

April 2023



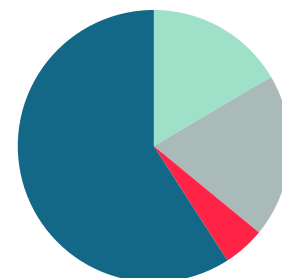
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	40	40	0.00%
Pending Listings	45	47	4.44%
New Listings	56	60	7.14%
Average List Price	265,865	255,758	-3.80%
Average Sale Price	260,925	250,074	-4.16%
Average Percent of Selling Price to List Price	98.12%	97.57%	-0.56%
Average Days on Market to Sale	41.48	56.28	35.68%
End of Month Inventory	172	143	-16.86%
Months Supply of Inventory	4.12	3.71	-9.84%



■ Closed (16.53%)
■ Pending (19.42%)
■ Other OffMarket (4.96%)
■ Active (59.09%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of April 30, 2023 = **143**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **16.86%** to 143 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 **3.71** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.16%** in April 2023 to \$250,074 versus the previous year at \$260,925.

Average Days on Market Lengthens

The average number of **56.28** days that homes spent on the market before selling increased by 14.80 days or **35.68%** in April 2023 compared to last year's same month at **41.48** DOM.

Sales Success for April 2023 is Positive

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

There were 60 New Listings in April 2023, up **7.14%** from last year at 56. Furthermore, there were 40 Closed Listings this month versus last year at 40, a **0.00%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, April 2022, at **71.4%**, a **6.67%** downswing. This will certainly create pressure on a decreasing Monthly 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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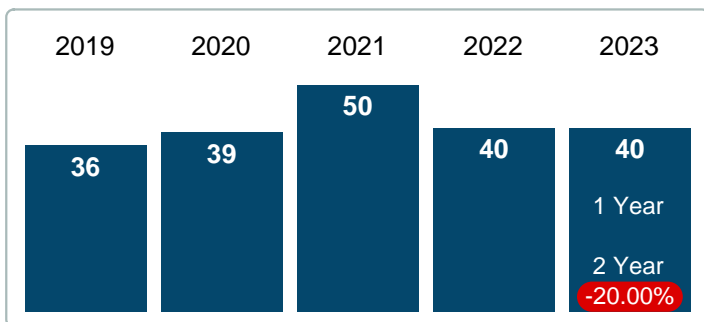
Area Delimited by County Of Mayes - Residential Property Type



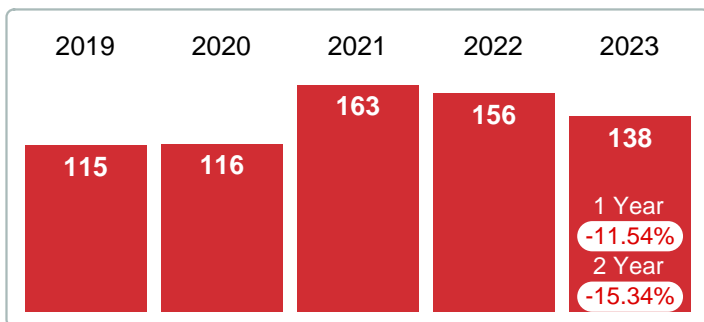
CLOSED LISTINGS

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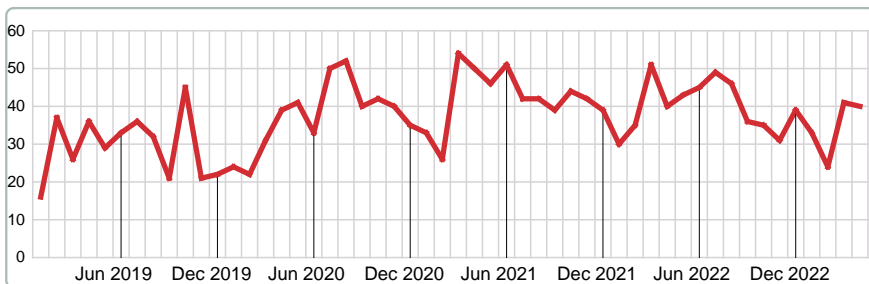
APRIL



YEAR TO DATE (YTD)

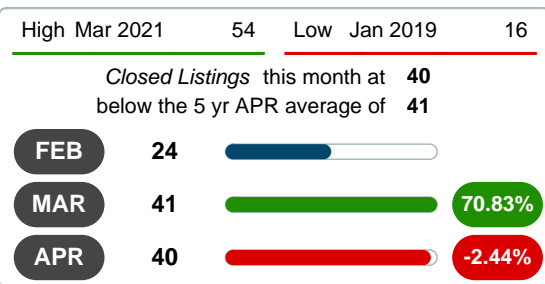


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$100,000 and less	3	7.50%	56.7	1	1	1	0
\$100,001 - \$150,000	4	10.00%	51.0	2	2	0	0
\$150,001 - \$175,000	9	22.50%	25.1	0	9	0	0
\$175,001 - \$250,000	9	22.50%	40.0	0	7	2	0
\$250,001 - \$350,000	7	17.50%	82.7	0	2	5	0
\$350,001 - \$375,000	4	10.00%	98.5	0	2	1	1
\$375,001 and up	4	10.00%	79.5	0	1	2	1
Total Closed Units	40			3	24	11	2
Total Closed Volume	10,002,979	100%	56.3	305.00K	5.11M	3.28M	1.31M
Average Closed Price	\$250,074			\$101,667	\$212,746	\$298,371	\$655,000

