

July 2023



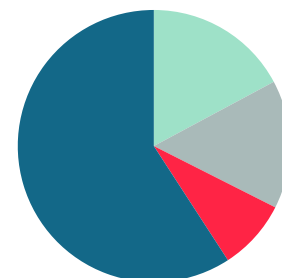
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	49	45	-8.16%
Pending Listings	36	40	11.11%
New Listings	73	48	-34.25%
Average List Price	253,099	276,658	9.31%
Average Sale Price	247,853	269,800	8.85%
Average Percent of Selling Price to List Price	98.60%	99.34%	0.75%
Average Days on Market to Sale	27.65	39.78	43.85%
End of Month Inventory	151	155	2.65%
Months Supply of Inventory	3.63	4.13	13.83%



■ Closed (17.18%)
■ Pending (15.27%)
■ Other OffMarket (8.40%)
■ Active (59.16%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of July 31, 2023 = **155**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **2.65%** to 155 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **4.13** 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 **8.85%** in July 2023 to \$269,800 versus the previous year at \$247,853.

Average Days on Market Lengthens

The average number of **39.78** days that homes spent on the market before selling increased by 12.12 days or **43.85%** in July 2023 compared to last year's same month at **27.65** DOM.

Sales Success for July 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 48 New Listings in July 2023, down **34.25%** from last year at 73. Furthermore, there were 45 Closed Listings this month versus last year at 49, a **-8.16%** decrease.

Closed versus Listed trends yielded a **93.8%** ratio, up from previous year's, July 2022, at **67.1%**, a **39.67%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2023



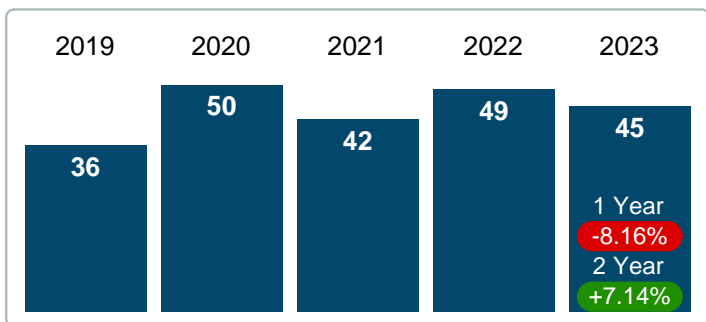
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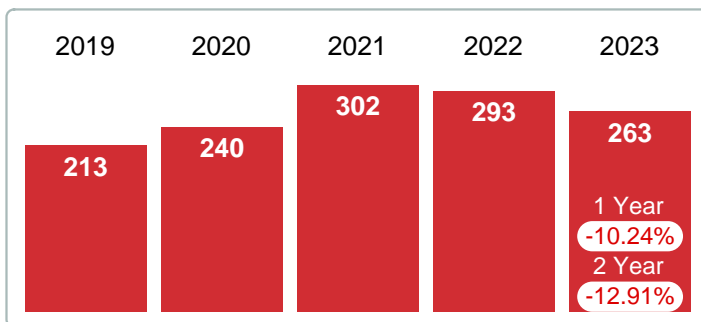
CLOSED LISTINGS

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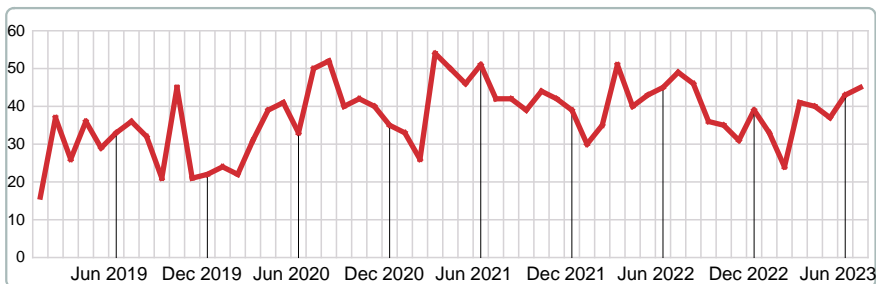
JULY



YEAR TO DATE (YTD)

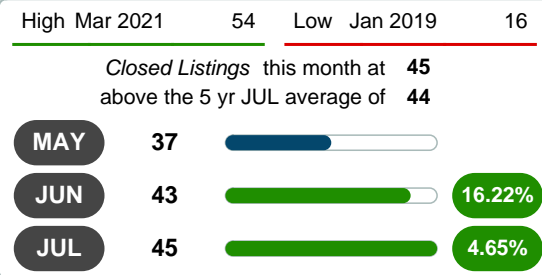


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 44



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	4	8.89%	51.5	2	2	0	0
\$75,001 - \$125,000	6	13.33%	5.3	5	1	0	0
\$125,001 - \$175,000	5	11.11%	18.4	2	2	1	0
\$175,001 - \$225,000	9	20.00%	23.8	1	8	0	0
\$225,001 - \$300,000	9	20.00%	23.3	3	4	2	0
\$300,001 - \$400,000	8	17.78%	101.0	0	6	2	0
\$400,001 and up	4	8.89%	57.0	0	2	2	0
Total Closed Units	45			13	25	7	0
Total Closed Volume	12,141,000	100%	39.8	1.96M	7.83M	2.36M	0.00B
Average Closed Price	\$269,800			\$150,454	\$313,084	\$336,857	\$0

