

# July 2023



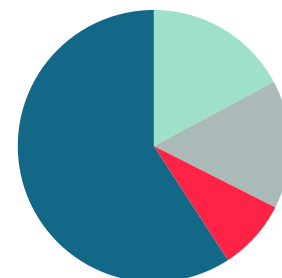
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	229,000	229,900	0.39%
Median Sale Price	225,000	220,000	-2.22%
Median Percent of Selling Price to List Price	100.00%	98.18%	-1.82%
Median Days on Market to Sale	14.00	13.00	-7.14%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **2.22%** in July 2023 to \$220,000 versus the previous year at \$225,000.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 1.00 days or **7.14%** in July 2023 compared to last year's same month at **14.00** DOM.

#### Sales Success for July 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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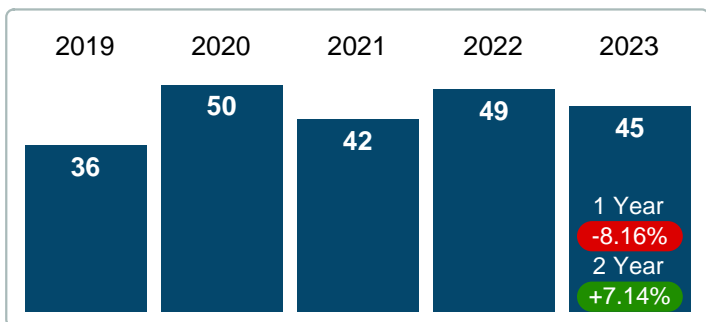
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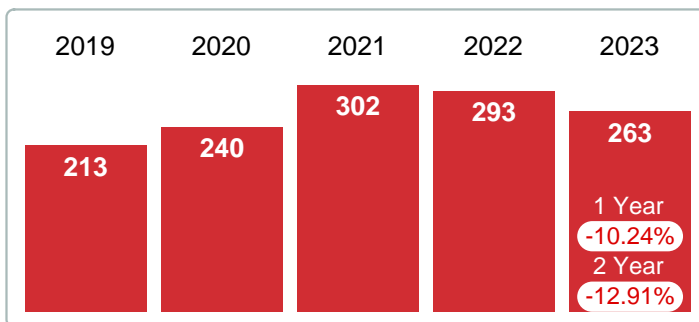
## CLOSED LISTINGS

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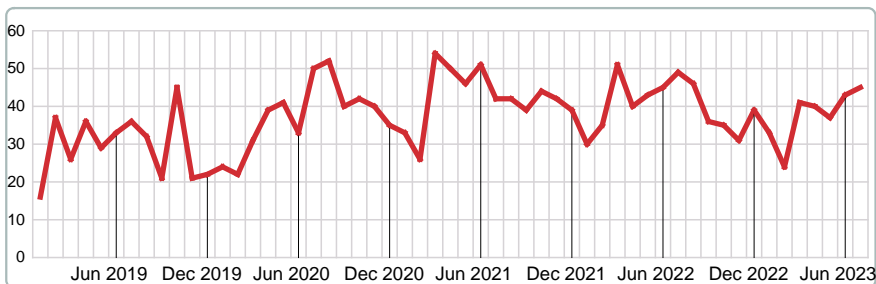
### JULY



### YEAR TO DATE (YTD)

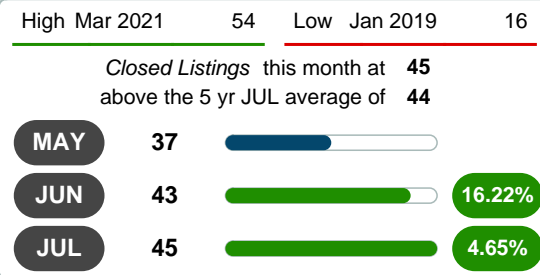


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 44



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	12.5	2	2	0	0
\$75,001 - \$125,000	6	13.33%	2.0	5	1	0	0
\$125,001 - \$175,000	5	11.11%	7.0	2	2	1	0
\$175,001 - \$225,000	9	20.00%	13.0	1	8	0	0
\$225,001 - \$300,000	9	20.00%	24.0	3	4	2	0
\$300,001 - \$400,000	8	17.78%	53.5	0	6	2	0
\$400,001 and up	4	8.89%	19.5	0	2	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>13</b>	<b>25</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>12,141,000</b>	<b>100%</b>	<b>13.0</b>	<b>1.96M</b>	<b>7.83M</b>	<b>2.36M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$220,000</b>			<b>\$124,900</b>	<b>\$220,000</b>	<b>\$395,000</b>	<b>\$0</b>

