

## March 2023



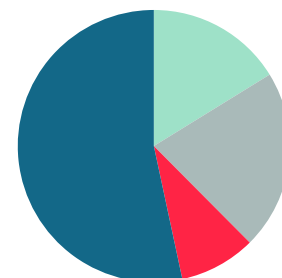
Area Delimited by County Of Mayes - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	51	41	-19.61%
Pending Listings	48	54	12.50%
New Listings	75	78	4.00%
Average List Price	241,665	272,339	12.69%
Average Sale Price	233,184	263,435	12.97%
Average Percent of Selling Price to List Price	97.53%	95.87%	-1.70%
Average Days on Market to Sale	38.41	61.90	61.15%
End of Month Inventory	169	135	-20.12%
Months Supply of Inventory	3.97	3.51	-11.65%



■ Closed (16.21%)  
■ Pending (21.34%)  
■ Other OffMarket (9.09%)  
■ Active (53.36%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of March 31, 2023 = **135**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 decreased **20.12%** to 135 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 **3.51** 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 **12.97%** in March 2023 to \$263,435 versus the previous year at \$233,184.

##### Average Days on Market Lengthens

The average number of **61.90** days that homes spent on the market before selling increased by 23.49 days or **61.15%** in March 2023 compared to last year's same month at **38.41** DOM.

##### Sales Success for March 2023 is Positive

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

There were 78 New Listings in March 2023, up **4.00%** from last year at 75. Furthermore, there were 41 Closed Listings this month versus last year at 51, a **-19.61%** decrease.

Closed versus Listed trends yielded a **52.6%** ratio, down from previous year's, March 2022, at **68.0%**, a **22.70%** downswing. This will certainly create pressure on a decreasing Monthly 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

# March 2023



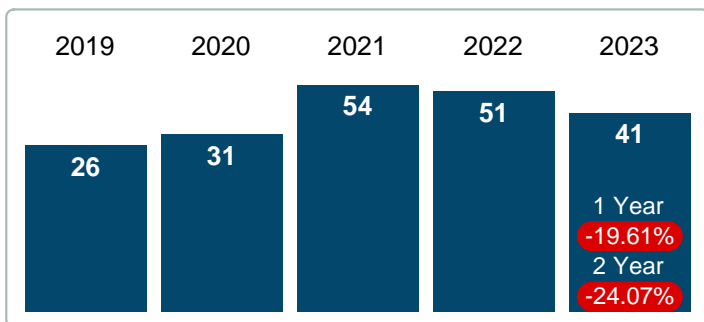
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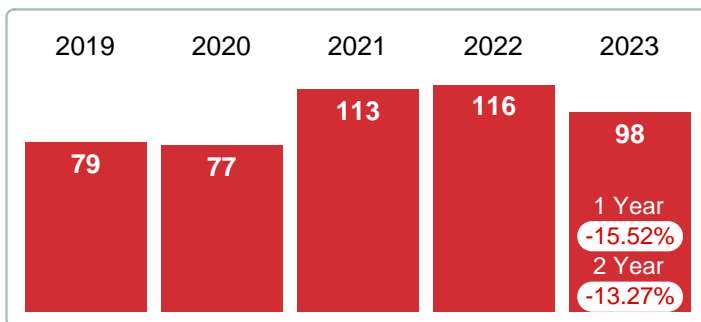
## CLOSED LISTINGS

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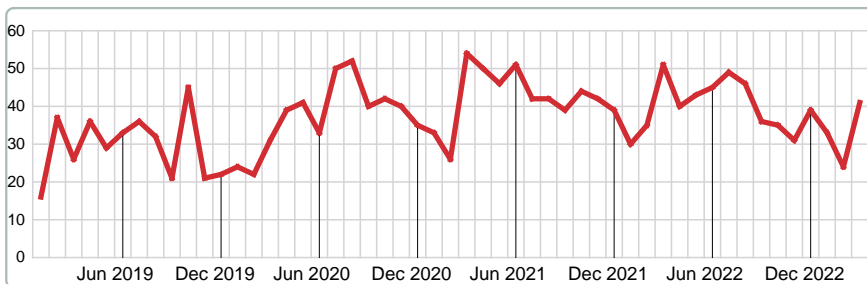
### MARCH



### YEAR TO DATE (YTD)

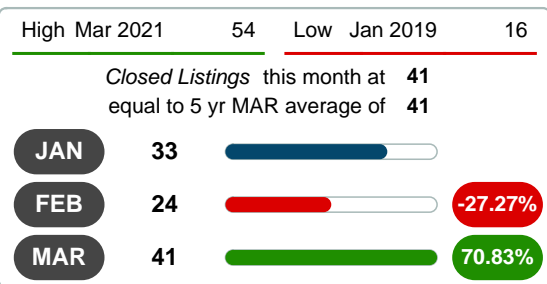


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.88%	5.5	0	2	0	0
\$50,001 - \$125,000	9	21.95%	38.8	2	5	2	0
\$125,001 - \$150,000	3	7.32%	28.0	1	2	0	0
\$150,001 - \$225,000	10	24.39%	58.8	1	8	1	0
\$225,001 - \$275,000	6	14.63%	112.2	0	6	0	0
\$275,001 - \$400,000	6	14.63%	60.7	0	3	3	0
\$400,001 and up	5	12.20%	93.8	0	1	2	2
<b>Total Closed Units</b>	<b>41</b>			<b>4</b>	<b>27</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,800,825</b>	<b>100%</b>	<b>61.9</b>	<b>488.00K</b>	<b>4.99M</b>	<b>2.29M</b>	<b>3.03M</b>
<b>Average Closed Price</b>	<b>\$263,435</b>			<b>\$122,000</b>	<b>\$184,849</b>	<b>\$285,988</b>	<b>\$1,517,000</b>

