

February 2023



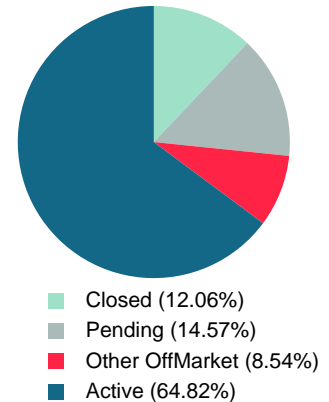
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	35	24	-31.43%
Pending Listings	32	29	-9.38%
New Listings	29	34	17.24%
Average List Price	313,507	235,038	-25.03%
Average Sale Price	302,853	221,387	-26.90%
Average Percent of Selling Price to List Price	97.93%	95.12%	-2.87%
Average Days on Market to Sale	35.51	59.33	67.07%
End of Month Inventory	98	129	31.63%
Months Supply of Inventory	2.29	3.28	43.35%



Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of February 28, 2023 = **129**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **31.63%** to 129 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 **3.28** 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 **26.90%** in February 2023 to \$221,387 versus the previous year at \$302,853.

Average Days on Market Lengthens

The average number of **59.33** days that homes spent on the market before selling increased by 23.82 days or **67.07%** in February 2023 compared to last year's same month at **35.51** DOM.

Sales Success for February 2023 is Positive

Overall, with Average Prices falling 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 an increasing 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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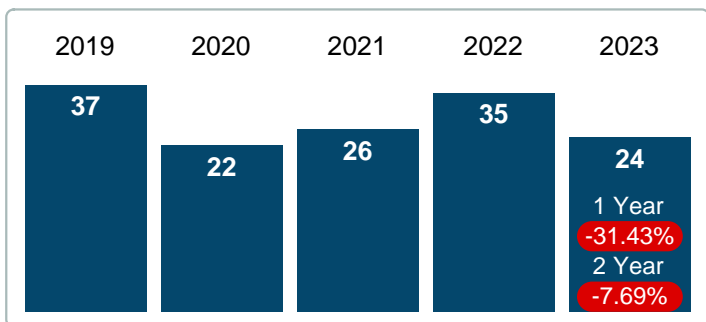
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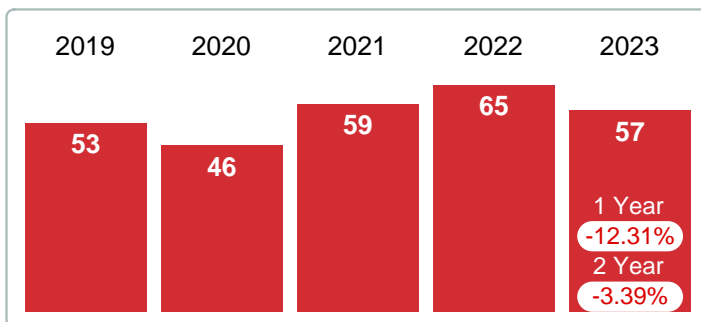
CLOSED LISTINGS

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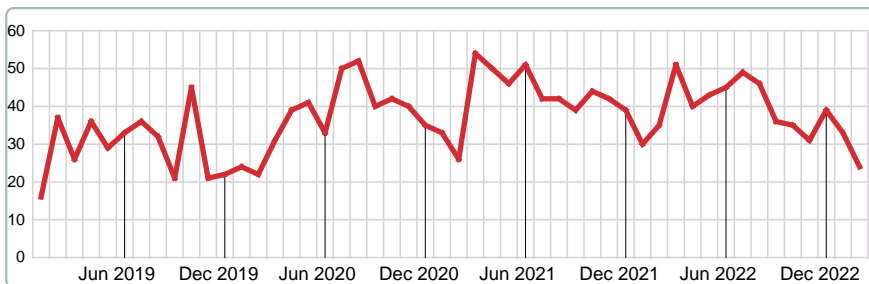
FEBRUARY



YEAR TO DATE (YTD)

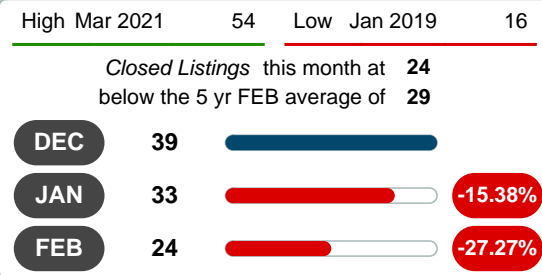


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	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%	14.2	2	3	0	0
\$125,001 - \$250,000	5	20.83%	47.2	1	3	1	0
\$250,001 - \$275,000	3	12.50%	99.7	0	1	2	0
\$275,001 - \$375,000	4	16.67%	74.8	2	1	1	0
\$375,001 and up	3	12.50%	100.7	0	2	1	0
Total Closed Units	24			7	12	5	0
Total Closed Volume	5,313,299	100%	59.3	1.19M	2.56M	1.56M	0.00B
Average Closed Price	\$221,387			\$170,429	\$213,292	\$312,160	\$0

