

June 2023



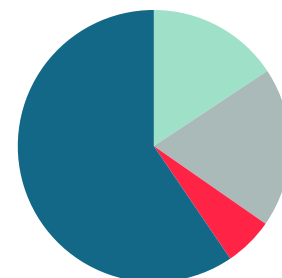
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

| Compared Metrics | 2022 | June 2023 | +/-% |
|--|---------|-----------|--------|
| Closed Listings | 45 | 43 | -4.44% |
| Pending Listings | 41 | 52 | 26.83% |
| New Listings | 58 | 67 | 15.52% |
| Average List Price | 247,569 | 227,932 | -7.93% |
| Average Sale Price | 245,051 | 224,033 | -8.58% |
| Average Percent of Selling Price to List Price | 101.60% | 97.67% | -3.87% |
| Average Days on Market to Sale | 23.60 | 43.70 | 85.16% |
| End of Month Inventory | 124 | 163 | 31.45% |
| Months Supply of Inventory | 3.02 | 4.31 | 42.45% |



■ Closed (15.69%)
■ Pending (18.98%)
■ Other OffMarket (5.84%)
■ Active (59.49%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of June 30, 2023 = **163**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **31.45%** to 163 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 **4.31** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.58%** in June 2023 to \$224,033 versus the previous year at \$245,051.

Average Days on Market Lengthens

The average number of **43.70** days that homes spent on the market before selling increased by 20.10 days or **85.16%** in June 2023 compared to last year's same month at **23.60** DOM.

Sales Success for June 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 67 New Listings in June 2023, up **15.52%** from last year at 58. Furthermore, there were 43 Closed Listings this month versus last year at 45, a **-4.44%** decrease.

Closed versus Listed trends yielded a **64.2%** ratio, down from previous year's, June 2022, at **77.6%**, a **17.28%** 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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| 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

June 2023



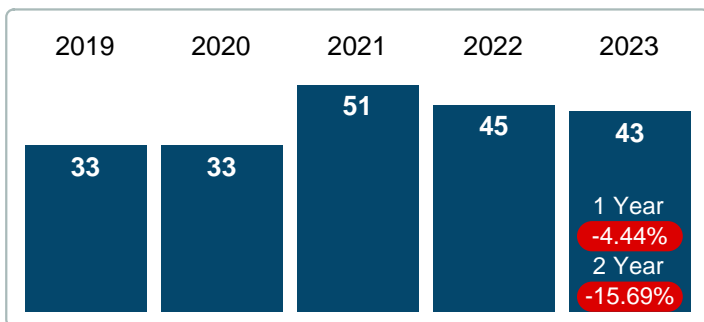
Area Delimited by County Of Mayes - Residential Property Type



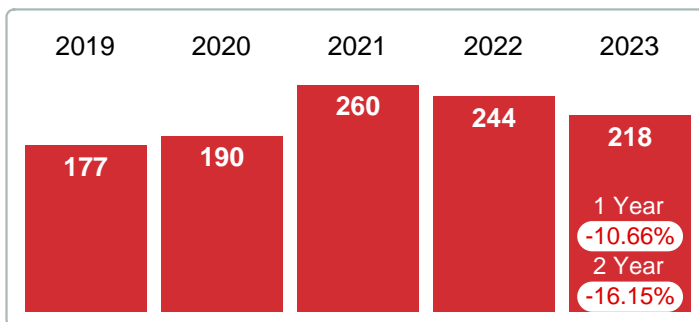
CLOSED LISTINGS

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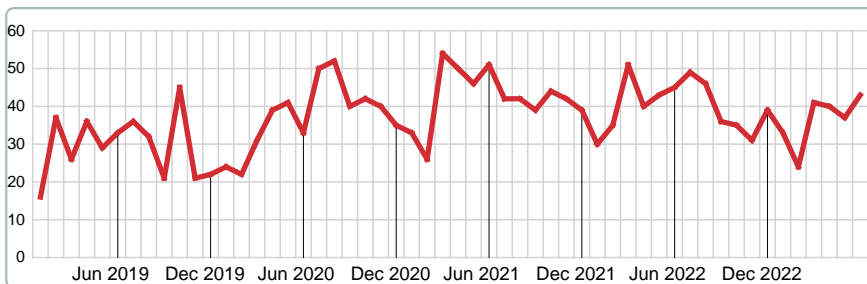
JUNE



YEAR TO DATE (YTD)

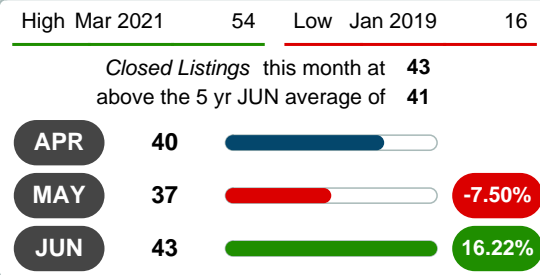


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 41



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 | 9.30% | 37.5 | 2 | 2 | 0 | 0 |
| \$75,001 - \$125,000 | 3 | 6.98% | 6.3 | 0 | 2 | 1 | 0 |
| \$125,001 - \$150,000 | 4 | 9.30% | 43.0 | 1 | 3 | 0 | 0 |
| \$150,001 - \$225,000 | 14 | 32.56% | 37.5 | 1 | 11 | 2 | 0 |
| \$225,001 - \$325,000 | 9 | 20.93% | 51.1 | 1 | 7 | 1 | 0 |
| \$325,001 - \$350,000 | 3 | 6.98% | 119.0 | 0 | 1 | 2 | 0 |
| \$350,001 and up | 6 | 13.95% | 32.7 | 0 | 4 | 2 | 0 |
| Total Closed Units | 43 | | | 5 | 30 | 8 | 0 |
| Total Closed Volume | 9,633,420 | 100% | 43.7 | 647.75K | 6.83M | 2.16M | 0.00B |
| Average Closed Price | \$224,033 | | | \$129,550 | \$227,633 | \$269,584 | \$0 |

