

## June 2023



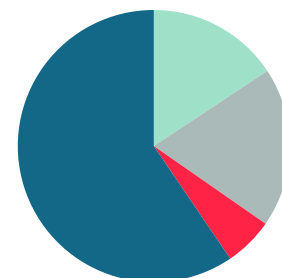
Area Delimited by County Of Mayes - Residential Property Type



### 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%
Median List Price	208,000	212,500	2.16%
Median Sale Price	208,000	212,500	2.16%
Median Percent of Selling Price to List Price	100.00%	99.48%	-0.52%
Median Days on Market to Sale	14.00	12.00	-14.29%
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.

##### 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 **2.16%** in June 2023 to \$212,500 versus the previous year at \$208,000.

##### Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 2.00 days or **14.29%** in June 2023 compared to last year's same month at **14.00** DOM.

##### Sales Success for June 2023 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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

<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

# June 2023



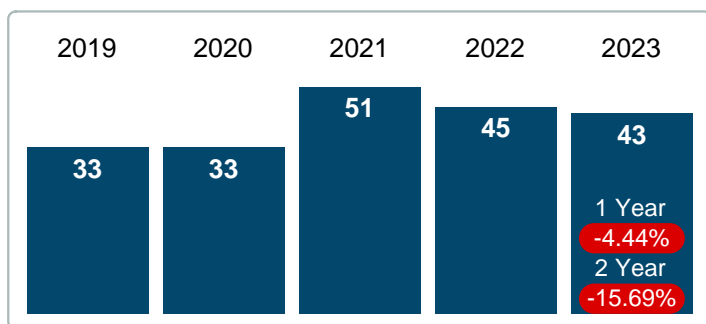
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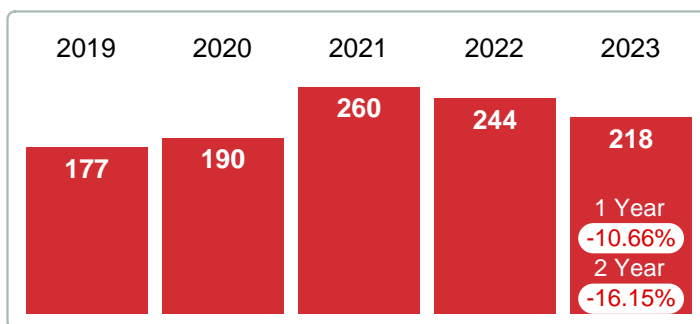
## CLOSED LISTINGS

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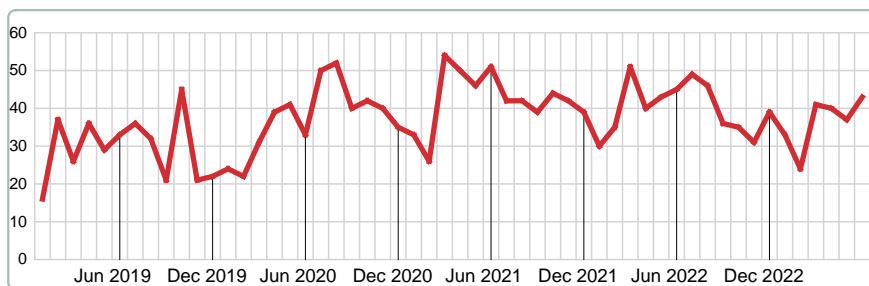
### JUNE



### YEAR TO DATE (YTD)

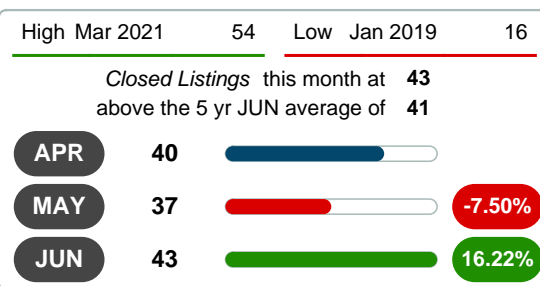


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.30%	15.5	2	2	0	0
\$75,001 - \$125,000	3	6.98%	5.0	0	2	1	0
\$125,001 - \$150,000	4	9.30%	4.5	1	3	0	0
\$150,001 - \$225,000	14	32.56%	18.0	1	11	2	0
\$225,001 - \$325,000	9	20.93%	10.0	1	7	1	0
\$325,001 - \$350,000	3	6.98%	123.0	0	1	2	0
\$350,001 and up	6	13.95%	34.0	0	4	2	0
<b>Total Closed Units</b>	<b>43</b>			<b>5</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>9,633,420</b>	<b>100%</b>	<b>12.0</b>	<b>647.75K</b>	<b>6.83M</b>	<b>2.16M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$212,500</b>			<b>\$130,000</b>	<b>\$216,250</b>	<b>\$303,845</b>	<b>\$0</b>

