

February 2023



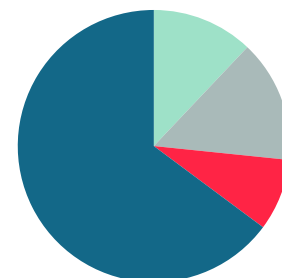
Area Delimited by County Of Mayes - Residential Property Type



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% |
| 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 | 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.

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 an increasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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

February 2023



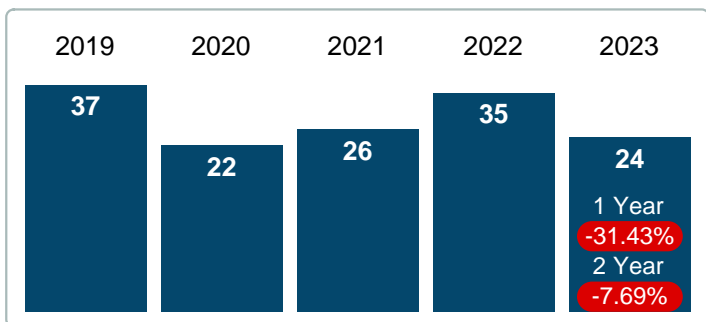
Area Delimited by County Of Mayes - Residential Property Type



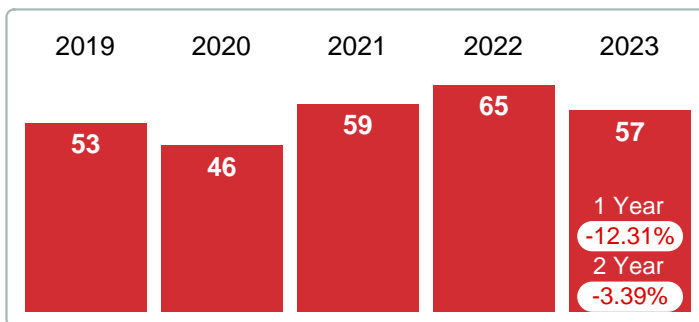
CLOSED LISTINGS

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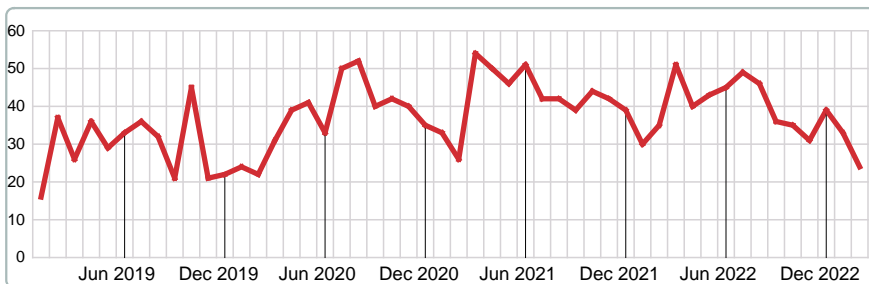
FEBRUARY



YEAR TO DATE (YTD)

