

# January 2023



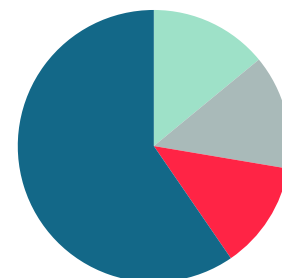
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	30	33	10.00%
Pending Listings	41	32	-21.95%
New Listings	55	50	-9.09%
Average List Price	193,730	277,483	43.23%
Average Sale Price	185,734	261,727	40.92%
Average Percent of Selling Price to List Price	96.12%	96.30%	0.18%
Average Days on Market to Sale	50.47	54.97	8.92%
End of Month Inventory	111	140	26.13%
Months Supply of Inventory	2.64	3.48	31.87%



■ Closed (14.04%)  
■ Pending (13.62%)  
■ Other OffMarket (12.77%)  
■ Active (59.57%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of January 31, 2023 = **140**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **26.13%** to 140 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.48** 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 **40.92%** in January 2023 to \$261,727 versus the previous year at \$185,734.

#### Average Days on Market Lengthens

The average number of **54.97** days that homes spent on the market before selling increased by 4.50 days or **8.92%** in January 2023 compared to last year's same month at **50.47** DOM.

#### Sales Success for January 2023 is Positive

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

There were 50 New Listings in January 2023, down **9.09%** from last year at 55. Furthermore, there were 33 Closed Listings this month versus last year at 30, a **10.00%** increase.

Closed versus Listed trends yielded a **66.0%** ratio, up from previous year's, January 2022, at **54.5%**, a **21.00%** upswing. This will certainly create pressure on an increasing Month's 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

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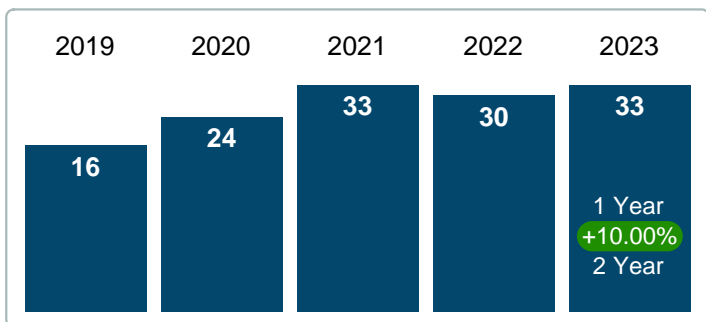
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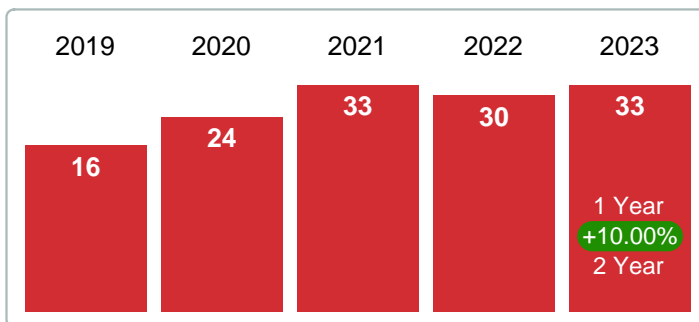
## CLOSED LISTINGS

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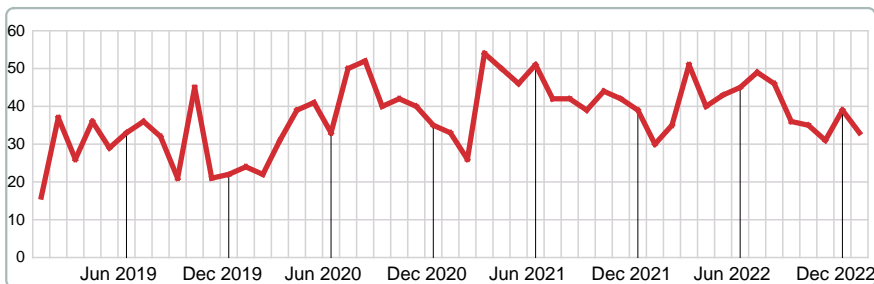
### JANUARY



### YEAR TO DATE (YTD)

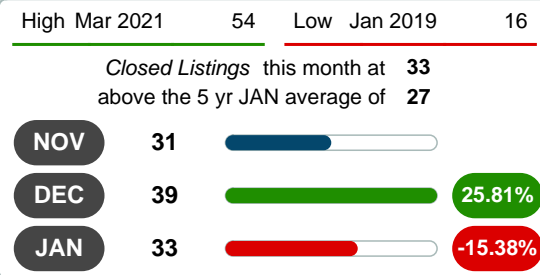


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 27



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	9.09%	27.0	1	2	0	0
\$75,001 - \$125,000	5	15.15%	31.0	0	4	1	0
\$125,001 - \$175,000	4	12.12%	73.0	0	4	0	0
\$175,001 - \$250,000	8	24.24%	71.6	1	7	0	0
\$250,001 - \$325,000	5	15.15%	63.2	0	5	0	0
\$325,001 - \$525,000	4	12.12%	27.3	0	2	2	0
\$525,001 and up	4	12.12%	72.0	0	1	3	0
<b>Total Closed Units</b>	<b>33</b>			<b>2</b>	<b>25</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,636,999</b>	<b>100%</b>	<b>55.0</b>	<b>264.00K</b>	<b>5.46M</b>	<b>2.92M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$261,727</b>			<b>\$132,000</b>	<b>\$218,320</b>	<b>\$485,833</b>	<b>\$0</b>

