

January 2023



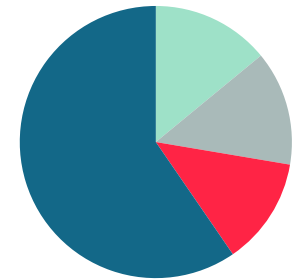
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	179,450	210,000	17.02%
Median Sale Price	179,750	209,000	16.27%
Median Percent of Selling Price to List Price	96.98%	96.94%	-0.04%
Median Days on Market to Sale	17.50	42.00	140.00%
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.

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 **16.27%** in January 2023 to \$209,000 versus the previous year at \$179,750.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 24.50 days or **140.00%** in January 2023 compared to last year's same month at **17.50** DOM.

Sales Success for January 2023 is Positive

Overall, with Median 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.

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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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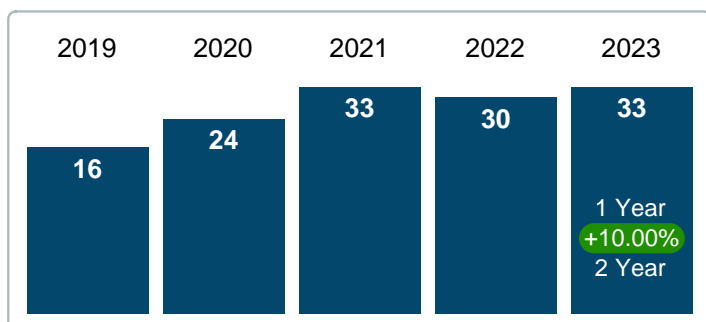
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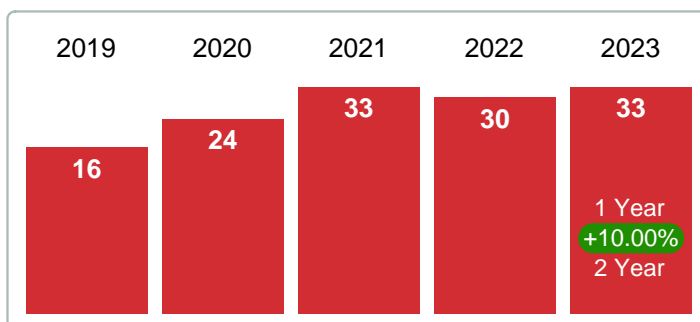
CLOSED LISTINGS

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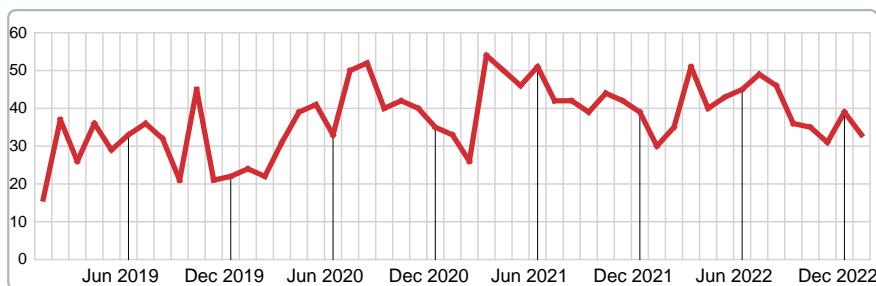
JANUARY



YEAR TO DATE (YTD)

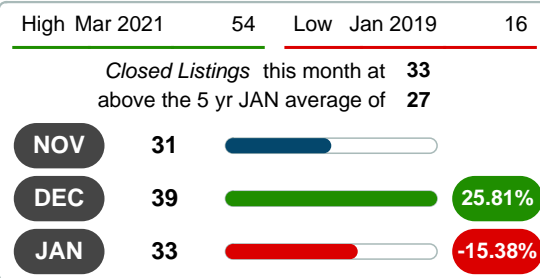


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 27



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	9.09%	3.0	1	2	0	0
\$75,001 - \$125,000	5	15.15%	24.0	0	4	1	0
\$125,001 - \$175,000	4	12.12%	52.5	0	4	0	0
\$175,001 - \$250,000	8	24.24%	73.0	1	7	0	0
\$250,001 - \$325,000	5	15.15%	68.0	0	5	0	0
\$325,001 - \$525,000	4	12.12%	26.0	0	2	2	0
\$525,001 and up	4	12.12%	38.5	0	1	3	0
Total Closed Units	33			2	25	6	0
Total Closed Volume	8,636,999	100%	42.0	264.00K	5.46M	2.92M	0.00B
Median Closed Price	\$209,000			\$132,000	\$194,000	\$512,500	\$0