# July 2023



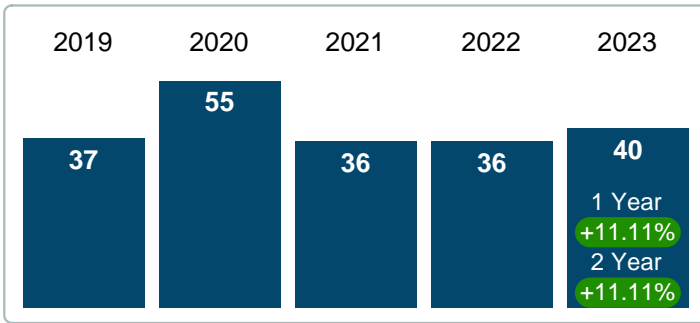
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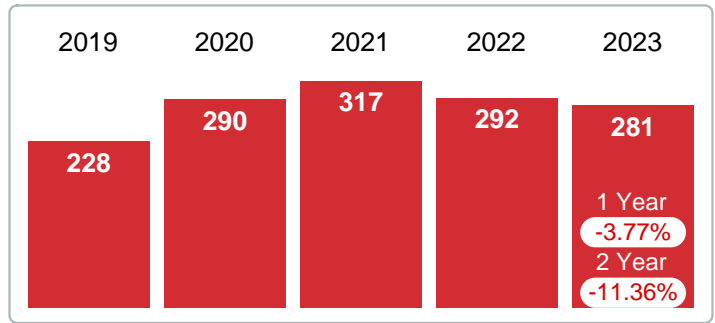
## PENDING LISTINGS

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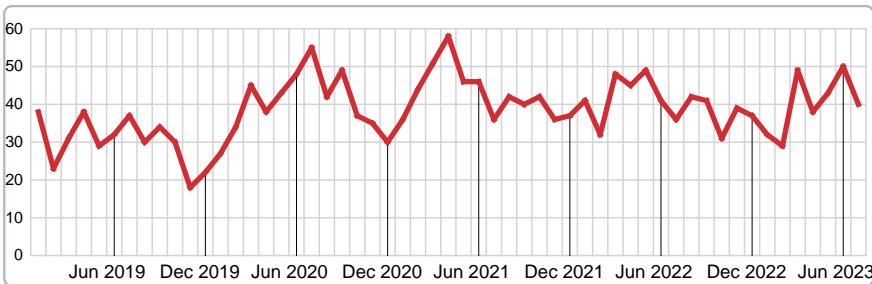
### JULY



### YEAR TO DATE (YTD)

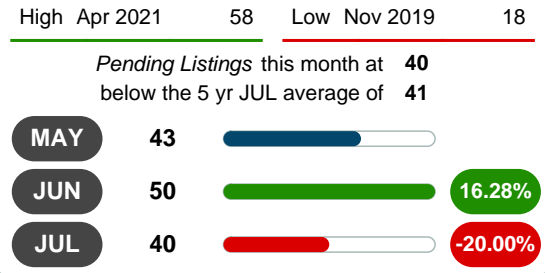


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	11.0	3	4	0	0
\$125,001 - \$150,000	5	12.50%	19.0	2	3	0	0
\$150,001 - \$250,000	11	27.50%	22.0	0	9	2	0
\$250,001 - \$325,000	6	15.00%	23.0	2	2	1	1
\$325,001 - \$475,000	6	15.00%	49.5	0	3	3	0
\$475,001 and up	3	7.50%	66.0	0	2	0	1
<b>Total Pending Units</b>	<b>40</b>			<b>8</b>	<b>23</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,445,900</b>	<b>100%</b>	<b>36.0</b>	<b>1.18M</b>	<b>5.29M</b>	<b>1.95M</b>	<b>2.03M</b>
<b>Median Listing Price</b>	<b>\$196,000</b>			<b>\$124,950</b>	<b>\$186,500</b>	<b>\$299,000</b>	<b>\$1,017,450</b>

# July 2023



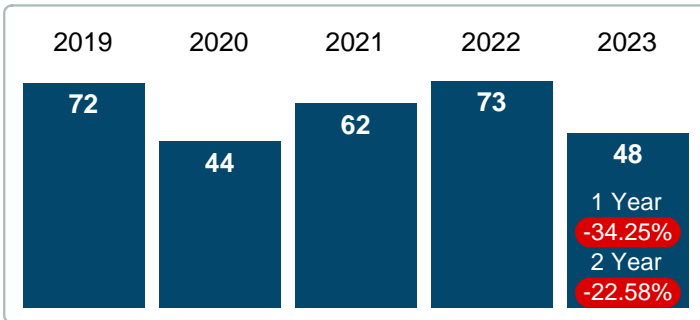
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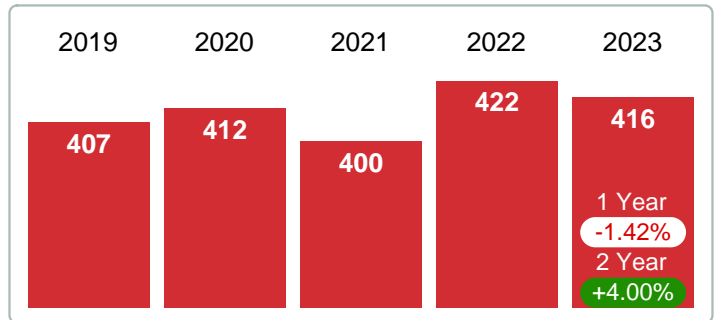
## NEW LISTINGS