# January 2023



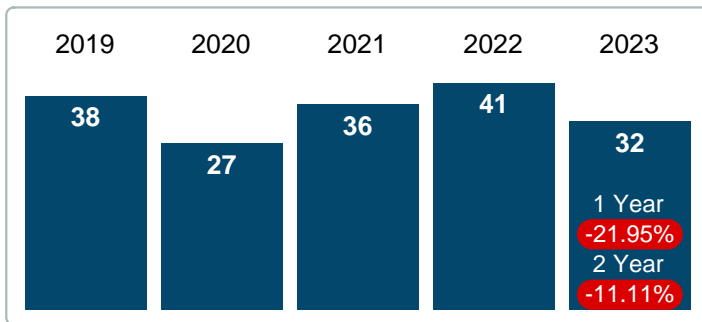
Area Delimited by County Of Mayes - Residential Property Type



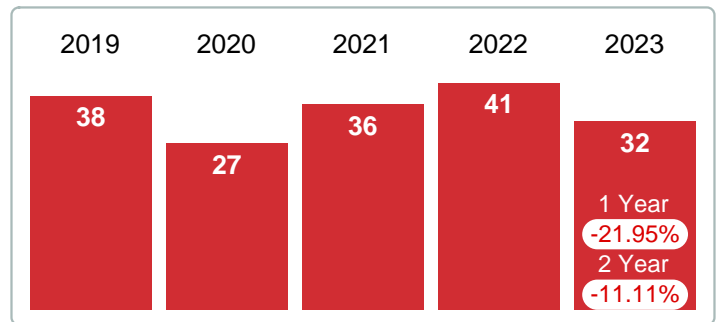
## PENDING LISTINGS

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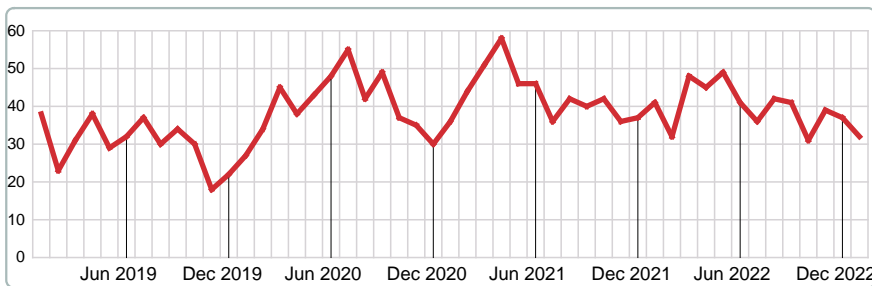
### JANUARY



### YEAR TO DATE (YTD)

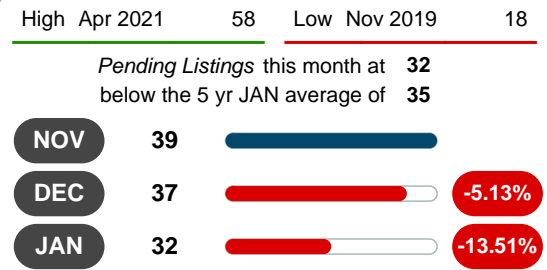


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 35



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	9.38%	98.7	2	1	0	0
\$100,001 - \$125,000	4	12.50%	9.0	2	2	0	0
\$125,001 - \$150,000	3	9.38%	89.7	1	2	0	0
\$150,001 - \$275,000	9	28.13%	61.1	2	7	0	0
\$275,001 - \$300,000	4	12.50%	83.0	0	0	4	0
\$300,001 - \$425,000	5	15.63%	138.8	0	3	1	1
\$425,001 and up	4	12.50%	93.3	0	3	1	0
<b>Total Pending Units</b>	<b>32</b>			<b>7</b>	<b>18</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,114,750</b>	<b>100%</b>	<b>79.7</b>	<b>908.00K</b>	<b>4.75M</b>	<b>2.07M</b>	<b>380.00K</b>
<b>Average Listing Price</b>	<b>\$253,586</b>			<b>\$129,714</b>	<b>\$264,075</b>	<b>\$345,567</b>	<b>\$380,000</b>