# March 2023



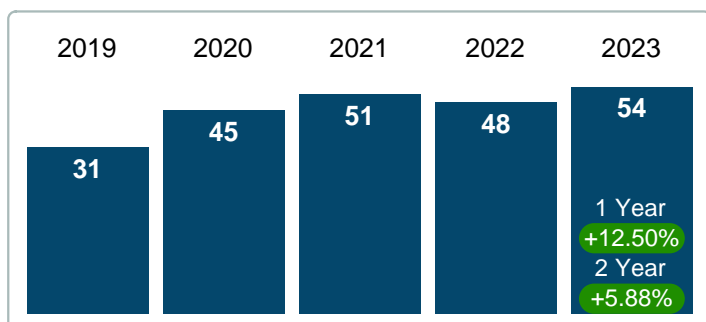
Area Delimited by County Of Mayes - Residential Property Type



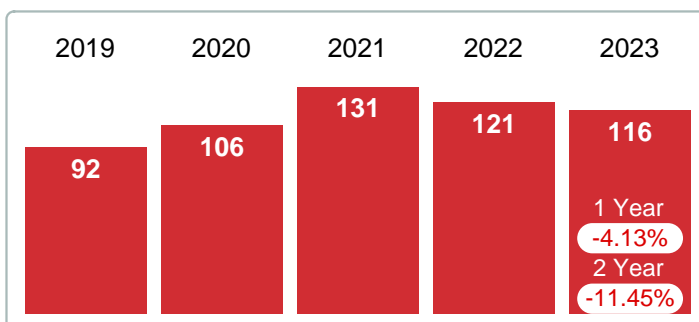
## PENDING LISTINGS

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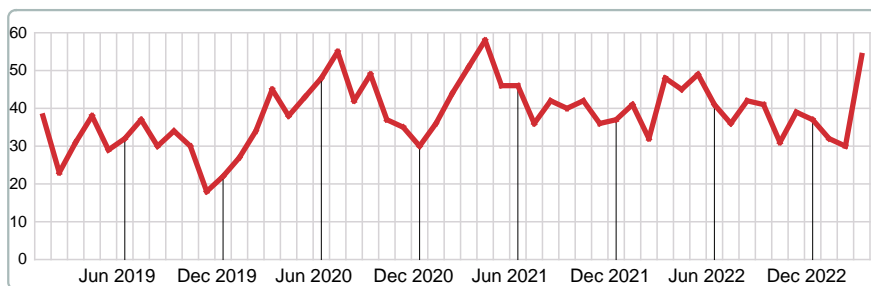
### MARCH



### YEAR TO DATE (YTD)

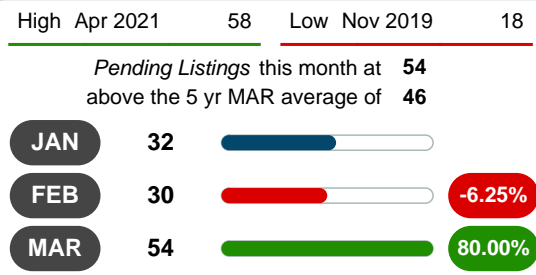


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 46



### 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	4	7.41%	134.8	1	3	0	0
\$50,001 - \$100,000	4	7.41%	33.3	0	3	1	0
\$100,001 - \$150,000	7	12.96%	25.4	2	3	2	0
\$150,001 - \$200,000	17	31.48%	45.0	1	16	0	0
\$200,001 - \$250,000	9	16.67%	24.6	2	6	1	0
\$250,001 - \$325,000	3	5.56%	64.0	0	1	2	0
\$325,001 and up	10	18.52%	64.4	0	2	8	0
<b>Total Pending Units</b>	<b>54</b>			<b>6</b>	<b>34</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>10,890,510</b>	<b>100%</b>	<b>36.9</b>	<b>923.90K</b>	<b>5.77M</b>	<b>4.20M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$176,113</b>			<b>\$153,983</b>	<b>\$169,682</b>	<b>\$299,816</b>	<b>\$0</b>