July 2023



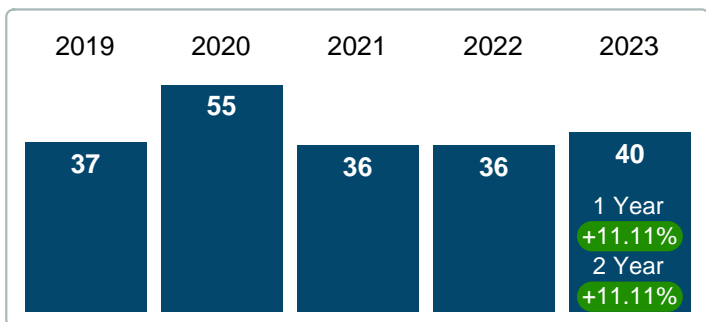
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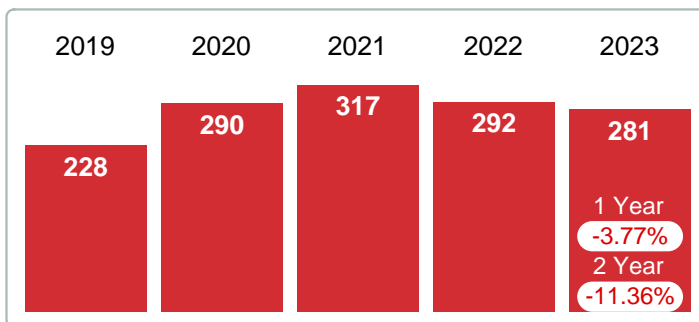
PENDING LISTINGS

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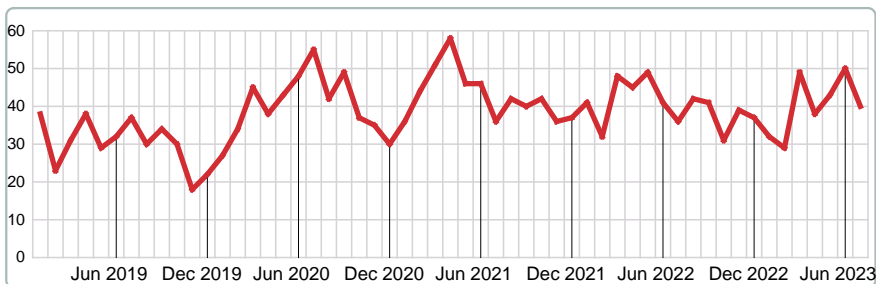
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 41

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at 40 below the 5 yr JUL average of 41

- MAY 43
- JUN 50 (16.28% increase)
- JUL 40 (-20.00% decrease)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	5.00%	58.0	1	0	1	0
\$75,001 - \$125,000	7	17.50%	47.0	3	4	0	0
\$125,001 - \$150,000	5	12.50%	26.6	2	3	0	0
\$150,001 - \$250,000	11	27.50%	52.2	0	9	2	0
\$250,001 - \$325,000	6	15.00%	33.2	2	2	1	1
\$325,001 - \$475,000	6	15.00%	51.2	0	3	3	0
\$475,001 and up	3	7.50%	65.7	0	2	0	1
Total Pending Units	40			8	23	7	2
Total Pending Volume	10,445,900	100%	30.0	1.18M	5.29M	1.95M	2.03M
Average Listing Price	\$285,000			\$146,913	\$229,835	\$278,500	\$1,017,450

July 2023



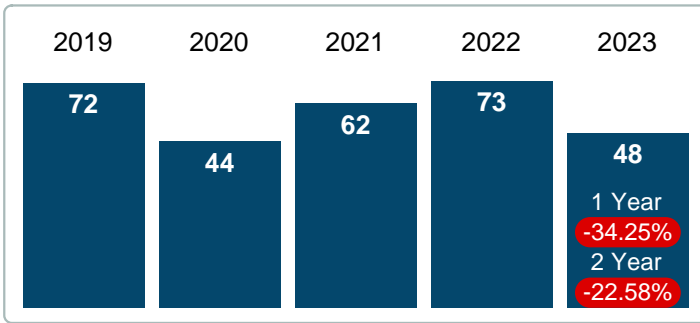
Area Delimited by County Of Mayes - Residential Property Type