# January 2023



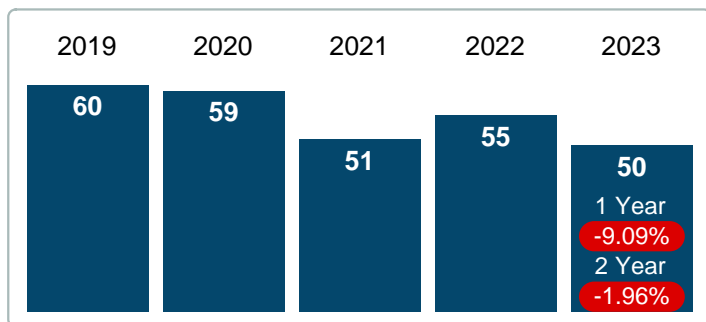
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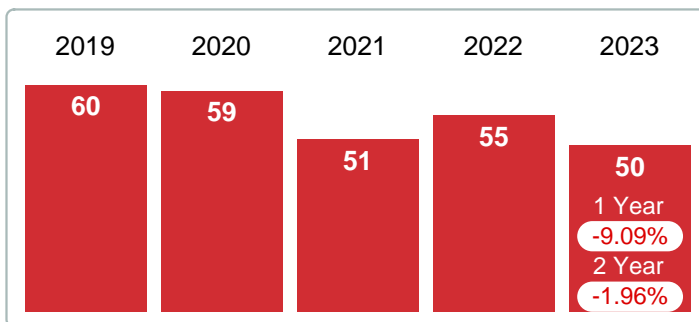
## NEW LISTINGS

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

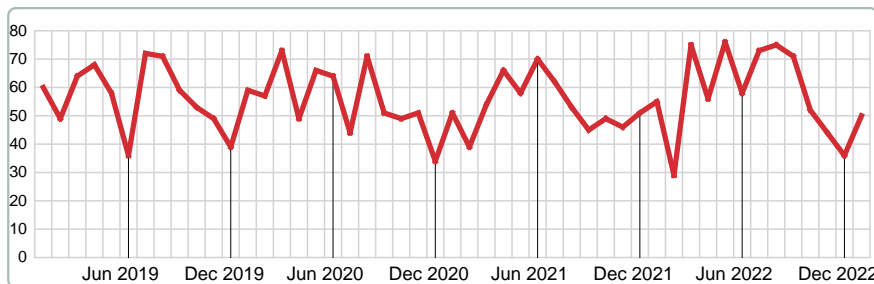
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 55

High May 2022: 76 | Low Feb 2022: 29

New Listings this month at 50  
below the 5 yr JAN average of 55



### 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	4	8.00%	2	1	1	0
\$75,001 - \$125,000	8	16.00%	2	6	0	0
\$125,001 - \$175,000	4	8.00%	2	2	0	0
\$175,001 - \$250,000	12	24.00%	0	9	3	0
\$250,001 - \$300,000	10	20.00%	1	5	3	1
\$300,001 - \$575,000	6	12.00%	1	2	3	0
\$575,001 and up	6	12.00%	0	2	2	2
<b>Total New Listed Units</b>	<b>50</b>		<b>8</b>	<b>27</b>	<b>12</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,036,979</b>	<b>100%</b>	<b>1.19M</b>	<b>6.90M</b>	<b>5.79M</b>	<b>4.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$280,029</b>		<b>\$148,563</b>	<b>\$255,509</b>	<b>\$482,561</b>	<b>\$1,386,333</b>

# January 2023



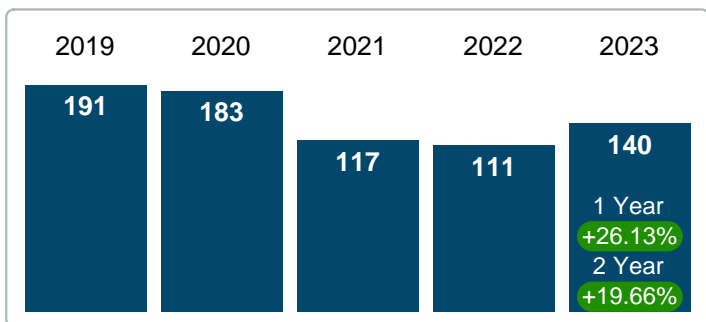
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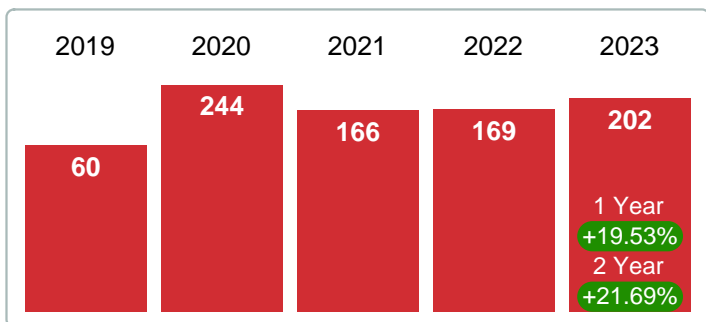
## ACTIVE INVENTORY