# March 2023



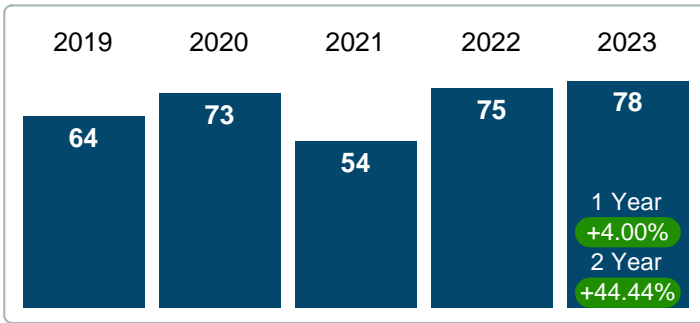
Area Delimited by County Of Mayes - Residential Property Type



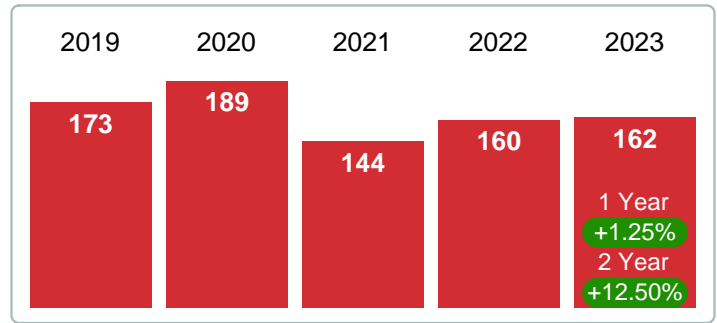
## NEW LISTINGS

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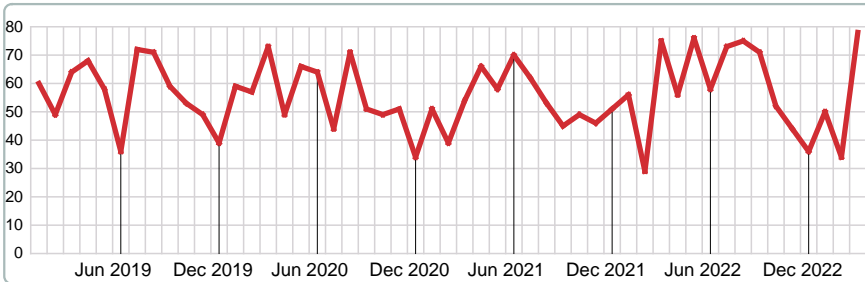
### MARCH



### YEAR TO DATE (YTD)

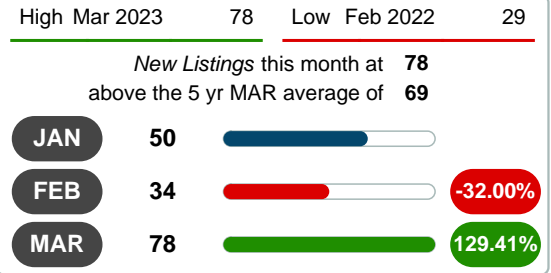


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 69



### 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	6	7.69%	1	4	1	0
\$110,001 - \$150,000	10	12.82%	4	5	1	0
\$150,001 - \$170,000	12	15.38%	2	10	0	0
\$170,001 - \$270,000	20	25.64%	5	11	4	0
\$270,001 - \$360,000	13	16.67%	0	4	9	0
\$360,001 - \$640,000	10	12.82%	0	4	6	0
\$640,001 and up	7	8.97%	0	3	2	2
<b>Total New Listed Units</b>	<b>78</b>		<b>12</b>	<b>41</b>	<b>23</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>26,733,046</b>	<b>100%</b>	<b>2.06M</b>	<b>10.87M</b>	<b>9.32M</b>	<b>4.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$120,000</b>		<b>\$171,642</b>	<b>\$265,105</b>	<b>\$405,220</b>	<b>\$2,242,000</b>

# March 2023



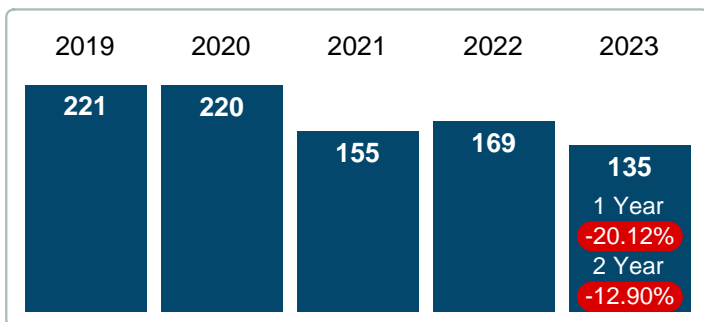
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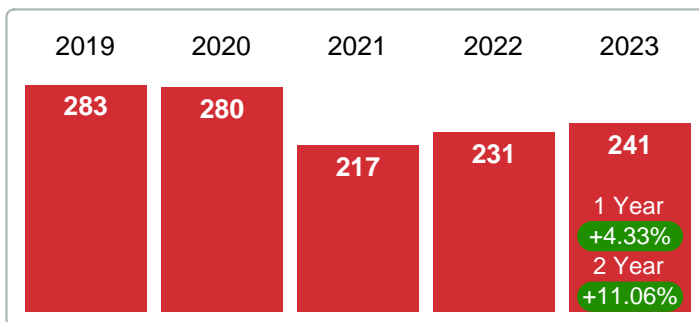
## ACTIVE INVENTORY