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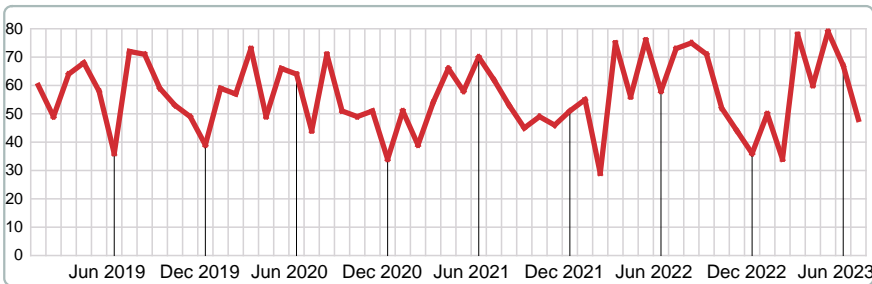
### JULY



### YEAR TO DATE (YTD)

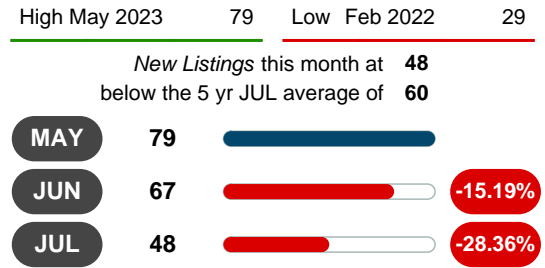


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$75,000 and less	2	4.17%	2	0	0	0
\$75,001 - \$125,000	7	14.58%	2	4	0	1
\$125,001 - \$175,000	9	18.75%	3	5	1	0
\$175,001 - \$250,000	10	20.83%	0	8	2	0
\$250,001 - \$325,000	8	16.67%	1	5	2	0
\$325,001 - \$400,000	7	14.58%	2	3	2	0
\$400,001 and up	5	10.42%	0	3	2	0
<b>Total New Listed Units</b>	<b>48</b>		<b>10</b>	<b>28</b>	<b>9</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>11,441,089</b>	<b>100%</b>	<b>1.74M</b>	<b>6.67M</b>	<b>2.91M</b>	<b>125.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$207,000</b>		<b>\$130,000</b>	<b>\$217,000</b>	<b>\$300,000</b>	<b>\$125,000</b>

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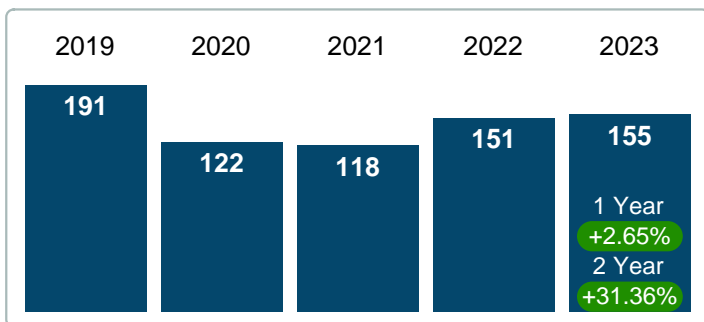
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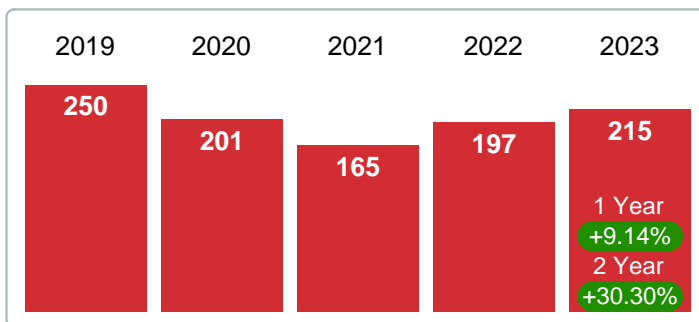
## ACTIVE INVENTORY