# June 2023



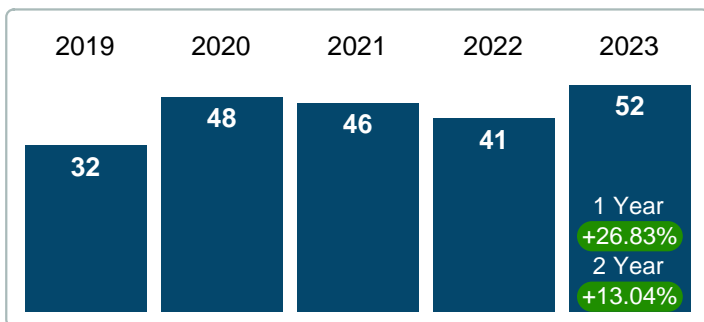
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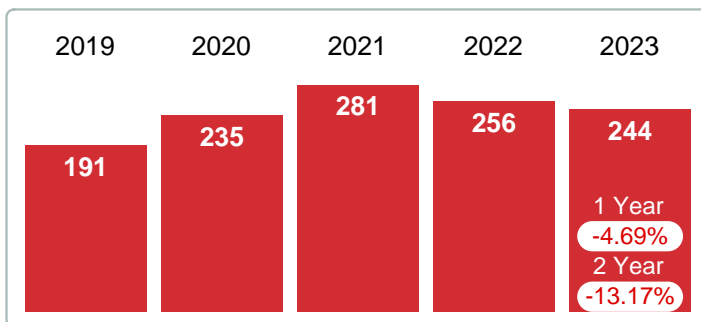
## PENDING LISTINGS

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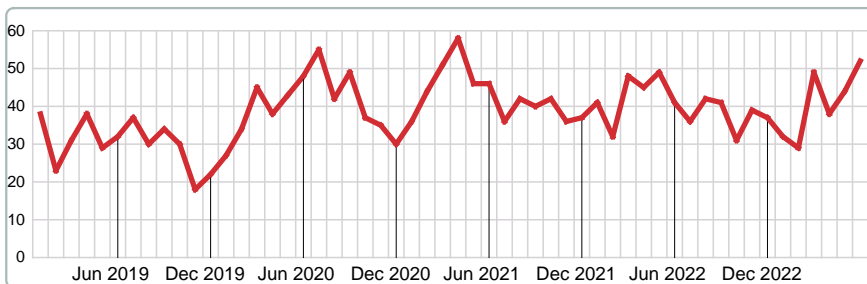
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

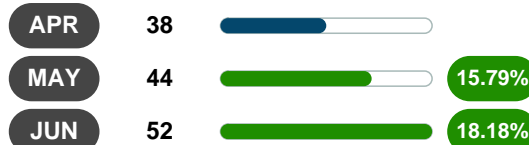


### 3 MONTHS

5 year JUN AVG = 44

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at 52  
above the 5 yr JUN average of 44



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	4.0	7	1	1	0
\$125,001 - \$200,000	10	19.23%	15.0	2	7	1	0
\$200,001 - \$225,000	4	7.69%	19.0	0	4	0	0
\$225,001 - \$325,000	15	28.85%	10.0	5	6	4	0
\$325,001 - \$400,000	6	11.54%	38.0	0	3	3	0
\$400,001 and up	6	11.54%	99.0	1	3	2	0
<b>Total Pending Units</b>	<b>52</b>			<b>15</b>	<b>26</b>	<b>11</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,192,975</b>	<b>100%</b>	<b>17.0</b>	<b>2.58M</b>	<b>8.11M</b>	<b>3.50M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$231,750</b>			<b>\$150,000</b>	<b>\$222,500</b>	<b>\$315,000</b>	<b>\$0</b>

# June 2023



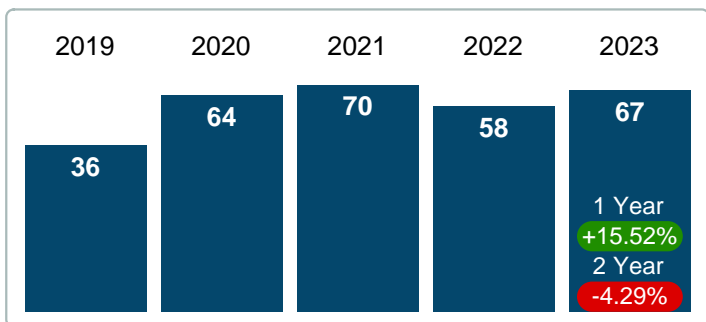
Area Delimited by County Of Mayes - Residential Property Type



