

March 2023



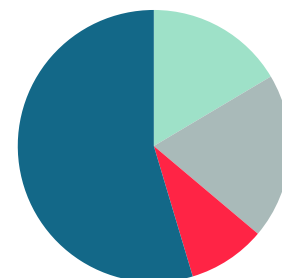
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	51	41	-19.61%
Pending Listings	48	49	2.08%
New Listings	75	78	4.00%
Average List Price	241,665	272,339	12.69%
Average Sale Price	233,184	263,435	12.97%
Average Percent of Selling Price to List Price	97.53%	95.87%	-1.70%
Average Days on Market to Sale	38.41	61.90	61.15%
End of Month Inventory	115	136	18.26%
Months Supply of Inventory	2.70	3.53	30.80%



■ Closed (16.47%)
■ Pending (19.68%)
■ Other OffMarket (9.24%)
■ Active (54.62%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of March 31, 2023 = **136**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **18.26%** to 136 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **3.53** 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 **12.97%** in March 2023 to \$263,435 versus the previous year at \$233,184.

Average Days on Market Lengthens

The average number of **61.90** days that homes spent on the market before selling increased by 23.49 days or **61.15%** in March 2023 compared to last year's same month at **38.41** DOM.

Sales Success for March 2023 is Positive

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

There were 78 New Listings in March 2023, up **4.00%** from last year at 75. Furthermore, there were 41 Closed Listings this month versus last year at 51, a **-19.61%** decrease.

Closed versus Listed trends yielded a **52.6%** ratio, down from previous year's, March 2022, at **68.0%**, a **22.70%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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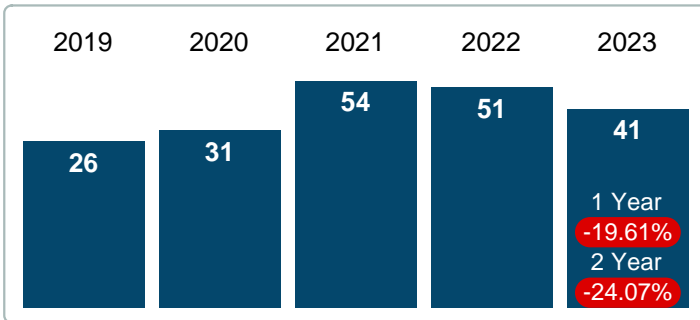
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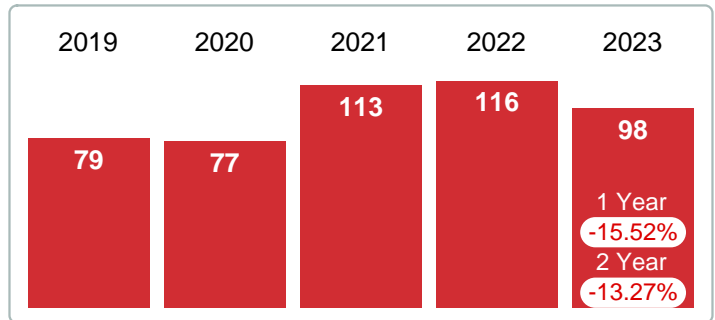
CLOSED LISTINGS

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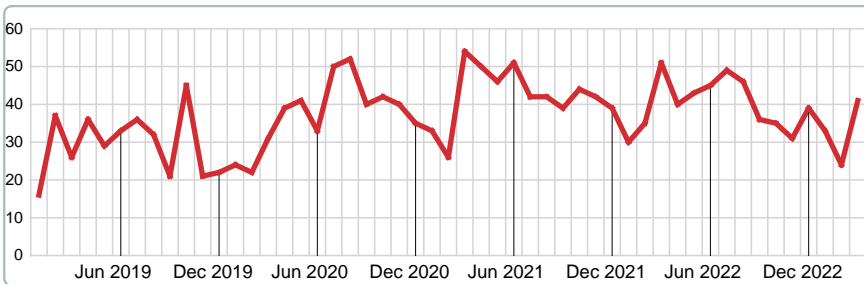
MARCH



YEAR TO DATE (YTD)

