

# April 2023



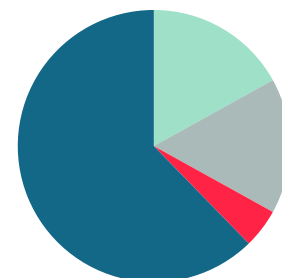
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	40	40	0.00%
Pending Listings	45	38	-15.56%
New Listings	56	60	7.14%
Median List Price	231,750	215,000	-7.23%
Median Sale Price	222,500	216,050	-2.90%
Median Percent of Selling Price to List Price	100.00%	99.97%	-0.03%
Median Days on Market to Sale	15.00	20.00	33.33%
End of Month Inventory	114	147	28.95%
Months Supply of Inventory	2.73	3.82	39.83%



■ Closed (16.95%)  
■ Pending (16.10%)  
■ Other OffMarket (4.66%)  
■ Active (62.29%)

**Absorption:** Last 12 months, an Average of **39** Sales/Month  
**Active Inventory** as of April 30, 2023 = **147**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 rose **28.95%** to 147 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 **3.82** MSI for this period.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.90%** in April 2023 to \$216,050 versus the previous year at \$222,500.

#### Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 5.00 days or **33.33%** in April 2023 compared to last year's same month at **15.00** DOM.

#### Sales Success for April 2023 is Positive

Overall, with Median 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 an increasing 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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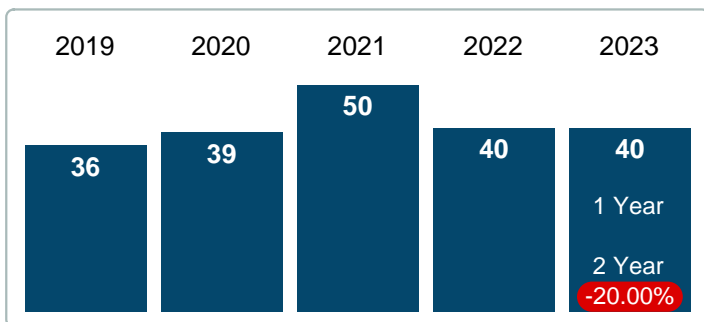
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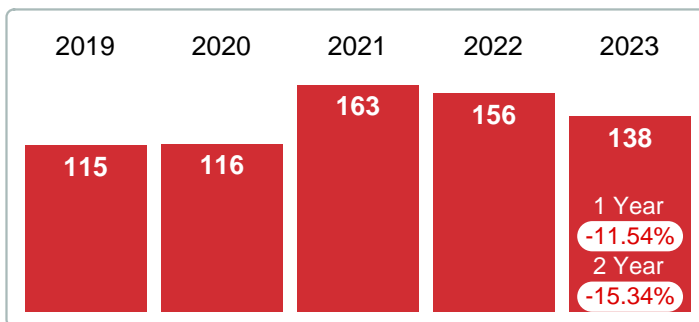
## CLOSED LISTINGS

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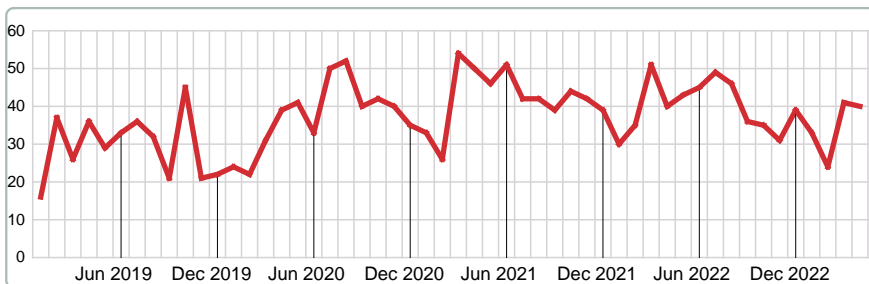
### APRIL



### YEAR TO DATE (YTD)

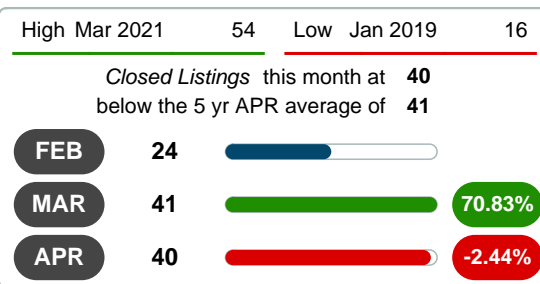


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.50%	44.0	1	1	1	0
\$100,001 - \$150,000	4	10.00%	3.5	2	2	0	0
\$150,001 - \$175,000	9	22.50%	14.0	0	9	0	0
\$175,001 - \$250,000	9	22.50%	17.0	0	7	2	0
\$250,001 - \$350,000	7	17.50%	69.0	0	2	5	0
\$350,001 - \$375,000	4	10.00%	21.0	0	2	1	1
\$375,001 and up	4	10.00%	42.0	0	1	2	1
<b>Total Closed Units</b>	<b>40</b>			<b>3</b>	<b>24</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,002,979</b>	<b>100%</b>	<b>20.0</b>	<b>305.00K</b>	<b>5.11M</b>	<b>3.28M</b>	<b>1.31M</b>
<b>Median Closed Price</b>	<b>\$216,050</b>			<b>\$115,000</b>	<b>\$181,500</b>	<b>\$316,000</b>	<b>\$655,000</b>