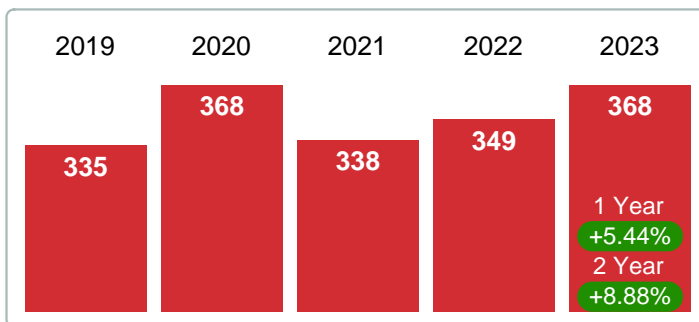
## NEW LISTINGS

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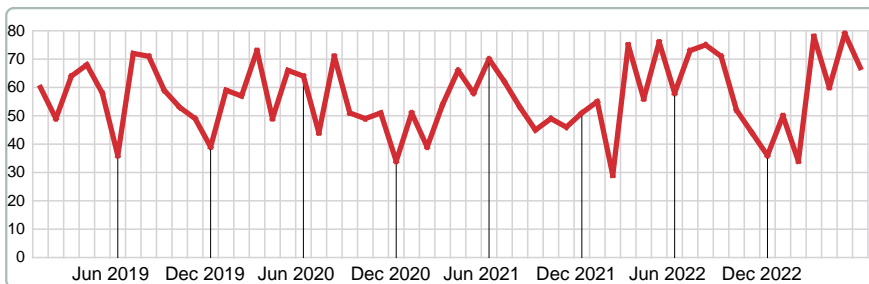
### JUNE



### 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
\$75,000 and less	5	7.46%	2	3	0	0
\$75,001 - \$125,000	11	16.42%	8	2	1	0
\$125,001 - \$175,000	6	8.96%	2	4	0	0
\$175,001 - \$275,000	19	28.36%	6	9	3	1
\$275,001 - \$375,000	10	14.93%	0	7	3	0
\$375,001 - \$675,000	8	11.94%	1	2	5	0
\$675,001 and up	8	11.94%	2	5	1	0
<b>Total New Listed Units</b>	<b>67</b>		<b>21</b>	<b>32</b>	<b>13</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>28,160,975</b>	<b>100%</b>	<b>7.04M</b>	<b>16.28M</b>	<b>4.58M</b>	<b>255.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$244,500</b>		<b>\$129,000</b>	<b>\$249,950</b>	<b>\$369,000</b>	<b>\$255,000</b>

# June 2023



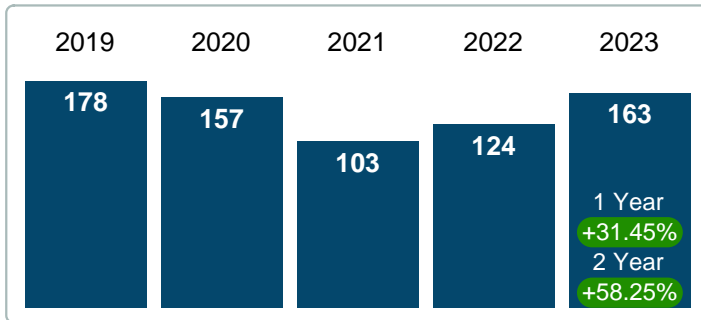
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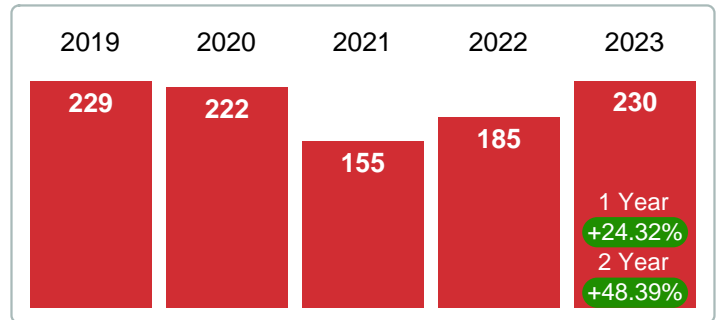
## ACTIVE INVENTORY

