150,000	8	5.88%	84.5	2	5	1	0
\$150,001 - \$225,000	25	18.38%	70.0	4	20	0	1
\$225,001 - \$325,000	35	25.74%	67.0	0	22	10	3
\$325,001 - \$425,000	27	19.85%	131.0	3	8	15	1
\$425,001 - \$675,000	15	11.03%	174.0	1	7	6	1
\$675,001 and up	14	10.29%	55.5	0	7	2	5
Total Active Inventory by Units	136			16	74	35	11
Total Active Inventory by Volume	56,533,830	100%	82.0	2.98M	25.21M	16.54M	11.81M
Median Active Inventory Listing Price	\$280,420			\$134,450	\$245,000	\$343,990	\$599,000

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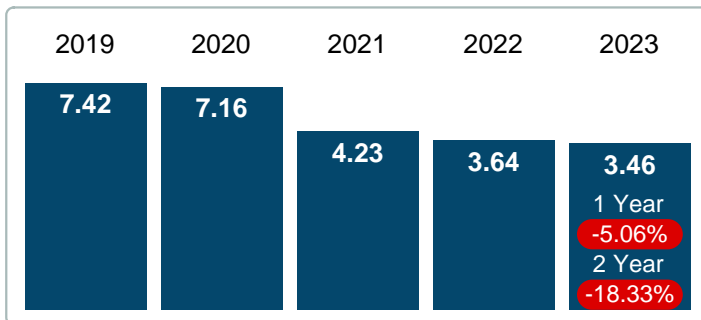
Area Delimited by County Of Mayes - Residential Property Type



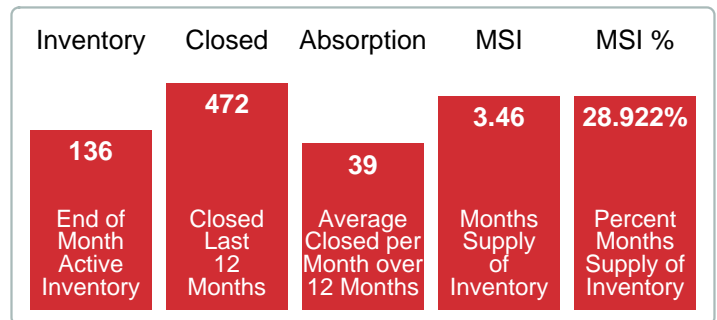
MONTHS SUPPLY of INVENTORY (MSI)

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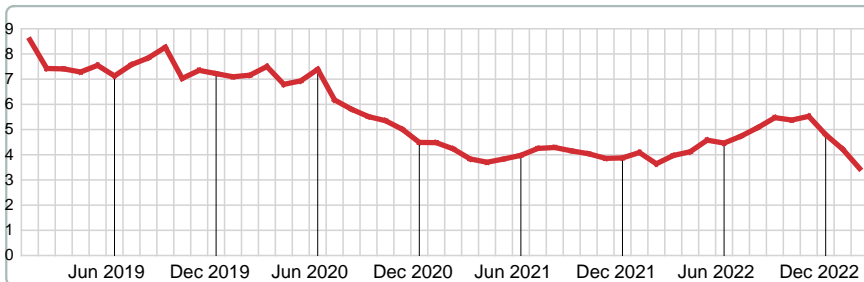
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 5.18

High Jan 2019 8.56 Low Feb 2023 3.46

Months Supply this month at **3.46**
below the 5 yr FEB average of **5.18**



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
\$100,000 and less	12	8.82%	1.95	1.64	2.14	6.00	0.00
\$100,001 - \$150,000	8	5.88%	1.09	1.09	1.02	1.71	0.00
\$150,001 - \$225,000	25	18.38%	2.56	2.29	2.89	0.00	3.00
\$225,001 - \$325,000	35	25.74%	4.04	0.00	3.88	6.32	12.00
\$325,001 - \$425,000	27	19.85%	7.20	9.00	4.36	11.25	4.00
\$425,001 - \$675,000	15	11.03%	6.67	6.00	6.46	8.00	4.00
\$675,001 and up	14	10.29%	9.88	0.00	12.00	8.00	10.00
Market Supply of Inventory (MSI)			3.46	1.78	3.17	6.46	6.95
Total Active Inventory by Units		100%	3.46	16	74	35	11