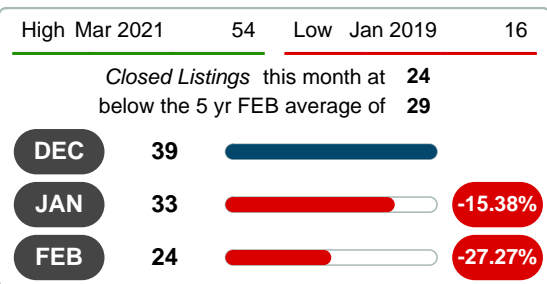


5 YEAR MARKET ACTIVITY TRENDS



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



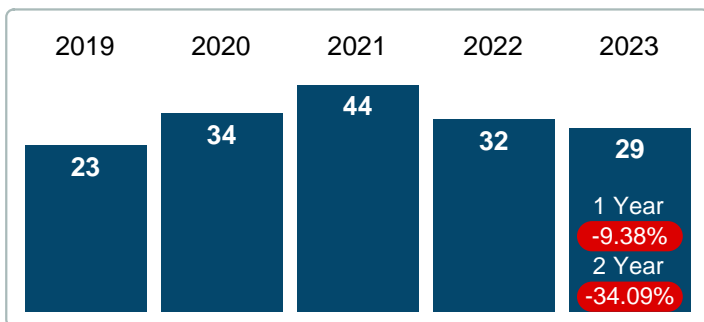
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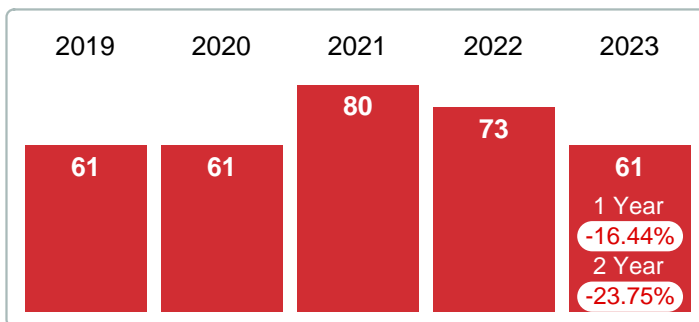
PENDING LISTINGS

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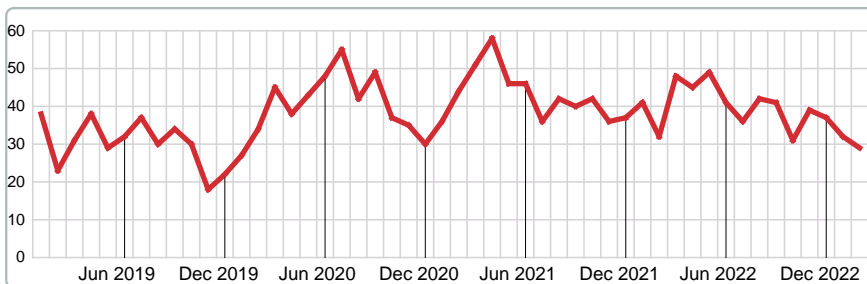
FEBRUARY



YEAR TO DATE (YTD)

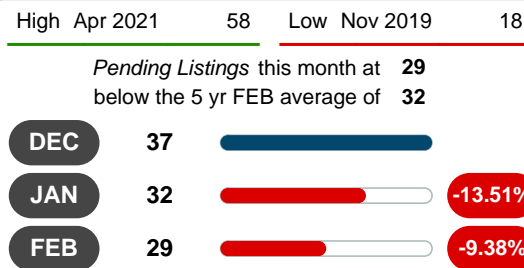


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 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% | 7.5 | 0 | 4 | 0 | 0 |
| \$75,001 - \$150,000 | 4 | 13.79% | 80.5 | 2 | 2 | 0 | 0 |
| \$150,001 - \$225,000 | 8 | 27.59% | 61.5 | 0 | 7 | 1 | 0 |
| \$225,001 - \$250,000 | 5 | 17.24% | 130.0 | 0 | 4 | 1 | 0 |
| \$250,001 - \$350,000 | 4 | 13.79% | 30.0 | 0 | 4 | 0 | 0 |
| \$350,001 and up | 3 | 10.34% | 94.0 | 0 | 0 | 1 | 2 |
| Total Pending Units | 29 | | | 3 | 21 | 3 | 2 |
| Total Pending Volume | 8,024,939 | 100% | 44.0 | 190.80K | 3.95M | 779.90K | 3.10M |
| Median Listing Price | \$184,900 | | | \$79,900 | \$183,040 | \$239,999 | \$1,549,950 |

February 2023



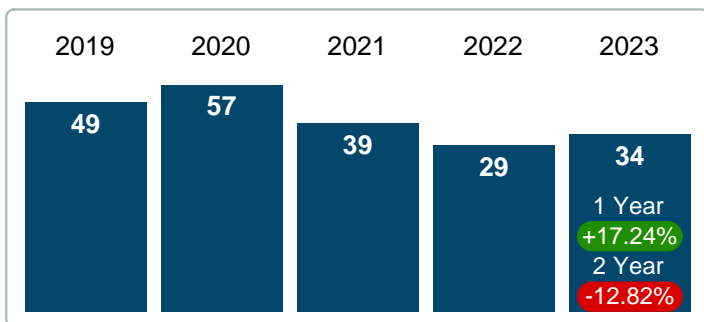
Area Delimited by County Of Mayes - Residential Property Type