February 2023



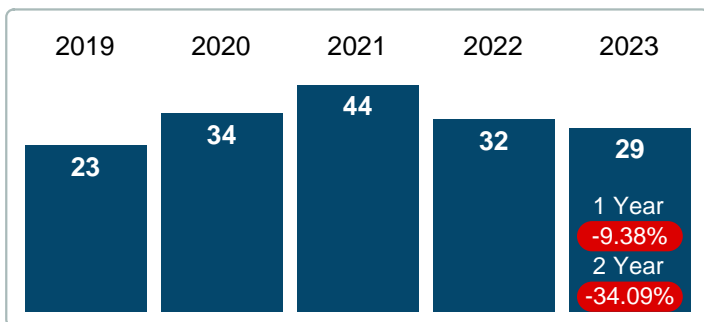
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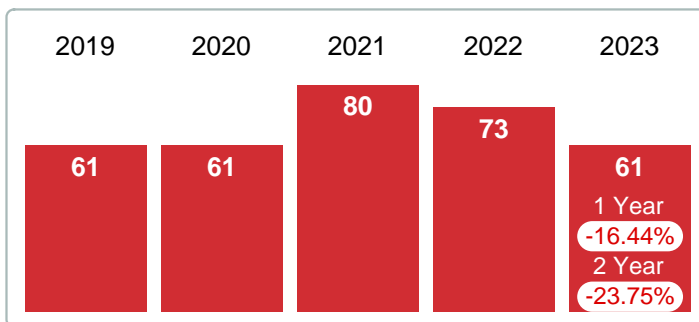
PENDING LISTINGS

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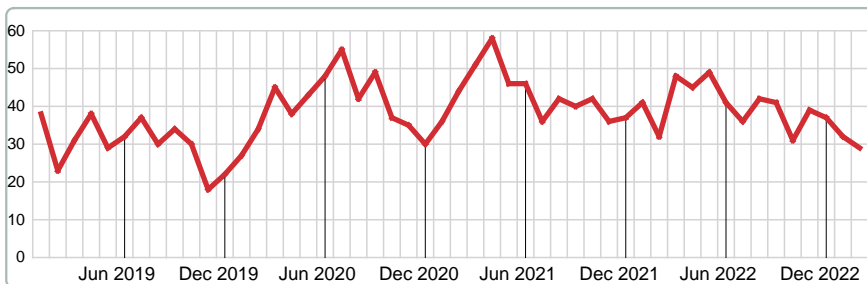
FEBRUARY



YEAR TO DATE (YTD)

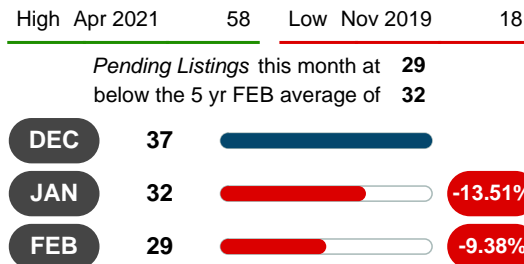


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	3.45%	26.0	1	0	0	0
\$25,001 - \$75,000	4	13.79%	6.3	0	4	0	0
\$75,001 - \$150,000	4	13.79%	80.5	2	2	0	0
\$150,001 - \$225,000	8	27.59%	72.5	0	7	1	0
\$225,001 - \$250,000	5	17.24%	133.8	0	4	1	0
\$250,001 - \$350,000	4	13.79%	62.5	0	4	0	0
\$350,001 and up	3	10.34%	99.3	0	0	1	2
Total Pending Units	29			3	21	3	2
Total Pending Volume	8,024,939	100%	76.7	190.80K	3.95M	779.90K	3.10M
Average Listing Price	\$292,001			\$63,600	\$188,302	\$259,966	\$1,549,950