# April 2023



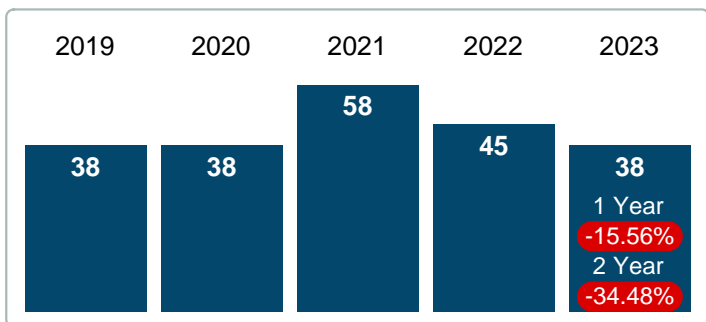
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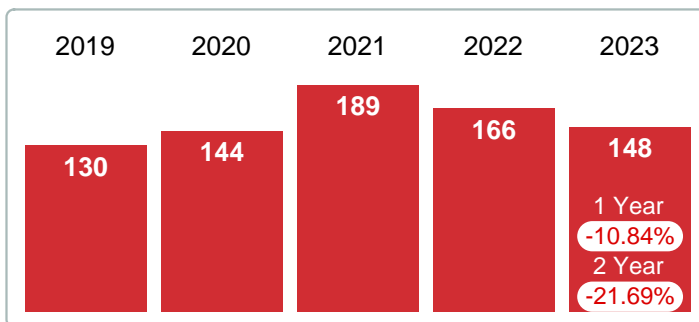
## PENDING LISTINGS

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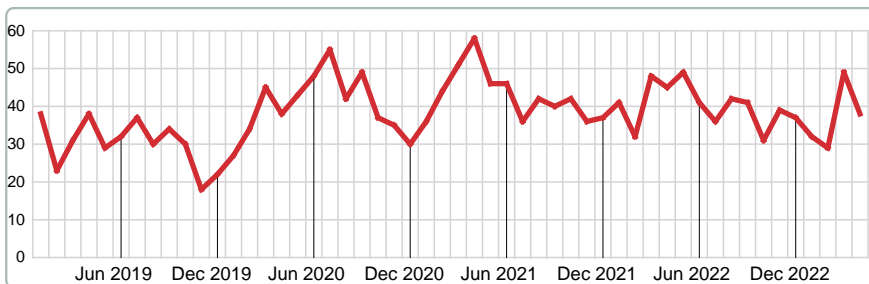
### APRIL



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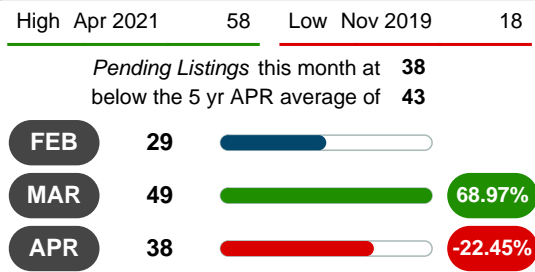


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.89%	8.0	1	1	1	0
\$100,001 - \$125,000	3	7.89%	5.0	0	3	0	0
\$125,001 - \$150,000	4	10.53%	6.0	1	3	0	0
\$150,001 - \$225,000	12	31.58%	11.5	2	8	2	0
\$225,001 - \$275,000	7	18.42%	3.0	1	5	1	0
\$275,001 - \$550,000	7	18.42%	8.0	1	3	3	0
\$550,001 and up	2	5.26%	30.0	0	0	1	1
<b>Total Pending Units</b>	<b>38</b>			<b>6</b>	<b>23</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,490,189</b>	<b>100%</b>	<b>8.0</b>	<b>1.15M</b>	<b>4.92M</b>	<b>2.42M</b>	<b>1,000.00K</b>
<b>Median Listing Price</b>	<b>\$217,500</b>			<b>\$184,950</b>	<b>\$169,500</b>	<b>\$263,795</b>	<b>\$999,999</b>