June 2023



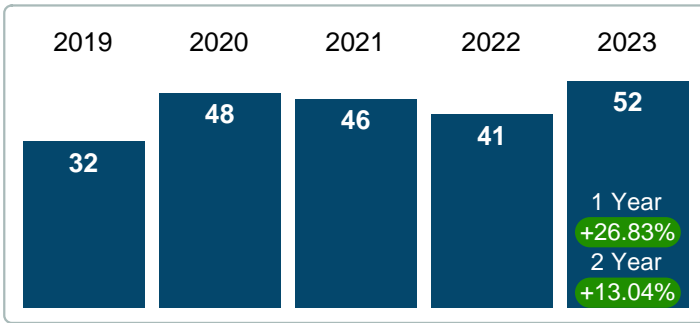
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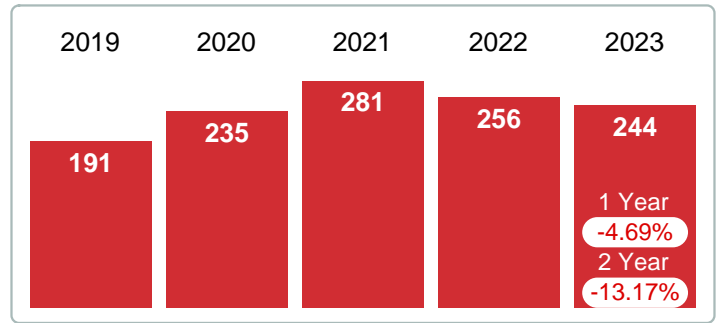
PENDING LISTINGS

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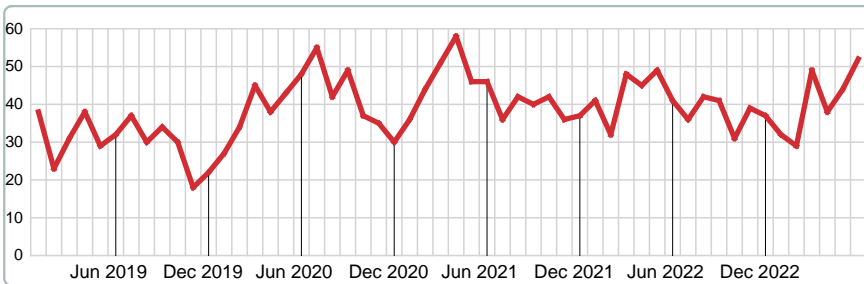
JUNE



YEAR TO DATE (YTD)

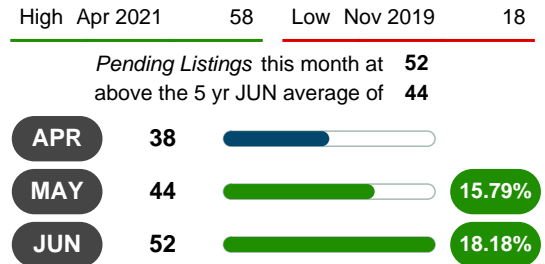


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 44



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|--------------|
| \$50,000 and less | 2 | 3.85% | 13.0 | 0 | 2 | 0 | 0 |
| \$50,001 - \$125,000 | 9 | 17.31% | 31.1 | 7 | 1 | 1 | 0 |
| \$125,001 - \$200,000 | 10 | 19.23% | 24.7 | 2 | 7 | 1 | 0 |
| \$200,001 - \$225,000 | 4 | 7.69% | 23.3 | 0 | 4 | 0 | 0 |
| \$225,001 - \$325,000 | 15 | 28.85% | 41.2 | 5 | 6 | 4 | 0 |
| \$325,001 - \$400,000 | 6 | 11.54% | 67.5 | 0 | 3 | 3 | 0 |
| \$400,001 and up | 6 | 11.54% | 139.7 | 1 | 3 | 2 | 0 |
| Total Pending Units | 52 | | | 15 | 26 | 11 | 0 |
| Total Pending Volume | 14,192,975 | 100% | 71.4 | 2.58M | 8.11M | 3.50M | 0.00B |
| Average Listing Price | \$227,900 | | | \$172,013 | \$312,115 | \$317,982 | \$0 |