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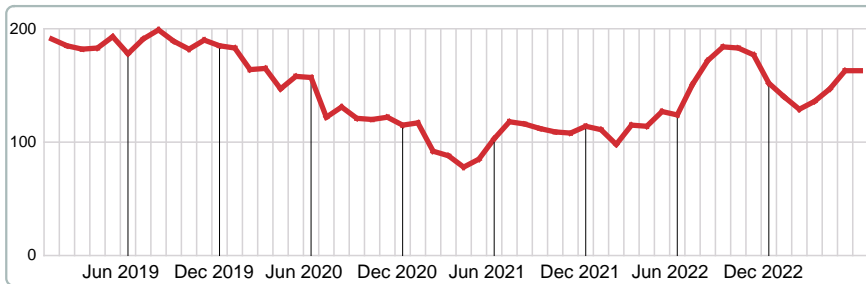
### END OF JUNE



### ACTIVE DURING JUNE

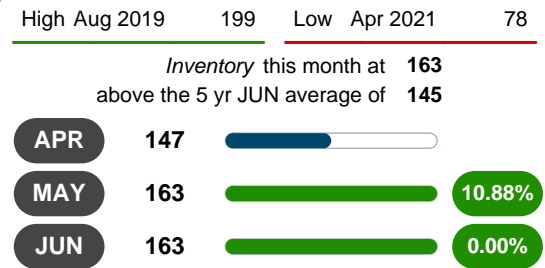


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 145



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	9.20%	50.0	9	5	1	0
\$100,001 - \$175,000	21	12.88%	46.0	8	12	1	0
\$175,001 - \$250,000	21	12.88%	56.0	5	11	5	0
\$250,001 - \$350,000	41	25.15%	46.0	3	20	15	3
\$350,001 - \$450,000	27	16.56%	56.0	4	10	13	0
\$450,001 - \$650,000	19	11.66%	60.0	0	11	6	2
\$650,001 and up	19	11.66%	104.0	1	10	3	5
Total Active Inventory by Units		163		30	79	44	10
Total Active Inventory by Volume		73,971,137	100%	6.34M	34.41M	19.67M	13.55M
Median Active Inventory Listing Price		\$305,000		\$134,250	\$299,500	\$349,420	\$622,500

# June 2023



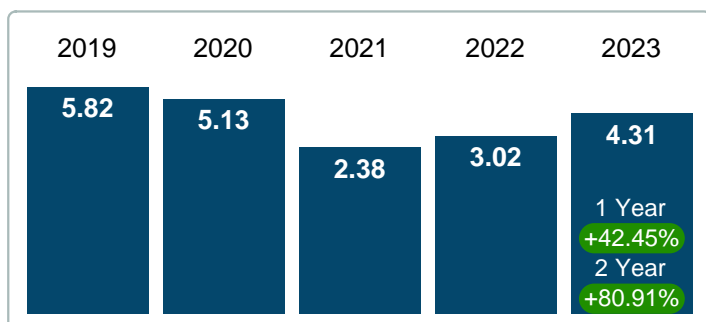
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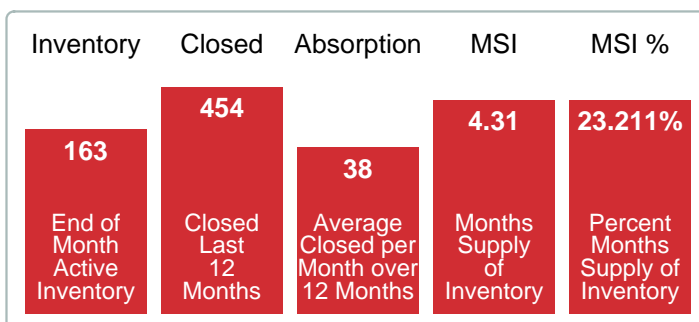
## MONTHS SUPPLY of INVENTORY (MSI)

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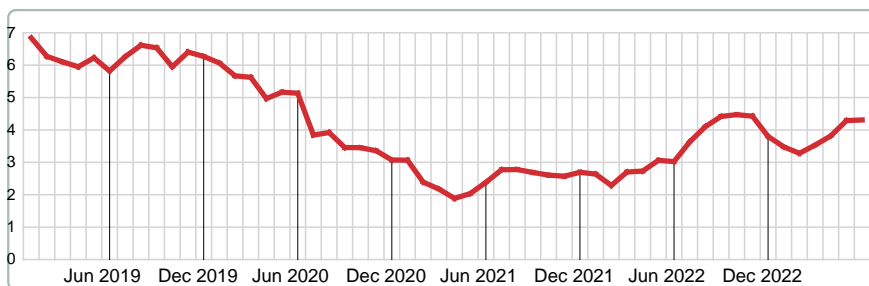
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