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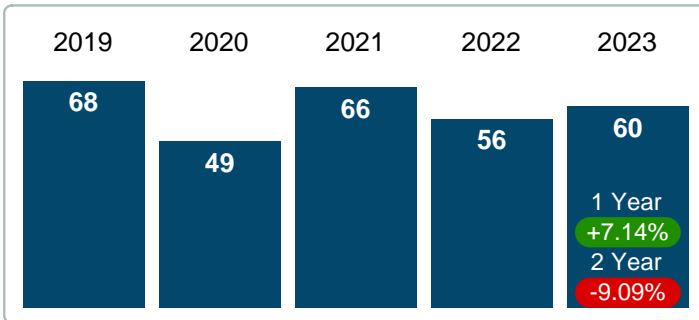
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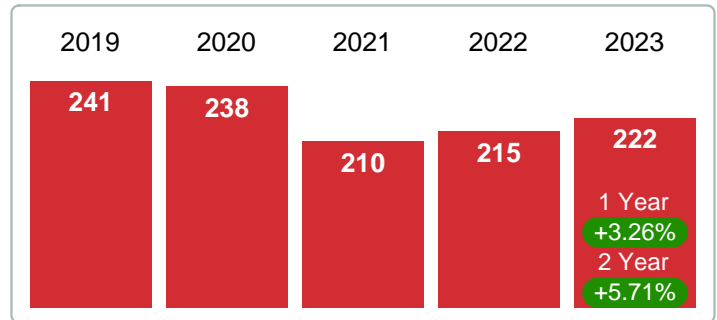
## NEW LISTINGS

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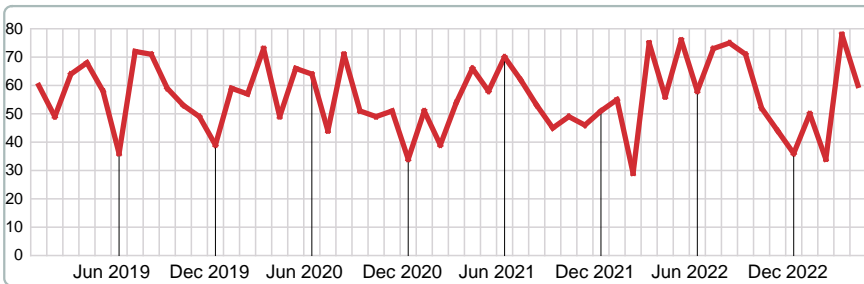
### APRIL



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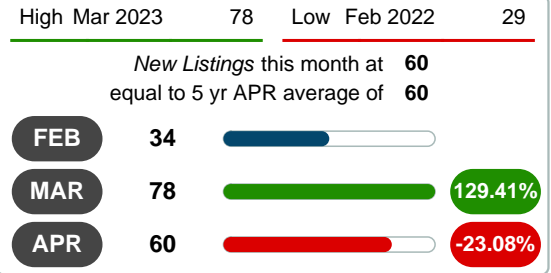


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 60



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	10.00%	2	3	1	0
\$100,001 - \$125,000	4	6.67%	1	3	0	0
\$125,001 - \$150,000	7	11.67%	2	4	1	0
\$150,001 - \$225,000	15	25.00%	2	9	3	1
\$225,001 - \$350,000	14	23.33%	3	7	4	0
\$350,001 - \$525,000	9	15.00%	1	4	4	0
\$525,001 and up	5	8.33%	1	4	0	0
<b>Total New Listed Units</b>	<b>60</b>		<b>12</b>	<b>34</b>	<b>13</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>17,357,800</b>	<b>100%</b>	<b>4.86M</b>	<b>8.74M</b>	<b>3.59M</b>	<b>164.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$224,500</b>		<b>\$178,600</b>	<b>\$212,000</b>	<b>\$329,000</b>	<b>\$164,900</b>

# April 2023



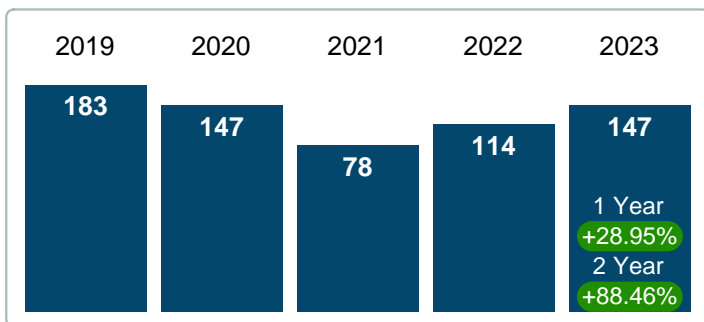
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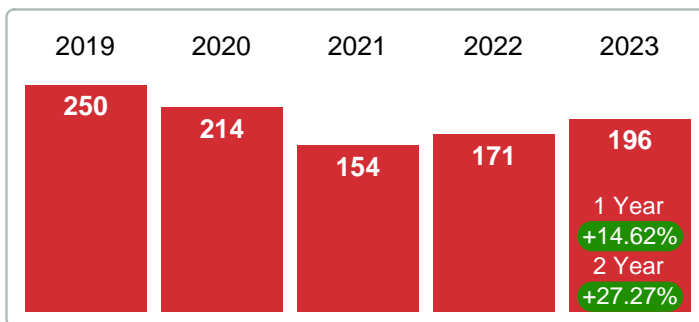
## ACTIVE INVENTORY