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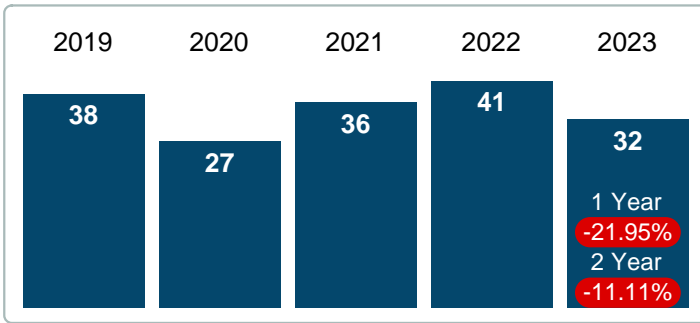
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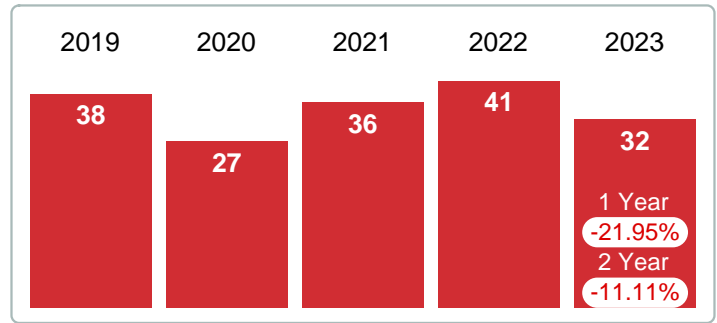
PENDING LISTINGS

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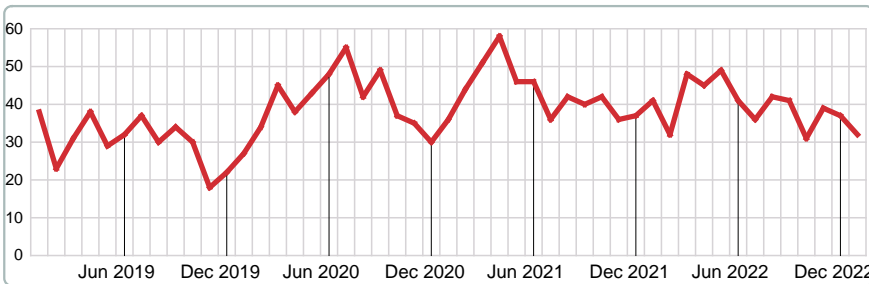
JANUARY



YEAR TO DATE (YTD)

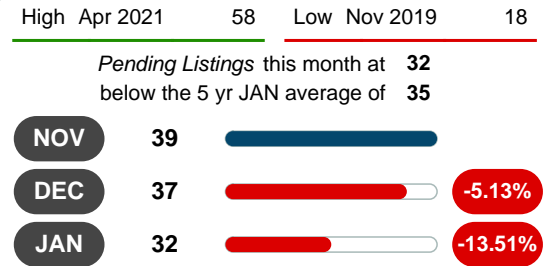


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	9.38%	91.0	2	1	0	0
\$100,001 - \$125,000	4	12.50%	3.5	2	2	0	0
\$125,001 - \$150,000	3	9.38%	31.0	1	2	0	0
\$150,001 - \$275,000	9	28.13%	22.0	2	7	0	0
\$275,001 - \$300,000	4	12.50%	91.0	0	0	4	0
\$300,001 - \$425,000	5	15.63%	87.0	0	3	1	1
\$425,001 and up	4	12.50%	112.0	0	3	1	0
Total Pending Units	32			7	18	6	1
Total Pending Volume	8,114,750	100%	42.0	908.00K	4.75M	2.07M	380.00K
Median Listing Price	\$255,000			\$120,000	\$227,500	\$297,250	\$380,000

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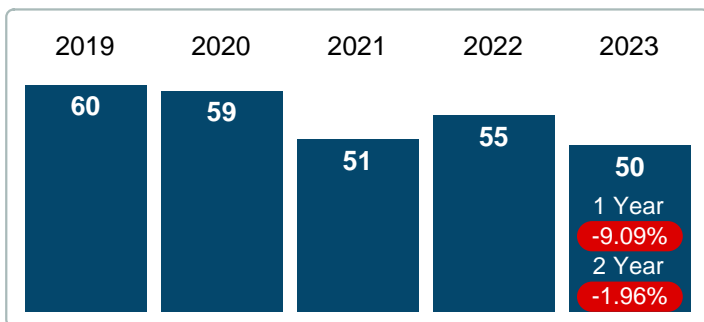
Area Delimited by County Of Mayes - Residential Property Type