June 2023



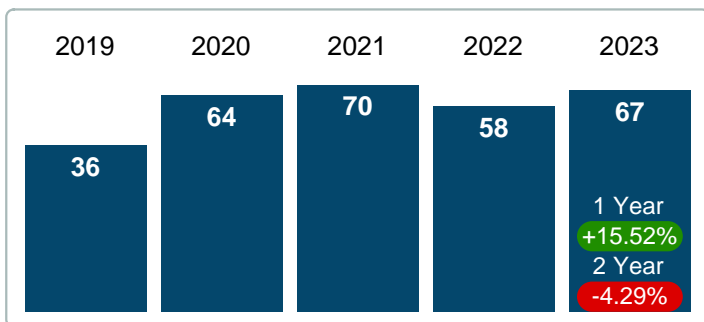
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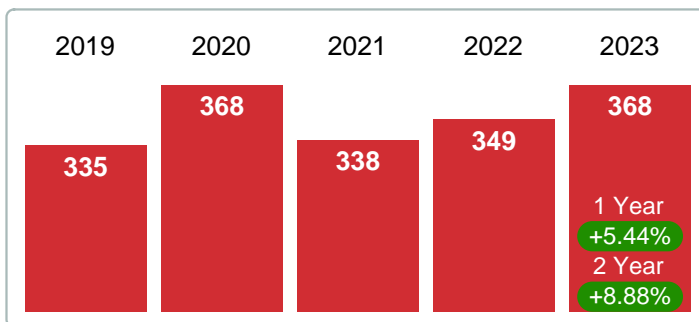
NEW LISTINGS

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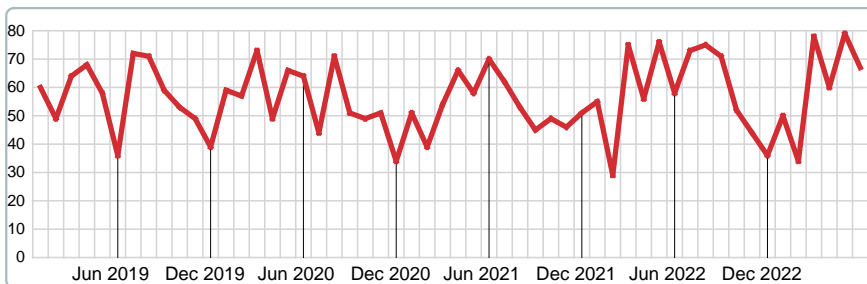
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

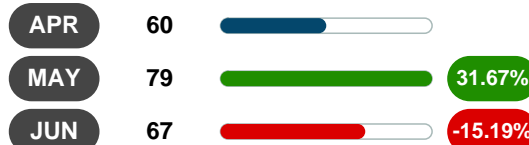


3 MONTHS

5 year JUN AVG = 59

High May 2023: 79 | Low Feb 2022: 29

New Listings this month at **67**
above the 5 yr JUN average of **59**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$80,000 and less | 5 | 7.46% | 2 | 3 | 0 | 0 |
| \$80,001 - \$120,000 | 9 | 13.43% | 6 | 2 | 1 | 0 |
| \$120,001 - \$190,000 | 10 | 14.93% | 4 | 5 | 1 | 0 |
| \$190,001 - \$270,000 | 16 | 23.88% | 6 | 7 | 2 | 1 |
| \$270,001 - \$370,000 | 11 | 16.42% | 0 | 8 | 3 | 0 |
| \$370,001 - \$670,000 | 8 | 11.94% | 1 | 2 | 5 | 0 |
| \$670,001 and up | 8 | 11.94% | 2 | 5 | 1 | 0 |
| Total New Listed Units | 67 | | 21 | 32 | 13 | 1 |
| Total New Listed Volume | 28,160,975 | 100% | 7.04M | 16.28M | 4.58M | 255.00K |
| Average New Listed Listing Price | \$0 | | \$335,462 | \$508,777 | \$352,338 | \$255,000 |

June 2023



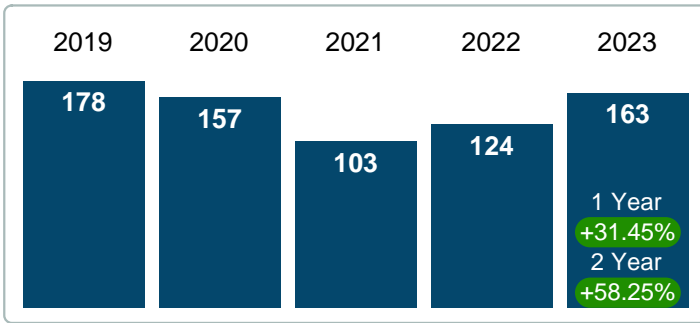
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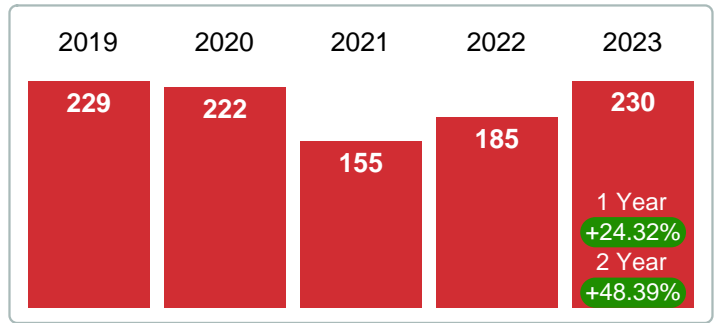
ACTIVE INVENTORY