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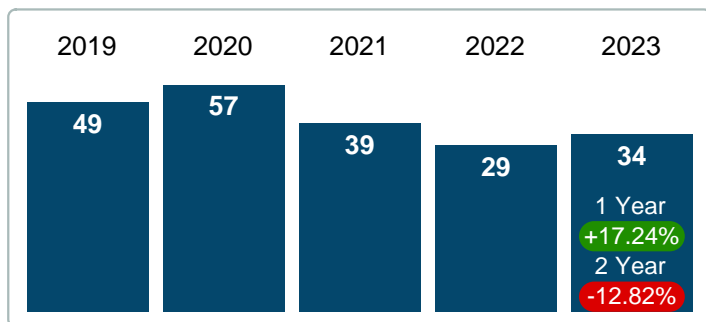
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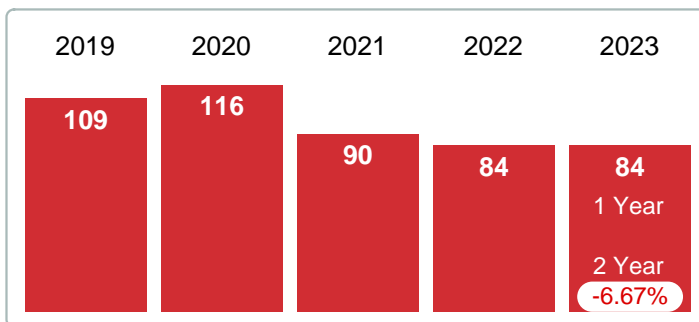
NEW LISTINGS

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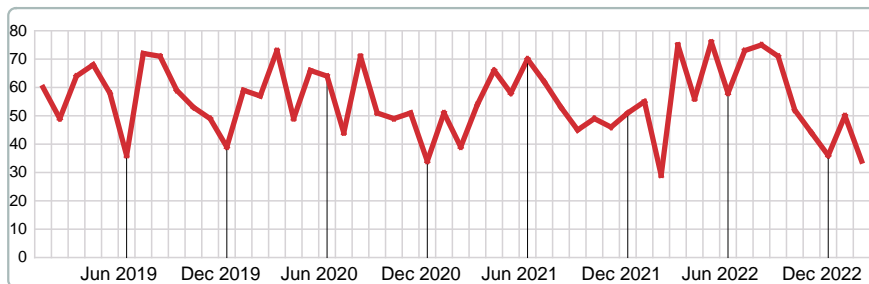
FEBRUARY



YEAR TO DATE (YTD)

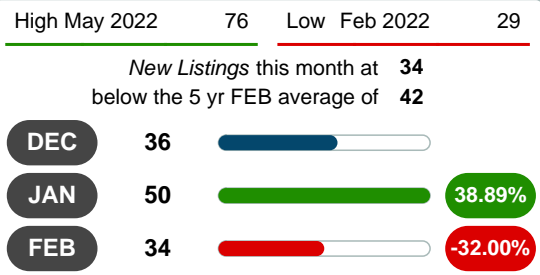


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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	3	8.82%	0	3	0	0
\$75,001 - \$150,000	4	11.76%	2	2	0	0
\$150,001 - \$175,000	4	11.76%	1	3	0	0
\$175,001 - \$275,000	10	29.41%	0	9	1	0
\$275,001 - \$475,000	5	14.71%	1	2	2	0
\$475,001 - \$650,000	4	11.76%	0	2	1	1
\$650,001 and up	4	11.76%	0	4	0	0
Total New Listed Units	34		4	25	4	1
Total New Listed Volume	10,805,390	100%	763.80K	8.01M	1.45M	580.00K
Average New Listed Listing Price	\$211,185		\$190,950	\$320,528	\$362,100	\$580,000

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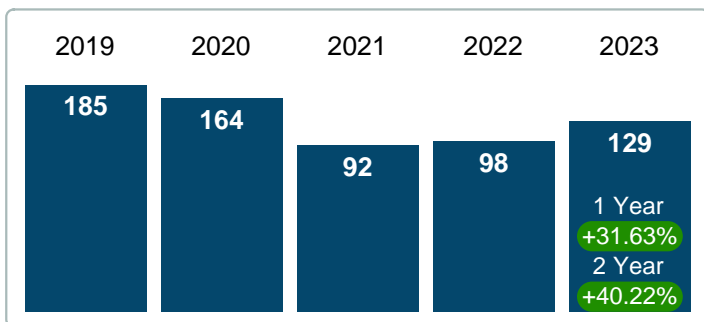
Area Delimited by County Of Mayes - Residential Property Type