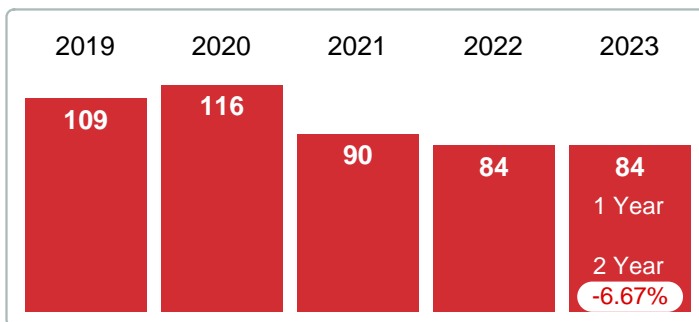
NEW LISTINGS

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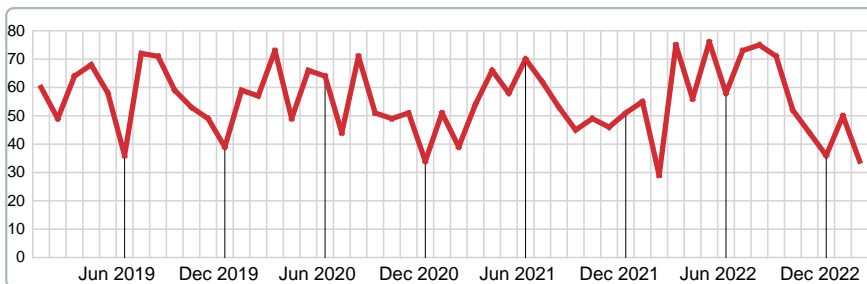
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

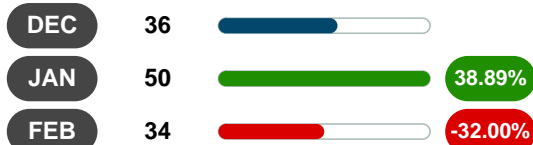


3 MONTHS

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 | 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 |
| Median New Listed Listing Price | \$244,400 | | \$132,450 | \$220,000 | \$362,200 | \$580,000 |

February 2023



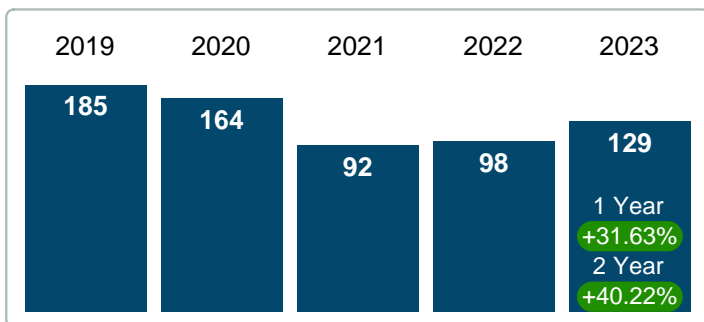
Area Delimited by County Of Mayes - Residential Property Type