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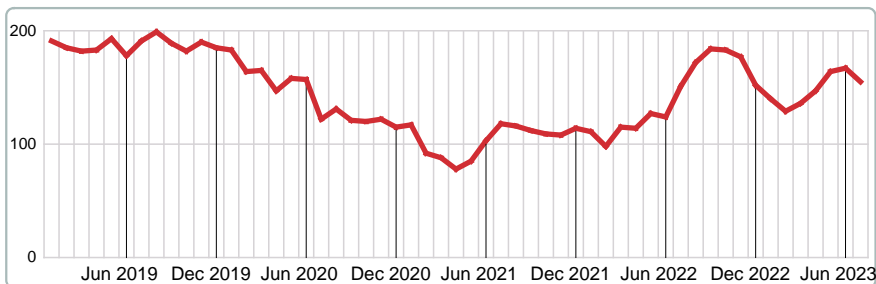
### END OF JULY



### ACTIVE DURING JULY

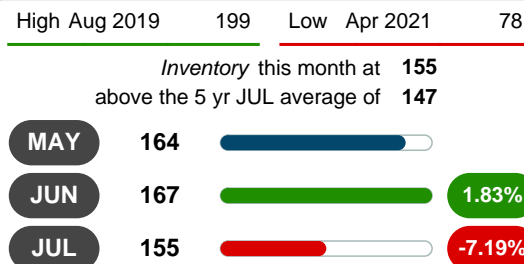


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 147



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.03%	63.0	10	4	0	0
\$100,001 - \$150,000	16	10.32%	48.5	6	8	1	1
\$150,001 - \$225,000	23	14.84%	55.0	4	14	4	1
\$225,001 - \$325,000	41	26.45%	66.0	3	22	14	2
\$325,001 - \$400,000	24	15.48%	72.0	3	7	14	0
\$400,001 - \$625,000	22	14.19%	81.0	1	12	7	2
\$625,001 and up	15	9.68%	135.0	1	9	3	2
<b>Total Active Inventory by Units</b>	<b>155</b>			<b>28</b>	<b>76</b>	<b>43</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>62,404,027</b>	<b>100%</b>	<b>69.0</b>	<b>5.88M</b>	<b>30.39M</b>	<b>16.61M</b>	<b>9.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$289,640</b>			<b>\$137,500</b>	<b>\$280,000</b>	<b>\$337,400</b>	<b>\$437,500</b>

# July 2023



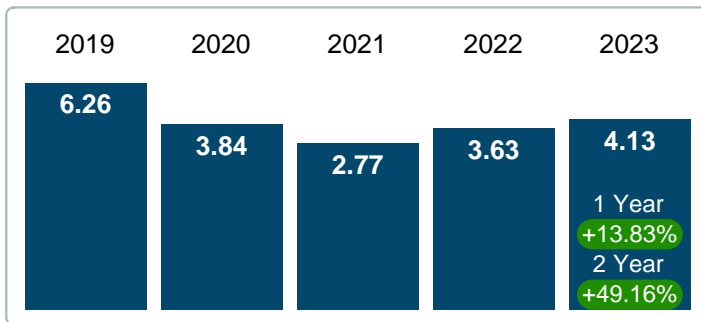
Area Delimited by County Of Mayes - Residential Property Type



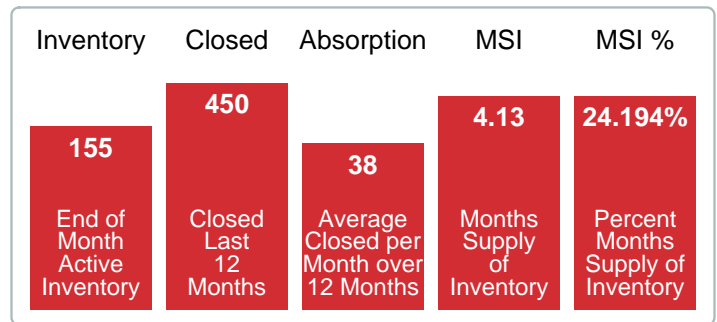
## MONTHS SUPPLY of INVENTORY (MSI)

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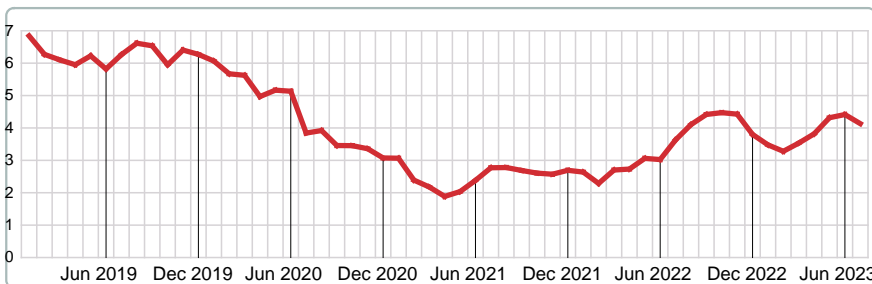
### MSI FOR JULY