April 2023



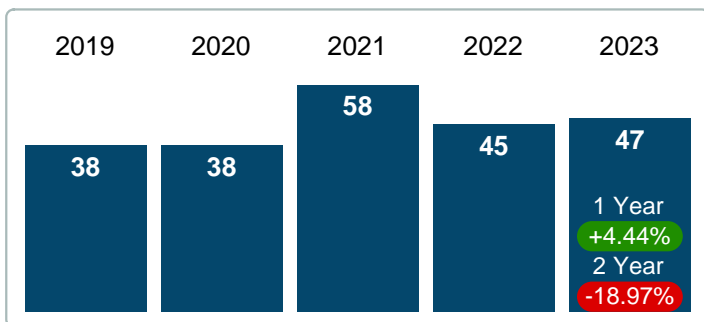
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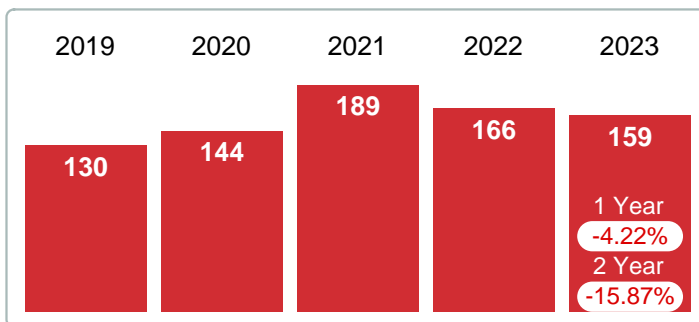
PENDING LISTINGS

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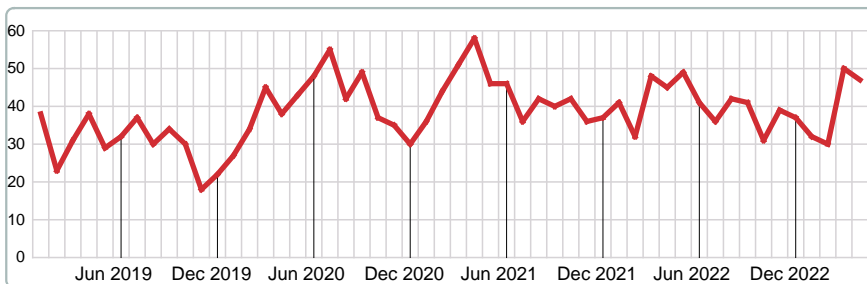
APRIL



YEAR TO DATE (YTD)

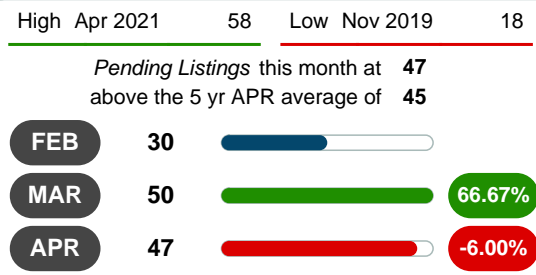


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 45



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	2	4.26%	2.5	1	1	0	0
\$50,001 - \$125,000	7	14.89%	16.6	1	5	1	0
\$125,001 - \$150,000	4	8.51%	45.0	1	3	0	0
\$150,001 - \$225,000	15	31.91%	30.0	2	9	4	0
\$225,001 - \$275,000	8	17.02%	60.9	2	5	1	0
\$275,001 - \$550,000	8	17.02%	65.8	1	3	4	0
\$550,001 and up	3	6.38%	54.7	0	1	1	1
Total Pending Units	47			8	27	11	1
Total Pending Volume	11,787,489	100%	17.5	1.53M	6.10M	3.16M	1,000.00K
Average Listing Price	\$749,500			\$191,088	\$225,844	\$287,363	\$999,999