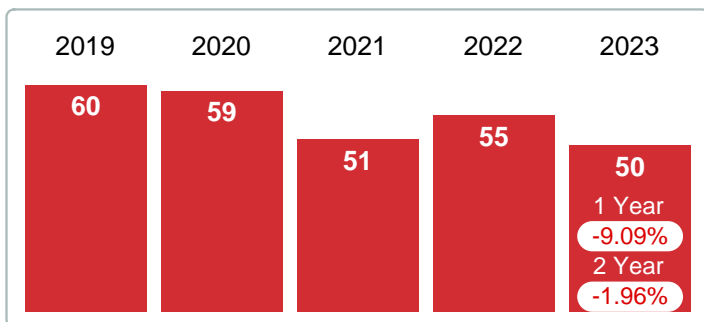
NEW LISTINGS

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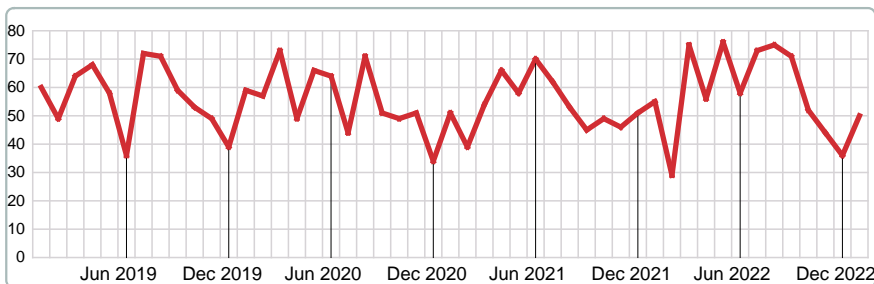
JANUARY



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
Total New Listed Units	50		8	27	12	3
Total New Listed Volume	18,036,979	100%	1.19M	6.90M	5.79M	4.16M
Median New Listed Listing Price	\$245,250		\$125,000	\$227,500	\$284,420	\$1,650,000

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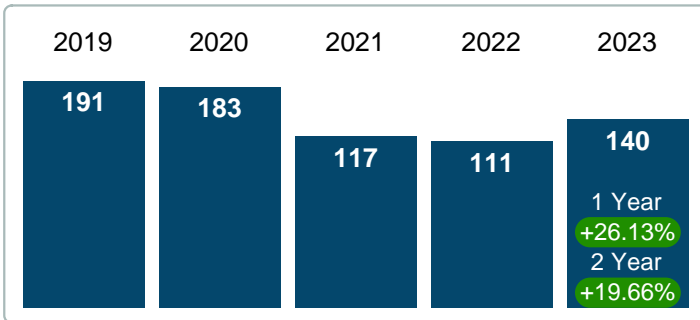
Area Delimited by County Of Mayes - Residential Property Type



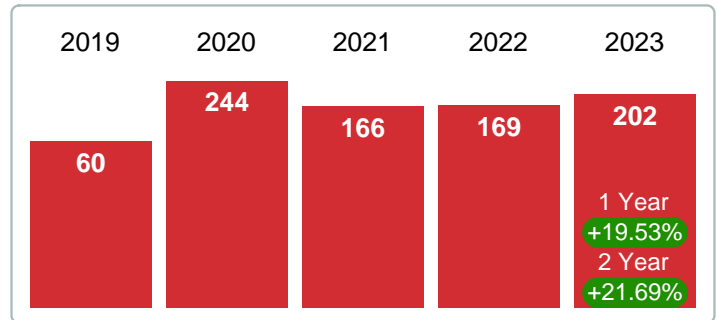
ACTIVE INVENTORY

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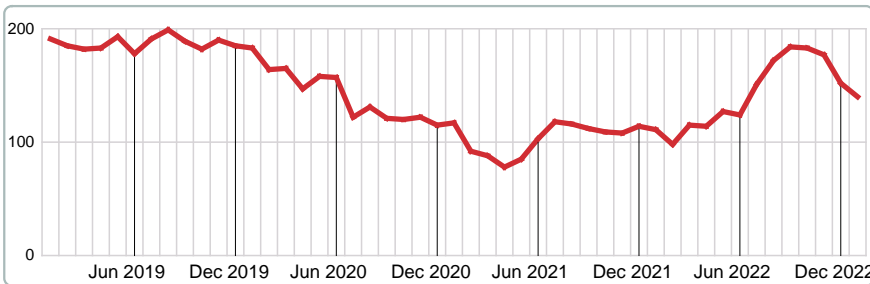
END OF JANUARY