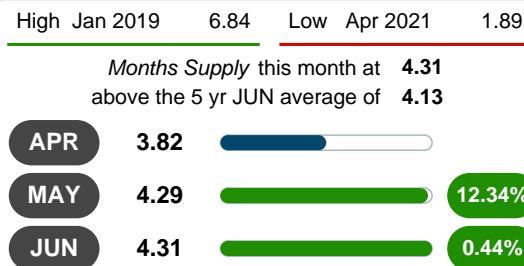


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



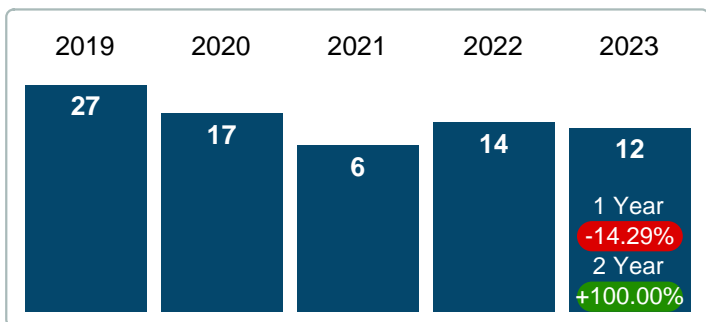
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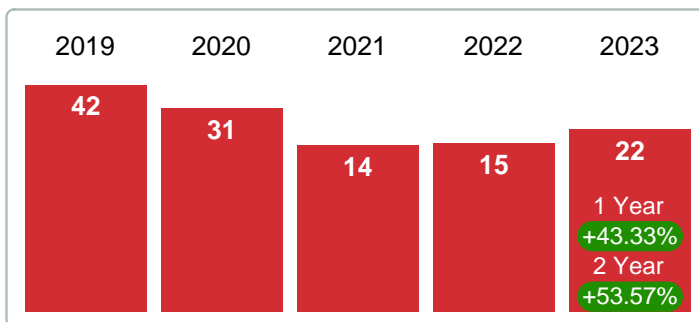
## MEDIAN DAYS ON MARKET TO SALE

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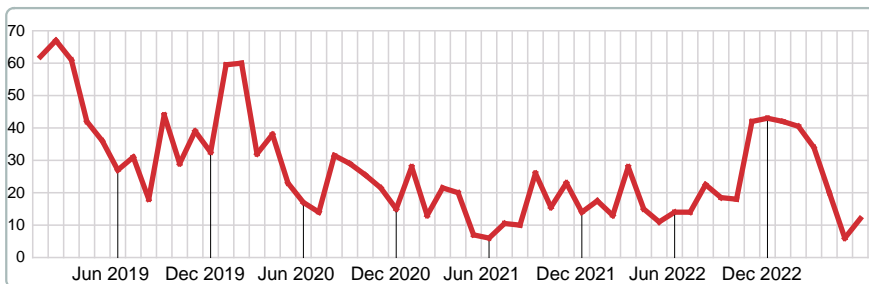
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

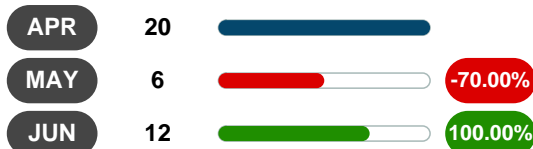


### 3 MONTHS

5 year JUN AVG = 15

High Feb 2019 67 Low May 2023 6

Median Days on Market to Sale this month at 12 below the 5 yr JUN average of 15



### 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	9.30%	16	60	15	0	0
\$75,001 - \$125,000	6.98%	5	0	3	13	0
\$125,001 - \$150,000	9.30%	5	2	7	0	0
\$150,001 - \$225,000	32.56%	18	56	12	17	0
\$225,001 - \$325,000	20.93%	10	43	10	5	0
\$325,001 - \$350,000	6.98%	123	0	223	67	0
\$350,001 and up	13.95%	34	0	19	45	0
Median Closed DOM		12	43	11	20	0
Total Closed Units	100%	12.0	5	30	8	
Total Closed Volume		9,633,420	647.75K	6.83M	2.16M	0.00B