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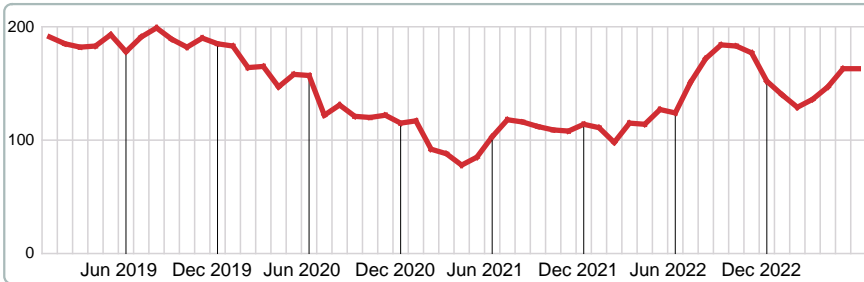
END OF JUNE



ACTIVE DURING JUNE

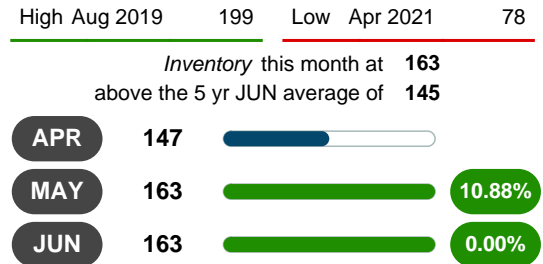


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 145



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 | 15 | 9.20% | 78.9 | 9 | 5 | 1 | 0 |
| \$100,001 - \$175,000 | 21 | 12.88% | 65.9 | 8 | 12 | 1 | 0 |
| \$175,001 - \$250,000 | 21 | 12.88% | 67.0 | 5 | 11 | 5 | 0 |
| \$250,001 - \$350,000 | 41 | 25.15% | 75.1 | 3 | 20 | 15 | 3 |
| \$350,001 - \$450,000 | 27 | 16.56% | 74.0 | 4 | 10 | 13 | 0 |
| \$450,001 - \$650,000 | 19 | 11.66% | 88.4 | 0 | 11 | 6 | 2 |
| \$650,001 and up | 19 | 11.66% | 82.6 | 1 | 10 | 3 | 5 |
| Total Active Inventory by Units | 163 | | | 30 | 79 | 44 | 10 |
| Total Active Inventory by Volume | 73,971,137 | 100% | 75.5 | 6.34M | 34.41M | 19.67M | 13.55M |
| Average Active Inventory Listing Price | \$453,811 | | | \$211,200 | \$435,606 | \$447,133 | \$1,354,840 |

June 2023



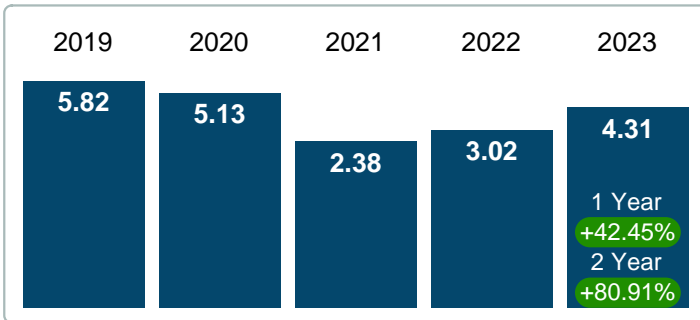
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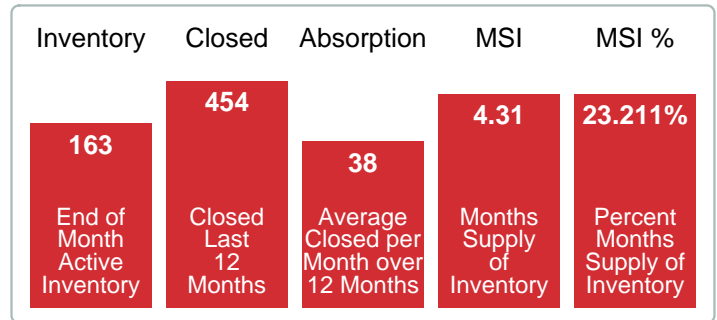
MONTHS SUPPLY of INVENTORY (MSI)

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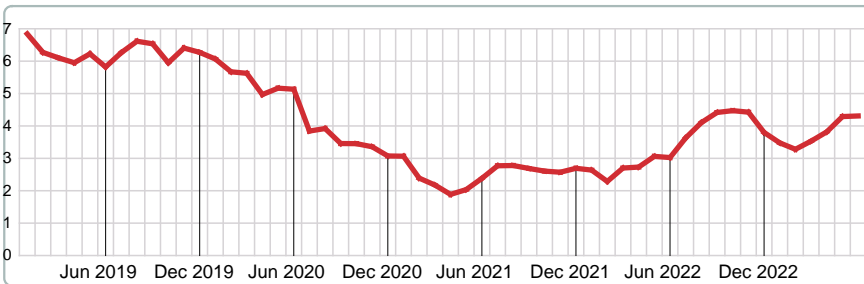
MSI FOR JUNE