ACTIVE DURING JANUARY

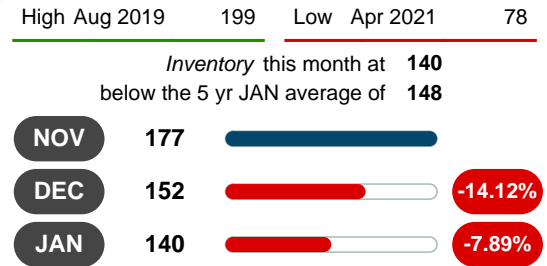


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 148



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.14%	44.5	6	3	1	0
\$75,001 - \$150,000	14	10.00%	80.0	4	8	2	0
\$150,001 - \$225,000	25	17.86%	59.0	2	20	2	1
\$225,001 - \$325,000	36	25.71%	57.0	1	23	9	3
\$325,001 - \$400,000	26	18.57%	122.0	1	9	15	1
\$400,001 - \$650,000	16	11.43%	179.5	2	8	5	1
\$650,001 and up	13	9.29%	76.0	0	5	2	6
Total Active Inventory by Units			140	16	76	36	12
Total Active Inventory by Volume			57,630,999	2.52M	24.36M	15.75M	15.00M
Median Active Inventory Listing Price			\$259,450	\$92,750	\$247,700	\$339,945	\$674,450

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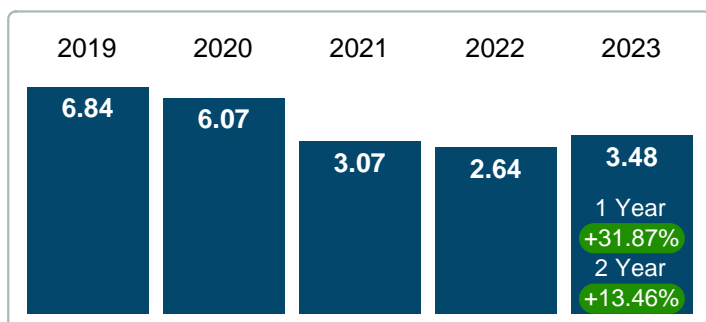
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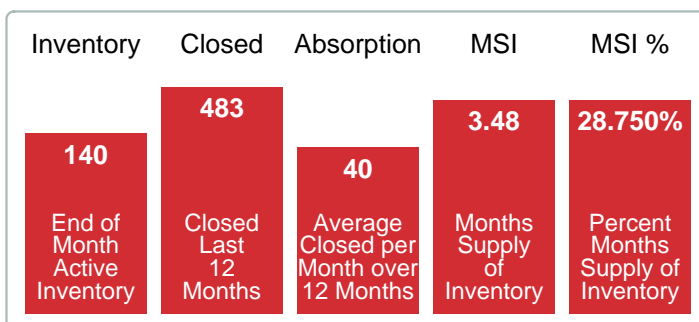
MONTHS SUPPLY of INVENTORY (MSI)

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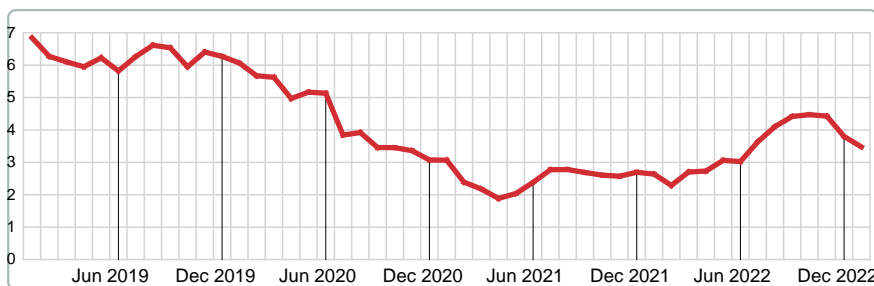
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