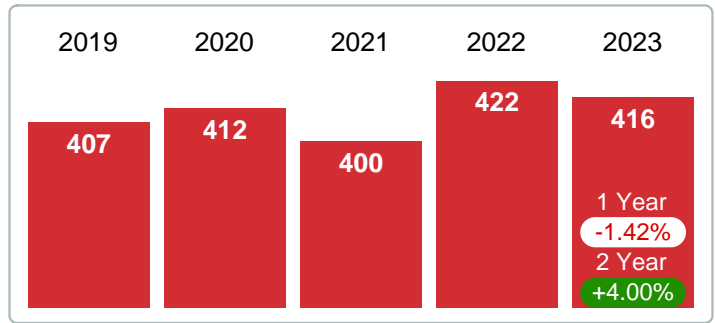
NEW LISTINGS

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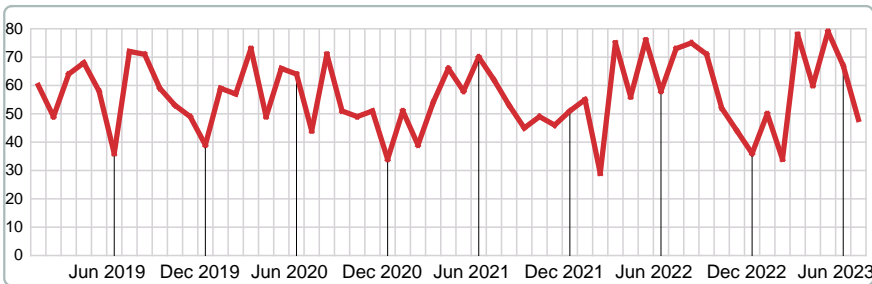
JULY



YEAR TO DATE (YTD)

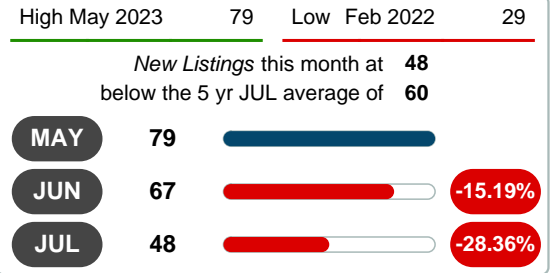


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	4	8.33%	3	1	0	0
\$90,001 - \$130,000	7	14.58%	3	3	0	1
\$130,001 - \$170,000	6	12.50%	1	5	0	0
\$170,001 - \$270,000	13	27.08%	1	9	3	0
\$270,001 - \$340,000	6	12.50%	0	4	2	0
\$340,001 - \$410,000	8	16.67%	2	4	2	0
\$410,001 and up	4	8.33%	0	2	2	0
Total New Listed Units	48		10	28	9	1
Total New Listed Volume	11,441,089	100%	1.74M	6.67M	2.91M	125.00K
Average New Listed Listing Price	\$0		\$173,670	\$238,125	\$323,543	\$125,000

July 2023



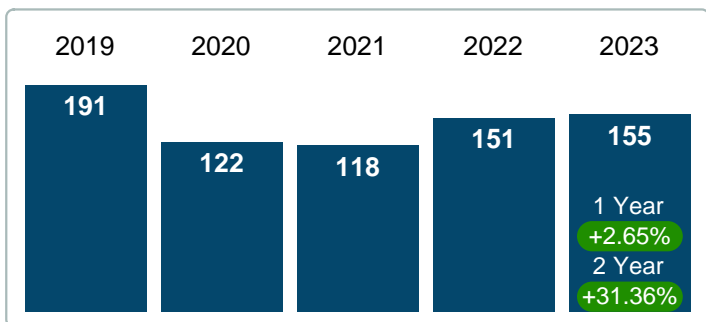
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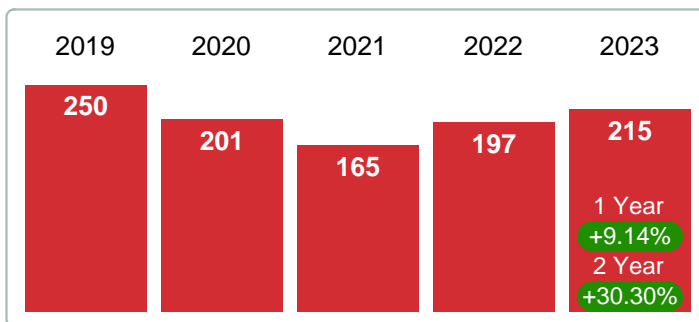
ACTIVE INVENTORY