INDICATORS FOR JUNE 2023

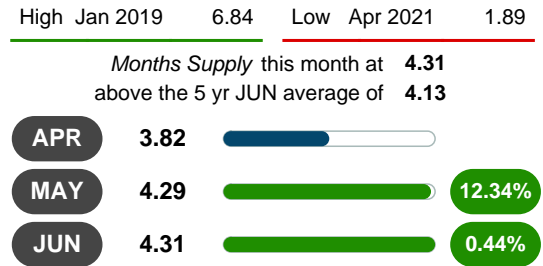


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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 | 15 | 9.20% | 2.95 | 3.72 | 2.31 | 2.00 | 0.00 |
| \$100,001 - \$175,000 | 21 | 12.88% | 1.94 | 3.31 | 1.52 | 2.00 | 0.00 |
| \$175,001 - \$250,000 | 21 | 12.88% | 2.25 | 4.62 | 1.65 | 4.00 | 0.00 |
| \$250,001 - \$350,000 | 41 | 25.15% | 5.93 | 6.00 | 4.80 | 7.50 | 12.00 |
| \$350,001 - \$450,000 | 27 | 16.56% | 9.26 | 16.00 | 8.57 | 11.14 | 0.00 |
| \$450,001 - \$650,000 | 19 | 11.66% | 11.40 | 0.00 | 14.67 | 7.20 | 24.00 |
| \$650,001 and up | 19 | 11.66% | 17.54 | 12.00 | 24.00 | 18.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 4.31 | 4.44 | 3.40 | 6.86 | 7.06 |
| Total Active Inventory by Units | | 100% | 4.31 | 30 | 79 | 44 | 10 |

June 2023



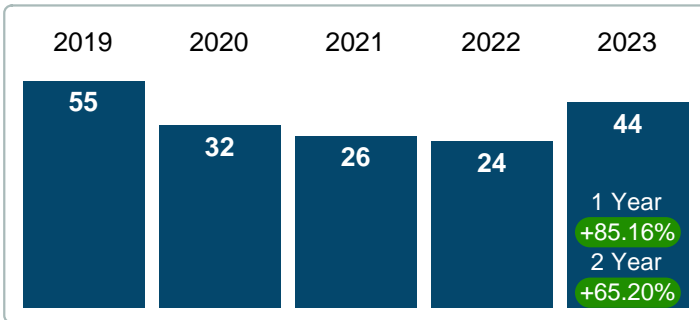
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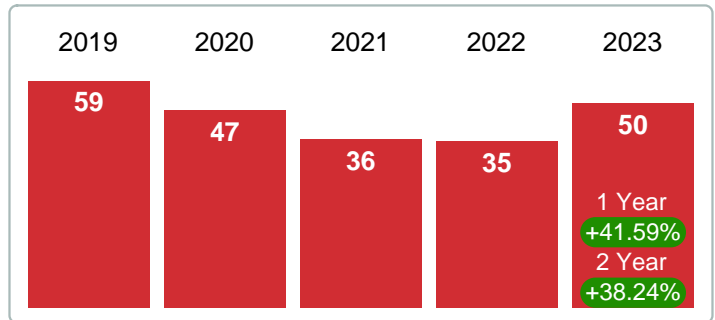
AVERAGE DAYS ON MARKET TO SALE

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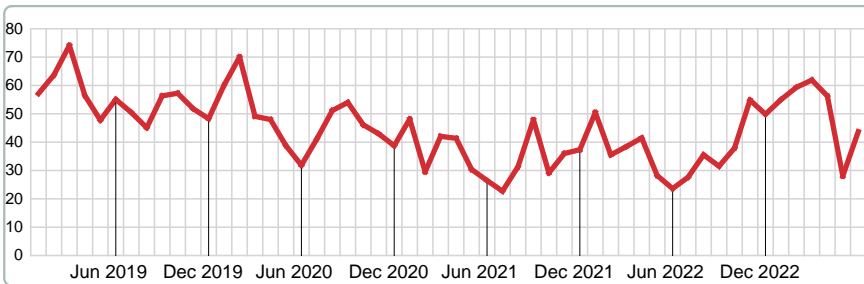
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 36

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 44 above the 5 yr JUN 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 | 9.30% | 38 | 60 | 15 | 0 | 0 |
| \$75,001 - \$125,000 | 6.98% | 6 | 0 | 3 | 13 | 0 |
| \$125,001 - \$150,000 | 9.30% | 43 | 2 | 57 | 0 | 0 |
| \$150,001 - \$225,000 | 32.56% | 38 | 56 | 40 | 17 | 0 |
| \$225,001 - \$325,000 | 20.93% | 51 | 43 | 59 | 5 | 0 |
| \$325,001 - \$350,000 | 6.98% | 119 | 0 | 223 | 67 | 0 |
| \$350,001 and up | 13.95% | 33 | 0 | 27 | 45 | 0 |
| Average Closed DOM | | 44 | 44 | 46 | 34 | 0 |
| Total Closed Units | 100% | 43 | 5 | 30 | 8 | 0 |
| Total Closed Volume | | 9,633,420 | 647.75K | 6.83M | 2.16M | 0.00B |