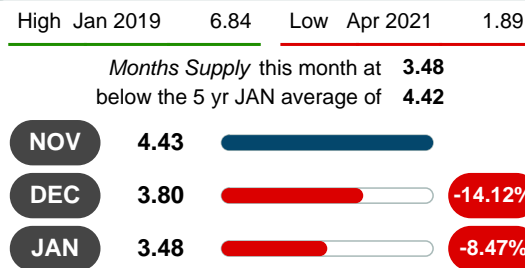


5 YEAR MARKET ACTIVITY TRENDS



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

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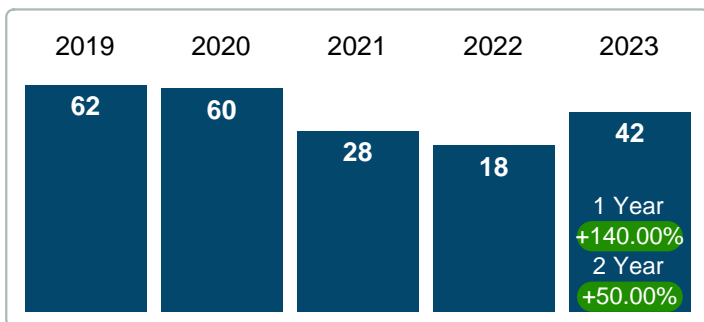
Area Delimited by County Of Mayes - Residential Property Type



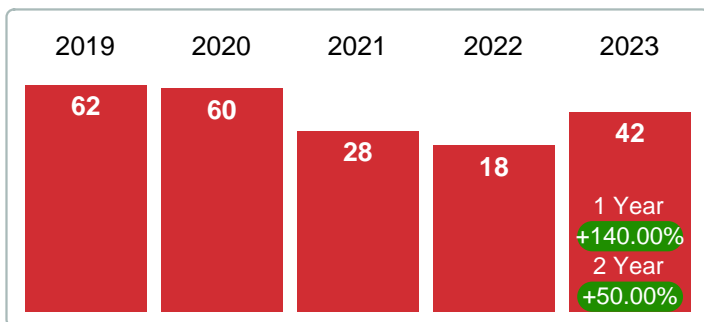
MEDIAN DAYS ON MARKET TO SALE

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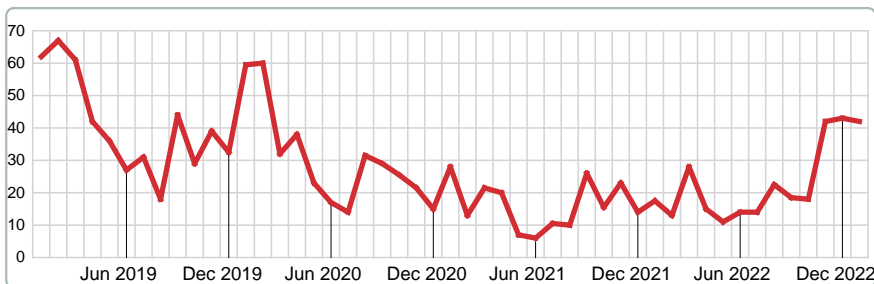
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

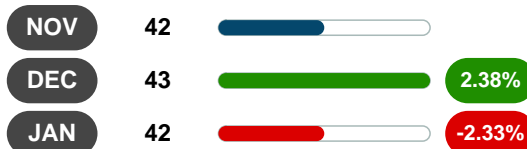


3 MONTHS

5 year JAN AVG = 42

High Feb 2019 67 Low Jun 2021 6

Median Days on Market to Sale this month at 42 equal to 5 yr JAN average of 42



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
\$75,000 and less	9.09%	3	77	2	0	0
\$75,001 - \$125,000	15.15%	24	0	24	62	0
\$125,001 - \$175,000	12.12%	53	0	53	0	0
\$175,001 - \$250,000	24.24%	73	6	75	0	0
\$250,001 - \$325,000	15.15%	68	0	68	0	0
\$325,001 - \$525,000	12.12%	26	0	22	33	0
\$525,001 and up	12.12%	39	0	1	63	0
Median Closed DOM		42	42	42	59	0
Total Closed Units	100%	33	2	25	6	
Total Closed Volume		8,636,999	264.00K	5.46M	2.92M	0.00B

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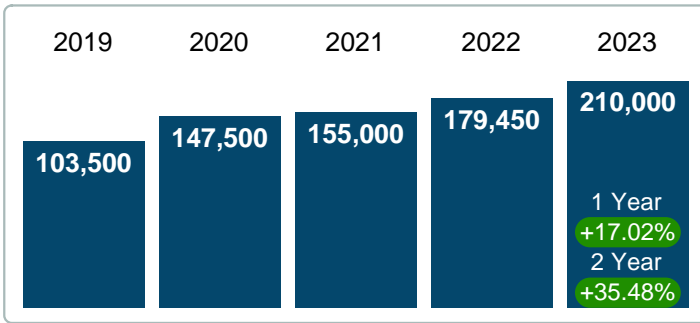
Area Delimited by County Of Mayes - Residential Property Type