### INDICATORS FOR JULY 2023

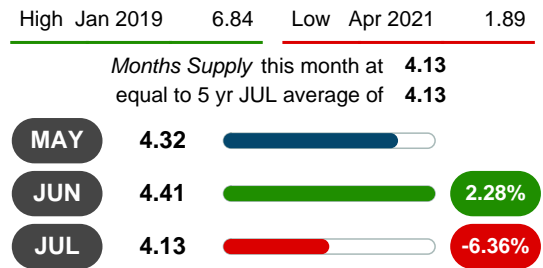


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



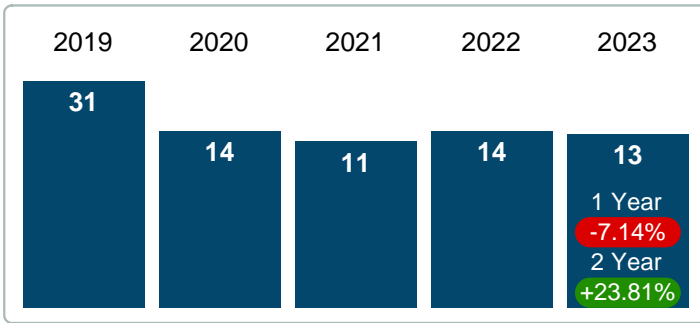
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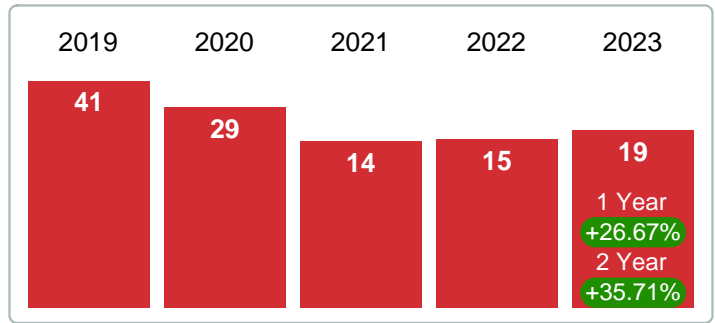
## MEDIAN DAYS ON MARKET TO SALE

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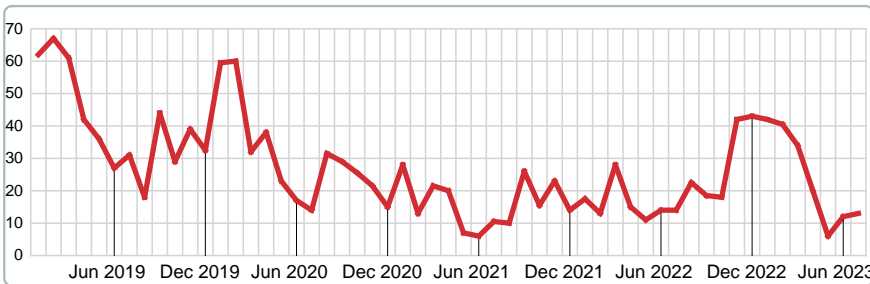
### JULY



### YEAR TO DATE (YTD)

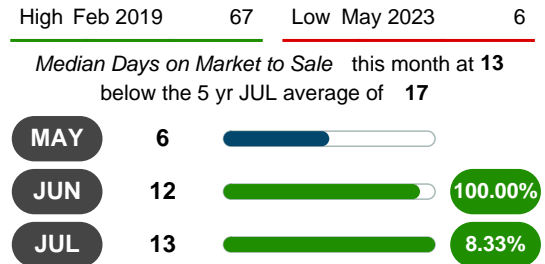


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 17



### 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	8.89%	13	96	7	0	0
\$75,001 - \$125,000	13.33%	2	1	22	0	0
\$125,001 - \$175,000	11.11%	7	10	35	3	0
\$175,001 - \$225,000	20.00%	13	9	14	0	0
\$225,001 - \$300,000	20.00%	24	10	19	48	0
\$300,001 - \$400,000	17.78%	54	0	100	23	0
\$400,001 and up	8.89%	20	0	95	19	0
<b>Median Closed DOM</b>		<b>13</b>	<b>9</b>	<b>22</b>	<b>27</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>13.0</b>	<b>13</b>	<b>25</b>	<b>7</b>	<b></b>
<b>Total Closed Volume</b>		<b>12,141,000</b>	<b>1.96M</b>	<b>7.83M</b>	<b>2.36M</b>	<b>0.00B</b>