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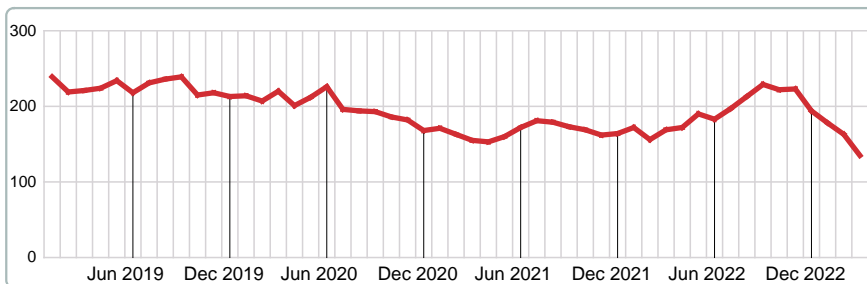
### END OF MARCH



### ACTIVE DURING MARCH

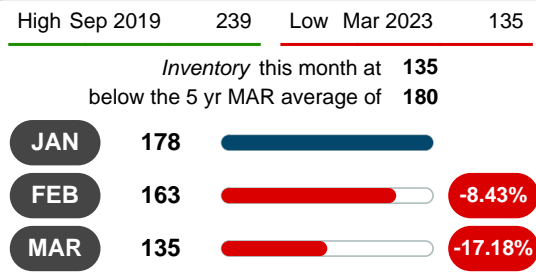


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 180



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	6.67%	92.1	6	2	1	0
\$100,001 - \$175,000	19	14.07%	62.1	5	13	0	1
\$175,001 - \$225,000	13	9.63%	60.2	1	10	2	0
\$225,001 - \$350,000	43	31.85%	75.6	3	23	14	3
\$350,001 - \$450,000	21	15.56%	102.2	4	9	7	1
\$450,001 - \$725,000	16	11.85%	117.7	0	9	6	1
\$725,001 and up	14	10.37%	56.6	0	7	2	5
Total Active Inventory by Units	135			19	73	32	11
Total Active Inventory by Volume	59,342,546	100%	80.5	3.68M	27.33M	15.45M	12.88M
Average Active Inventory Listing Price	\$439,574			\$193,589	\$374,394	\$482,946	\$1,170,845

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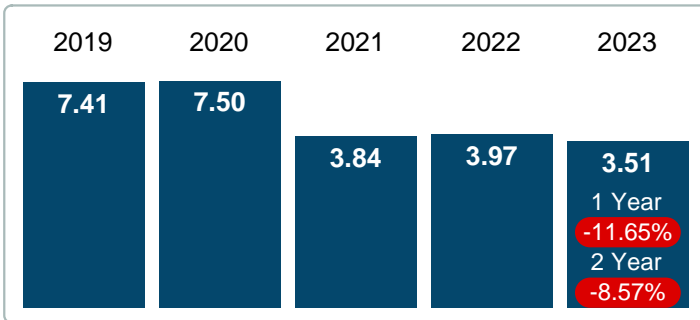
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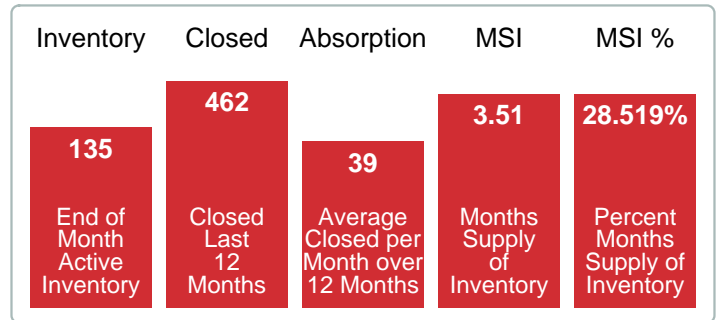
## MONTHS SUPPLY of INVENTORY (MSI)

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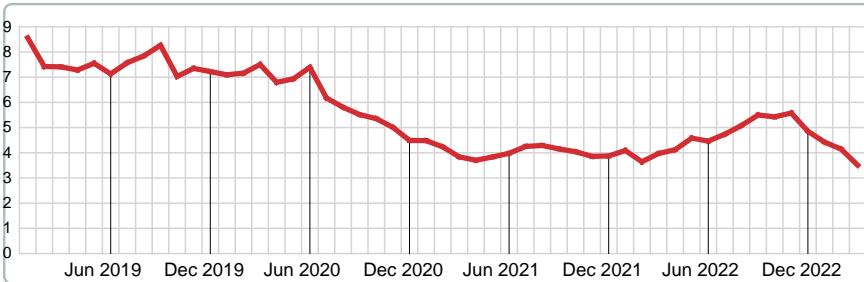
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