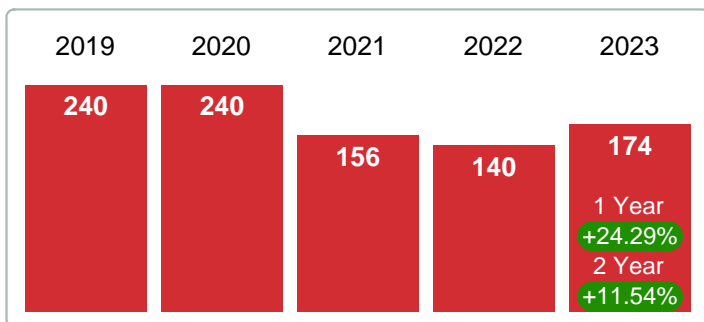
ACTIVE INVENTORY

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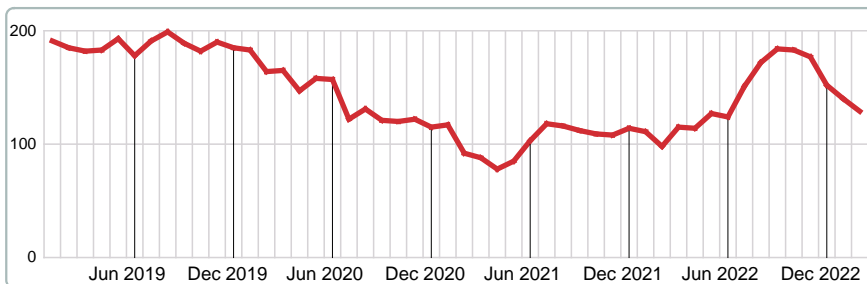
END OF FEBRUARY



ACTIVE DURING FEBRUARY

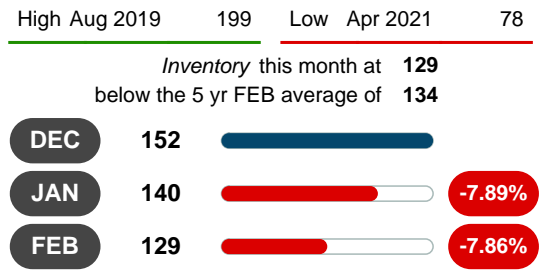


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 134



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	9	6.98%	132.8	6	2	1	0
\$75,001 - \$150,000	12	9.30%	83.7	3	8	1	0
\$150,001 - \$225,000	24	18.60%	69.9	3	20	0	1
\$225,001 - \$325,000	29	22.48%	67.1	0	17	9	3
\$325,001 - \$400,000	25	19.38%	118.1	2	8	14	1
\$400,001 - \$650,000	18	13.95%	143.9	2	7	7	2
\$650,001 and up	12	9.30%	73.4	0	7	2	3
Total Active Inventory by Units	129			16	69	34	10
Total Active Inventory by Volume	50,785,950	100%	94.9	2.74M	23.24M	15.81M	9.00M
Average Active Inventory Listing Price	\$393,690			\$171,144	\$336,756	\$465,034	\$900,030

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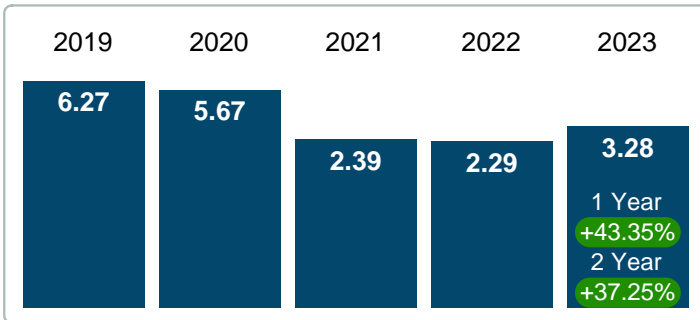
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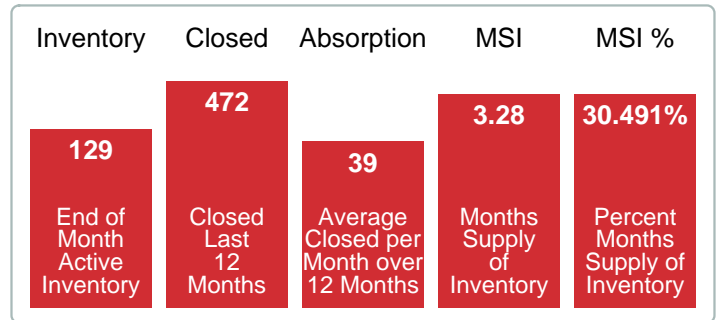
MONTHS SUPPLY of INVENTORY (MSI)

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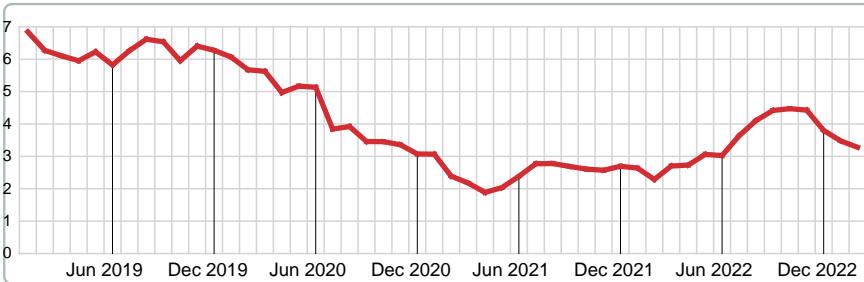
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