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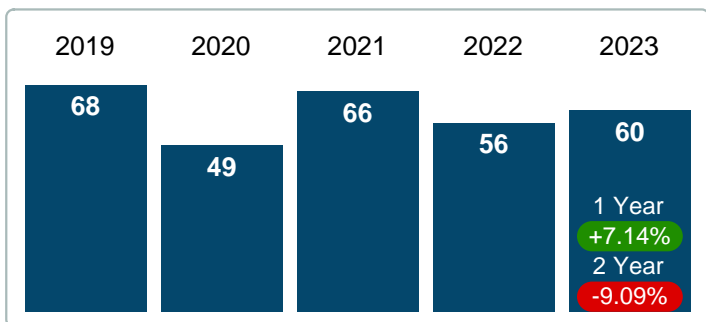
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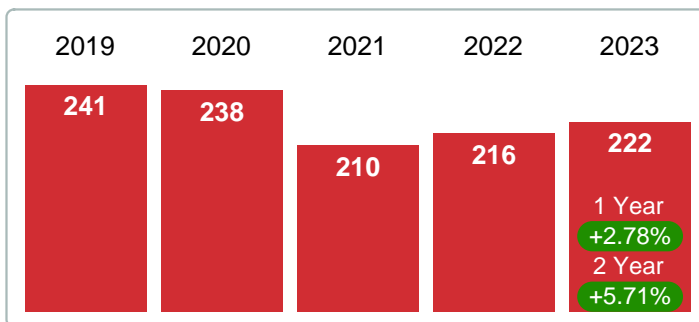
NEW LISTINGS

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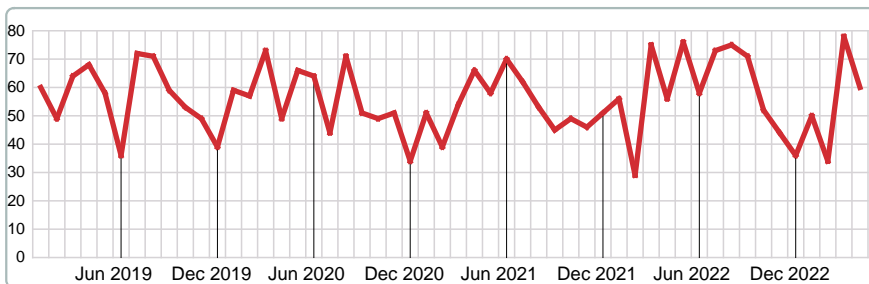
APRIL



YEAR TO DATE (YTD)

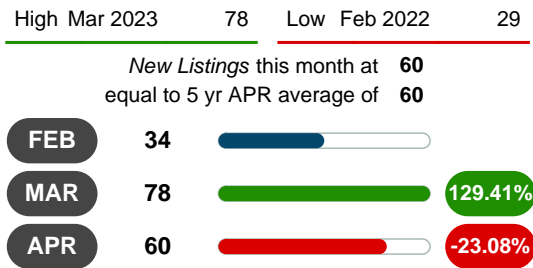


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$100,000 and less	6	10.00%
\$100,001 - \$125,000	4	6.67%
\$125,001 - \$175,000	12	20.00%
\$175,001 - \$250,000	15	25.00%
\$250,001 - \$375,000	10	16.67%
\$375,001 - \$525,000	8	13.33%
\$525,001 and up	5	8.33%
Total New Listed Units	60	
Total New Listed Volume	17,603,650	100%
Average New Listed Listing Price	\$499,000	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	2	3	1	0
\$100,001 - \$125,000	1	3	0	0
\$125,001 - \$175,000	3	7	1	1
\$175,001 - \$250,000	2	9	4	0
\$250,001 - \$375,000	2	5	3	0
\$375,001 - \$525,000	1	3	4	0
\$525,001 and up	1	4	0	0
Total	12	34	13	1
Total New Listed Volume	4.90M	8.84M	3.69M	164.90K
Average New Listed Listing Price	\$408,688	\$260,003	\$284,185	\$164,900

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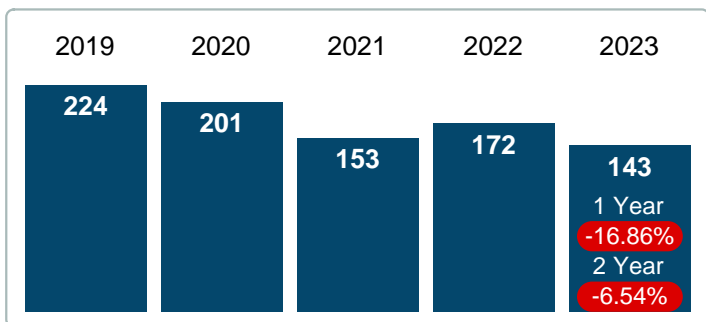
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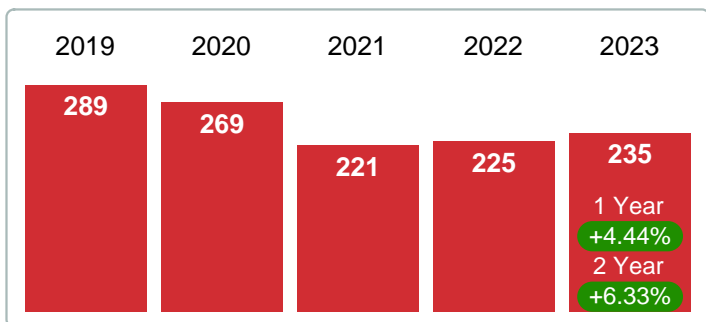
ACTIVE INVENTORY