# June 2023



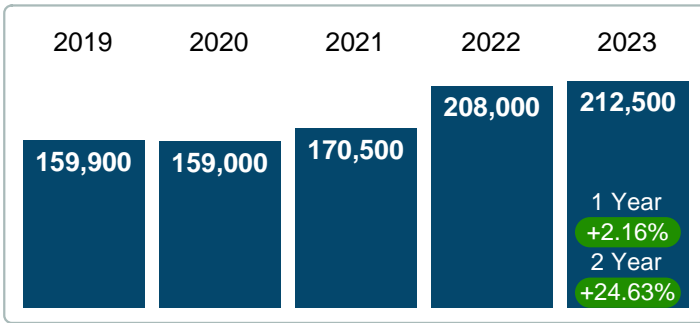
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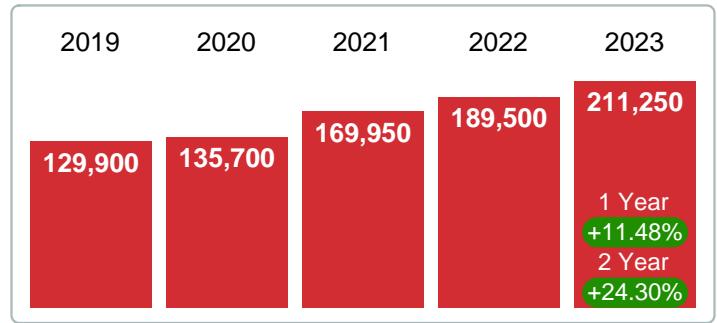
## MEDIAN LIST PRICE AT CLOSING

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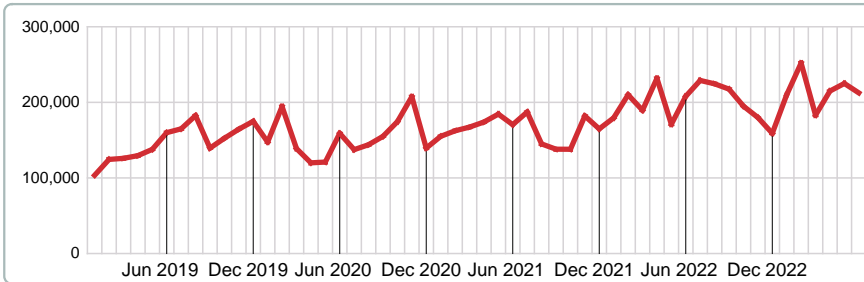
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

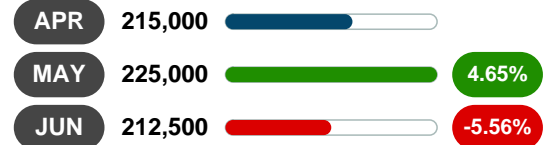


### 3 MONTHS

5 year JUN AVG = 181,980

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

Median List Price at Closing this month at **212,500**  
above the 5 yr JUN average of **181,980**



### 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	2.33%	68,000	68,000	0	0	0
\$75,001 - \$125,000	13.95%	83,750	82,500	97,500	82,000	0
\$125,001 - \$150,000	6.98%	146,500	0	146,500	0	0
\$150,001 - \$225,000	32.56%	179,450	159,900	184,900	184,500	0
\$225,001 - \$325,000	20.93%	245,000	239,000	245,000	277,690	0
\$325,001 - \$350,000	9.30%	329,500	0	329,500	331,995	0
\$350,001 and up	13.95%	424,500	0	447,444	390,495	0
<b>Median List Price</b>		<b>212,500</b>	<b>159,900</b>	<b>216,250</b>	<b>303,345</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>212,500</b>	<b>5</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>9,801,057</b>	<b>709.30K</b>	<b>6.92M</b>	<b>2.17M</b>	<b>0.00B</b>



# June 2023



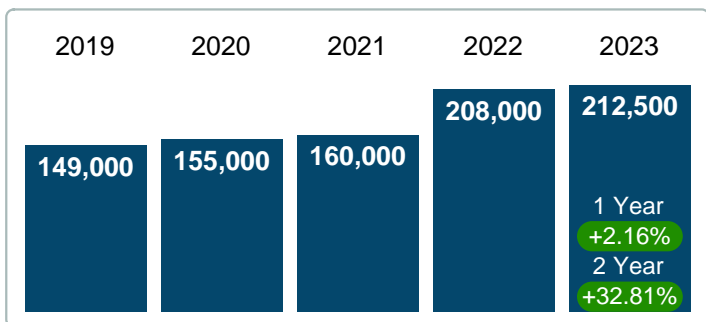
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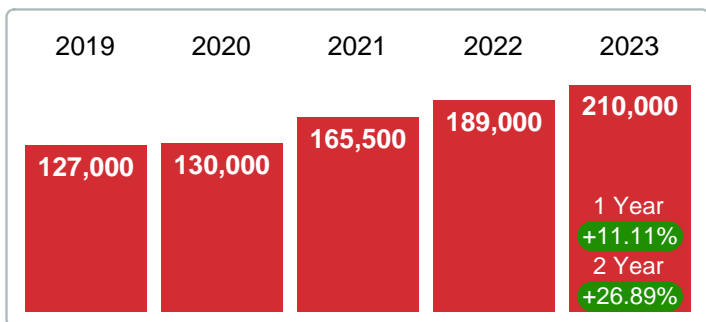
## MEDIAN SOLD PRICE AT CLOSING