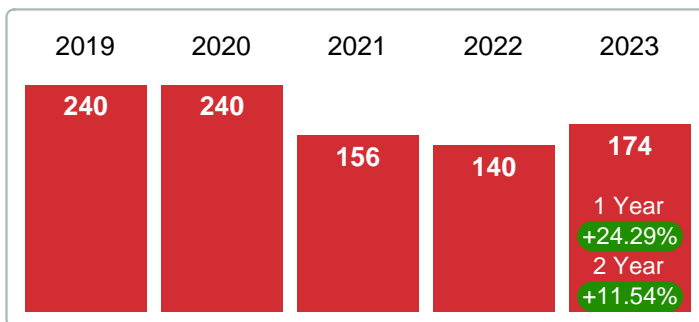
ACTIVE INVENTORY

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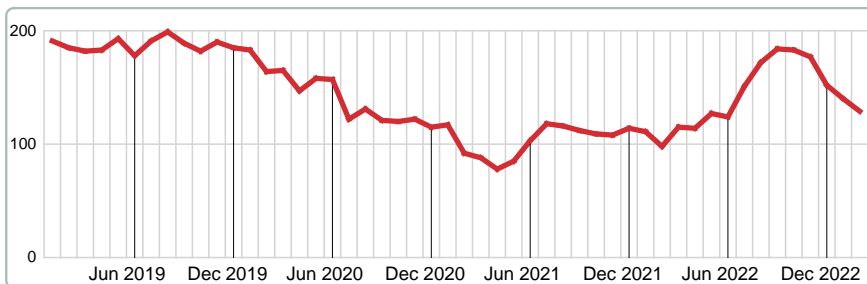
END OF FEBRUARY



ACTIVE DURING FEBRUARY

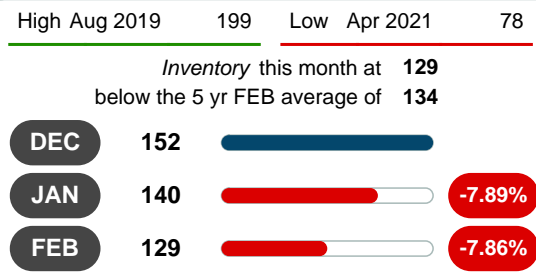


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 134



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|----------------------------------------------|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 9 | 6.98% | 84.0 | 6 | 2 | 1 | 0 |
| \$75,001 - \$150,000 | 12 | 9.30% | 55.0 | 3 | 8 | 1 | 0 |
| \$150,001 - \$225,000 | 24 | 18.60% | 79.0 | 3 | 20 | 0 | 1 |
| \$225,001 - \$325,000 | 29 | 22.48% | 36.0 | 0 | 17 | 9 | 3 |
| \$325,001 - \$400,000 | 25 | 19.38% | 133.0 | 2 | 8 | 14 | 1 |
| \$400,001 - \$650,000 | 18 | 13.95% | 163.5 | 2 | 7 | 7 | 2 |
| \$650,001 and up | 12 | 9.30% | 59.5 | 0 | 7 | 2 | 3 |
| Total Active Inventory by Units | 129 | | | 16 | 69 | 34 | 10 |
| Total Active Inventory by Volume | 50,785,950 | 100% | 84.0 | 2.74M | 23.24M | 15.81M | 9.00M |
| Median Active Inventory Listing Price | \$265,000 | | | \$101,000 | \$245,500 | \$344,495 | \$430,750 |

February 2023



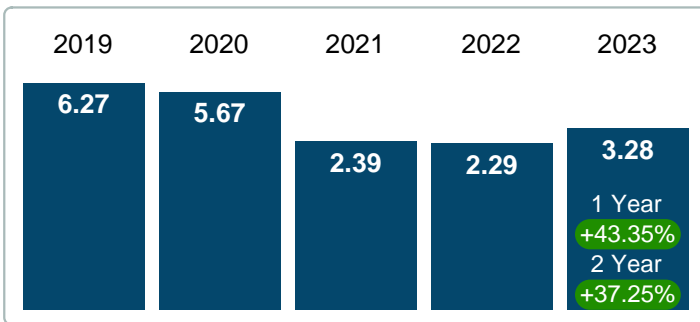
Area Delimited by County Of Mayes - Residential Property Type



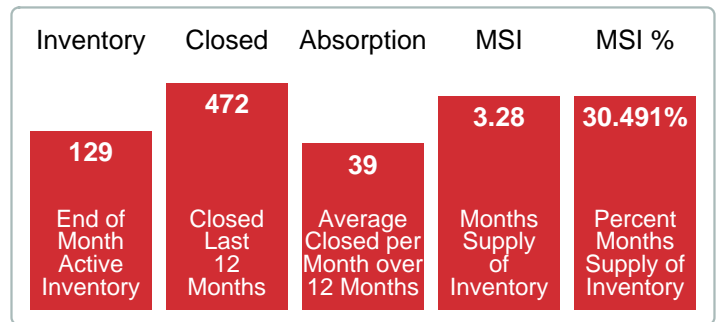
MONTHS SUPPLY of INVENTORY (MSI)