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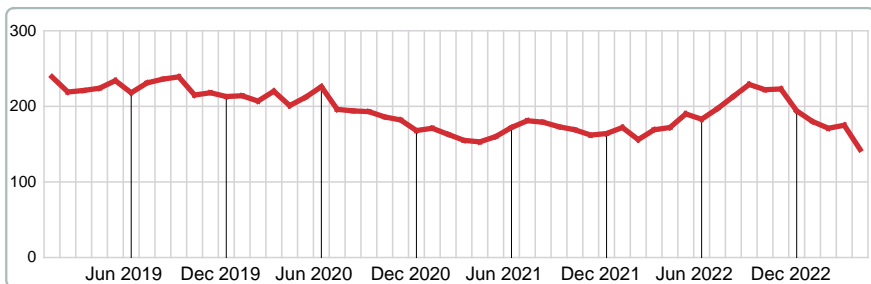
END OF APRIL



ACTIVE DURING APRIL

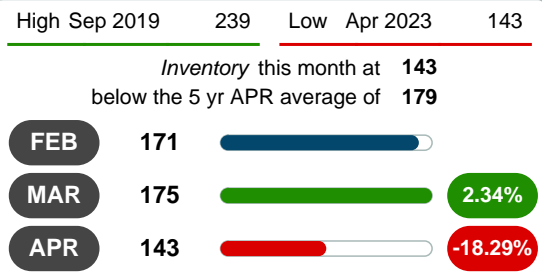


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 179



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	10.49%	82.9	7	7	1	0
\$125,001 - \$175,000	12	8.39%	58.9	3	8	0	1
\$175,001 - \$225,000	16	11.19%	64.5	2	11	3	0
\$225,001 - \$350,000	43	30.07%	74.4	3	25	13	2
\$350,001 - \$450,000	24	16.78%	99.5	4	8	12	0
\$450,001 - \$725,000	18	12.59%	114.6	0	13	4	1
\$725,001 and up	15	10.49%	82.2	1	8	2	4
Total Active Inventory by Units	143			20	80	35	8
Total Active Inventory by Volume	64,741,207	100%	83.0	6.70M	30.44M	16.34M	11.25M
Average Active Inventory Listing Price	\$452,736			\$335,088	\$380,551	\$466,956	\$1,406,488

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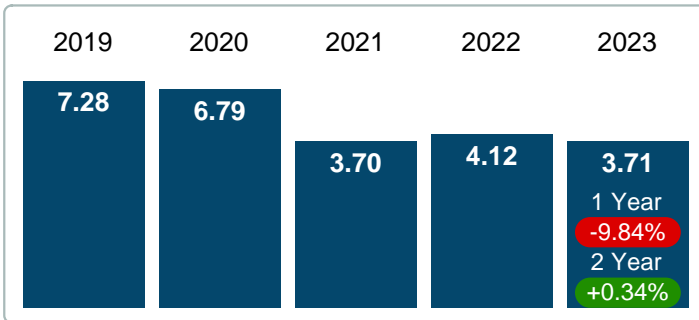
Area Delimited by County Of Mayes - Residential Property Type



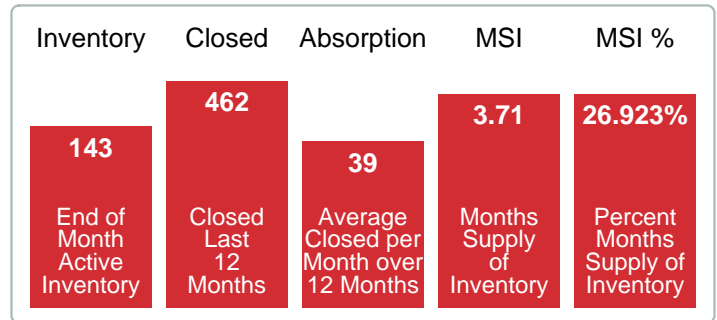
MONTHS SUPPLY of INVENTORY (MSI)

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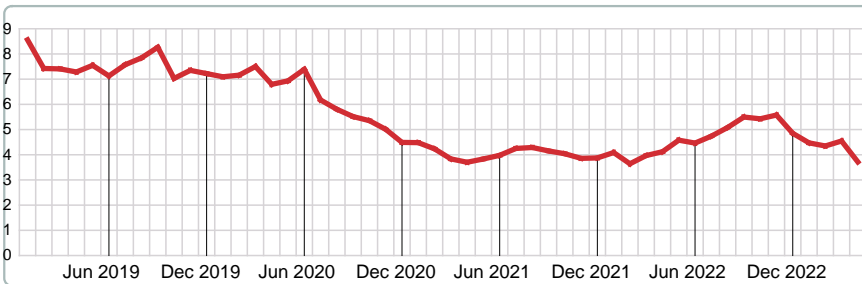
MSI FOR APRIL