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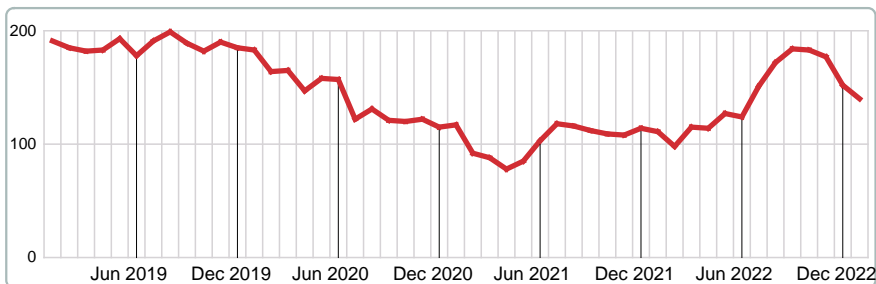
### END OF JANUARY



### ACTIVE DURING JANUARY

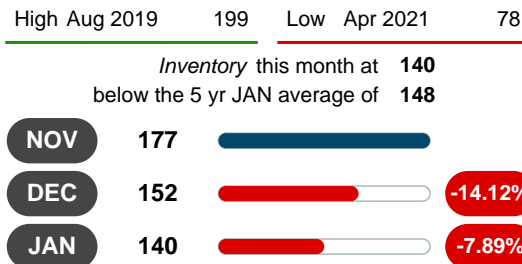


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 148



### 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	10	7.14%	94.6	6	3	1	0
\$75,001 - \$150,000	14	10.00%	92.6	4	8	2	0
\$150,001 - \$225,000	25	17.86%	71.4	2	20	2	1
\$225,001 - \$325,000	36	25.71%	70.1	1	23	9	3
\$325,001 - \$400,000	26	18.57%	103.8	1	9	15	1
\$400,001 - \$650,000	16	11.43%	173.1	2	8	5	1
\$650,001 and up	13	9.29%	78.6	0	5	2	6
<b>Total Active Inventory by Units</b>	<b>140</b>			<b>16</b>	<b>76</b>	<b>36</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>57,630,999</b>	<b>100%</b>	<b>93.2</b>	<b>2.52M</b>	<b>24.36M</b>	<b>15.75M</b>	<b>15.00M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$411,650</b>			<b>\$157,769</b>	<b>\$320,466</b>	<b>\$437,418</b>	<b>\$1,250,350</b>

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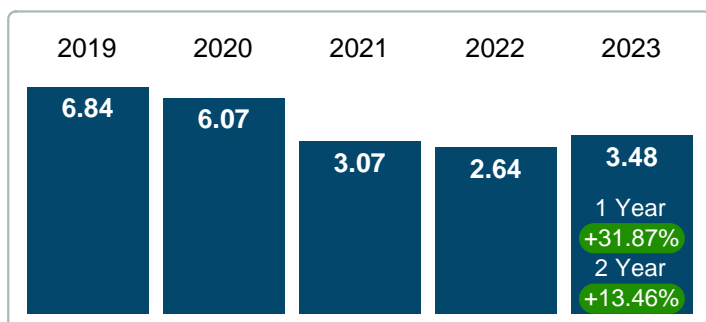
Area Delimited by County Of Mayes - Residential Property Type



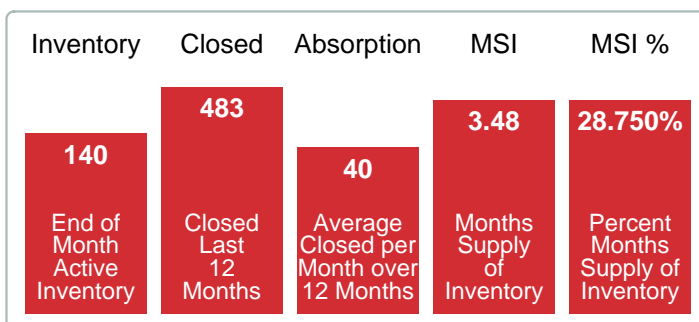
## MONTHS SUPPLY of INVENTORY (MSI)

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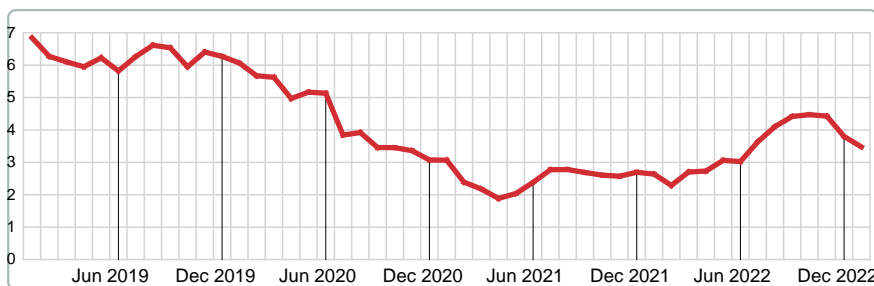
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