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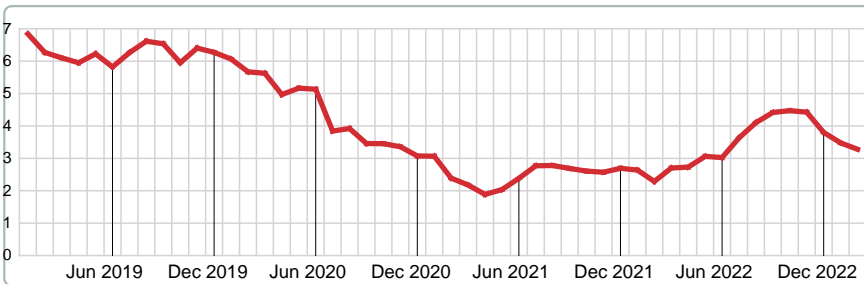
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

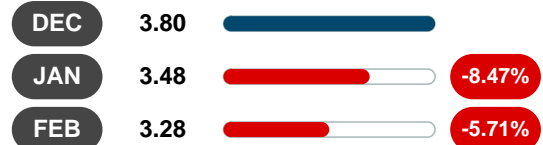


3 MONTHS

5 year FEB AVG = 3.98

High Jan 2019 6.84 Low Apr 2021 1.89

Months Supply this month at 3.28 below the 5 yr FEB average of 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 |

February 2023



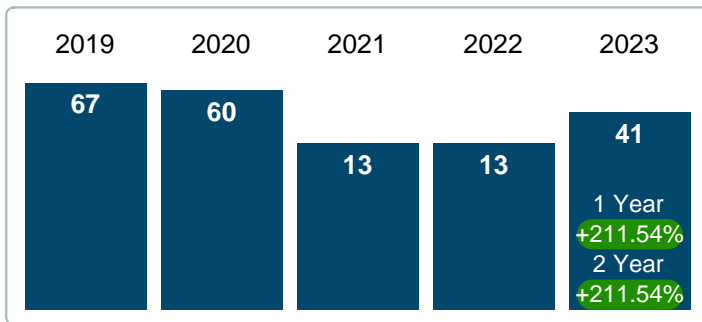
Area Delimited by County Of Mayes - Residential Property Type



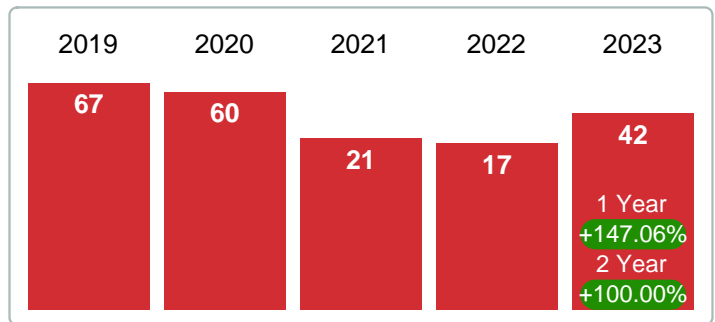
MEDIAN DAYS ON MARKET TO SALE

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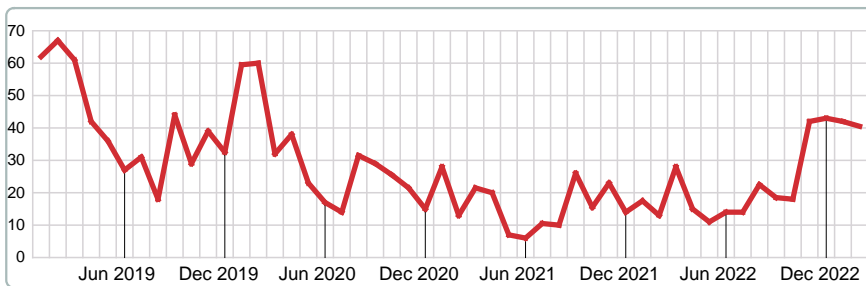
FEBRUARY



YEAR TO DATE (YTD)