INDICATORS FOR APRIL 2023

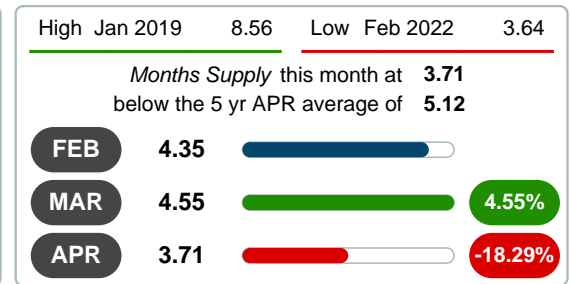


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 5.12



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
\$125,000 and less	15	10.49%	1.64	1.50	1.83	1.50	0.00
\$125,001 - \$175,000	12	8.39%	1.60	2.25	1.35	0.00	0.00
\$175,001 - \$225,000	16	11.19%	2.74	3.00	2.54	6.00	0.00
\$225,001 - \$350,000	43	30.07%	4.16	3.27	3.80	5.20	6.00
\$350,001 - \$450,000	24	16.78%	8.47	16.00	7.38	11.08	0.00
\$450,001 - \$725,000	18	12.59%	10.80	0.00	15.60	4.80	0.00
\$725,001 and up	15	10.49%	12.86	12.00	24.00	12.00	6.86
Market Supply of Inventory (MSI)			3.71	2.53	3.49	5.83	4.80
Total Active Inventory by Units		100%	3.71	20	80	35	8

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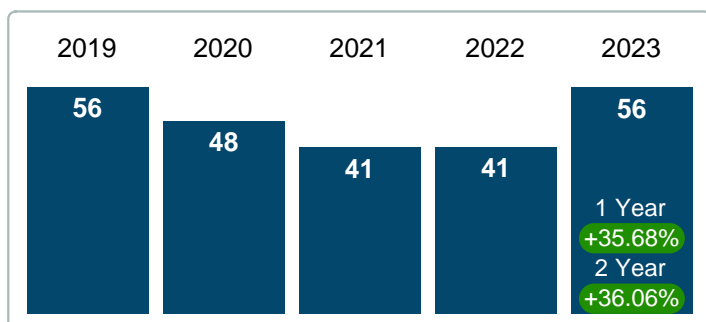
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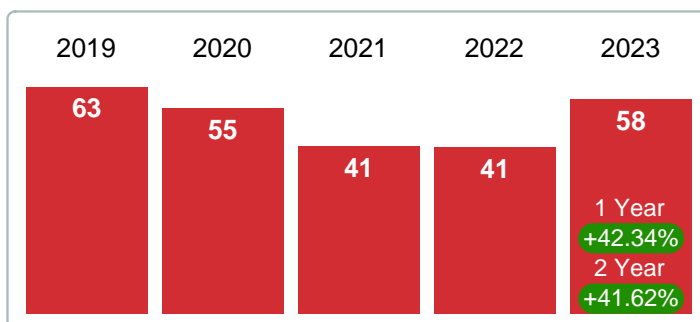
AVERAGE DAYS ON MARKET TO SALE

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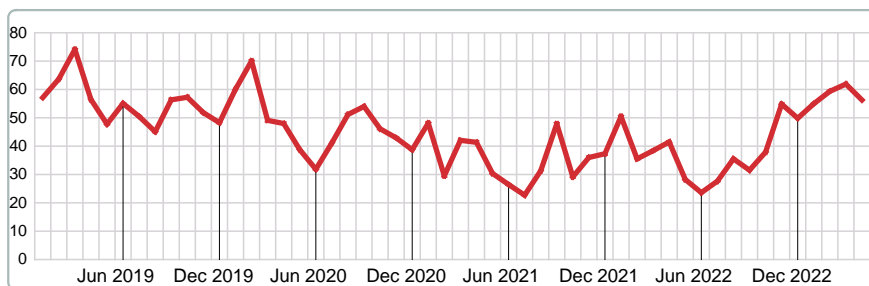
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

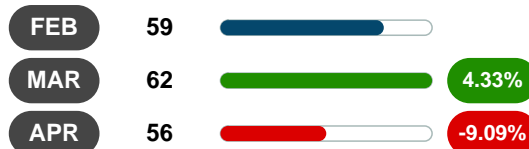


3 MONTHS

5 year APR AVG = 49

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 56 above the 5 yr APR average of 49



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
\$100,000 and less	7.50%	57	10	44	116	0
\$100,001 - \$150,000	10.00%	51	4	99	0	0
\$150,001 - \$175,000	22.50%	25	0	25	0	0
\$175,001 - \$250,000	22.50%	40	0	47	16	0
\$250,001 - \$350,000	17.50%	83	0	97	77	0
\$350,001 - \$375,000	10.00%	99	0	17	13	348
\$375,001 and up	10.00%	80	0	2	142	33
Average Closed DOM		56	6	43	75	191
Total Closed Units	100%	56	3	24	11	2
Total Closed Volume		10,002,979	305.00K	5.11M	3.28M	1.31M