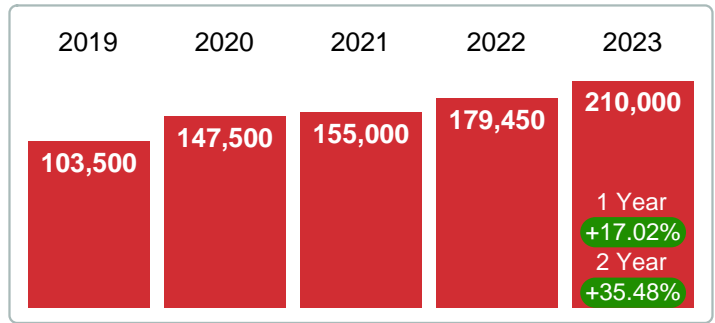
MEDIAN LIST PRICE AT CLOSING

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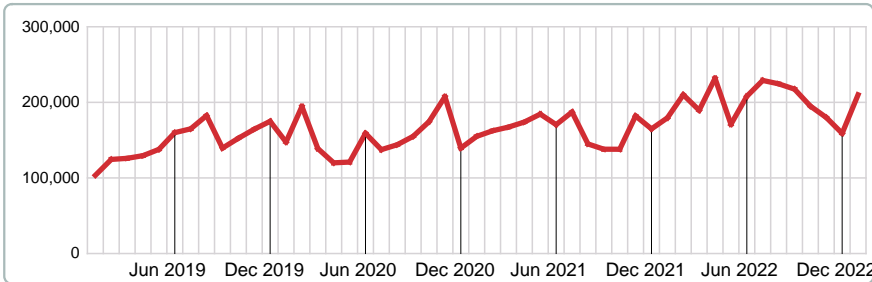
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159,090

High Apr 2022 231,750 Low Jan 2019 103,500

Median List Price at Closing this month at **210,000**
above the 5 yr JAN average of **159,090**



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
\$75,000 and less	9.09%	65,000	74,000	49,500	0	0
\$75,001 - \$125,000	12.12%	119,950	0	119,900	120,000	0
\$125,001 - \$175,000	15.15%	157,000	0	157,000	0	0
\$175,001 - \$250,000	24.24%	204,950	199,900	210,000	0	0
\$250,001 - \$325,000	12.12%	285,250	0	285,250	0	0
\$325,001 - \$525,000	12.12%	357,450	0	355,900	359,000	0
\$525,001 and up	15.15%	695,000	0	595,000	731,000	0
Median List Price		210,000	136,950	199,750	627,500	0
Total Closed Units	100%	210,000	2	25	6	0
Total Closed Volume			273.90K	5.56M	3.32M	0.00B

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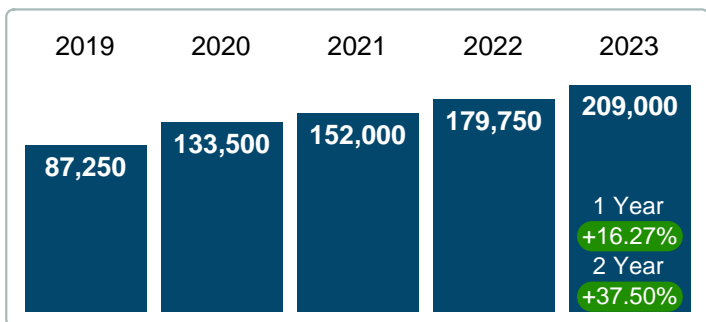
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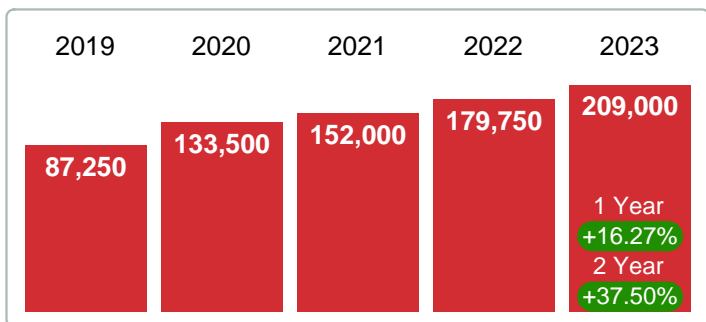
MEDIAN SOLD PRICE AT CLOSING