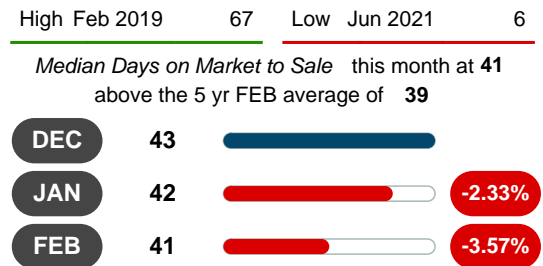


5 YEAR MARKET ACTIVITY TRENDS



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



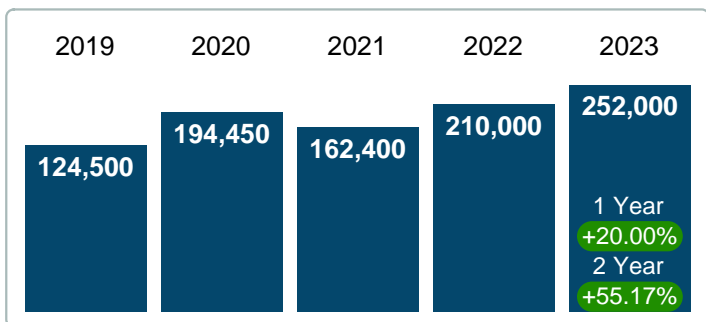
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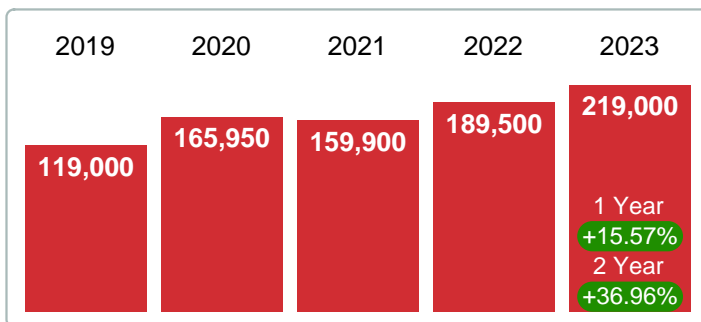
MEDIAN LIST PRICE AT CLOSING

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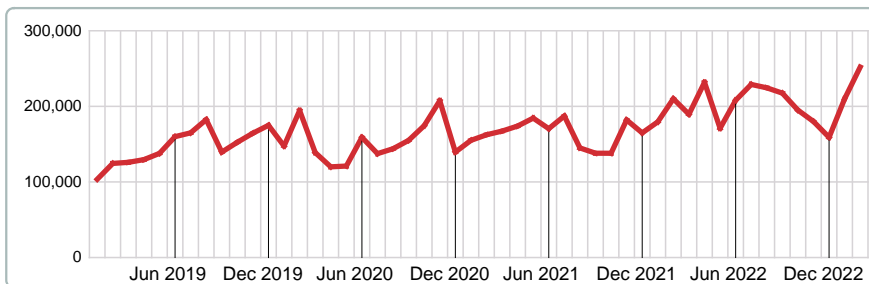
FEBRUARY



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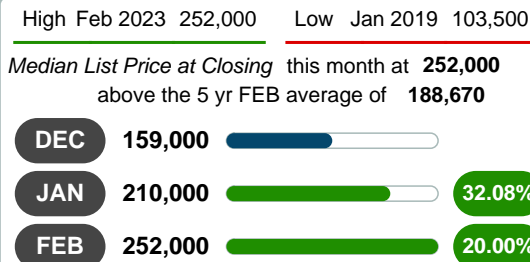