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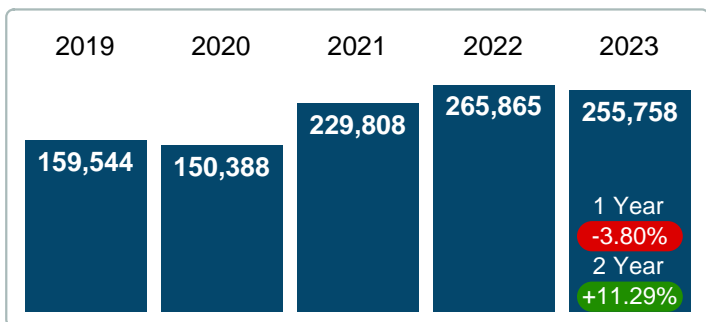
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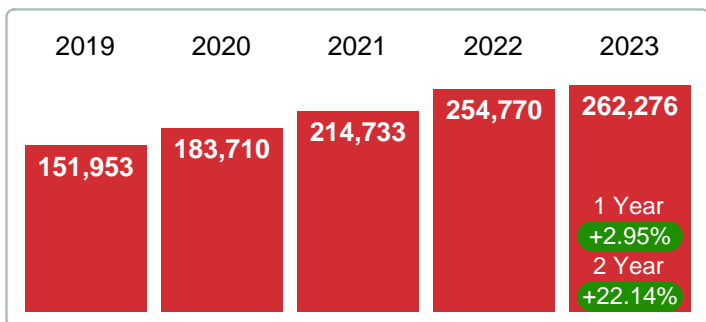
AVERAGE LIST PRICE AT CLOSING

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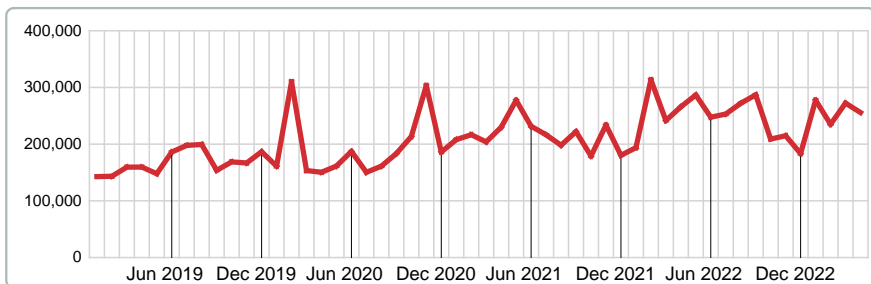
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 212,273

High Feb 2022 313,507 Low Jan 2019 142,697

Average List Price at Closing this month at **255,758**
above the 5 yr APR average of **212,273**

FEB	235,038	<div style="width: 80%;"></div>
MAR	272,339	<div style="width: 100%;"></div> 15.87%
APR	255,758	<div style="width: 100%;"></div> -6.09%

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
\$100,000 and less	<div style="width: 2.5%;"></div> 1	2.50%	50,000	50,000	109,000	109,900	0
\$100,001 - \$150,000	<div style="width: 15%;"></div> 6	15.00%	123,300	134,950	125,500	0	0
\$150,001 - \$175,000	<div style="width: 17.5%;"></div> 7	17.50%	163,999	0	168,321	0	0
\$175,001 - \$250,000	<div style="width: 27.5%;"></div> 11	27.50%	212,945	0	213,786	239,500	0
\$250,001 - \$350,000	<div style="width: 20%;"></div> 8	20.00%	309,891	0	285,750	314,548	0
\$350,001 - \$375,000	<div style="width: 2.5%;"></div> 1	2.50%	355,000	0	369,450	339,990	380,000
\$375,001 and up	<div style="width: 15%;"></div> 6	15.00%	519,333	0	499,000	424,000	999,999
Average List Price			255,758	106,633	215,866	304,512	690,000
Total Closed Units		100%	255,758	3	24	11	2
Total Closed Volume			10,230,318	319.90K	5.18M	3.35M	1.38M

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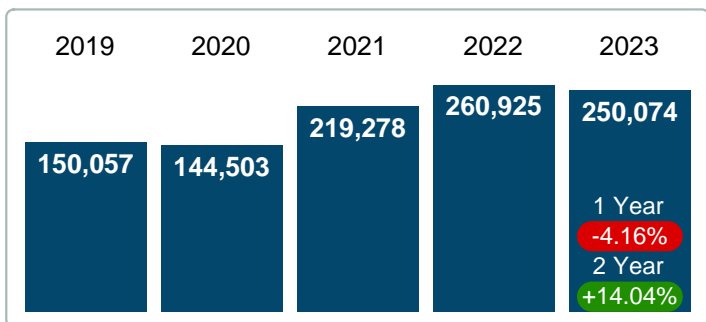
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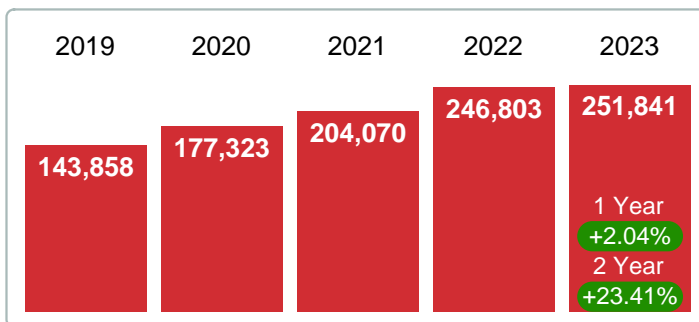
AVERAGE SOLD PRICE AT CLOSING