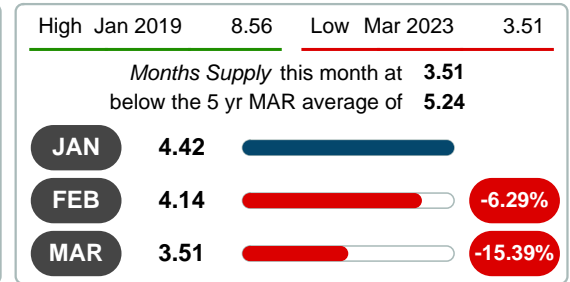


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 5.24



### 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	9	6.67%	1.50	1.85	0.80	4.00	0.00
\$100,001 - \$175,000	19	14.07%	1.77	1.76	1.79	0.00	0.00
\$175,001 - \$225,000	13	9.63%	2.33	1.50	2.45	4.00	0.00
\$225,001 - \$350,000	43	31.85%	4.03	2.57	3.33	6.22	9.00
\$350,001 - \$450,000	21	15.56%	8.40	16.00	8.31	8.40	3.00
\$450,001 - \$725,000	16	11.85%	8.73	0.00	12.00	7.20	6.00
\$725,001 and up	14	10.37%	12.00	0.00	21.00	12.00	8.57
Market Supply of Inventory (MSI)			3.51	2.28	3.19	5.82	6.29
Total Active Inventory by Units		100%	3.51	19	73	32	11

# March 2023



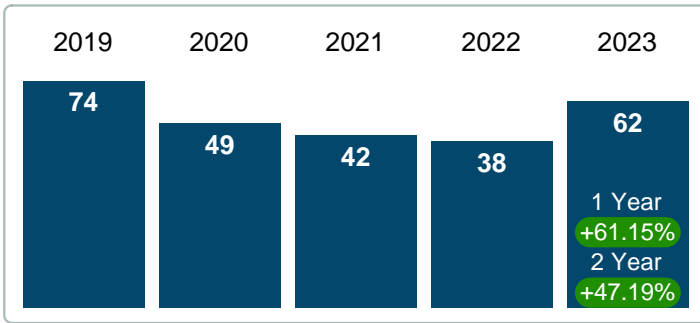
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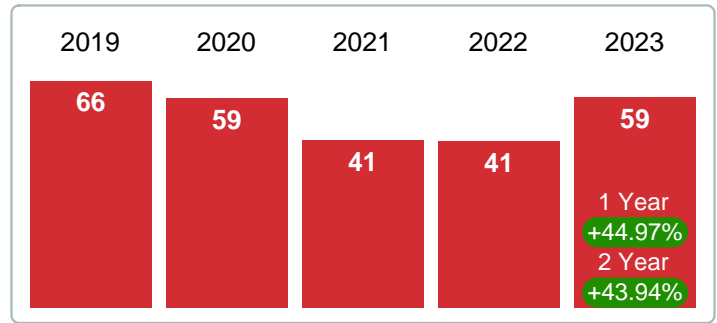
## AVERAGE DAYS ON MARKET TO SALE

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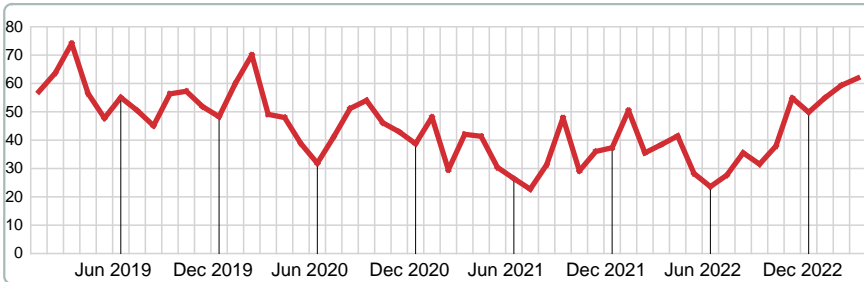
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

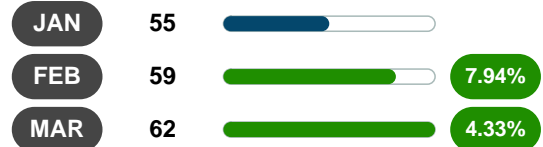


### 3 MONTHS

5 year MAR AVG = 53

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 62 above the 5 yr MAR average of 53



### 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
\$50,000 and less	4.88%	6	0	6	0	0
\$50,001 - \$125,000	21.95%	39	88	28	16	0
\$125,001 - \$150,000	7.32%	28	16	34	0	0
\$150,001 - \$225,000	24.39%	59	4	61	100	0
\$225,001 - \$275,000	14.63%	112	0	112	0	0
\$275,001 - \$400,000	14.63%	61	0	25	96	0
\$400,001 and up	12.20%	94	0	138	81	85
<b>Average Closed DOM</b>		<b>62</b>	<b>49</b>	<b>59</b>	<b>73</b>	<b>85</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>62</b>	<b>4</b>	<b>27</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,800,825</b>	<b>488.00K</b>	<b>4.99M</b>	<b>2.29M</b>	<b>3.03M</b>