5 YEAR MARKET ACTIVITY TRENDS



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 | 2 | 8.33% | 40,000 | 40,000 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 2 | 8.33% | 84,700 | 0 | 84,700 | 0 | 0 |
| \$100,001 - \$125,000 | 4 | 16.67% | 120,000 | 120,000 | 120,000 | 0 | 0 |
| \$125,001 - \$250,000 | 4 | 16.67% | 172,500 | 130,000 | 210,000 | 0 | 0 |
| \$250,001 - \$275,000 | 4 | 16.67% | 270,000 | 270,000 | 269,000 | 270,000 | 0 |
| \$275,001 - \$375,000 | 5 | 20.83% | 299,500 | 350,000 | 355,000 | 295,000 | 0 |
| \$375,001 and up | 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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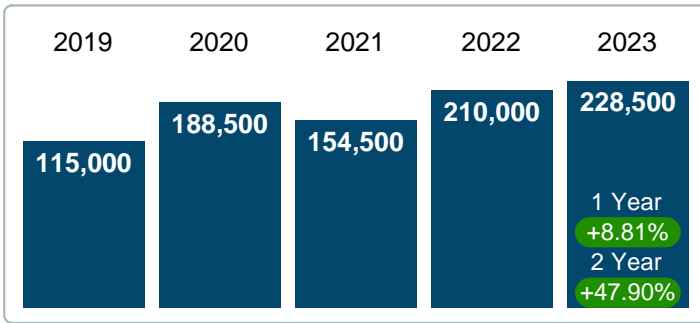
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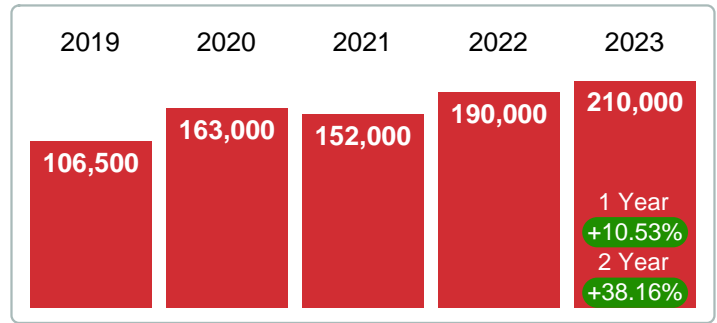
MEDIAN SOLD PRICE AT CLOSING

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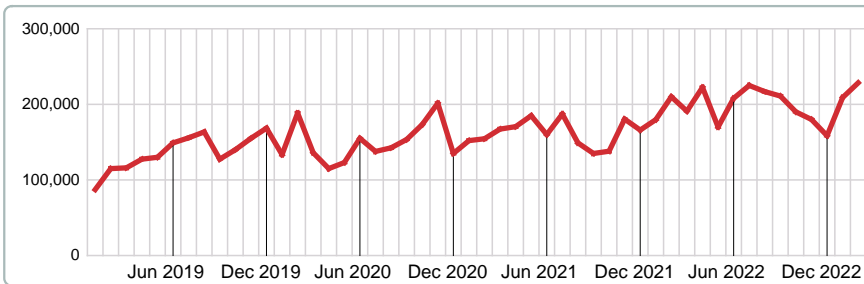
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