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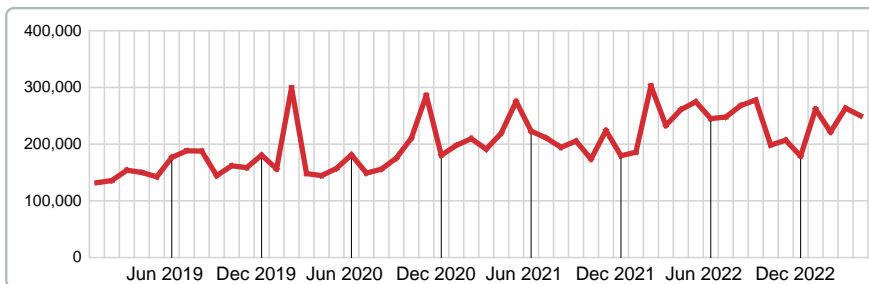
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 204,967

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

Average Sold Price at Closing this month at **250,074**
above the 5 yr APR average of **204,967**

FEB	221,387	
MAR	263,435	18.99%
APR	250,074	-5.07%

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
\$100,000 and less	7.50%	71,333	40,000	85,000	89,000	0
\$100,001 - \$150,000	10.00%	129,625	132,500	126,750	0	0
\$150,001 - \$175,000	22.50%	168,544	0	168,544	0	0
\$175,001 - \$250,000	22.50%	217,455	0	212,443	235,000	0
\$250,001 - \$350,000	17.50%	304,027	0	283,750	312,138	0
\$350,001 - \$375,000	10.00%	357,073	0	357,950	352,390	360,000
\$375,001 and up	10.00%	560,000	0	480,000	405,000	950,000
Average Sold Price		250,074	101,667	212,746	298,371	655,000
Total Closed Units	100%	250,074	3	24	11	2
Total Closed Volume		10,002,979	305.00K	5.11M	3.28M	1.31M

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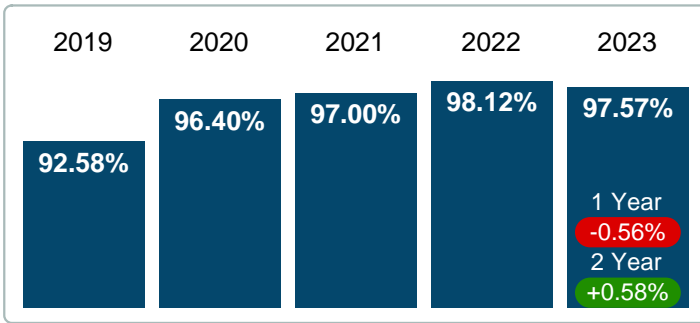
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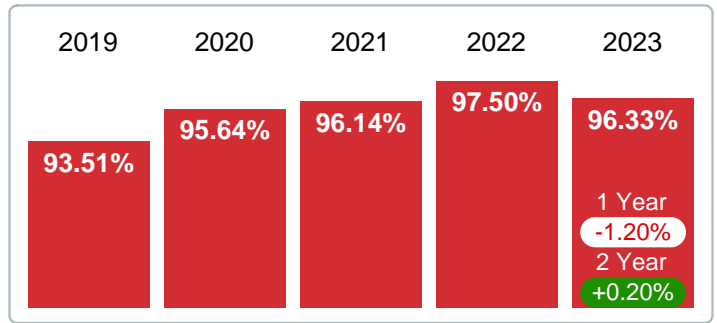
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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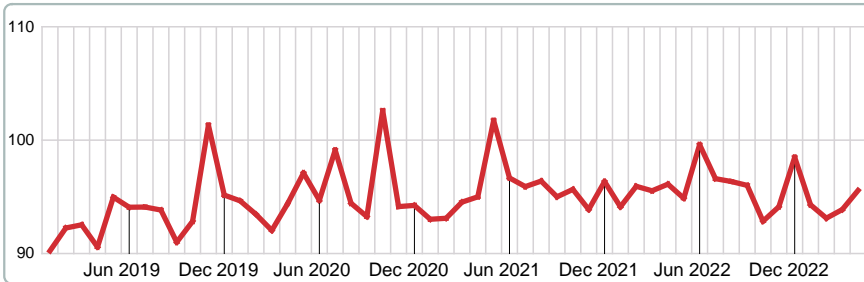
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