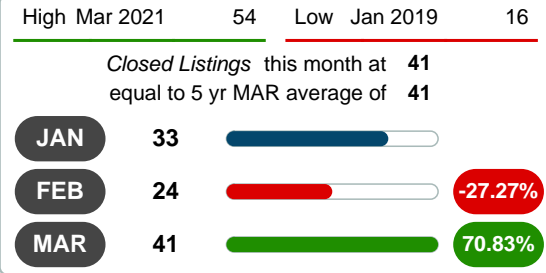


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$50,000 and less	2	4.88%	5.5	0	2	0	0
\$50,001 - \$125,000	9	21.95%	38.8	2	5	2	0
\$125,001 - \$150,000	3	7.32%	28.0	1	2	0	0
\$150,001 - \$225,000	10	24.39%	58.8	1	8	1	0
\$225,001 - \$275,000	6	14.63%	112.2	0	6	0	0
\$275,001 - \$400,000	6	14.63%	60.7	0	3	3	0
\$400,001 and up	5	12.20%	93.8	0	1	2	2
Total Closed Units	41			4	27	8	2
Total Closed Volume	10,800,825	100%	61.9	488.00K	4.99M	2.29M	3.03M
Average Closed Price	\$263,435			\$122,000	\$184,849	\$285,988	\$1,517,000

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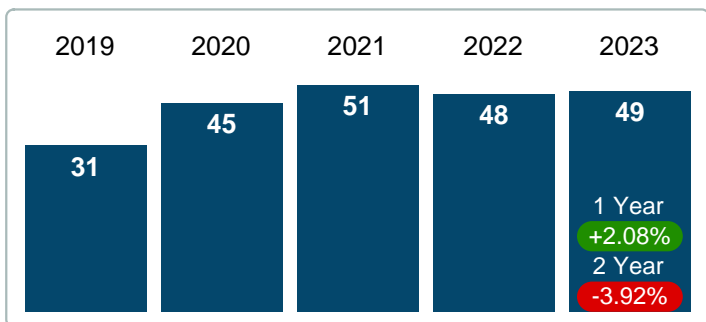
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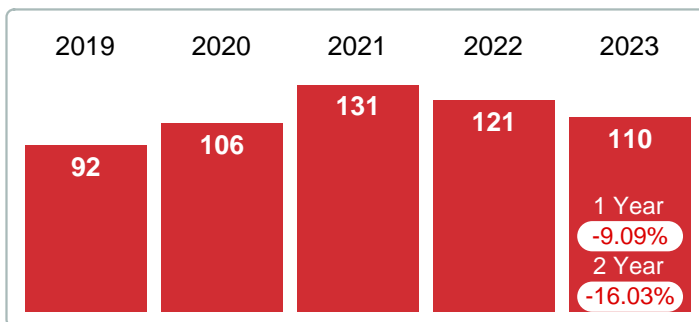
PENDING LISTINGS

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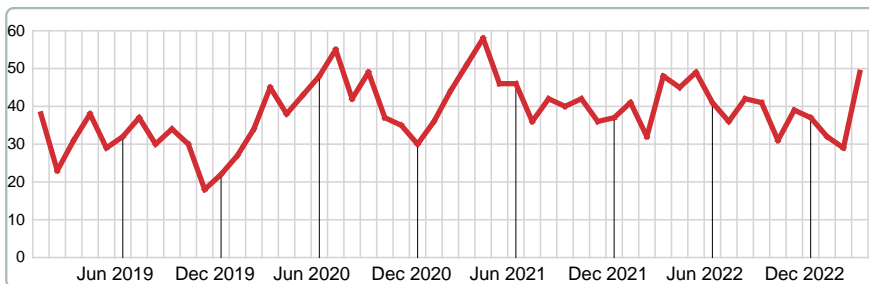
MARCH



YEAR TO DATE (YTD)

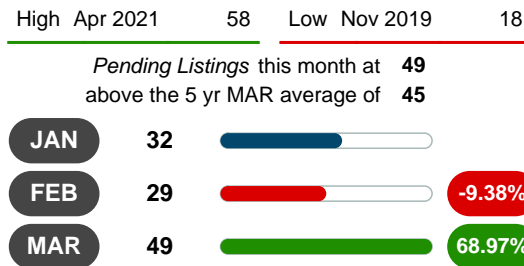


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45



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	3	6.12%	131.7	1	2	0	0
\$50,001 - \$100,000	4	8.16%	33.3	0	3	1	0
\$100,001 - \$150,000	7	14.29%	25.4	2	3	2	0
\$150,001 - \$200,000	15	30.61%	41.5	1	14	0	0
\$200,001 - \$250,000	8	16.33%	27.1	1	6	1	0
\$250,001 - \$375,000	7	14.29%	49.3	0	1	6	0
\$375,001 and up	5	10.20%	73.6	0	1	4	0
Total Pending Units	49			5	30	14	0
Total Pending Volume	10,065,710	100%	47.0	713.90K	5.15M	4.20M	0.00B
Average Listing Price	\$205,848			\$142,780	\$171,813	\$299,816	\$0