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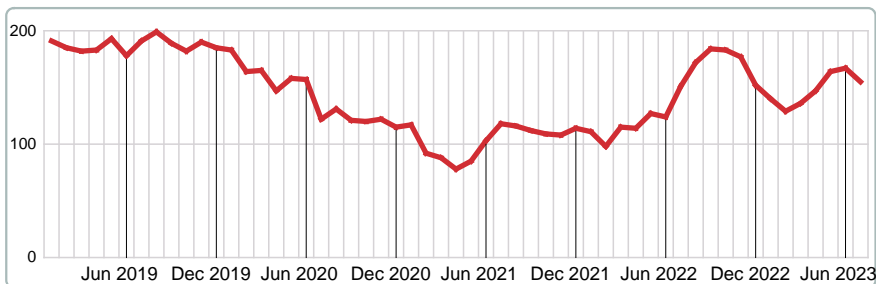
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 147

High Aug 2019 199 Low Apr 2021 78

Inventory this month at 155
above the 5 yr JUL average of 147



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.03%	84.2	10	4	0	0
\$100,001 - \$150,000	16	10.32%	77.0	6	8	1	1
\$150,001 - \$225,000	23	14.84%	61.0	4	14	4	1
\$225,001 - \$325,000	41	26.45%	95.8	3	22	14	2
\$325,001 - \$400,000	24	15.48%	82.0	3	7	14	0
\$400,001 - \$625,000	22	14.19%	83.7	1	12	7	2
\$625,001 and up	15	9.68%	102.9	1	9	3	2
Total Active Inventory by Units	155			28	76	43	8
Total Active Inventory by Volume	62,404,027	100%	84.5	5.88M	30.39M	16.61M	9.53M
Average Active Inventory Listing Price	\$402,607			\$209,868	\$399,902	\$386,194	\$1,191,100

July 2023



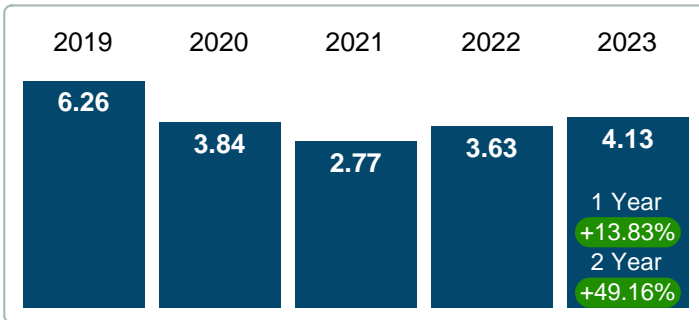
Area Delimited by County Of Mayes - Residential Property Type



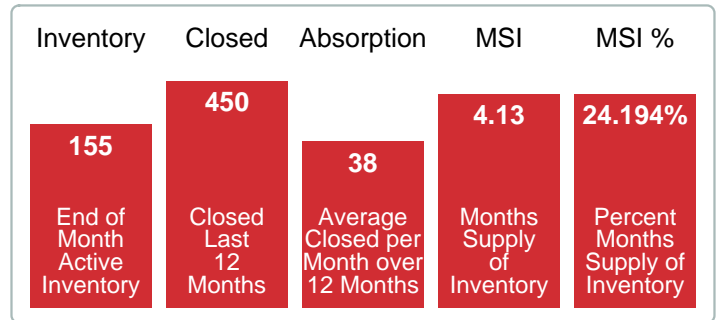
MONTHS SUPPLY of INVENTORY (MSI)

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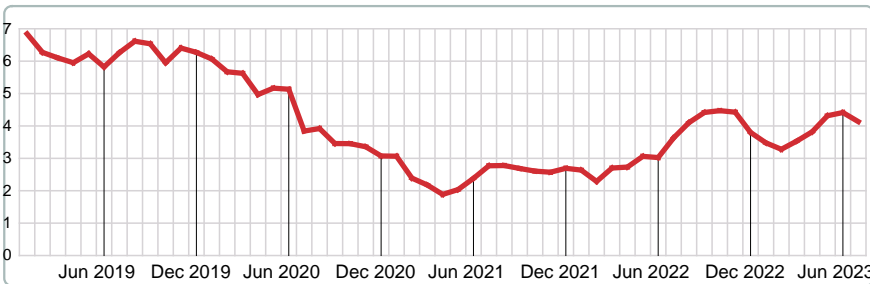
MSI FOR JULY