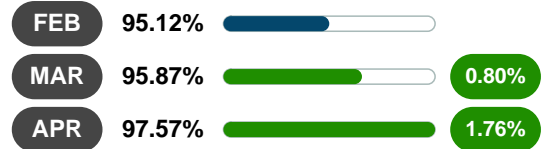


3 MONTHS

5 year APR AVG = 96.33%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.57%**
above the 5 yr APR average of **96.33%**



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
\$100,000 and less	3	7.50%	79.65%	80.00%	77.98%	80.98%	0.00%
\$100,001 - \$150,000	4	10.00%	99.58%	97.96%	101.20%	0.00%	0.00%
\$150,001 - \$175,000	9	22.50%	100.32%	0.00%	100.32%	0.00%	0.00%
\$175,001 - \$250,000	9	22.50%	99.07%	0.00%	99.35%	98.12%	0.00%
\$250,001 - \$350,000	7	17.50%	99.43%	0.00%	99.33%	99.47%	0.00%
\$350,001 - \$375,000	4	10.00%	98.16%	0.00%	97.13%	103.65%	94.74%
\$375,001 and up	4	10.00%	95.55%	0.00%	96.19%	95.50%	95.00%
Average Sold/List Ratio		97.60%		91.97%	98.66%	97.20%	94.87%
Total Closed Units		40	100%	3	24	11	2
Total Closed Volume		10,002,979		305.00K	5.11M	3.28M	1.31M

April 2023



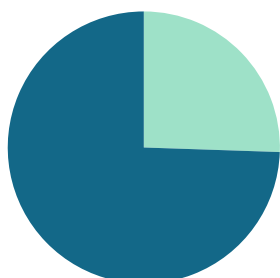
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

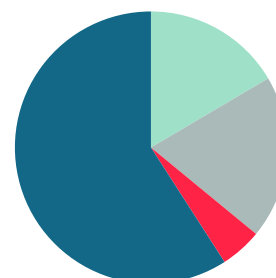


Inventory
 New Listings
60 = 25.53%
 Start Inventory
175
 Total Inventory Units
235
 Volume
\$85,861,115

Market Activity

Closed Sales
40 = 16.53%
 Pending Sales
47 = 19.42%
 Other Off Market
12 = 4.96%
 Active Inventory
143 = 59.09%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	40	40	0.00%	156	138	-11.54%
Pending Sales	45	47	4.44%	166	159	-4.22%
New Listings	56	60	7.14%	216	222	2.78%
Average List Price	265,865	255,758	-3.80%	254,770	262,276	2.95%
Average Sale Price	260,925	250,074	-4.16%	246,803	251,841	2.04%
Average Percent of Selling Price to List Price	98.12%	97.57%	-0.56%	97.50%	96.33%	-1.20%
Average Days on Market to Sale	41.48	56.28	35.68%	40.87	58.17	42.34%
Monthly Inventory	172	143	-16.86%	172	143	-16.86%
Months Supply of Inventory	4.12	3.71	-9.84%	4.12	3.71	-9.84%

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

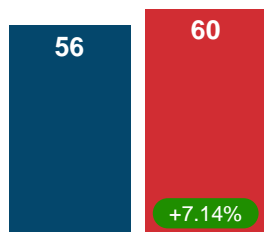
Inventory on April 30, 2023 = **143**

2022 2023

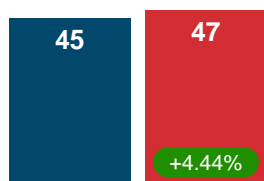
APRIL MARKET

AVERAGE PRICES

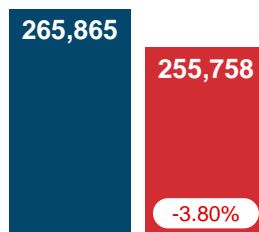
New Listings



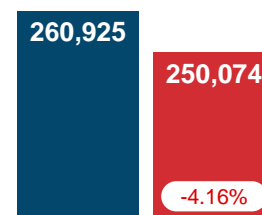
Pending Listings



List Price



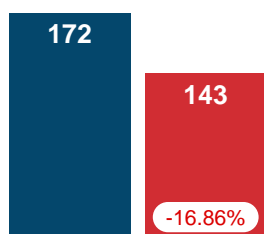
Sale Price



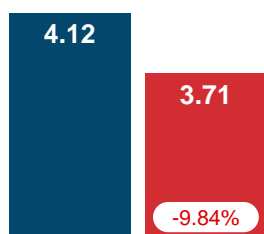
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

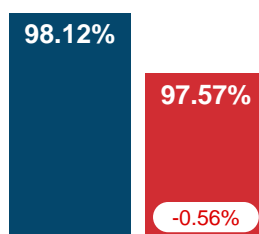
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