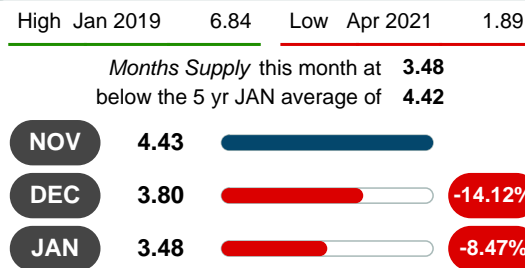


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 4.42



### 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	10	7.14%	2.50	2.57	1.89	12.00	0.00
\$75,001 - \$150,000	14	10.00%	1.45	1.20	1.41	3.00	0.00
\$150,001 - \$225,000	25	17.86%	2.46	1.20	2.73	2.67	2.40
\$225,001 - \$325,000	36	25.71%	4.24	0.75	4.06	7.20	12.00
\$325,001 - \$400,000	26	18.57%	7.61	3.00	5.14	13.85	4.00
\$400,001 - \$650,000	16	11.43%	5.82	24.00	6.00	5.00	3.00
\$650,001 and up	13	9.29%	7.43	0.00	6.67	6.00	12.00
Market Supply of Inventory (MSI)			3.48	1.73	3.16	6.97	6.86
Total Active Inventory by Units		100%	3.48	16	76	36	12

# January 2023



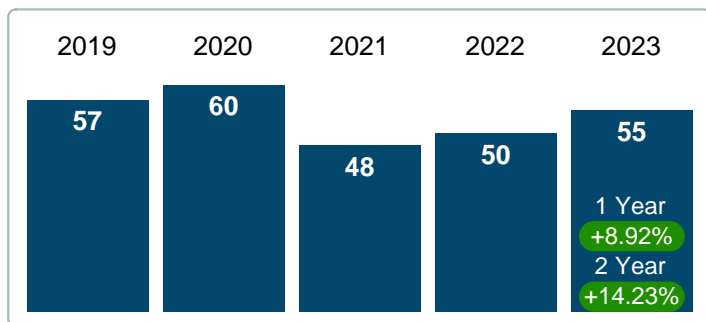
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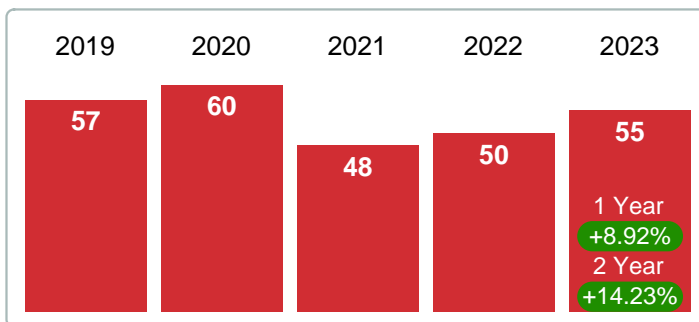
## AVERAGE DAYS ON MARKET TO SALE

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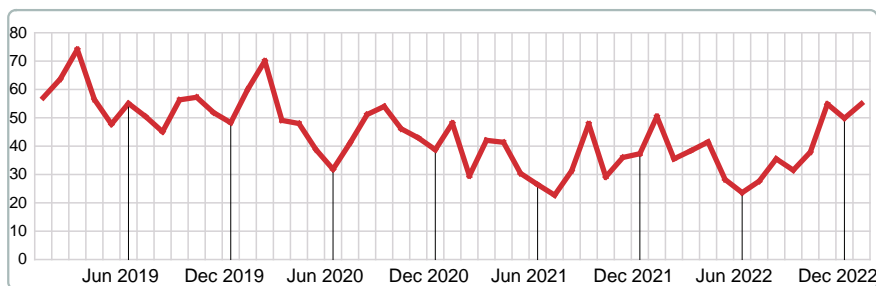
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 54

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 55 above the 5 yr JAN average of 54

- NOV 55
- DEC 50 (-9.10%)
- JAN 55 (10.28%)

### 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
\$75,000 and less	9.09%	27	77	2	0	0
\$75,001 - \$125,000	15.15%	31	0	23	62	0
\$125,001 - \$175,000	12.12%	73	0	73	0	0
\$175,001 - \$250,000	24.24%	72	6	81	0	0
\$250,001 - \$325,000	15.15%	63	0	63	0	0
\$325,001 - \$525,000	12.12%	27	0	22	33	0
\$525,001 and up	12.12%	72	0	1	96	0
<b>Average Closed DOM</b>		<b>55</b>	<b>42</b>	<b>53</b>	<b>69</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>2</b>	<b>25</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,636,999</b>	<b>264.00K</b>	<b>5.46M</b>	<b>2.92M</b>	<b>0.00B</b>