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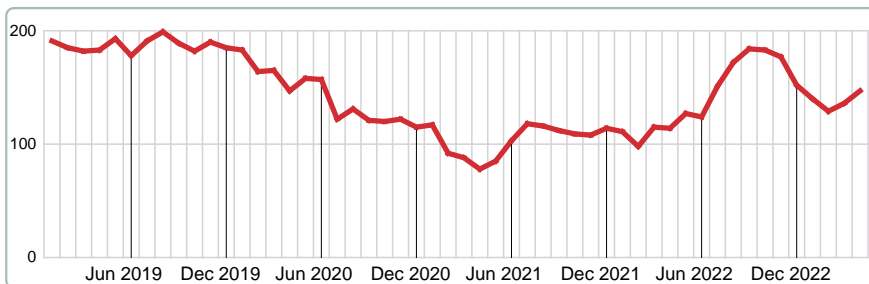
### END OF APRIL



### ACTIVE DURING APRIL

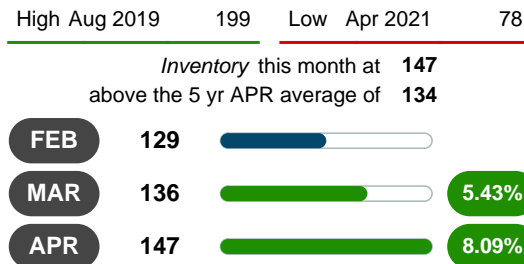


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 134



### 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	8.16%	80.5	6	5	1	0
\$100,001 - \$175,000	19	12.93%	30.0	5	11	2	1
\$175,001 - \$225,000	18	12.24%	38.0	2	14	2	0
\$225,001 - \$350,000	42	28.57%	76.0	4	22	14	2
\$350,001 - \$450,000	24	16.33%	58.0	4	9	11	0
\$450,001 - \$675,000	17	11.56%	52.0	0	11	4	2
\$675,001 and up	15	10.20%	73.0	1	9	2	3
Total Active Inventory by Units	147			22	81	36	8
Total Active Inventory by Volume	63,799,276	100%	52.0	7.02M	30.02M	15.93M	10.83M
Median Active Inventory Listing Price	\$281,000			\$174,950	\$254,500	\$347,000	\$539,500

# April 2023



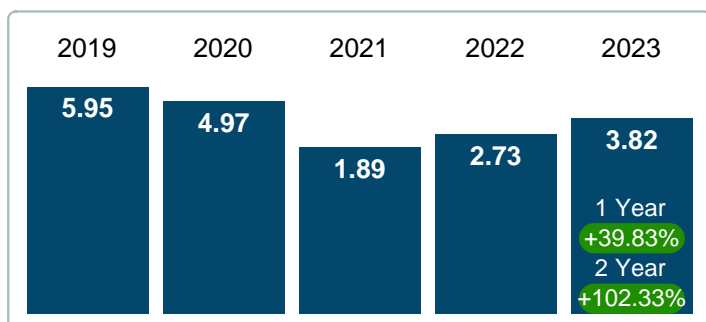
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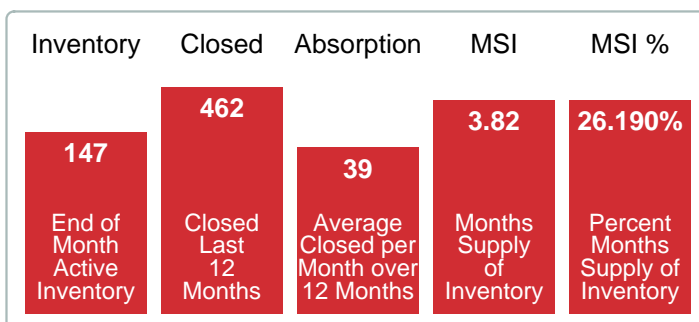
## MONTHS SUPPLY of INVENTORY (MSI)

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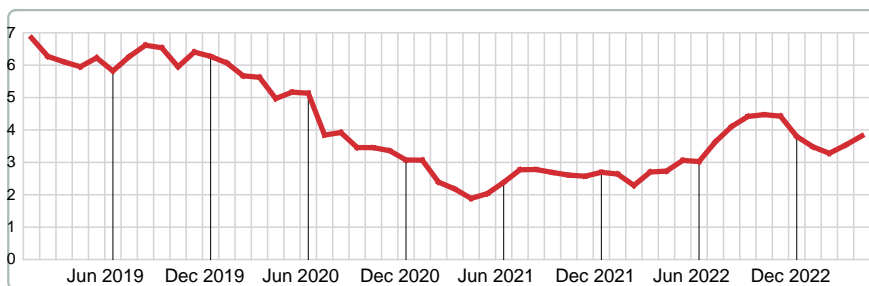
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