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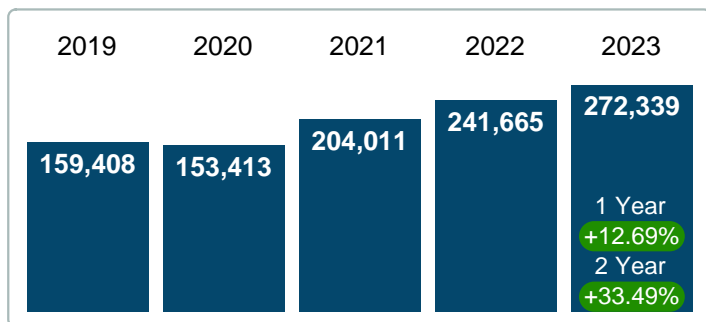
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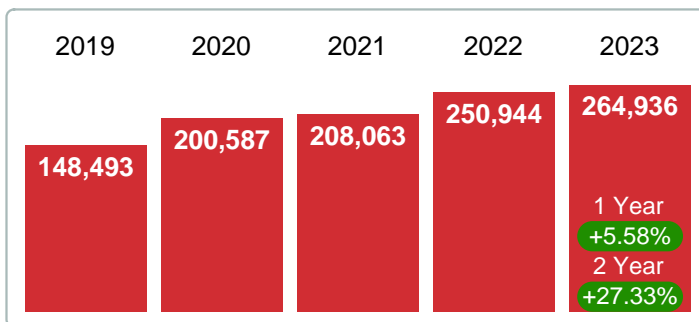
## AVERAGE LIST PRICE AT CLOSING

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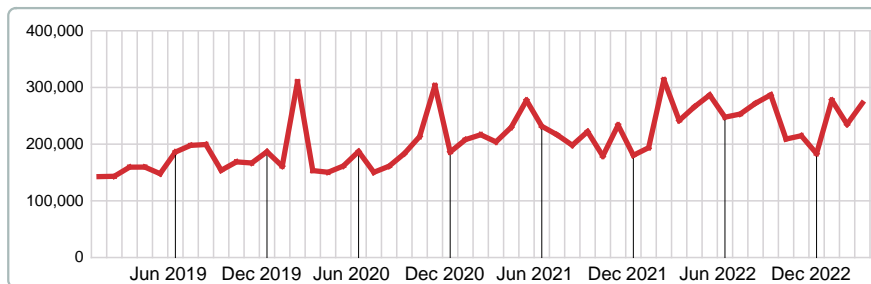
### MARCH



### YEAR TO DATE (YTD)

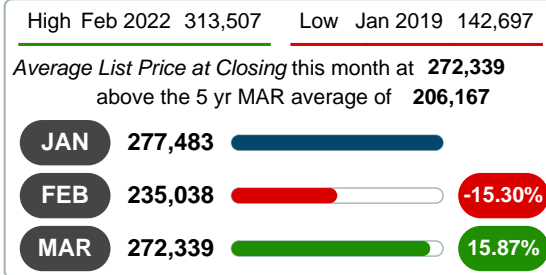


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 206,167



### 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
\$50,000 and less	4.88%	45,000	0	45,000	0	0
\$50,001 - \$125,000	21.95%	101,422	94,450	111,380	92,450	0
\$125,001 - \$150,000	2.44%	142,900	160,000	145,000	0	0
\$150,001 - \$225,000	29.27%	172,933	165,000	175,036	184,900	0
\$225,001 - \$275,000	14.63%	252,467	0	252,467	0	0
\$275,001 - \$400,000	14.63%	305,467	0	309,967	300,967	0
\$400,001 and up	12.20%	919,480	0	447,500	525,000	1,549,950
<b>Average List Price</b>		<b>272,339</b>	<b>128,475</b>	<b>193,681</b>	<b>290,338</b>	<b>1,549,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>272,339</b>	<b>4</b>	<b>27</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>11,165,890</b>	<b>513.90K</b>	<b>5.23M</b>	<b>2.32M</b>	<b>3.10M</b>



# March 2023



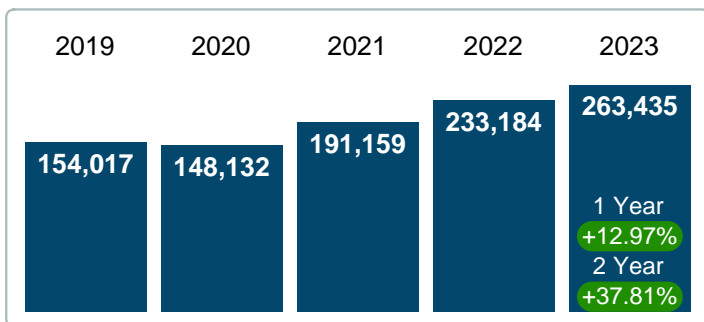
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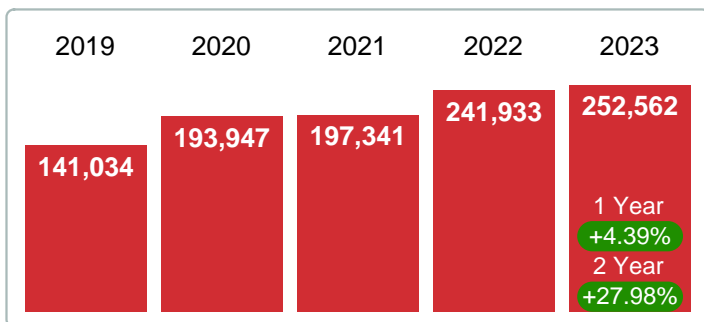
## AVERAGE SOLD PRICE AT CLOSING