June 2023



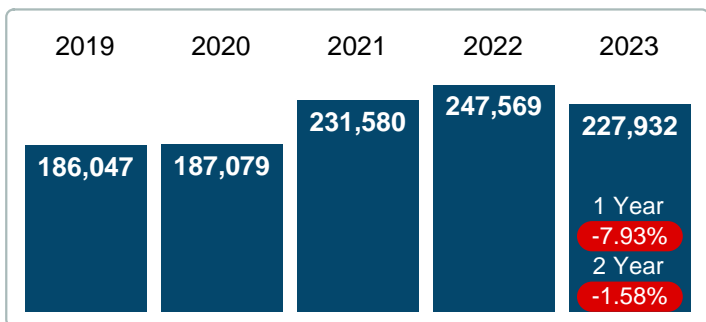
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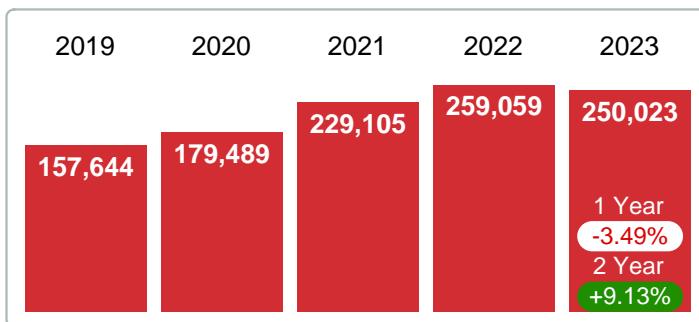
AVERAGE LIST PRICE AT CLOSING

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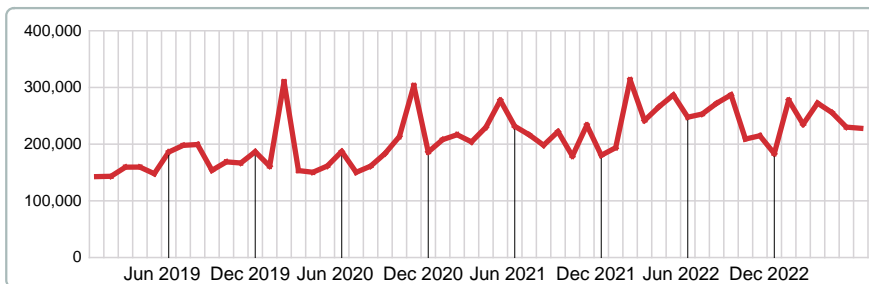
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

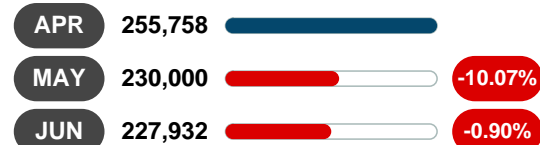


3 MONTHS

5 year JUN AVG = 216,041

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

Average List Price at Closing this month at **227,932**
above the 5 yr JUN average of **216,041**



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 | 2.33% | 68,000 | 75,250 | 82,500 | 0 | 0 |
| \$75,001 - \$125,000 | 13.95% | 92,417 | 0 | 112,500 | 82,000 | 0 |
| \$125,001 - \$150,000 | 6.98% | 143,067 | 159,900 | 143,067 | 0 | 0 |
| \$150,001 - \$225,000 | 32.56% | 182,843 | 159,900 | 191,455 | 184,500 | 0 |
| \$225,001 - \$325,000 | 20.93% | 260,077 | 239,000 | 274,000 | 277,690 | 0 |
| \$325,001 - \$350,000 | 9.30% | 330,748 | 0 | 330,000 | 331,995 | 0 |
| \$350,001 and up | 13.95% | 420,980 | 0 | 436,222 | 390,495 | 0 |
| Average List Price | | 227,932 | 141,860 | 230,603 | 271,709 | 0 |
| Total Closed Units | 100% | 227,932 | 5 | 30 | 8 | 0 |
| Total Closed Volume | | 9,801,057 | 709.30K | 6.92M | 2.17M | 0.00B |

June 2023



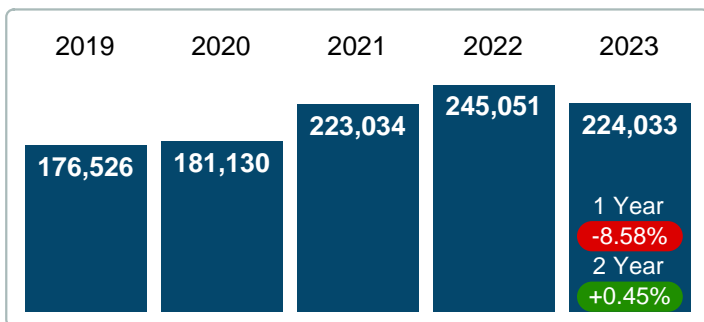
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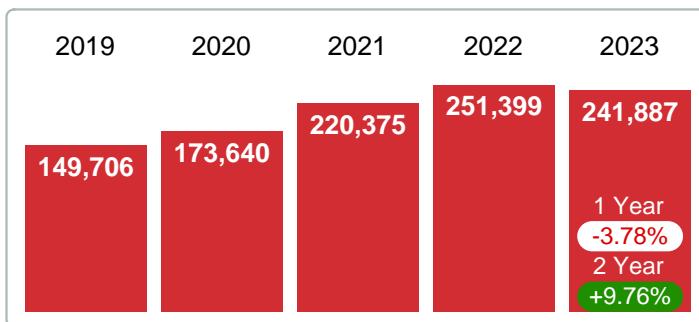
AVERAGE SOLD PRICE AT CLOSING