INDICATORS FOR JULY 2023

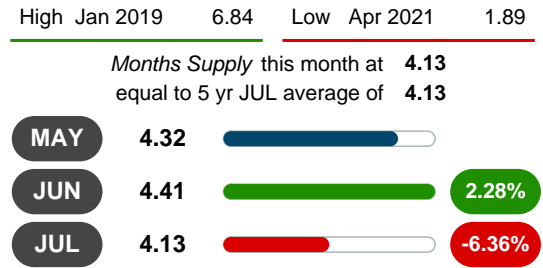


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.13



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	14	9.03%	2.67	4.00	1.78	0.00	0.00
\$100,001 - \$150,000	16	10.32%	2.74	3.43	2.18	2.40	0.00
\$150,001 - \$225,000	23	14.84%	2.11	2.29	1.71	4.80	6.00
\$225,001 - \$325,000	41	26.45%	5.02	3.00	4.19	8.00	12.00
\$325,001 - \$400,000	24	15.48%	6.70	12.00	4.20	9.88	0.00
\$400,001 - \$625,000	22	14.19%	8.80	12.00	10.29	7.00	8.00
\$625,001 and up	15	9.68%	12.00	12.00	15.43	12.00	6.00
Market Supply of Inventory (MSI)			4.13	3.78	3.34	6.97	6.86
Total Active Inventory by Units		100%	4.13	28	76	43	8

July 2023



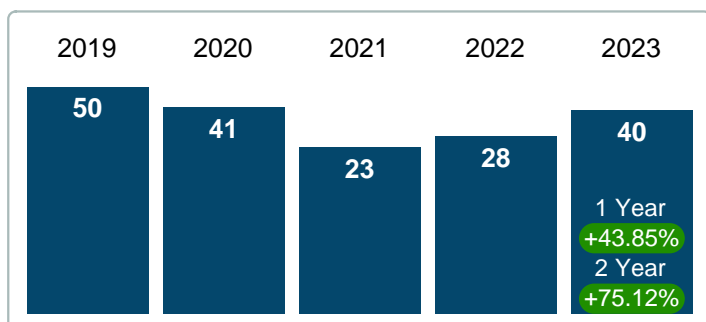
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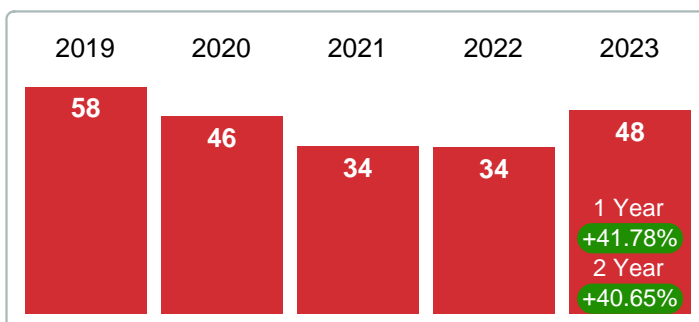
AVERAGE DAYS ON MARKET TO SALE

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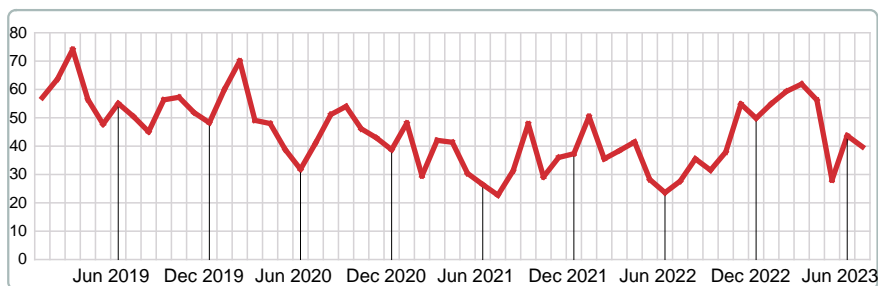
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

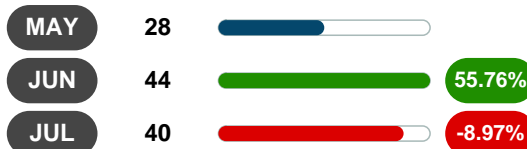


3 MONTHS

5 year JUL AVG = 36

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 40 above the 5 yr JUL average of 36



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	8.89%	52	96	7	0	0
\$75,001 - \$125,000	13.33%	5	2	22	0	0
\$125,001 - \$175,000	11.11%	18	10	35	3	0
\$175,001 - \$225,000	20.00%	24	9	26	0	0
\$225,001 - \$300,000	20.00%	23	14	18	48	0
\$300,001 - \$400,000	17.78%	101	0	127	23	0
\$400,001 and up	8.89%	57	0	95	19	0
Average Closed DOM		40	21	53	26	0
Total Closed Units	100%	45	13	25	7	0
Total Closed Volume		12,141,000	1.96M	7.83M	2.36M	0.00B