# January 2023



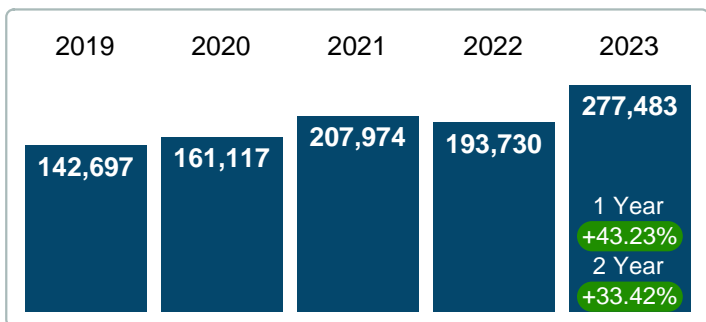
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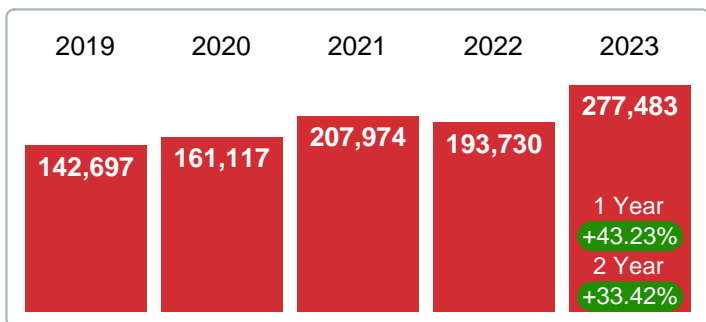
## AVERAGE LIST PRICE AT CLOSING

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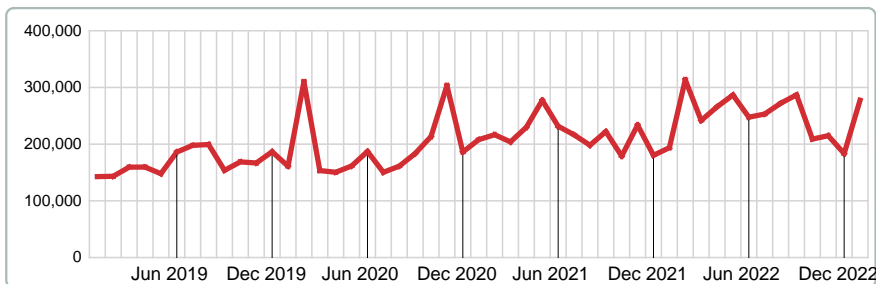
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 196,600

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

Average List Price at Closing this month at **277,483**  
above the 5 yr JAN average of **196,600**

- NOV 214,800
- DEC 183,377 -14.63%
- JAN 277,483 51.32%

### 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
\$75,000 and less	9.09%	57,667	74,000	49,500	0	0
\$75,001 - \$125,000	12.12%	115,975	0	117,675	120,000	0
\$125,001 - \$175,000	15.15%	148,740	0	154,225	0	0
\$175,001 - \$250,000	24.24%	208,394	199,900	209,607	0	0
\$250,001 - \$325,000	12.12%	283,125	0	292,480	0	0
\$325,001 - \$525,000	12.12%	384,950	0	425,450	563,000	0
\$525,001 and up	15.15%	687,380	0	595,000	691,633	0
<b>Average List Price</b>		<b>277,483</b>	<b>136,950</b>	<b>222,486</b>	<b>553,483</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>277,483</b>	<b>2</b>	<b>25</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,156,949</b>	<b>273.90K</b>	<b>5.56M</b>	<b>3.32M</b>	<b>0.00B</b>



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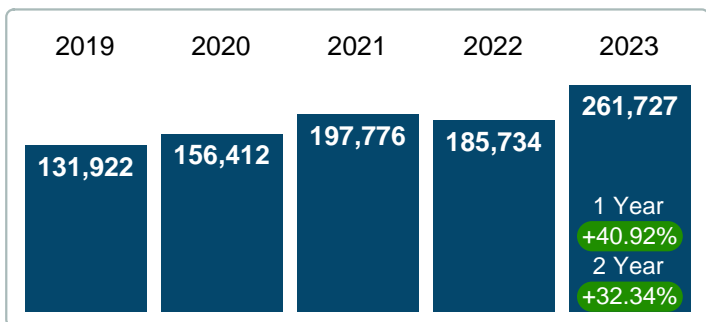
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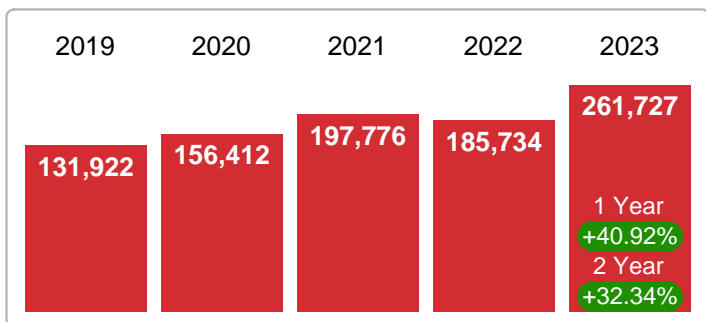
## AVERAGE SOLD PRICE AT CLOSING