# July 2023



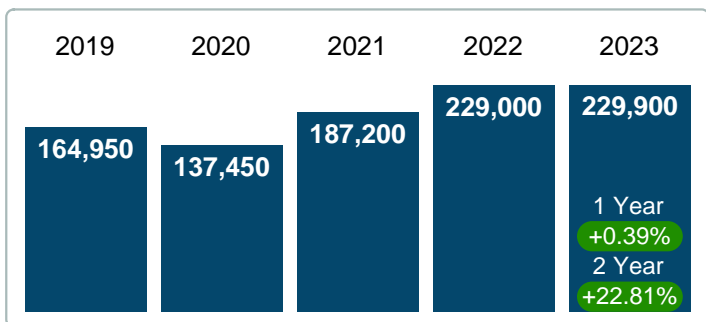
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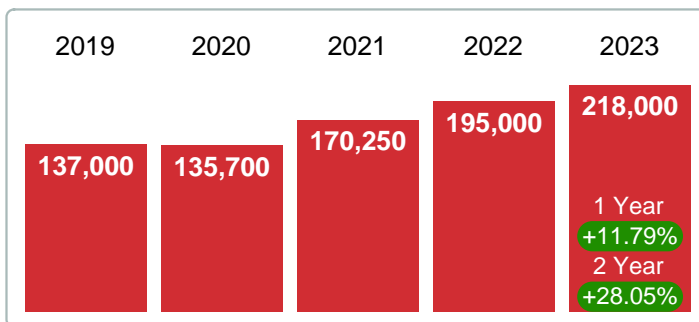
## MEDIAN LIST PRICE AT CLOSING

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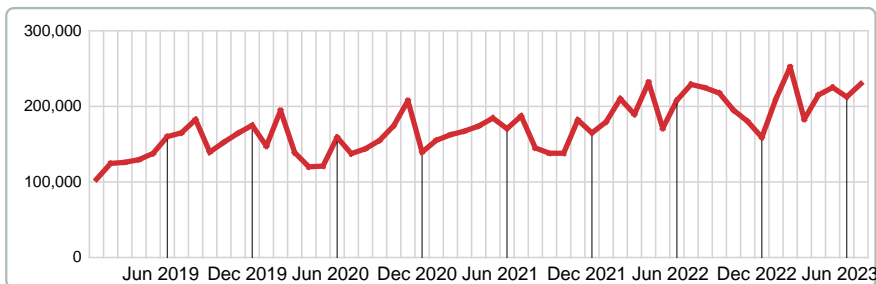
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 189,700

High Feb 2023 252,000    Low Jan 2019 103,500

Median List Price at Closing this month at **229,900**  
 above the 5 yr JUL average of **189,700**

Month	Price	Change
MAY	225,000	
JUN	212,500	-5.56%
JUL	229,900	8.19%

### 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	11.11%	59,000	64,450	55,000	0	0
\$75,001 - \$125,000	8.89%	94,450	94,450	0	0	0
\$125,001 - \$175,000	11.11%	150,000	150,000	153,450	0	0
\$175,001 - \$225,000	15.56%	200,000	0	200,000	190,000	0
\$225,001 - \$300,000	26.67%	248,950	243,500	250,000	229,000	0
\$300,001 - \$400,000	15.56%	379,500	0	377,250	384,900	0
\$400,001 and up	11.11%	525,000	0	689,000	492,450	0
<b>Median List Price</b>		<b>229,900</b>	<b>129,900</b>	<b>240,000</b>	<b>384,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,900</b>	<b>13</b>	<b>25</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,449,599</b>	<b>1.97M</b>	<b>7.98M</b>	<b>2.50M</b>	<b>0.00B</b>



# July 2023



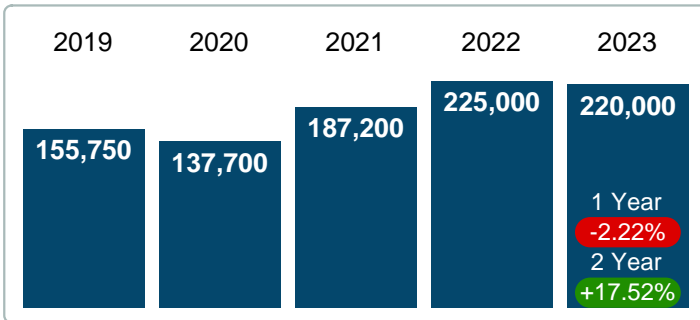
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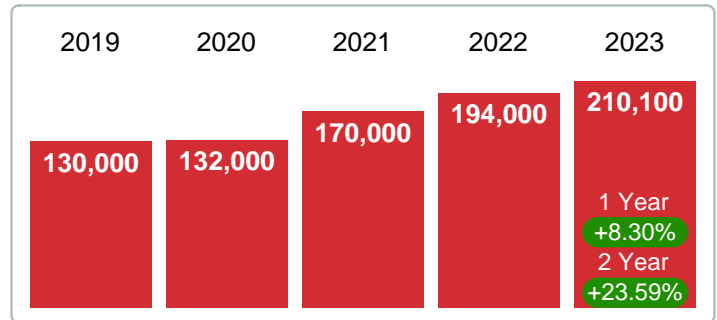
## MEDIAN SOLD PRICE AT CLOSING