July 2023



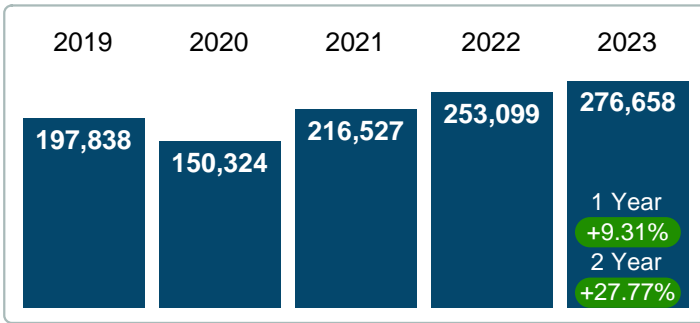
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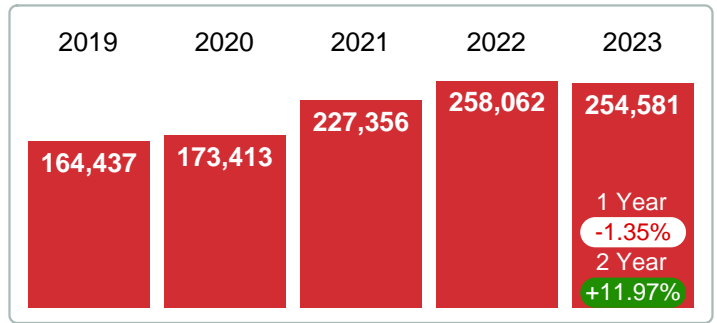
AVERAGE LIST PRICE AT CLOSING

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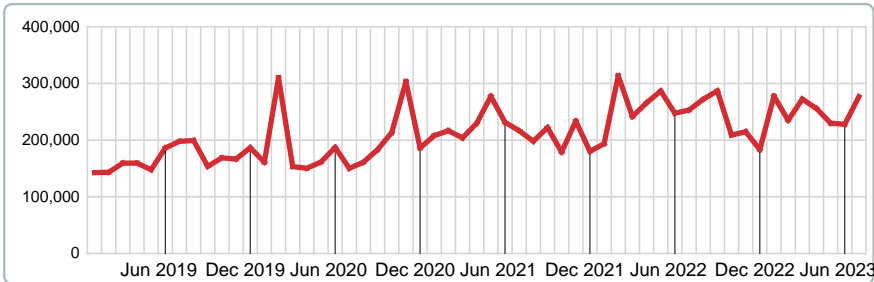
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

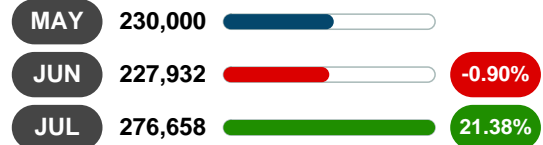


3 MONTHS

5 year JUL AVG = 218,889

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

Average List Price at Closing this month at **276,658**
above the 5 yr JUL average of **218,889**



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	11.11%	60,980	64,450	63,000	0	0
\$75,001 - \$125,000	8.89%	100,700	106,540	50,000	0	0
\$125,001 - \$175,000	11.11%	152,260	162,250	153,450	190,000	0
\$175,001 - \$225,000	15.56%	199,857	234,499	212,363	0	0
\$225,001 - \$300,000	26.67%	252,025	249,000	256,225	272,000	0
\$300,001 - \$400,000	15.56%	369,057	0	372,083	392,450	0
\$400,001 and up	11.11%	794,780		01,269,500	492,450	0
Average List Price		276,658	151,354	319,128	357,686	0
Total Closed Units	100%	276,658	13	25	7	0
Total Closed Volume		12,449,599	1.97M	7.98M	2.50M	0.00B

July 2023



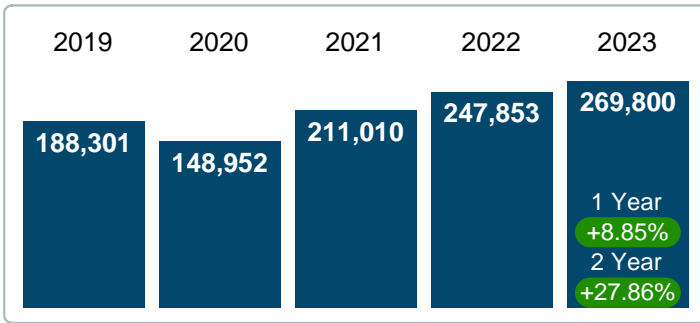
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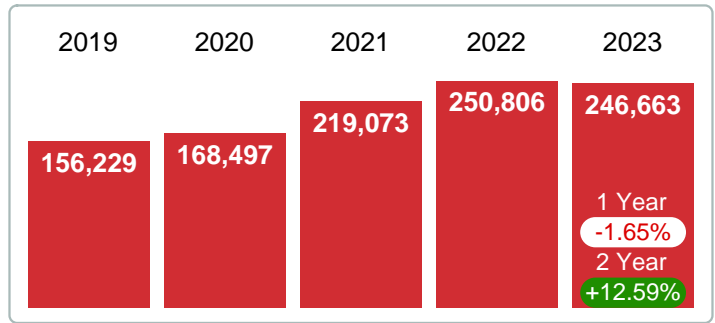
AVERAGE SOLD PRICE AT CLOSING