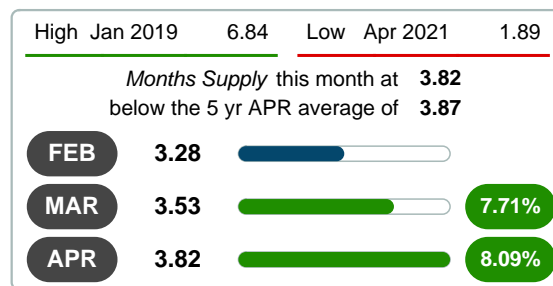


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.87



### 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	8.16%	2.09	1.85	2.31	3.00	0.00
\$100,001 - \$175,000	19	12.93%	1.74	1.82	1.45	3.43	0.00
\$175,001 - \$225,000	18	12.24%	3.09	3.00	3.23	4.00	0.00
\$225,001 - \$350,000	42	28.57%	4.06	4.36	3.34	5.60	6.00
\$350,001 - \$450,000	24	16.33%	8.47	16.00	8.31	10.15	0.00
\$450,001 - \$675,000	17	11.56%	11.33	0.00	16.50	4.80	0.00
\$675,001 and up	15	10.20%	11.25	12.00	18.00	12.00	5.14
Market Supply of Inventory (MSI)			3.82	2.78	3.53	6.00	4.80
Total Active Inventory by Units		100%	3.82	22	81	36	8

# April 2023



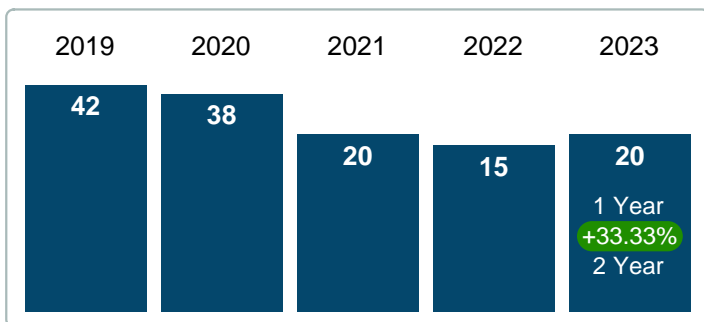
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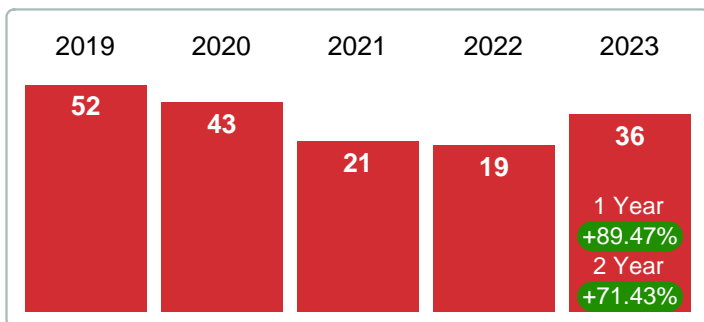
## MEDIAN DAYS ON MARKET TO SALE

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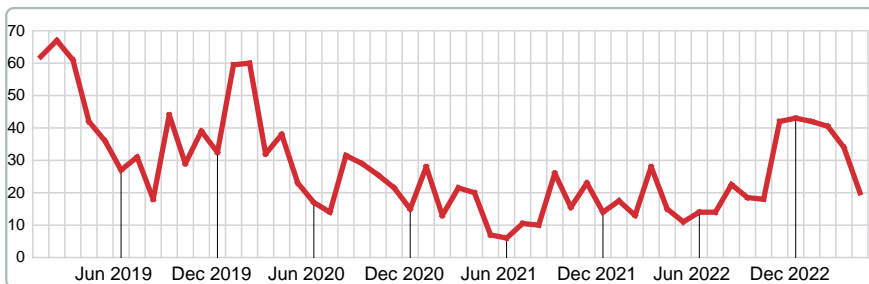
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

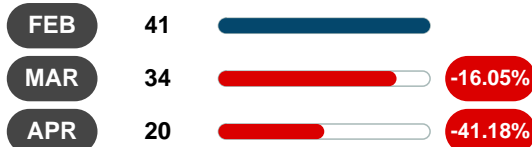


### 3 MONTHS

5 year APR AVG = 27

High Feb 2019 67 Low Jun 2021 6

Median Days on Market to Sale this month at 20 below the 5 yr APR 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
\$100,000 and less	7.50%	44	10	44	116	0
\$100,001 - \$150,000	10.00%	4	4	99	0	0
\$150,001 - \$175,000	22.50%	14	0	14	0	0
\$175,001 - \$250,000	22.50%	17	0	17	16	0
\$250,001 - \$350,000	17.50%	69	0	97	69	0
\$350,001 - \$375,000	10.00%	21	0	17	13	348
\$375,001 and up	10.00%	42	0	2	142	33
Median Closed DOM		20	4	16	59	191
Total Closed Units	100%	20.0	3	24	11	2
Total Closed Volume		10,002,979	305.00K	5.11M	3.28M	1.31M