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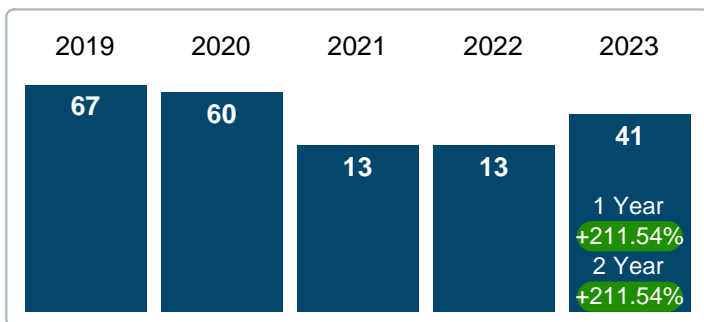
Area Delimited by County Of Mayes - Residential Property Type



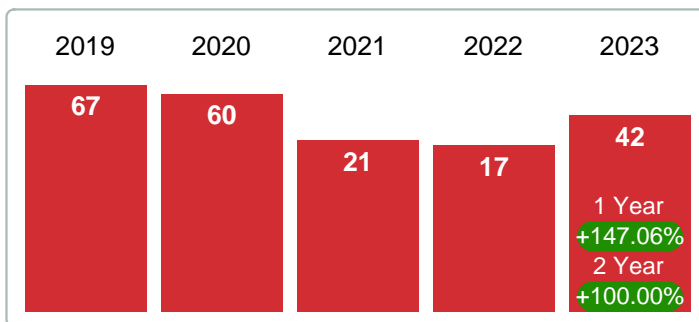
MEDIAN DAYS ON MARKET TO SALE

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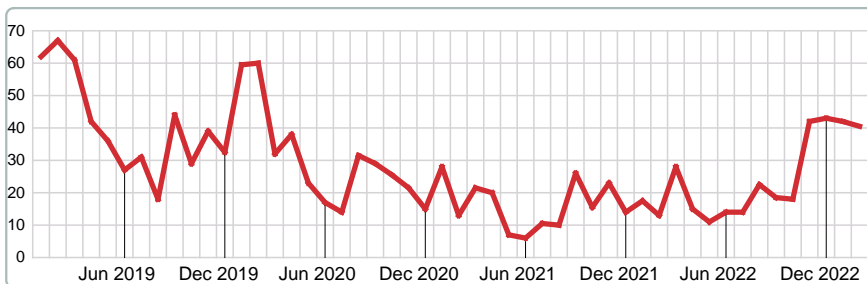
FEBRUARY



YEAR TO DATE (YTD)

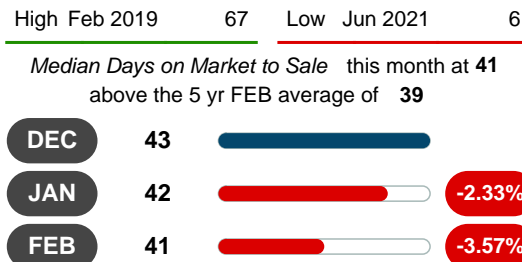


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



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
\$50,000 and less	8.33%	6	4	8	0	0
\$50,001 - \$100,000	8.33%	103	202	3	0	0
\$100,001 - \$125,000	20.83%	8	10	8	0	0
\$125,001 - \$250,000	20.83%	31	21	31	140	0
\$250,001 - \$275,000	12.50%	101	0	152	74	0
\$275,001 - \$375,000	16.67%	84	66	87	81	0
\$375,001 and up	12.50%	97	0	92	119	0
Median Closed DOM		41	21	33	101	0
Total Closed Units	100%	24	7	12	5	
Total Closed Volume		5,313,299	1.19M	2.56M	1.56M	0.00B