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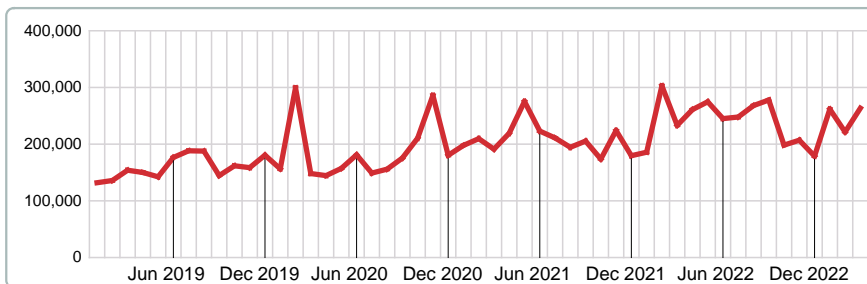
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 197,985

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

Average Sold Price at Closing this month at **263,435**  
above the 5 yr MAR average of **197,985**

Month	Average Sold Price	% Change
JAN	261,727	
FEB	221,387	-15.41%
MAR	263,435	18.99%

## 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
\$50,000 and less	4.88%	40,550	0	40,550	0	0
\$50,001 - \$125,000	21.95%	95,622	85,500	99,920	95,000	0
\$125,001 - \$150,000	7.32%	142,333	147,000	140,000	0	0
\$150,001 - \$225,000	24.39%	172,423	170,000	172,028	178,000	0
\$225,001 - \$275,000	14.63%	239,333	0	239,333	0	0
\$275,001 - \$400,000	14.63%	302,150	0	302,667	301,633	0
\$400,001 and up	12.20%	891,800	0	410,000	507,500	1,517,000
<b>Average Sold Price</b>		<b>263,435</b>	<b>122,000</b>	<b>184,849</b>	<b>285,988</b>	<b>1,517,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>263,435</b>	<b>4</b>	<b>27</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,800,825</b>	<b>488.00K</b>	<b>4.99M</b>	<b>2.29M</b>	<b>3.03M</b>

# March 2023



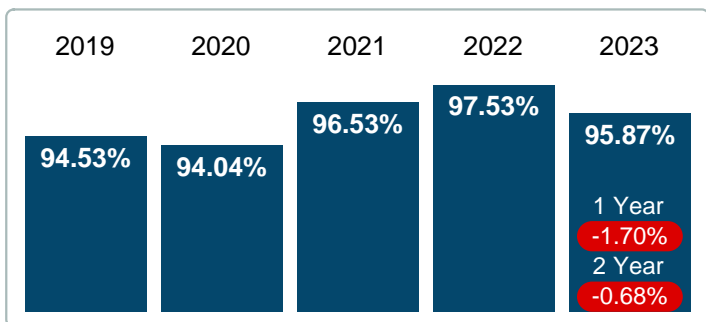
Area Delimited by County Of Mayes - Residential Property Type



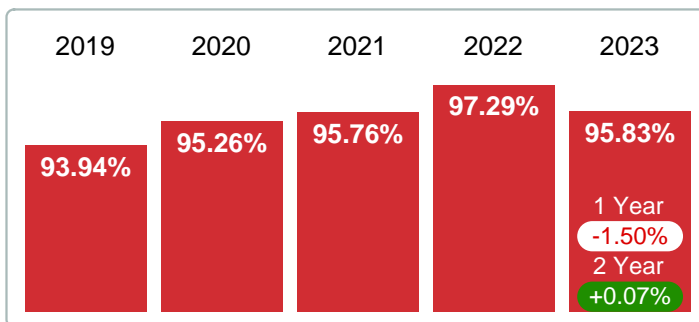
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 11, 2023 for MLS Technology Inc.