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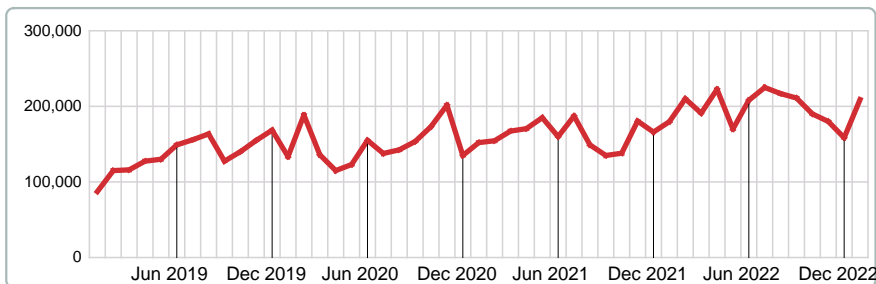
JANUARY



YEAR TO DATE (YTD)

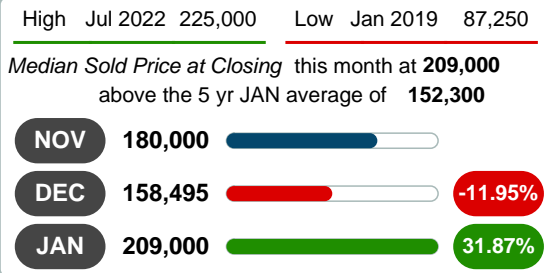


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 152,300



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
\$75,000 and less	9.09%	65,000	70,000	49,500	0	0
\$75,001 - \$125,000	15.15%	115,000	0	116,250	110,000	0
\$125,001 - \$175,000	12.12%	152,500	0	152,500	0	0
\$175,001 - \$250,000	24.24%	201,500	194,000	209,000	0	0
\$250,001 - \$325,000	15.15%	286,500	0	286,500	0	0
\$325,001 - \$525,000	12.12%	410,000	0	410,000	406,250	0
\$525,001 and up	12.12%	627,500	0	595,000	660,000	0
Median Sold Price		209,000	132,000	194,000	512,500	0
Total Closed Units	100%	209,000	2	25	6	0
Total Closed Volume		8,636,999	264.00K	5.46M	2.92M	0.00B

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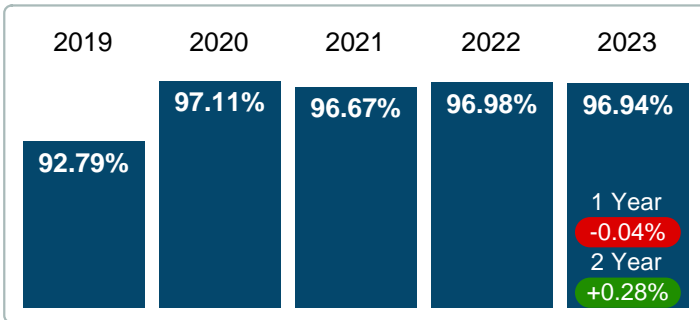
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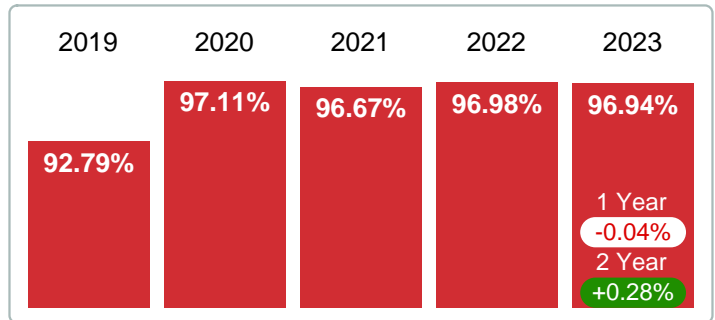
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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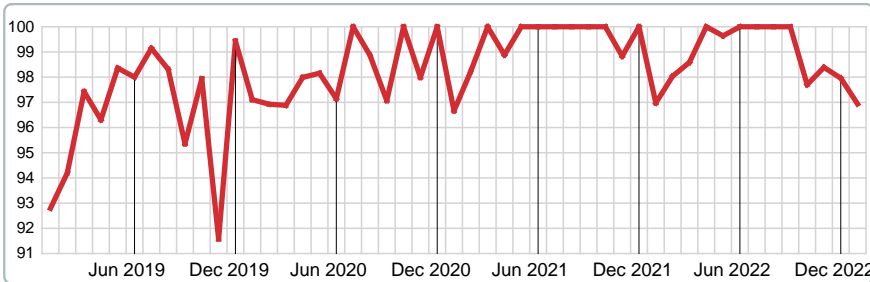
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