February 2023



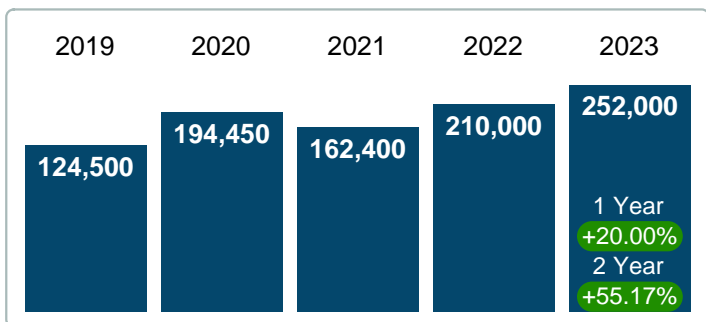
Area Delimited by County Of Mayes - Residential Property Type



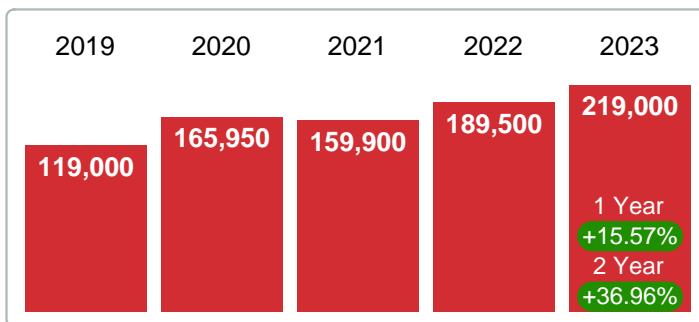
MEDIAN LIST PRICE AT CLOSING

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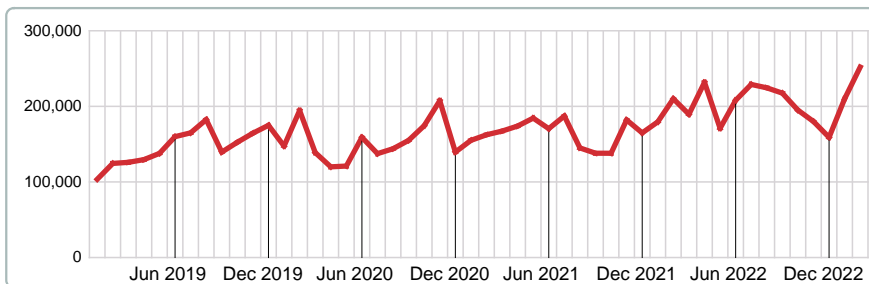
FEBRUARY



YEAR TO DATE (YTD)