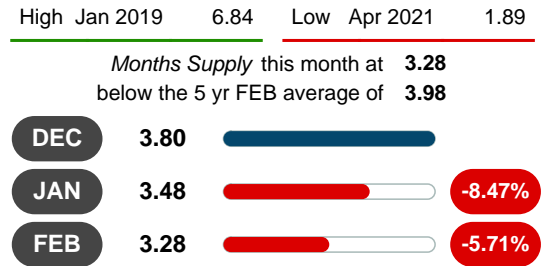


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.98



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	9	6.98%	2.25	2.40	1.41	12.00	0.00
\$75,001 - \$150,000	12	9.30%	1.26	1.00	1.37	1.50	0.00
\$150,001 - \$225,000	24	18.60%	2.46	1.71	2.89	0.00	3.00
\$225,001 - \$325,000	29	22.48%	3.35	0.00	3.00	5.68	12.00
\$325,001 - \$400,000	25	19.38%	8.11	6.00	5.05	15.27	4.00
\$400,001 - \$650,000	18	13.95%	6.75	24.00	5.60	6.46	8.00
\$650,001 and up	12	9.30%	7.20	0.00	10.50	6.00	6.00
Market Supply of Inventory (MSI)			3.28	1.78	2.96	6.28	6.32
Total Active Inventory by Units		100%	3.28	16	69	34	10

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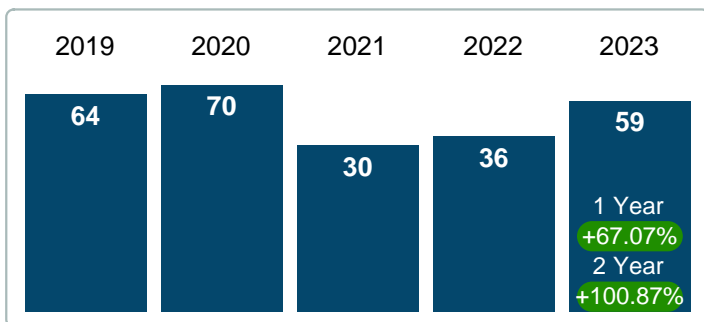
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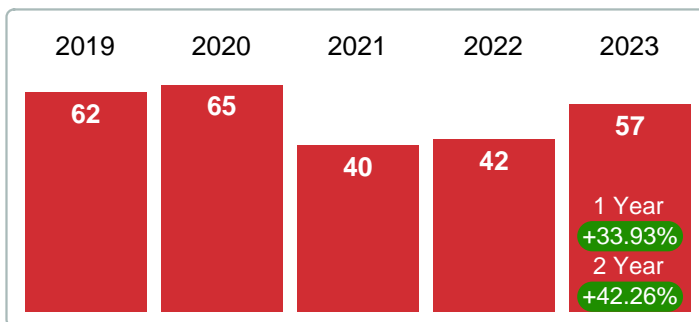
AVERAGE DAYS ON MARKET TO SALE

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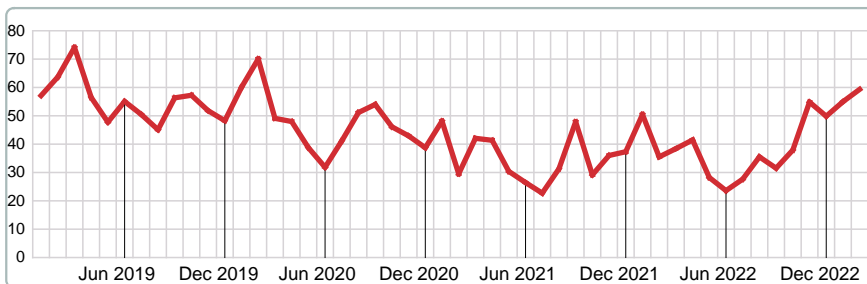
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

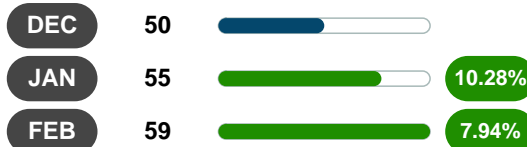


3 MONTHS

5 year FEB AVG = 52

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 59 above the 5 yr FEB average of 52



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	8.33%	6	4	8	0	0
\$50,001 - \$100,000	8.33%	103	202	3	0	0
\$100,001 - \$125,000	20.83%	14	10	17	0	0
\$125,001 - \$250,000	20.83%	47	21	25	140	0
\$250,001 - \$275,000	12.50%	100	0	152	74	0
\$275,001 - \$375,000	16.67%	75	66	87	81	0
\$375,001 and up	12.50%	101	0	92	119	0
Average Closed DOM		59	54	47	97	0
Total Closed Units	100%	59	7	12	5	
Total Closed Volume		5,313,299	1.19M	2.56M	1.56M	0.00B