# April 2023



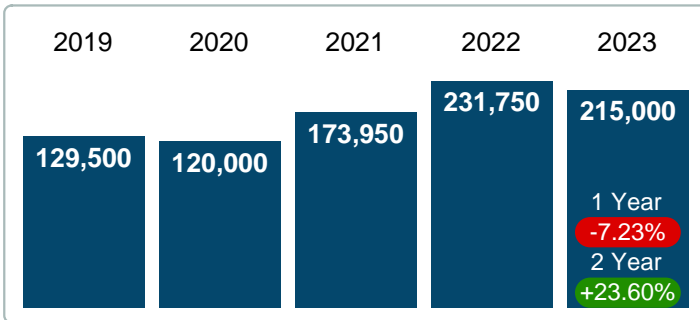
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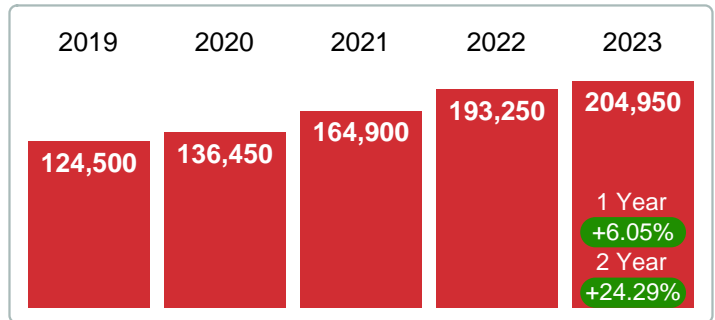
## MEDIAN LIST PRICE AT CLOSING

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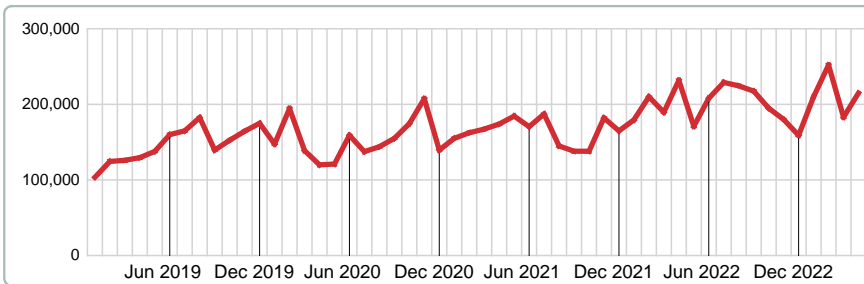
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 174,040

High Feb 2023 252,000 Low Jan 2019 103,500

Median List Price at Closing this month at **215,000**  
above the 5 yr APR average of **174,040**



### 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
\$100,000 and less	1	2.50%	50,000	50,000	0	0	0
\$100,001 - \$150,000	6	15.00%	114,900	134,950	109,000	109,900	0
\$150,001 - \$175,000	7	17.50%	160,000	0	160,000	0	0
\$175,001 - \$250,000	11	27.50%	210,000	0	199,500	239,500	0
\$250,001 - \$350,000	8	20.00%	314,000	0	299,000	329,000	0
\$350,001 - \$375,000	1	2.50%	355,000	0	0	355,000	0
\$375,001 and up	6	15.00%	424,000	0	444,000	424,000	690,000
Median List Price			215,000	119,900	191,000	329,000	690,000
Total Closed Units		100%	215,000	3	24	11	2
Total Closed Volume			10,230,318	319.90K	5.18M	3.35M	1.38M



# April 2023



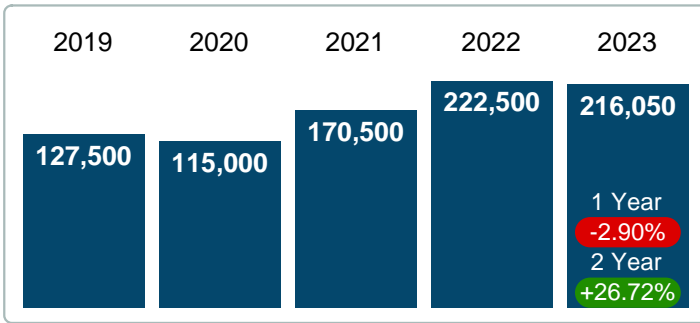
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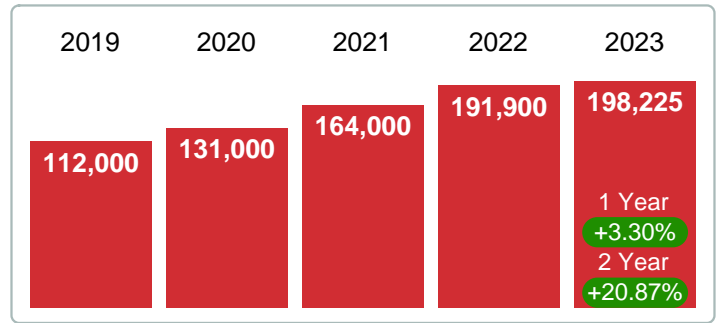
## MEDIAN SOLD PRICE AT CLOSING