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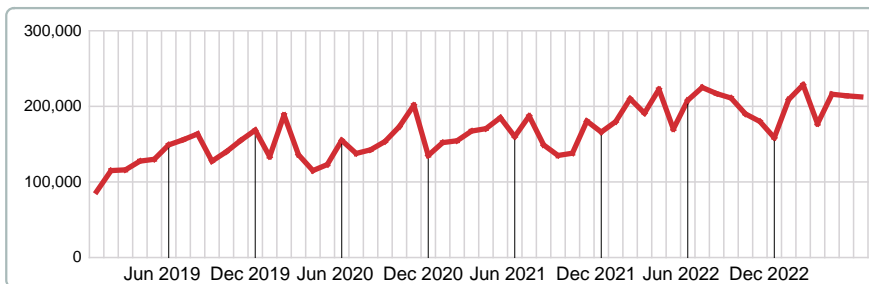
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 176,900

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

Median Sold Price at Closing this month at **212,500**  
above the 5 yr JUN average of **176,900**

APR	216,050	
MAY	214,000	-0.95%
JUN	212,500	-0.70%

### 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	4	9.30%	67,500	62,500	72,500	0	0
\$75,001 - \$125,000	3	6.98%	110,000	0	112,500	90,000	0
\$125,001 - \$150,000	4	9.30%	138,350	130,000	146,700	0	0
\$150,001 - \$225,000	14	32.56%	186,250	155,000	187,500	187,500	0
\$225,001 - \$325,000	9	20.93%	277,690	237,750	279,000	277,690	0
\$325,001 - \$350,000	3	6.98%	330,000	0	330,000	330,995	0
\$350,001 and up	6	13.95%	415,000	0	447,500	375,995	0
Median Sold Price			212,500	130,000	216,250	303,845	0
Total Closed Units		100%	212,500	5	30	8	
Total Closed Volume			9,633,420	647.75K	6.83M	2.16M	0.00B

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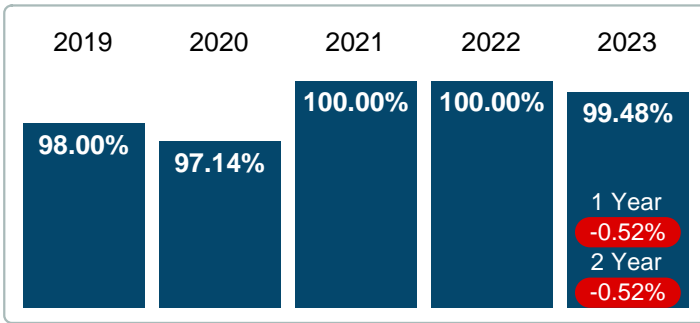
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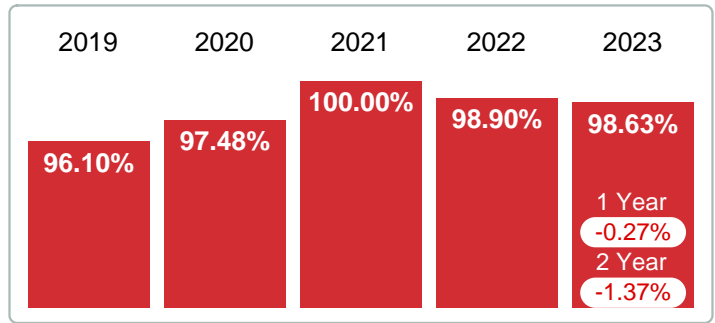
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

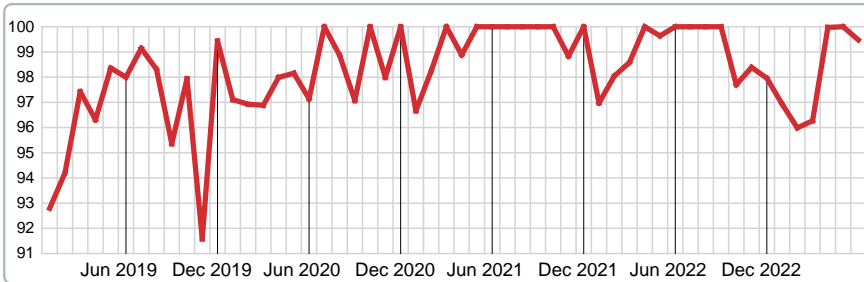
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