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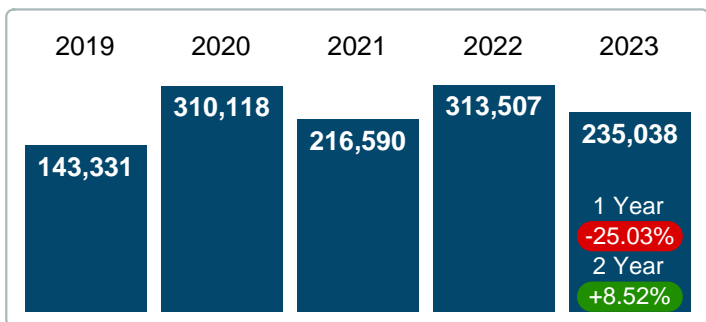
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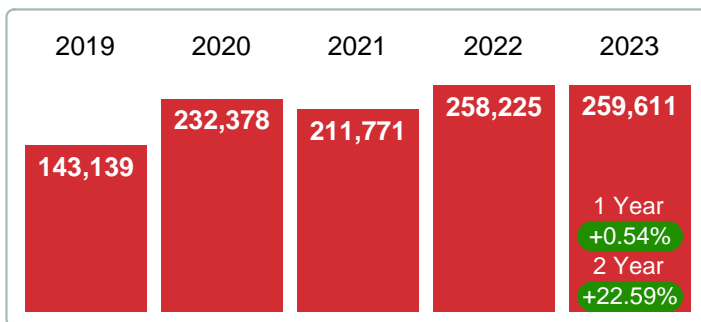
AVERAGE LIST PRICE AT CLOSING

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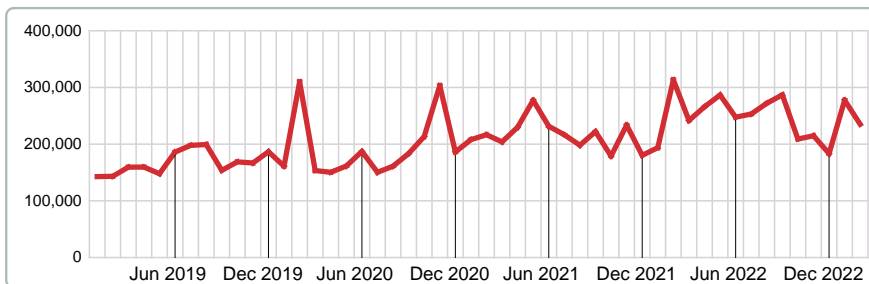
FEBRUARY



YEAR TO DATE (YTD)

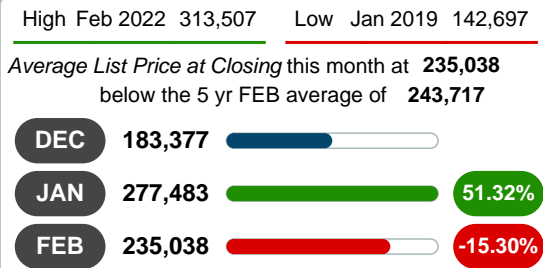


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 243,717



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	8.33%	40,000	35,000	69,900	0	0
\$50,001 - \$100,000	8.33%	84,700	45,000	99,500	0	0
\$100,001 - \$125,000	16.67%	118,500	125,000	118,000	0	0
\$125,001 - \$250,000	16.67%	177,500	270,000	193,333	295,000	0
\$250,001 - \$275,000	16.67%	269,750	0	269,000	284,750	0
\$275,001 - \$375,000	20.83%	318,900	310,000	355,000	295,000	0
\$375,001 and up	12.50%	511,333	0	497,000	540,000	0
Average List Price		235,038	174,286	226,783	339,900	0
Total Closed Units	100%	235,038	7	12	5	0
Total Closed Volume		5,640,900	1.22M	2.72M	1.70M	0.00B

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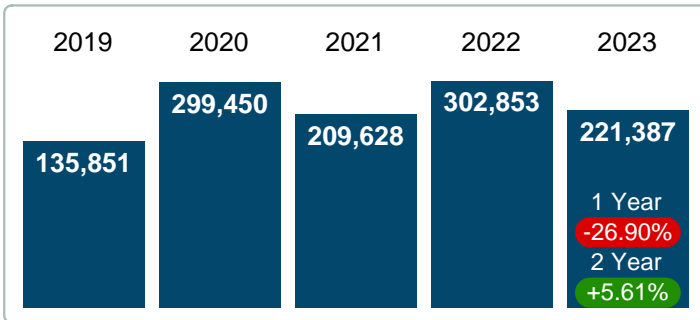
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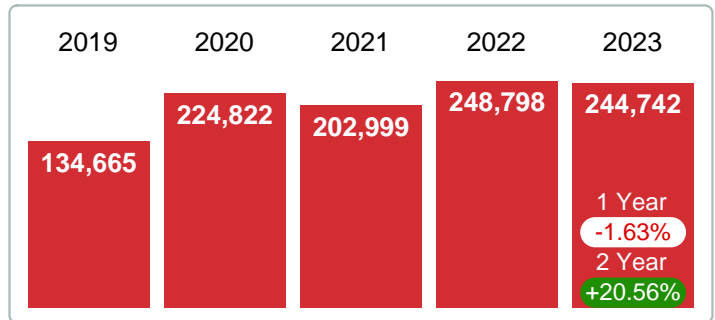
AVERAGE SOLD PRICE AT CLOSING