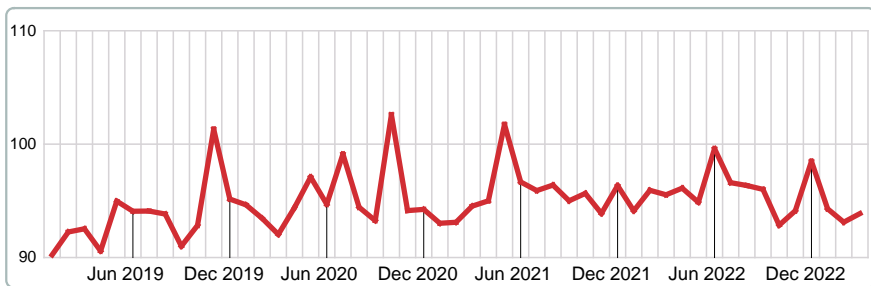
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

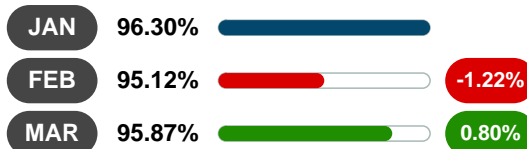


### 3 MONTHS

5 year MAR AVG = 95.70%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.87%** equal to 5 yr MAR average of **95.70%**



### 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
\$50,000 and less	2	4.88%	90.11%	0.00%	90.11%	0.00%	0.00%
\$50,001 - \$125,000	9	21.95%	92.99%	88.80%	90.16%	104.26%	0.00%
\$125,001 - \$150,000	3	7.32%	95.72%	91.88%	97.65%	0.00%	0.00%
\$150,001 - \$225,000	10	24.39%	98.68%	103.03%	98.44%	96.27%	0.00%
\$225,001 - \$275,000	6	14.63%	94.85%	0.00%	94.85%	0.00%	0.00%
\$275,001 - \$400,000	6	14.63%	98.94%	0.00%	97.59%	100.28%	0.00%
\$400,001 and up	5	12.20%	95.42%	0.00%	91.62%	96.61%	96.12%
Average Sold/List Ratio		95.90%		93.13%	95.08%	99.86%	96.12%
Total Closed Units		41	100%	4	27	8	2
Total Closed Volume		10,800,825		488.00K	4.99M	2.29M	3.03M

# March 2023



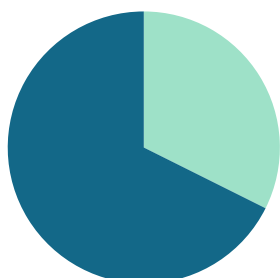
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

### INVENTORY

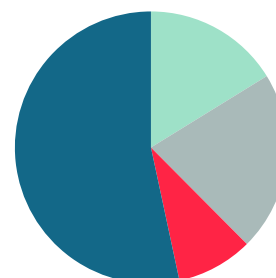


**Inventory**  
 New Listings  
**78 = 32.37%**  
 Start Inventory  
**163**  
 Total Inventory Units  
**241**  
 Volume  
**\$88,819,666**

### Market Activity

Closed Sales  
**41 = 16.21%**  
 Pending Sales  
**54 = 21.34%**  
 Other Off Market  
**23 = 9.09%**  
 Active Inventory  
**135 = 53.36%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	41	-19.61%	116	98	-15.52%
Pending Sales	48	54	12.50%	121	116	-4.13%
New Listings	75	78	4.00%	160	162	1.25%
Average List Price	241,665	272,339	12.69%	250,944	264,936	5.58%
Average Sale Price	233,184	263,435	12.97%	241,933	252,562	4.39%
Average Percent of Selling Price to List Price	97.53%	95.87%	-1.70%	97.29%	95.83%	-1.50%
Average Days on Market to Sale	38.41	61.90	61.15%	40.66	58.94	44.97%
Monthly Inventory	169	135	-20.12%	169	135	-20.12%
Months Supply of Inventory	3.97	3.51	-11.65%	3.97	3.51	-11.65%

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

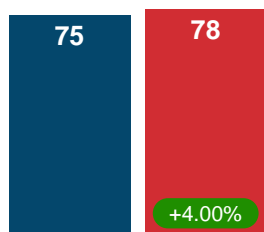
**Inventory** on March 31, 2023 = **135**

**2022** **2023**

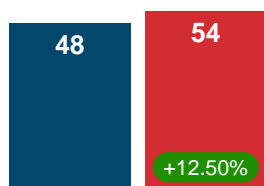
### MARCH MARKET

### AVERAGE PRICES

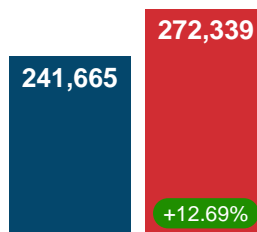
#### New Listings



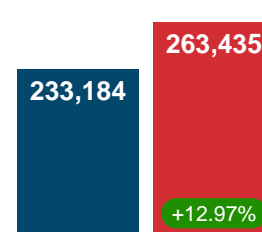
#### Pending Listings



#### List Price



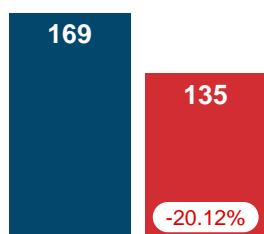
#### Sale Price



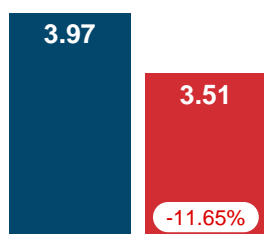
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

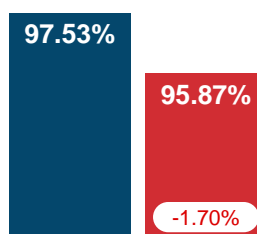
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