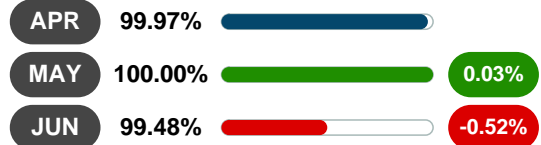


### 3 MONTHS

5 year JUN AVG = 98.92%

High May 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **99.48%**  
equal to 5 yr JUN average of **98.92%**



### 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	9.30%	87.87%	83.51%	87.87%	0.00%	0.00%
\$75,001 - \$125,000	3	6.98%	100.00%	0.00%	100.00%	109.76%	0.00%
\$125,001 - \$150,000	4	9.30%	97.79%	81.30%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	14	32.56%	99.38%	96.94%	100.00%	101.76%	0.00%
\$225,001 - \$325,000	9	20.93%	99.48%	99.48%	99.37%	100.00%	0.00%
\$325,001 - \$350,000	3	6.98%	100.00%	0.00%	100.00%	99.70%	0.00%
\$350,001 and up	6	13.95%	98.95%	0.00%	98.95%	96.58%	0.00%
Median Sold/List Ratio		99.48%		88.24%	99.91%	100.00%	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



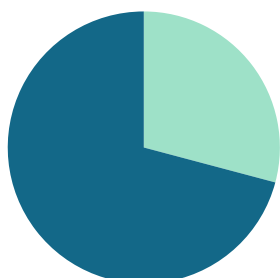
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

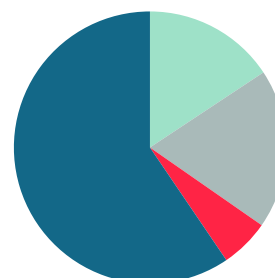


**Inventory**  
 New Listings  
**67 = 29.13%**  
 Start Inventory  
**163**  
 Total Inventory Units  
**230**  
 Volume  
**\$96,769,312**

### 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%
Median List Price	208,000	212,500	2.16%	189,500	211,250	11.48%
Median Sale Price	208,000	212,500	2.16%	189,000	210,000	11.11%
Median Percent of Selling Price to List Price	100.00%	99.48%	-0.52%	98.90%	98.63%	-0.27%
Median Days on Market to Sale	14.00	12.00	-14.29%	15.00	21.50	43.33%
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

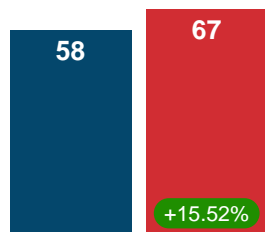
**Inventory** on June 30, 2023 = **163**

**2022** **2023**

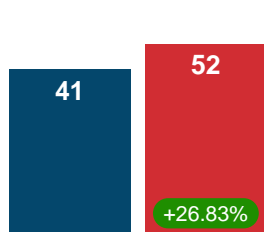
### JUNE MARKET

### MEDIAN PRICES

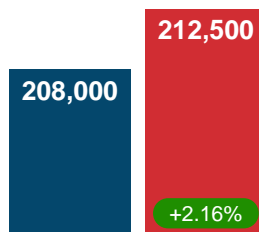
#### New Listings



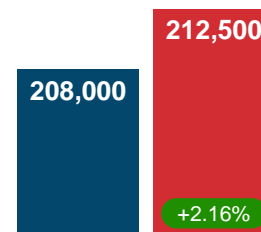
#### Pending Listings



#### List Price



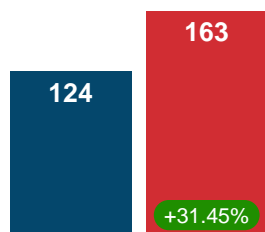
#### Sale Price



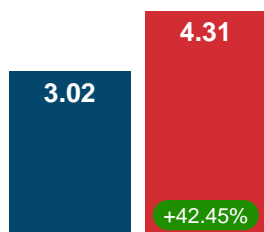
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

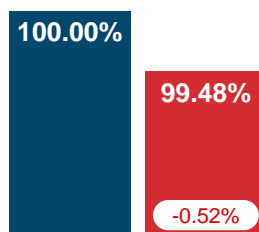
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