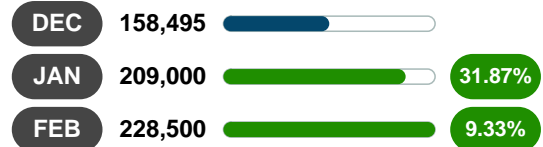


3 MONTHS

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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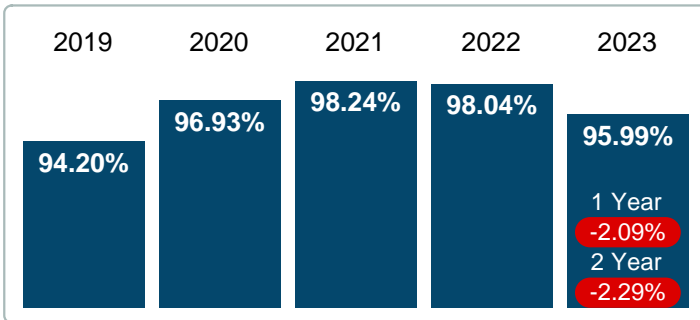
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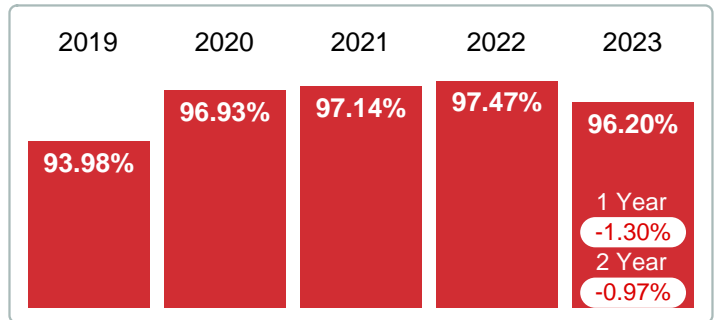
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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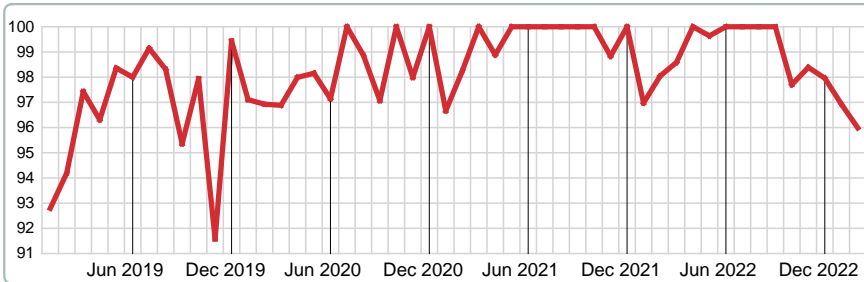
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

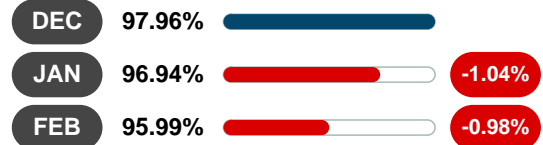


3 MONTHS

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



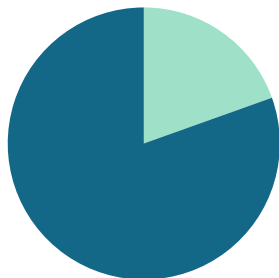
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

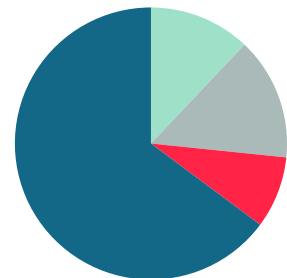


Inventory
 New Listings
34 = 19.54%
 Start Inventory
140
 Total Inventory Units
174
 Volume
\$68,436,389

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% |
| 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 | 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

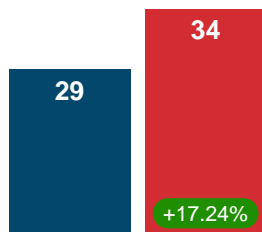
Inventory on February 28, 2023 = **129**

2022 **2023**

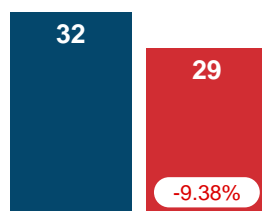
FEBRUARY MARKET

MEDIAN PRICES

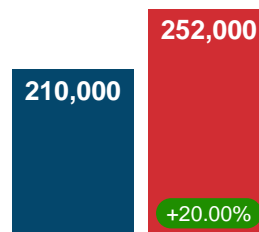
New Listings



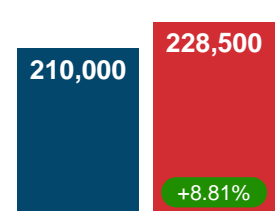
Pending Listings



List Price



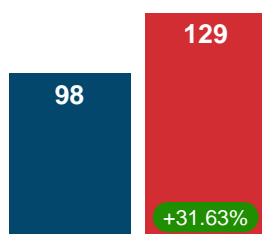
Sale Price



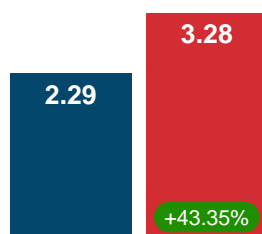
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

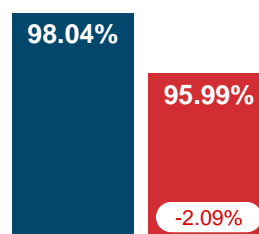
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