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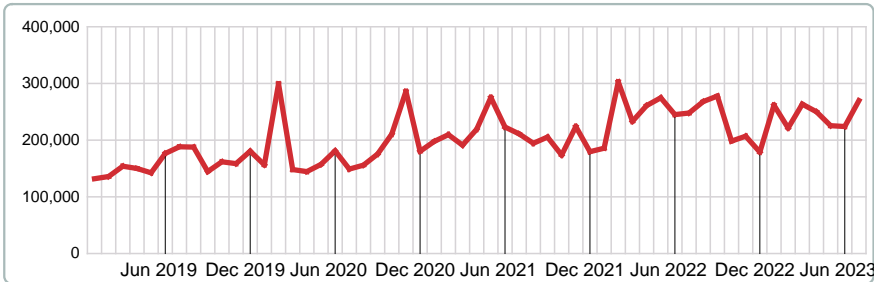
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

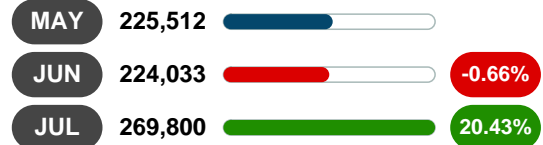


3 MONTHS

5 year JUL AVG = 213,183

High Feb 2022 302,853 Low Jan 2019 131,922

Average Sold Price at Closing this month at **269,800** above the 5 yr JUL average of **213,183**



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	8.89%	56,500	58,000	55,000	0	0
\$75,001 - \$125,000	13.33%	106,817	108,180	100,000	0	0
\$125,001 - \$175,000	11.11%	159,700	165,000	149,750	169,000	0
\$175,001 - \$225,000	20.00%	205,344	225,000	202,888	0	0
\$225,001 - \$300,000	20.00%	255,056	248,000	255,625	264,500	0
\$300,001 - \$400,000	17.78%	366,500	0	356,167	397,500	0
\$400,001 and up	8.89%	850,000		01,267,500	432,500	0
Average Sold Price		269,800	150,454	313,084	336,857	0
Total Closed Units	100%	269,800	13	25	7	0
Total Closed Volume		12,141,000	1.96M	7.83M	2.36M	0.00B

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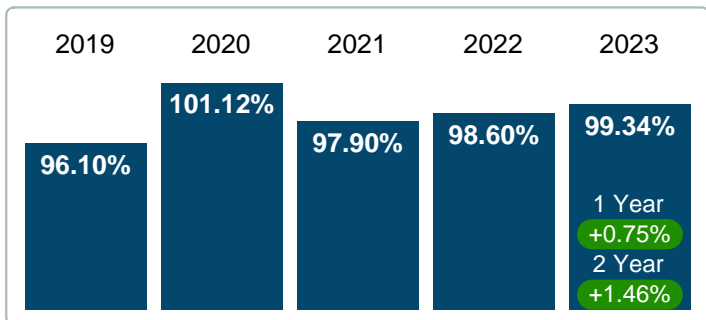
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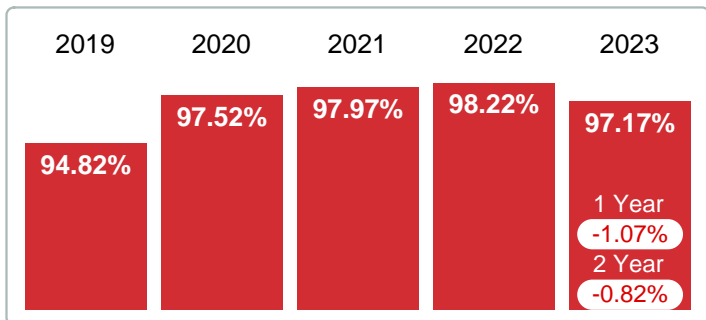
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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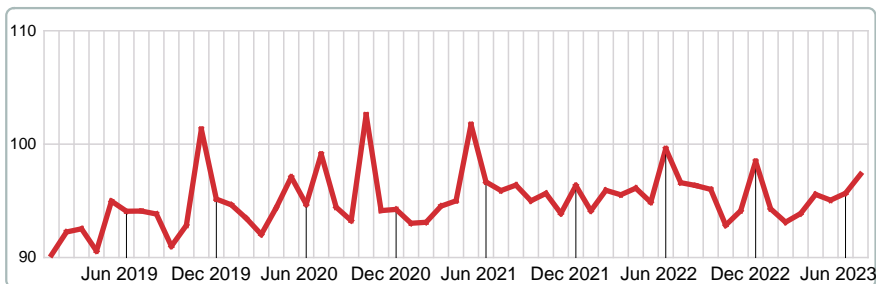
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