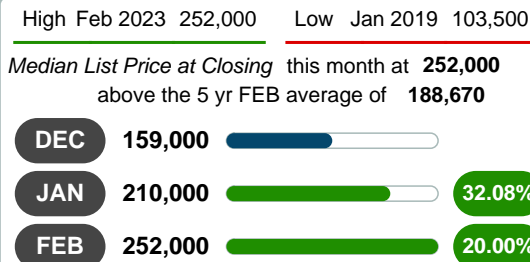


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188,670



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
\$50,000 and less	<div style="width: 8.33%;"></div> 2	8.33%	40,000	40,000	0	0	0
\$50,001 - \$100,000	<div style="width: 8.33%;"></div> 2	8.33%	84,700	0	84,700	0	0
\$100,001 - \$125,000	<div style="width: 16.67%;"></div> 4	16.67%	120,000	120,000	120,000	0	0
\$125,001 - \$250,000	<div style="width: 16.67%;"></div> 4	16.67%	172,500	130,000	210,000	0	0
\$250,001 - \$275,000	<div style="width: 16.67%;"></div> 4	16.67%	270,000	270,000	269,000	270,000	0
\$275,001 - \$375,000	<div style="width: 20.83%;"></div> 5	20.83%	299,500	350,000	355,000	295,000	0
\$375,001 and up	<div style="width: 12.50%;"></div> 3	12.50%	540,000	0	497,000	540,000	0
Median List Price			252,000	130,000	172,500	295,000	0
Total Closed Units		100%	252,000	7	12	5	0
Total Closed Volume			5,640,900	1.22M	2.72M	1.70M	0.00B

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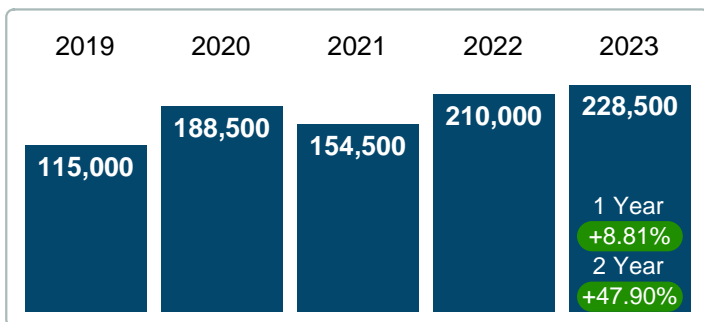
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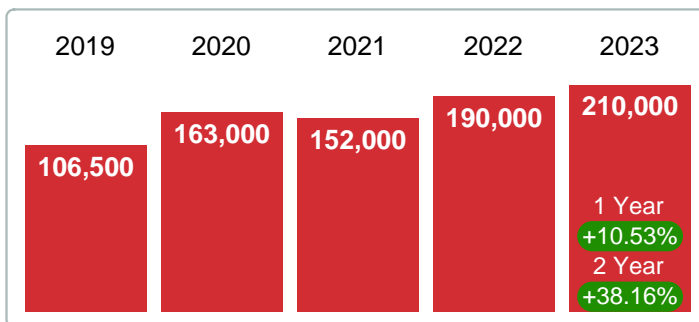
MEDIAN SOLD PRICE AT CLOSING

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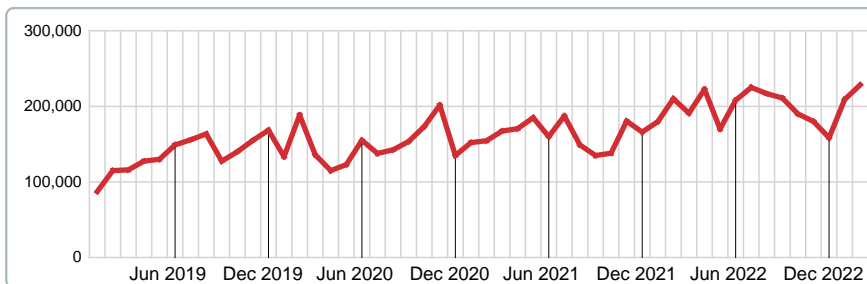
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

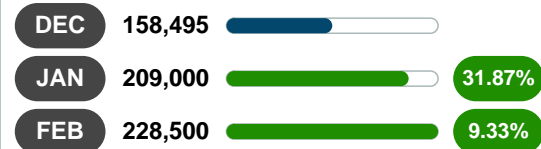


3 MONTHS

5 year FEB AVG = 179,300

High Feb 2023 228,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **228,500** above the 5 yr FEB average of **179,300**