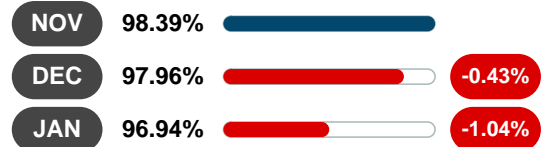


3 MONTHS

5 year JAN AVG = 96.10%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.94%**
above the 5 yr JAN average of **96.10%**



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
\$75,000 and less	3	9.09%	100.00%	94.59%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	5	15.15%	91.67%	0.00%	94.45%	91.67%	0.00%
\$125,001 - \$175,000	4	12.12%	96.24%	0.00%	96.24%	0.00%	0.00%
\$175,001 - \$250,000	8	24.24%	98.52%	97.05%	100.00%	0.00%	0.00%
\$250,001 - \$325,000	5	15.15%	100.00%	0.00%	100.00%	0.00%	0.00%
\$325,001 - \$525,000	4	12.12%	94.13%	0.00%	96.65%	77.79%	0.00%
\$525,001 and up	4	12.12%	96.76%	0.00%	100.00%	95.74%	0.00%
Median Sold/List Ratio		96.94%		95.82%	98.34%	94.14%	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



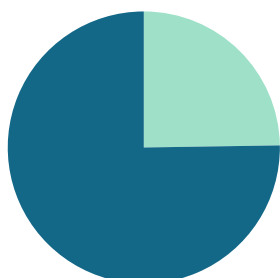
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

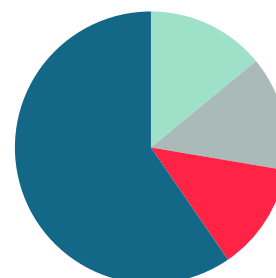


Inventory
 New Listings
50 = 24.75%
 Start Inventory
152
 Total Inventory Units
202
 Volume
\$76,486,904

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%
Median List Price	179,450	210,000	17.02%	179,450	210,000	17.02%
Median Sale Price	179,750	209,000	16.27%	179,750	209,000	16.27%
Median Percent of Selling Price to List Price	96.98%	96.94%	-0.04%	96.98%	96.94%	-0.04%
Median Days on Market to Sale	17.50	42.00	140.00%	17.50	42.00	140.00%
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

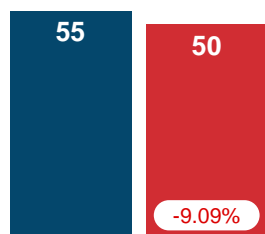
Inventory on January 31, 2023 = **140**

2022 **2023**

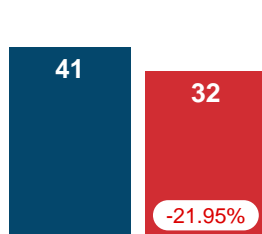
JANUARY MARKET

MEDIAN PRICES

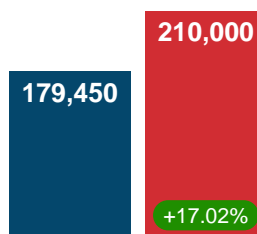
New Listings



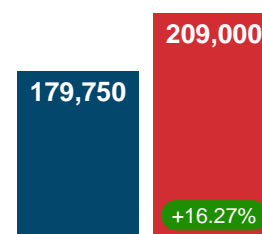
Pending Listings



List Price



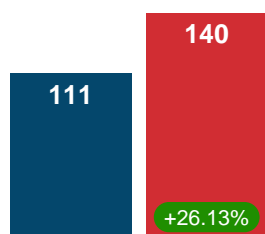
Sale Price



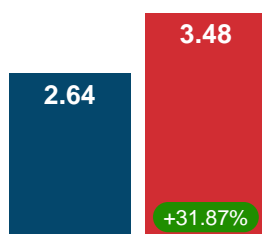
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

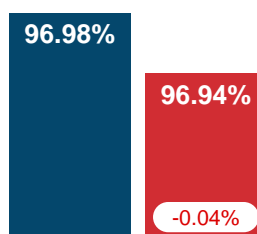
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