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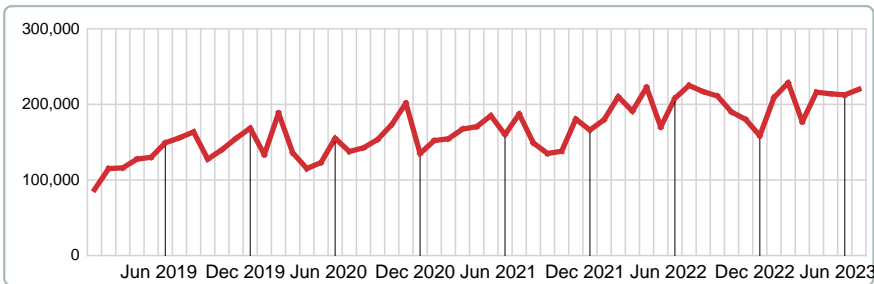
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

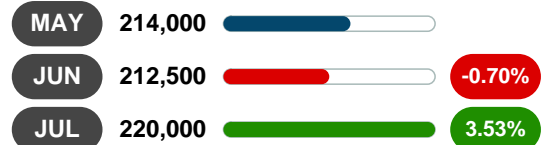


### 3 MONTHS

5 year JUL AVG = 185,130

High Feb 2023 228,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **220,000**  
above the 5 yr JUL average of **185,130**



### 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	8.89%	55,000	58,000	55,000	0	0
\$75,001 - \$125,000	13.33%	103,750	107,500	100,000	0	0
\$125,001 - \$175,000	11.11%	169,000	165,000	149,750	169,000	0
\$175,001 - \$225,000	20.00%	210,000	225,000	205,000	0	0
\$225,001 - \$300,000	20.00%	245,000	240,000	253,750	264,500	0
\$300,001 - \$400,000	17.78%	372,000	0	364,500	397,500	0
\$400,001 and up	8.89%	562,500		01,267,500	432,500	0
<b>Median Sold Price</b>		<b>220,000</b>	<b>124,900</b>	<b>220,000</b>	<b>395,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,000</b>	<b>13</b>	<b>25</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,141,000</b>	<b>1.96M</b>	<b>7.83M</b>	<b>2.36M</b>	<b>0.00B</b>

# July 2023



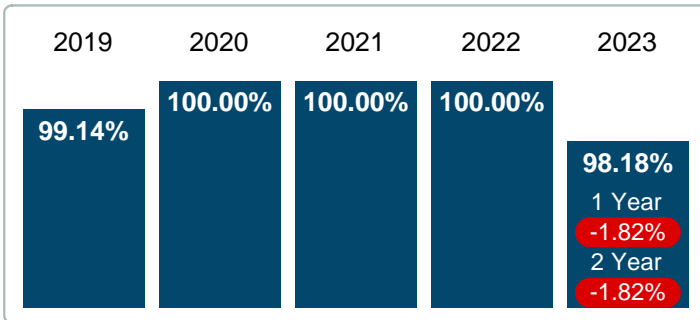
Area Delimited by County Of Mayes - Residential Property Type



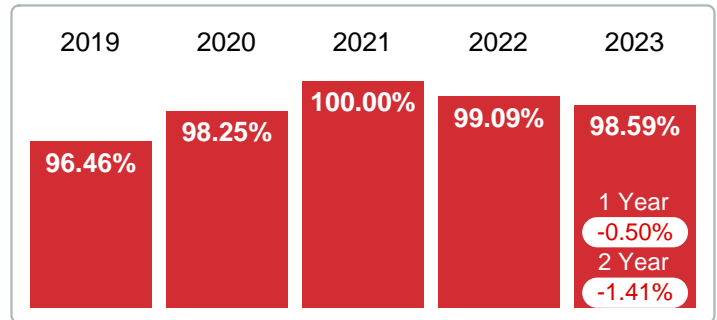
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