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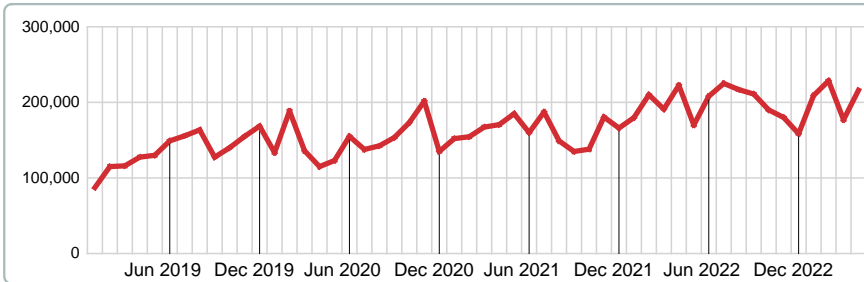
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 170,310

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

Median Sold Price at Closing this month at **216,050** above the 5 yr APR average of **170,310**



### 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
\$100,000 and less	7.50%	85,000	40,000	85,000	89,000	0
\$100,001 - \$150,000	10.00%	131,000	132,500	126,750	0	0
\$150,001 - \$175,000	22.50%	170,000	0	170,000	0	0
\$175,001 - \$250,000	22.50%	220,600	0	211,500	235,000	0
\$250,001 - \$350,000	17.50%	295,000	0	283,750	316,000	0
\$350,001 - \$375,000	10.00%	357,950	0	357,950	352,390	360,000
\$375,001 and up	10.00%	455,000	0	480,000	405,000	950,000
<b>Median Sold Price</b>		<b>216,050</b>	<b>115,000</b>	<b>181,500</b>	<b>316,000</b>	<b>655,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>216,050</b>	<b>3</b>	<b>24</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,002,979</b>	<b>305.00K</b>	<b>5.11M</b>	<b>3.28M</b>	<b>1.31M</b>

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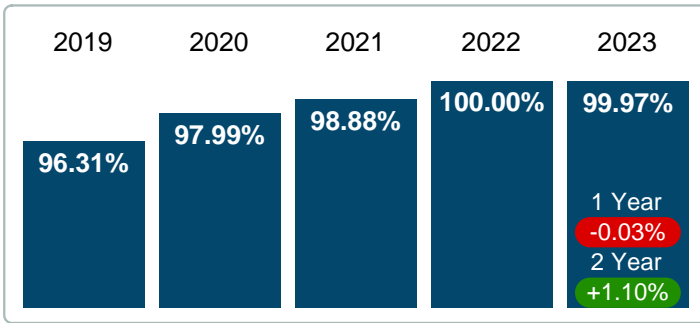
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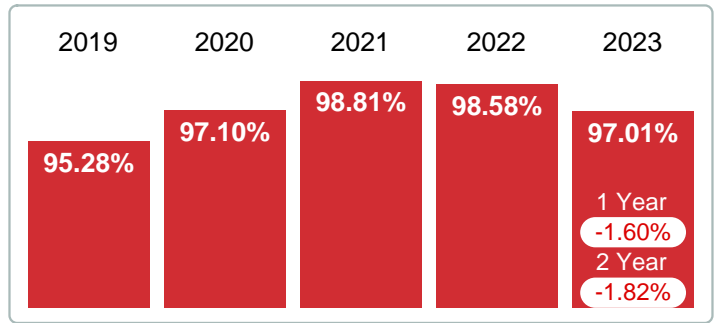
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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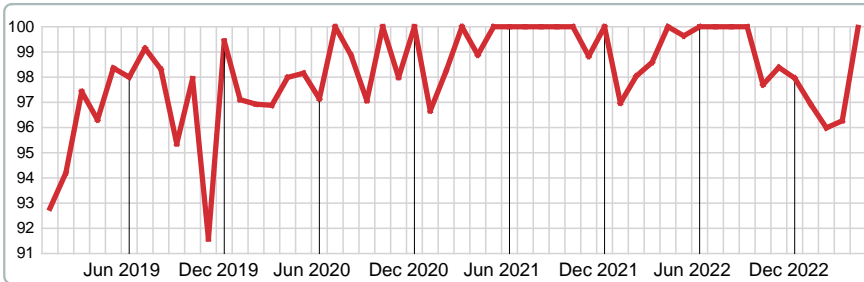
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

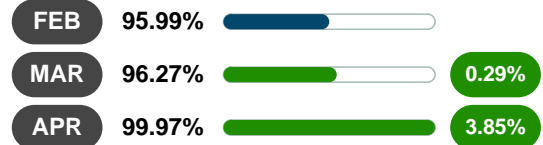


### 3 MONTHS

5 year APR AVG = 98.63%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **99.97%**  
above the 5 yr APR average of **98.63%**