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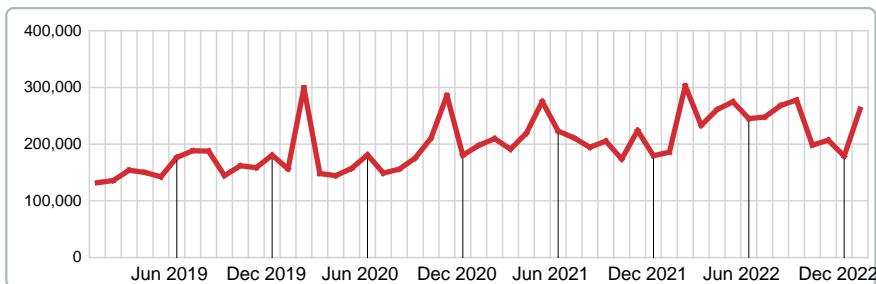
### JANUARY



### YEAR TO DATE (YTD)

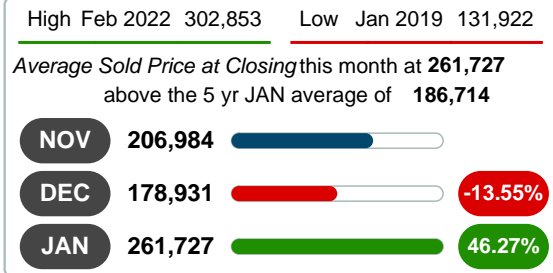


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 186,714



### 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
\$75,000 and less	9.09%	56,333	70,000	49,500	0	0
\$75,001 - \$125,000	15.15%	111,500	0	111,875	110,000	0
\$125,001 - \$175,000	12.12%	150,500	0	150,500	0	0
\$175,001 - \$250,000	24.24%	205,750	194,000	207,429	0	0
\$250,001 - \$325,000	15.15%	288,500	0	288,500	0	0
\$325,001 - \$525,000	12.12%	408,125	0	410,000	406,250	0
\$525,001 and up	12.12%	646,875	0	595,000	664,167	0
<b>Average Sold Price</b>		<b>261,727</b>	<b>132,000</b>	<b>218,320</b>	<b>485,833</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>261,727</b>	<b>2</b>	<b>25</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,636,999</b>	<b>264.00K</b>	<b>5.46M</b>	<b>2.92M</b>	<b>0.00B</b>

# January 2023



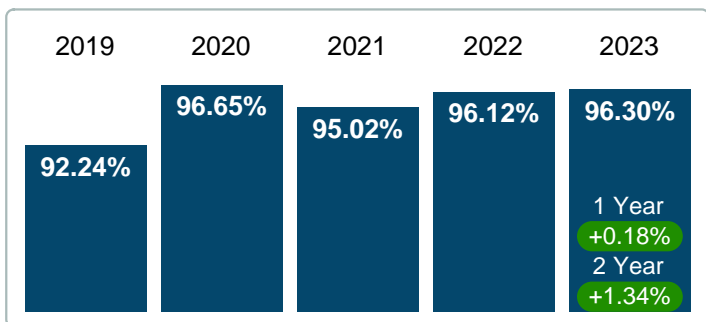
Area Delimited by County Of Mayes - Residential Property Type



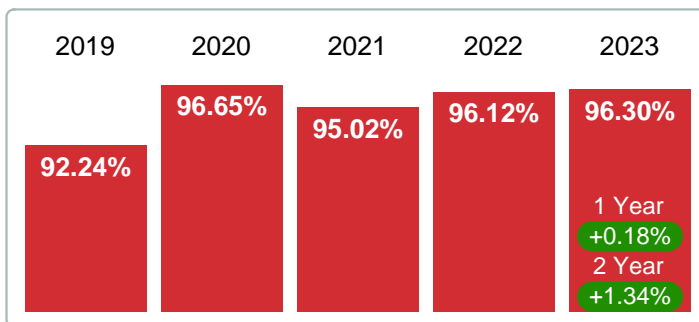
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

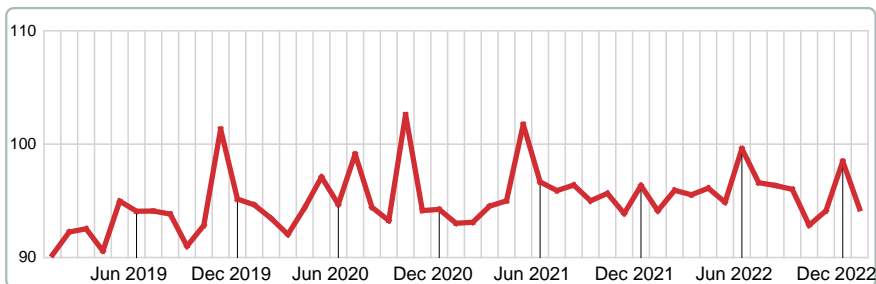
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

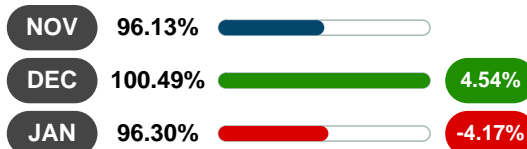


### 3 MONTHS

5 year JAN AVG = 95.26%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.30%**  
above the 5 yr JAN average of **95.26%**