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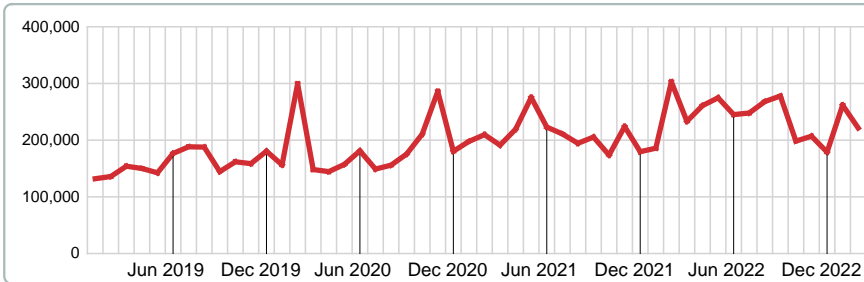
FEBRUARY



YEAR TO DATE (YTD)

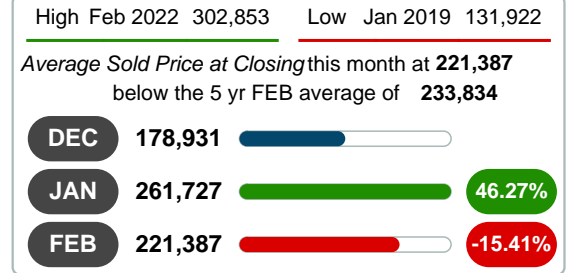


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 233,834



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 2	8.33%	40,000	30,000	49,999	0	0
\$50,001 - \$100,000 2	8.33%	75,250	55,000	95,500	0	0
\$100,001 - \$125,000 5	20.83%	120,400	124,000	118,000	0	0
\$125,001 - \$250,000 5	20.83%	206,400	225,000	185,667	250,000	0
\$250,001 - \$275,000 3	12.50%	266,933	0	258,000	271,400	0
\$275,001 - \$375,000 4	16.67%	300,750	317,500	290,000	278,000	0
\$375,001 and up 3	12.50%	481,667	0	477,500	490,000	0
Average Sold Price		221,387	170,429	213,292	312,160	0
Total Closed Units		24	7	12	5	0
Total Closed Volume		5,313,299	1.19M	2.56M	1.56M	0.00B

February 2023



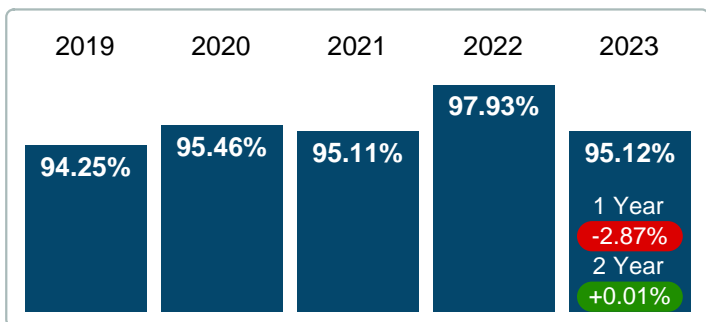
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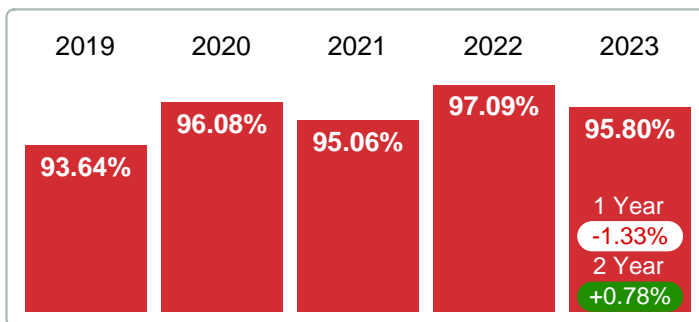
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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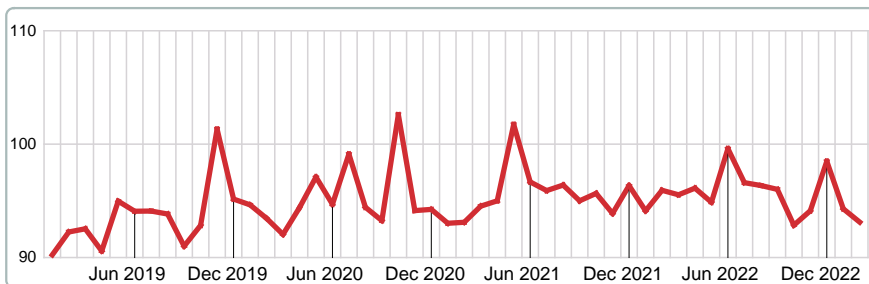
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