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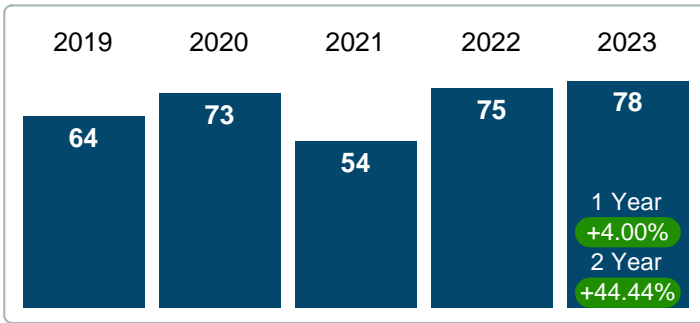
Area Delimited by County Of Mayes - Residential Property Type



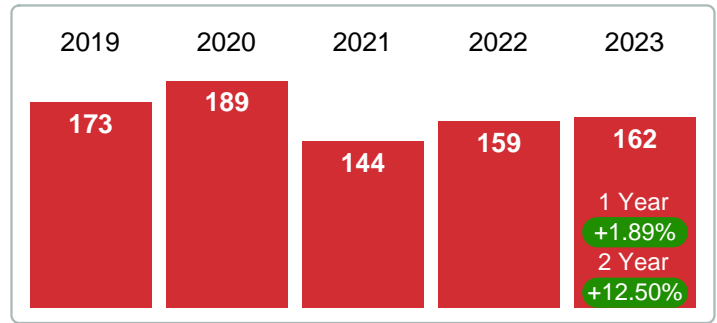
NEW LISTINGS

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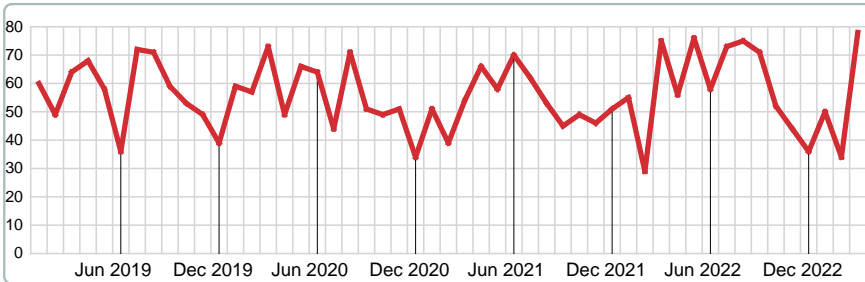
MARCH



YEAR TO DATE (YTD)

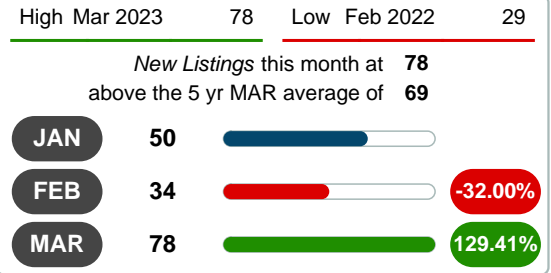


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 69



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.41%	1	3	1	0
\$100,001 - \$150,000	12	15.38%	4	7	1	0
\$150,001 - \$175,000	11	14.10%	2	9	0	0
\$175,001 - \$250,000	17	21.79%	4	11	2	0
\$250,001 - \$350,000	15	19.23%	1	4	10	0
\$350,001 - \$625,000	10	12.82%	0	3	7	0
\$625,001 and up	8	10.26%	0	4	2	2
Total New Listed Units	78		12	41	23	2
Total New Listed Volume	26,625,045	100%	2.06M	10.84M	9.24M	4.48M
Average New Listed Listing Price	\$230,749		\$171,642	\$264,336	\$401,894	\$2,242,000