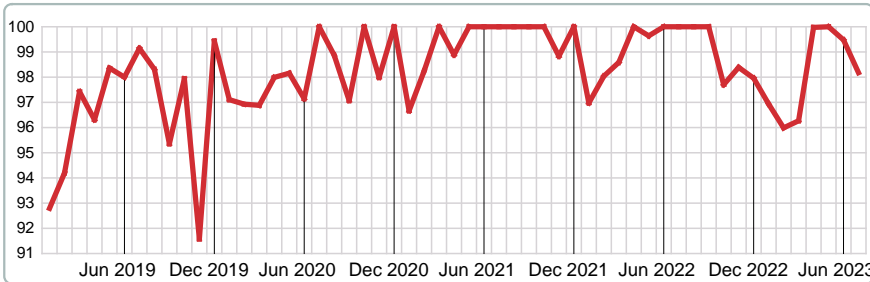
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

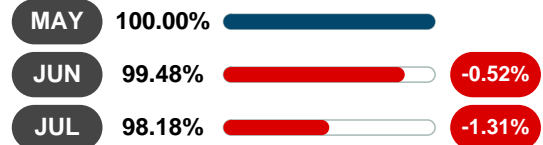


### 3 MONTHS

5 year JUL AVG = 99.46%

High May 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.18%**  
below the 5 yr JUL average of **99.46%**



### 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	4	8.89%	89.58%	89.58%	88.73%	0.00%	0.00%
\$75,001 - \$125,000	6	13.33%	103.80%	100.00%	200.00%	0.00%	0.00%
\$125,001 - \$175,000	5	11.11%	97.42%	102.04%	97.15%	88.95%	0.00%
\$175,001 - \$225,000	9	20.00%	96.89%	95.95%	97.28%	0.00%	0.00%
\$225,001 - \$300,000	9	20.00%	97.91%	97.91%	98.73%	97.62%	0.00%
\$300,001 - \$400,000	8	17.78%	98.61%	0.00%	98.29%	101.31%	0.00%
\$400,001 and up	4	8.89%	97.55%	0.00%	99.71%	88.31%	0.00%
Median Sold/List Ratio		98.18%		97.91%	98.40%	95.67%	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



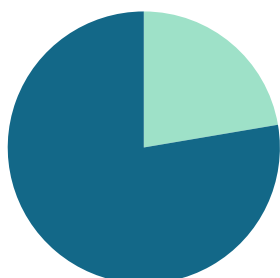
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

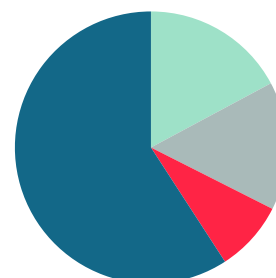


**Inventory**  
 New Listings  
**48 = 22.33%**  
 Start Inventory  
**167**  
 Total Inventory Units  
**215**  
 Volume  
**\$84,309,327**

### 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%
Median List Price	229,000	229,900	0.39%	195,000	218,000	11.79%
Median Sale Price	225,000	220,000	-2.22%	194,000	210,100	8.30%
Median Percent of Selling Price to List Price	100.00%	98.18%	-1.82%	99.09%	98.59%	-0.50%
Median Days on Market to Sale	14.00	13.00	-7.14%	15.00	19.00	26.67%
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

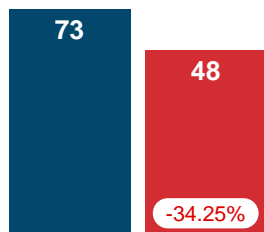
**Inventory** on July 31, 2023 = **155**

**2022** **2023**

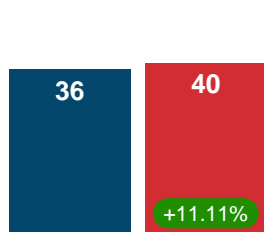
### JULY MARKET

### MEDIAN PRICES

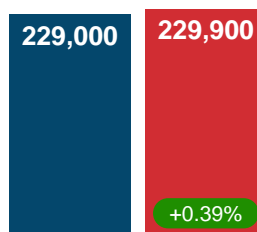
#### New Listings



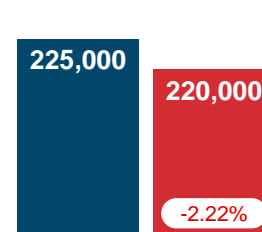
#### Pending Listings



#### List Price



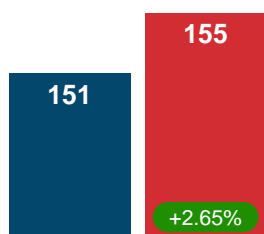
#### Sale Price



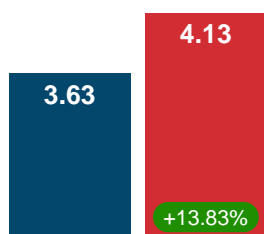
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

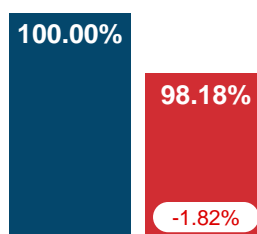
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