### 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
\$100,000 and less	<div style="width: 7.5%;"></div> 3	7.50%	80.00%	80.00%	77.98%	80.98%	0.00%
\$100,001 - \$150,000	<div style="width: 10.0%;"></div> 4	10.00%	100.00%	97.96%	101.20%	0.00%	0.00%
\$150,001 - \$175,000	<div style="width: 22.5%;"></div> 9	22.50%	100.00%	0.00%	100.00%	0.00%	0.00%
\$175,001 - \$250,000	<div style="width: 22.5%;"></div> 9	22.50%	100.00%	0.00%	100.00%	98.12%	0.00%
\$250,001 - \$350,000	<div style="width: 17.5%;"></div> 7	17.50%	100.00%	0.00%	99.33%	100.00%	0.00%
\$350,001 - \$375,000	<div style="width: 10.0%;"></div> 4	10.00%	98.23%	0.00%	97.13%	103.65%	94.74%
\$375,001 and up	<div style="width: 10.0%;"></div> 4	10.00%	95.50%	0.00%	96.19%	95.50%	95.00%
Median Sold/List Ratio	99.97%			95.91%	100.00%	98.59%	94.87%
Total Closed Units	40	100%	99.97%	3	24	11	2
Total Closed Volume	10,002,979			305.00K	5.11M	3.28M	1.31M

# April 2023



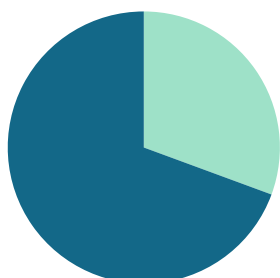
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

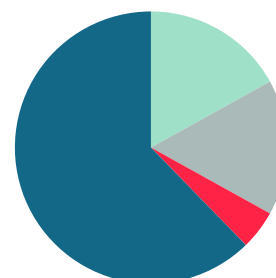


**Inventory**  
 New Listings  
**60 = 30.61%**  
 Start Inventory  
**136**  
 Total Inventory Units  
**196**  
 Volume  
**\$75,273,565**

### Market Activity

Closed Sales  
**40 = 16.95%**  
 Pending Sales  
**38 = 16.10%**  
 Other Off Market  
**11 = 4.66%**  
 Active Inventory  
**147 = 62.29%**

### 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	38	-15.56%	166	148	-10.84%
New Listings	56	60	7.14%	215	222	3.26%
Median List Price	231,750	215,000	-7.23%	193,250	204,950	6.05%
Median Sale Price	222,500	216,050	-2.90%	191,900	198,225	3.30%
Median Percent of Selling Price to List Price	100.00%	99.97%	-0.03%	98.58%	97.01%	-1.60%
Median Days on Market to Sale	15.00	20.00	33.33%	19.00	36.00	89.47%
Monthly Inventory	114	147	28.95%	114	147	28.95%
Months Supply of Inventory	2.73	3.82	39.83%	2.73	3.82	39.83%

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

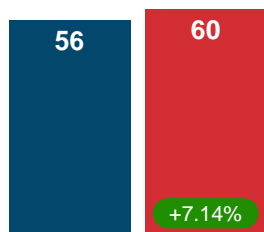
**Inventory** on April 30, 2023 = **147**

**2022** **2023**

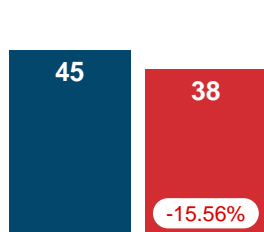
### APRIL MARKET

### MEDIAN PRICES

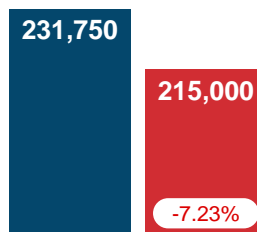
#### New Listings



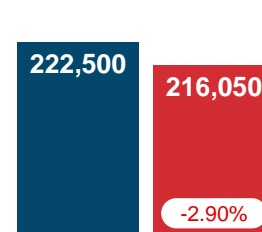
#### Pending Listings



#### List Price



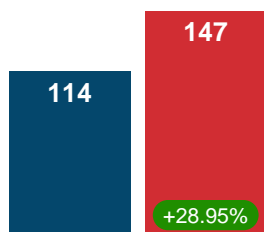
#### Sale Price



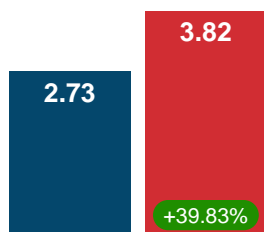
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

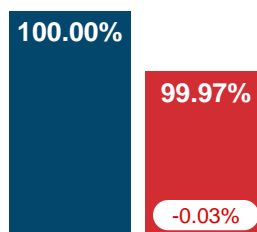
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