### 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
\$75,000 and less	<div style="width: 9.09%;"></div> 3	9.09%	98.20%	94.59%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	<div style="width: 15.15%;"></div> 5	15.15%	94.25%	0.00%	94.90%	91.67%	0.00%
\$125,001 - \$175,000	<div style="width: 12.12%;"></div> 4	12.12%	97.90%	0.00%	97.90%	0.00%	0.00%
\$175,001 - \$250,000	<div style="width: 24.24%;"></div> 8	24.24%	98.61%	97.05%	98.84%	0.00%	0.00%
\$250,001 - \$325,000	<div style="width: 15.15%;"></div> 5	15.15%	98.82%	0.00%	98.82%	0.00%	0.00%
\$325,001 - \$525,000	<div style="width: 12.12%;"></div> 4	12.12%	87.22%	0.00%	96.65%	77.79%	0.00%
\$525,001 and up	<div style="width: 12.12%;"></div> 4	12.12%	97.12%	0.00%	100.00%	96.16%	0.00%
Average Sold/List Ratio		96.30%		95.82%	98.02%	89.29%	0.00%
Total Closed Units		33	100%	2	25	6	
Total Closed Volume		8,636,999		264.00K	5.46M	2.92M	0.00B

# January 2023



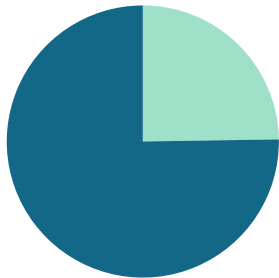
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

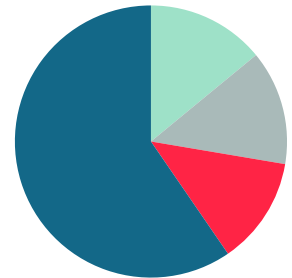


**Inventory**  
 New Listings  
**50 = 24.75%**  
 Start Inventory  
**152**  
 Total Inventory Units  
**202**  
 Volume  
**\$76,486,904**

### Market Activity

Closed Sales  
**33 = 14.04%**  
 Pending Sales  
**32 = 13.62%**  
 Other Off Market  
**30 = 12.77%**  
 Active Inventory  
**140 = 59.57%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	30	33	10.00%	30	33	10.00%
Pending Sales	41	32	-21.95%	41	32	-21.95%
New Listings	55	50	-9.09%	55	50	-9.09%
Average List Price	193,730	277,483	43.23%	193,730	277,483	43.23%
Average Sale Price	185,734	261,727	40.92%	185,734	261,727	40.92%
Average Percent of Selling Price to List Price	96.12%	96.30%	0.18%	96.12%	96.30%	0.18%
Average Days on Market to Sale	50.47	54.97	8.92%	50.47	54.97	8.92%
Monthly Inventory	111	140	26.13%	111	140	26.13%
Months Supply of Inventory	2.64	3.48	31.87%	2.64	3.48	31.87%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

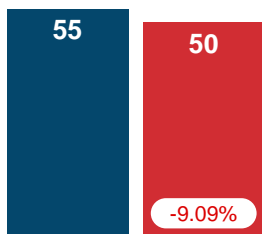
**Inventory** on January 31, 2023 = **140**

2022 2023

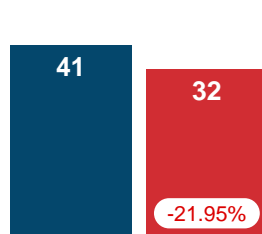
### JANUARY MARKET

### AVERAGE PRICES

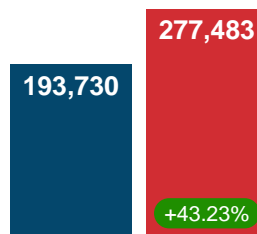
#### New Listings



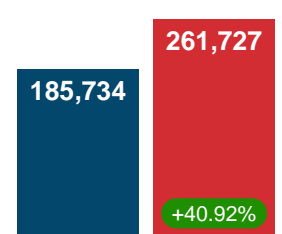
#### Pending Listings



#### List Price



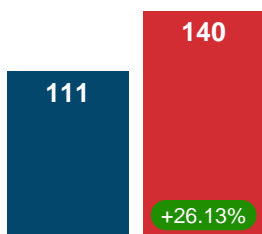
#### Sale Price



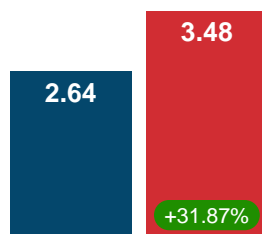
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

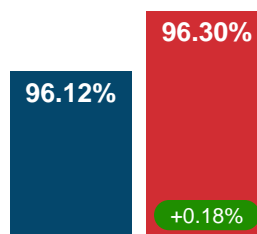
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