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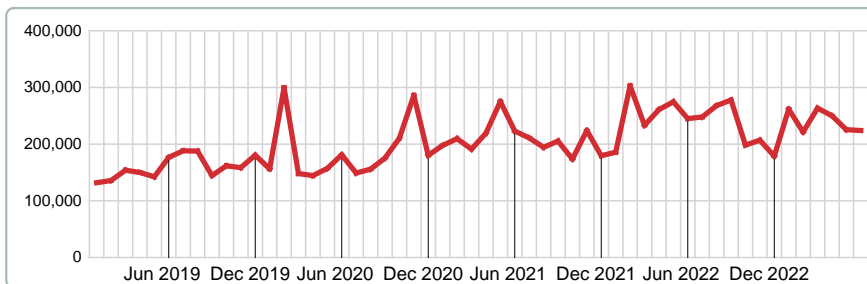
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

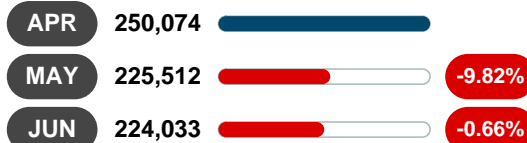


3 MONTHS

5 year JUN AVG = 209,955

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

Average Sold Price at Closing this month at **224,033** above the 5 yr JUN average of **209,955**



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 | 9.30% | 67,500 | 62,500 | 72,500 | 0 | 0 |
| \$75,001 - \$125,000 | 6.98% | 105,000 | 0 | 112,500 | 90,000 | 0 |
| \$125,001 - \$150,000 | 9.30% | 139,175 | 130,000 | 142,233 | 0 | 0 |
| \$150,001 - \$225,000 | 32.56% | 186,807 | 155,000 | 189,573 | 187,500 | 0 |
| \$225,001 - \$325,000 | 20.93% | 266,382 | 237,750 | 268,857 | 277,690 | 0 |
| \$325,001 - \$350,000 | 6.98% | 330,663 | 0 | 330,000 | 330,995 | 0 |
| \$350,001 and up | 13.95% | 414,498 | 0 | 433,750 | 375,995 | 0 |
| Average Sold Price | | 224,033 | 129,550 | 227,633 | 269,584 | 0 |
| Total Closed Units | 100% | 224,033 | 5 | 30 | 8 | 0 |
| Total Closed Volume | | 9,633,420 | 647.75K | 6.83M | 2.16M | 0.00B |

June 2023



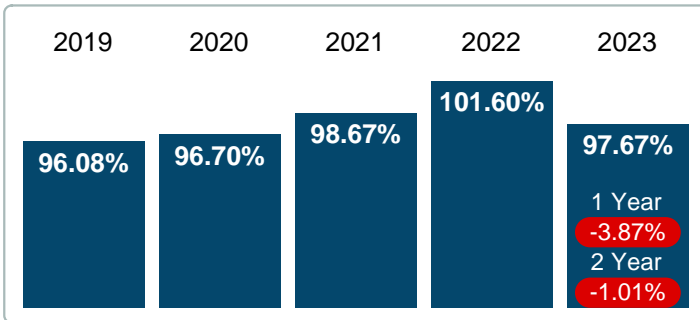
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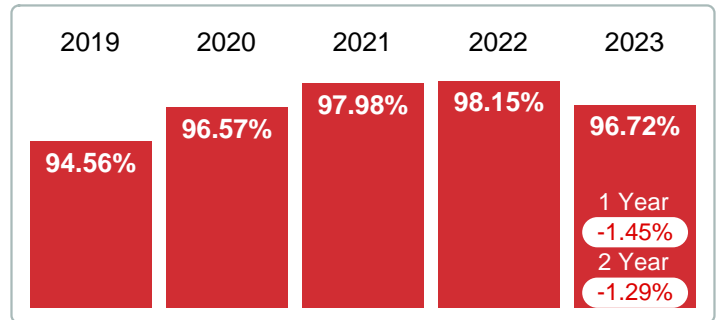
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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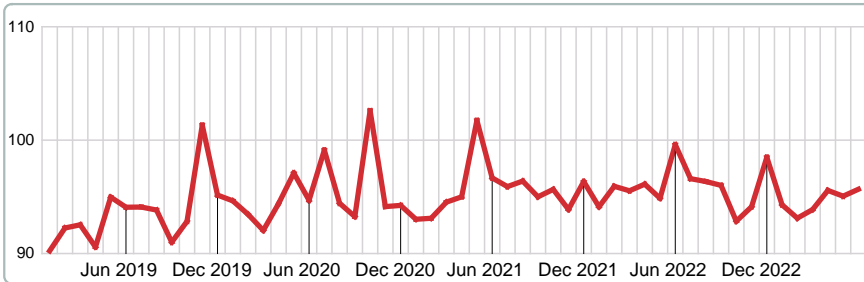
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