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
\$50,000 and less	8.33%	40,000	30,000	49,999	0	0
\$50,001 - \$100,000	8.33%	75,250	55,000	95,500	0	0
\$100,001 - \$125,000	20.83%	123,000	124,000	120,000	0	0
\$125,001 - \$250,000	20.83%	225,000	225,000	190,000	250,000	0
\$250,001 - \$275,000	12.50%	267,800	0	258,000	271,400	0
\$275,001 - \$375,000	16.67%	287,500	317,500	290,000	278,000	0
\$375,001 and up	12.50%	490,000	0	477,500	490,000	0
Median Sold Price		228,500	125,000	162,500	275,000	0
Total Closed Units	100%	24	7	12	5	
Total Closed Volume		5,313,299	1.19M	2.56M	1.56M	0.00B

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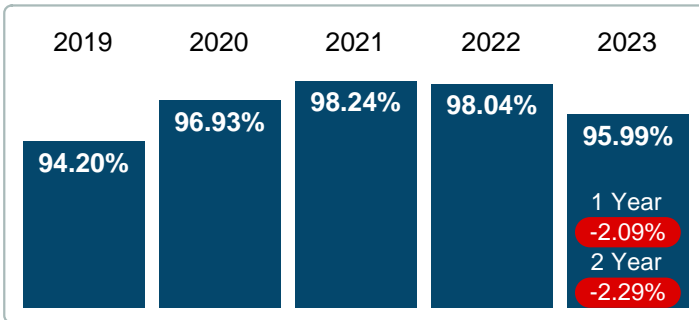
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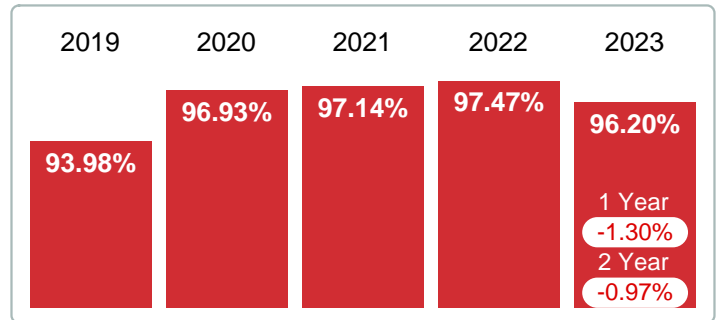
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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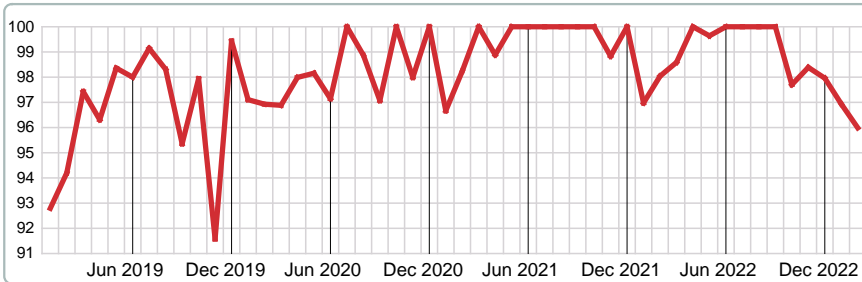
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

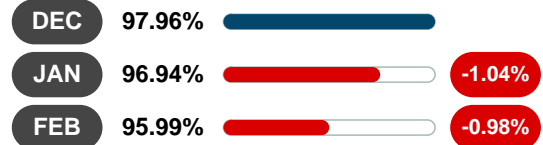


3 MONTHS

5 year FEB AVG = 96.68%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **95.99%**
below the 5 yr FEB average of **96.68%**



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
\$50,000 and less	2	8.33%	78.62%	85.71%	71.53%	0.00%	0.00%
\$50,001 - \$100,000	2	8.33%	109.10%	122.22%	95.98%	0.00%	0.00%
\$100,001 - \$125,000	5	20.83%	100.00%	99.39%	100.00%	0.00%	0.00%
\$125,001 - \$250,000	5	20.83%	90.48%	83.33%	98.72%	84.75%	0.00%
\$250,001 - \$275,000	3	12.50%	95.91%	0.00%	95.91%	95.50%	0.00%
\$275,001 - \$375,000	4	16.67%	97.12%	102.78%	81.69%	94.24%	0.00%
\$375,001 and up	3	12.50%	95.99%	0.00%	96.10%	90.74%	0.00%
Median Sold/List Ratio		95.99%		100.00%	96.10%	91.82%	0.00%
Total Closed Units		24	100%	7	12	5	
Total Closed Volume		5,313,299		1.19M	2.56M	1.56M	0.00B