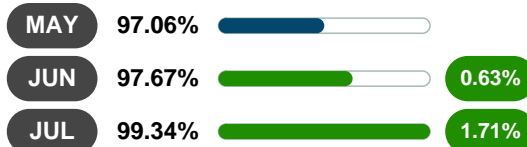


3 MONTHS

5 year JUL AVG = 98.61%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **99.34%**
equal to 5 yr JUL average of **98.61%**



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	4	8.89%	89.16%	89.58%	88.73%	0.00%	0.00%
\$75,001 - \$125,000	6	13.33%	118.42%	102.11%	200.00%	0.00%	0.00%
\$125,001 - \$175,000	5	11.11%	97.47%	102.04%	97.15%	88.95%	0.00%
\$175,001 - \$225,000	9	20.00%	96.14%	95.95%	96.17%	0.00%	0.00%
\$225,001 - \$300,000	9	20.00%	99.31%	99.51%	100.01%	97.62%	0.00%
\$300,001 - \$400,000	8	17.78%	97.57%	0.00%	96.33%	101.31%	0.00%
\$400,001 and up	4	8.89%	94.01%	0.00%	99.71%	88.31%	0.00%
Average Sold/List Ratio		99.30%		99.10%	100.74%	94.78%	0.00%
Total Closed Units		45	100%	13	25	7	
Total Closed Volume		12,141,000		1.96M	7.83M	2.36M	0.00B

July 2023



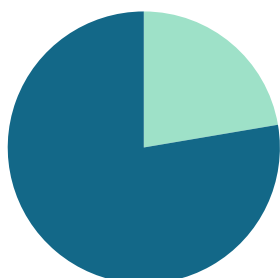
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

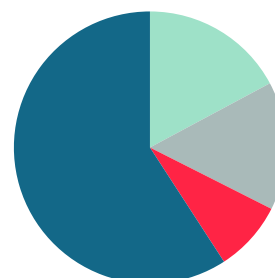


Inventory
 New Listings
48 = 22.33%
 Start Inventory
167
 Total Inventory Units
215
 Volume
\$84,309,327

Market Activity

Closed Sales
45 = 17.18%
 Pending Sales
40 = 15.27%
 Other Off Market
22 = 8.40%
 Active Inventory
155 = 59.16%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	49	45	-8.16%	293	263	-10.24%
Pending Sales	36	40	11.11%	292	281	-3.77%
New Listings	73	48	-34.25%	422	416	-1.42%
Average List Price	253,099	276,658	9.31%	258,062	254,581	-1.35%
Average Sale Price	247,853	269,800	8.85%	250,806	246,663	-1.65%
Average Percent of Selling Price to List Price	98.60%	99.34%	0.75%	98.22%	97.17%	-1.07%
Average Days on Market to Sale	27.65	39.78	43.85%	34.15	48.42	41.78%
Monthly Inventory	151	155	2.65%	151	155	2.65%
Months Supply of Inventory	3.63	4.13	13.83%	3.63	4.13	13.83%

Absorption: Last 12 months, an Average of **38** Sales/Month

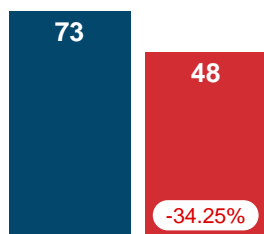
Inventory on July 31, 2023 = **155**

2022 **2023**

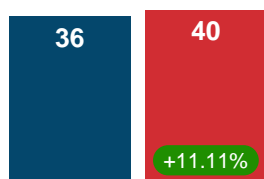
JULY MARKET

AVERAGE PRICES

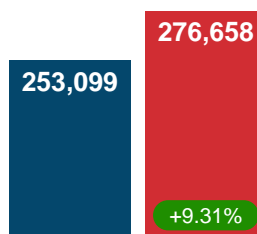
New Listings



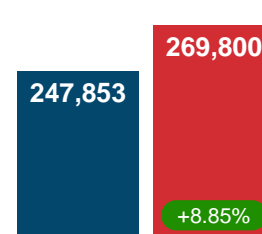
Pending Listings



List Price



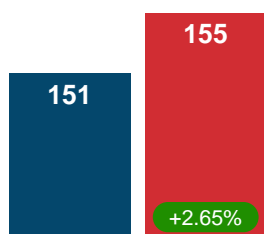
Sale Price



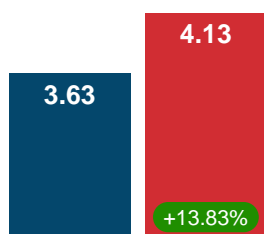
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

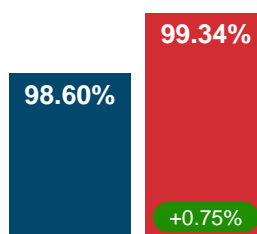
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