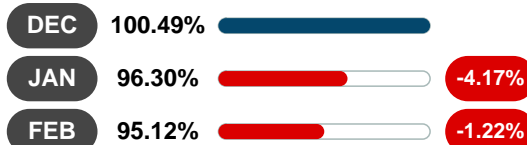


3 MONTHS

5 year FEB AVG = 95.57%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.12%**
below the 5 yr FEB average of **95.57%**



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	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%	99.76%	99.39%	100.00%	0.00%	0.00%
\$125,001 - \$250,000	5	20.83%	91.46%	83.33%	96.40%	84.75%	0.00%
\$250,001 - \$275,000	3	12.50%	95.64%	0.00%	95.91%	95.50%	0.00%
\$275,001 - \$375,000	4	16.67%	95.37%	102.78%	81.69%	94.24%	0.00%
\$375,001 and up	3	12.50%	94.31%	0.00%	96.10%	90.74%	0.00%
Average Sold/List Ratio		95.10%		99.37%	93.88%	92.15%	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



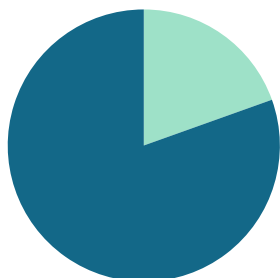
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

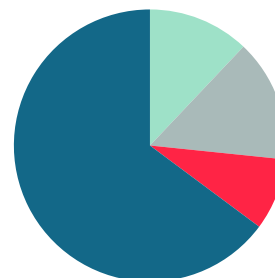


Inventory
 New Listings
34 = 19.54%
 Start Inventory
140
 Total Inventory Units
174
 Volume
\$68,436,389

Market Activity

Closed Sales
24 = 12.06%
 Pending Sales
29 = 14.57%
 Other Off Market
17 = 8.54%
 Active Inventory
129 = 64.82%

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	29	-9.38%	73	61	-16.44%
New Listings	29	34	17.24%	84	84	0.00%
Average List Price	313,507	235,038	-25.03%	258,225	259,611	0.54%
Average Sale Price	302,853	221,387	-26.90%	248,798	244,742	-1.63%
Average Percent of Selling Price to List Price	97.93%	95.12%	-2.87%	97.09%	95.80%	-1.33%
Average Days on Market to Sale	35.51	59.33	67.07%	42.42	56.81	33.93%
Monthly Inventory	98	129	31.63%	98	129	31.63%
Months Supply of Inventory	2.29	3.28	43.35%	2.29	3.28	43.35%

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

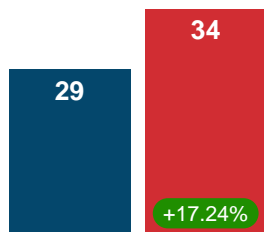
Inventory on February 28, 2023 = **129**

2022 **2023**

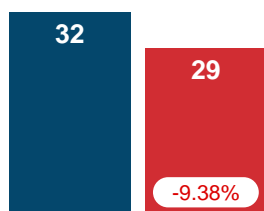
FEBRUARY MARKET

AVERAGE PRICES

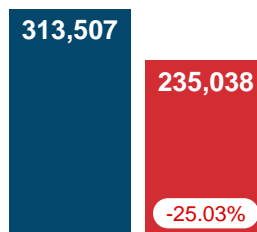
New Listings



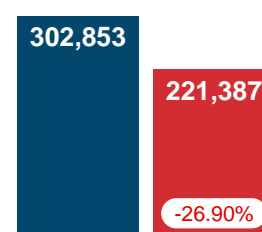
Pending Listings



List Price



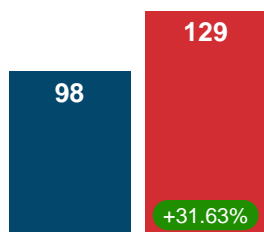
Sale Price



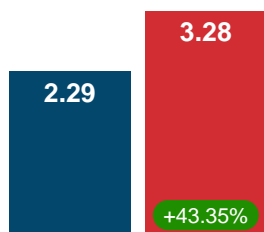
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

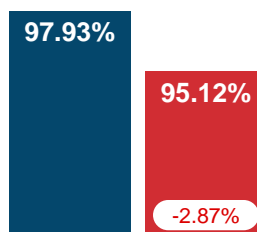
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