February 2023



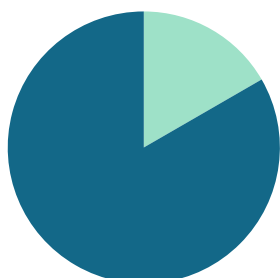
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

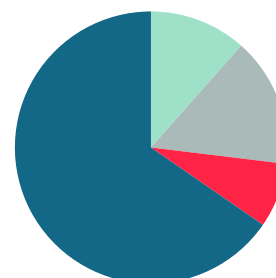


Inventory
 New Listings
34 = 16.67%
 Start Inventory
170
 Total Inventory Units
204
 Volume
\$77,610,269

Market Activity

Closed Sales
24 = 11.54%
 Pending Sales
32 = 15.38%
 Other Off Market
16 = 7.69%
 Active Inventory
136 = 65.38%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	35	24	-31.43%	65	57	-12.31%
Pending Sales	32	32	0.00%	73	65	-10.96%
New Listings	29	34	17.24%	85	84	-1.18%
Median List Price	210,000	252,000	20.00%	189,500	219,000	15.57%
Median Sale Price	210,000	228,500	8.81%	190,000	210,000	10.53%
Median Percent of Selling Price to List Price	98.04%	95.99%	-2.09%	97.47%	96.20%	-1.30%
Median Days on Market to Sale	13.00	40.50	211.54%	17.00	42.00	147.06%
Monthly Inventory	156	136	-12.82%	156	136	-12.82%
Months Supply of Inventory	3.64	3.46	-5.06%	3.64	3.46	-5.06%

Absorption: Last 12 months, an Average of **39** Sales/Month

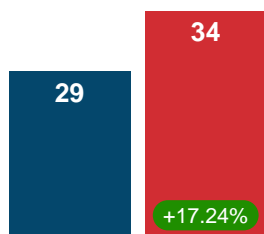
Inventory on February 28, 2023 = **136**

2022 **2023**

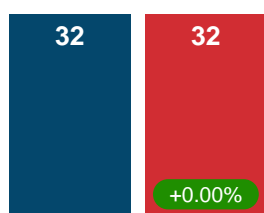
FEBRUARY MARKET

MEDIAN PRICES

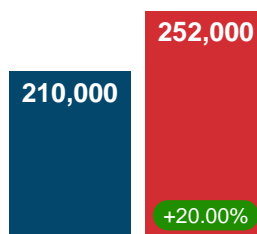
New Listings



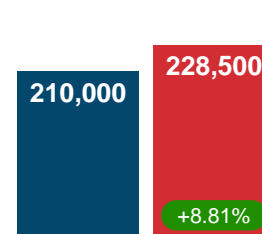
Pending Listings



List Price



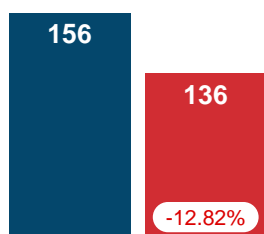
Sale Price



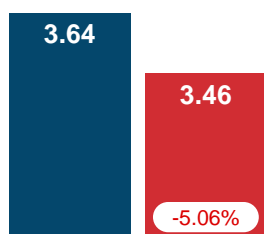
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

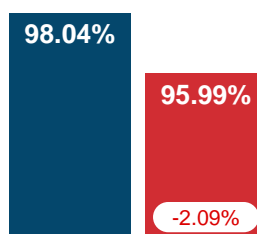
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