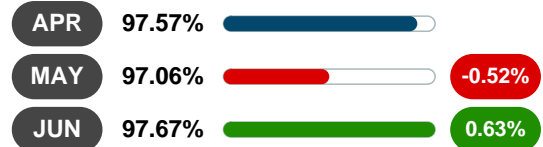


3 MONTHS

5 year JUN AVG = 98.14%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.67%**
equal to 5 yr JUN average of **98.14%**



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 | 9.30% | 85.69% | 83.51% | 87.87% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 3 | 6.98% | 103.25% | 0.00% | 100.00% | 109.76% | 0.00% |
| \$125,001 - \$150,000 | 4 | 9.30% | 94.82% | 81.30% | 99.33% | 0.00% | 0.00% |
| \$150,001 - \$225,000 | 14 | 32.56% | 99.37% | 96.94% | 99.16% | 101.76% | 0.00% |
| \$225,001 - \$325,000 | 9 | 20.93% | 98.51% | 99.48% | 98.16% | 100.00% | 0.00% |
| \$325,001 - \$350,000 | 3 | 6.98% | 99.80% | 0.00% | 100.00% | 99.70% | 0.00% |
| \$350,001 and up | 6 | 13.95% | 98.46% | 0.00% | 99.40% | 96.58% | 0.00% |
| Average Sold/List Ratio | | 97.70% | | 88.95% | 98.31% | 100.73% | 0.00% |
| Total Closed Units | | 43 | 100% | 5 | 30 | 8 | |
| Total Closed Volume | | 9,633,420 | | 647.75K | 6.83M | 2.16M | 0.00B |

June 2023



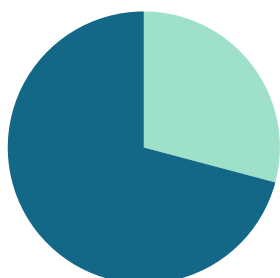
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

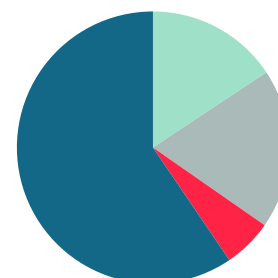


Inventory
 New Listings
67 = 29.13%
 Start Inventory
163
 Total Inventory Units
230
 Volume
\$96,769,312

Market Activity

Closed Sales
43 = 15.69%
 Pending Sales
52 = 18.98%
 Other Off Market
16 = 5.84%
 Active Inventory
163 = 59.49%

MARKET ACTIVITY



| Compared Metrics | June | | | Year to Date | | |
|--|---------|---------|--------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 45 | 43 | -4.44% | 244 | 218 | -10.66% |
| Pending Sales | 41 | 52 | 26.83% | 256 | 244 | -4.69% |
| New Listings | 58 | 67 | 15.52% | 349 | 368 | 5.44% |
| Average List Price | 247,569 | 227,932 | -7.93% | 259,059 | 250,023 | -3.49% |
| Average Sale Price | 245,051 | 224,033 | -8.58% | 251,399 | 241,887 | -3.78% |
| Average Percent of Selling Price to List Price | 101.60% | 97.67% | -3.87% | 98.15% | 96.72% | -1.45% |
| Average Days on Market to Sale | 23.60 | 43.70 | 85.16% | 35.45 | 50.20 | 41.59% |
| Monthly Inventory | 124 | 163 | 31.45% | 124 | 163 | 31.45% |
| Months Supply of Inventory | 3.02 | 4.31 | 42.45% | 3.02 | 4.31 | 42.45% |

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

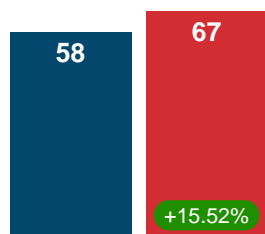
Inventory on June 30, 2023 = **163**

2022 **2023**

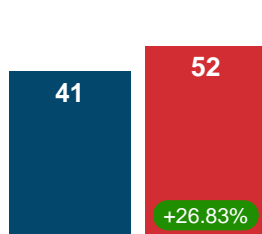
JUNE MARKET

AVERAGE PRICES

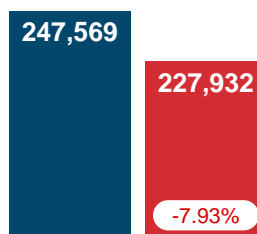
New Listings



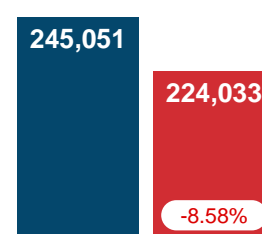
Pending Listings



List Price



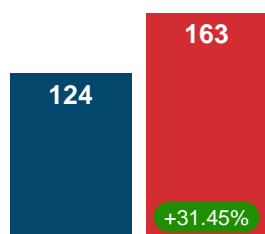
Sale Price



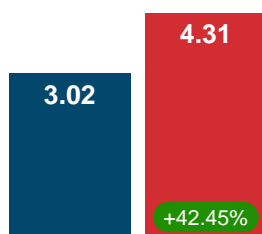
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

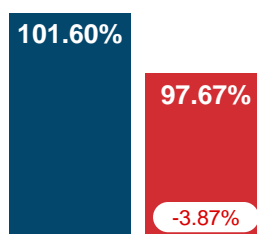
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