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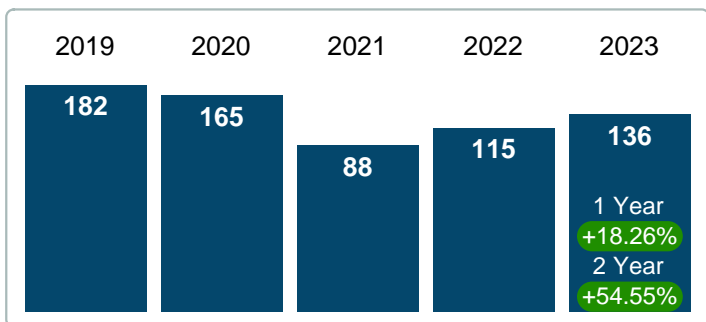
Area Delimited by County Of Mayes - Residential Property Type



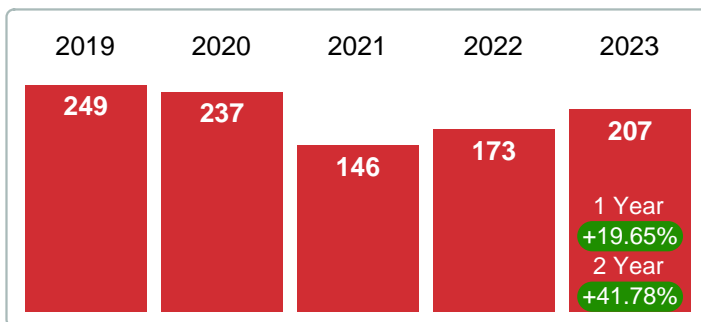
ACTIVE INVENTORY

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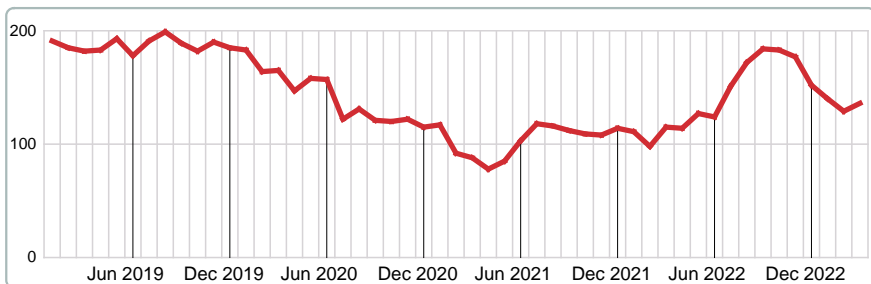
END OF MARCH



ACTIVE DURING MARCH

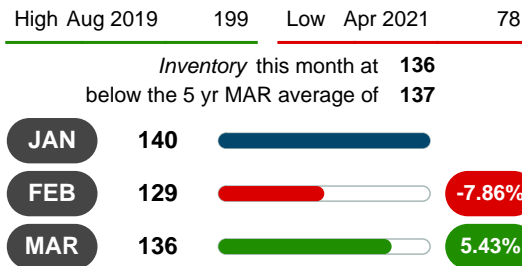


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 137



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	11	8.09%	95.5	7	3	1	0
\$100,001 - \$175,000	19	13.97%	67.5	4	14	0	1
\$175,001 - \$225,000	16	11.76%	48.7	2	12	2	0
\$225,001 - \$325,000	34	25.00%	75.2	2	19	10	3
\$325,001 - \$450,000	27	19.85%	105.0	4	12	10	1
\$450,001 - \$725,000	15	11.03%	110.7	0	7	6	2
\$725,001 and up	14	10.29%	55.5	0	8	2	4
Total Active Inventory by Units	136			19	75	31	11
Total Active Inventory by Volume	57,915,765	100%	80.5	3.50M	27.23M	14.76M	12.43M
Average Active Inventory Listing Price	\$425,851			\$183,958	\$363,048	\$476,054	\$1,130,391

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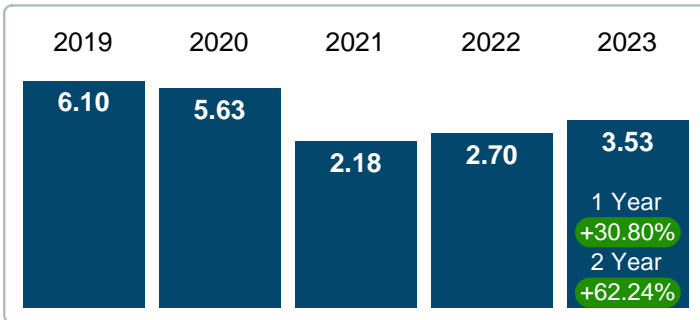
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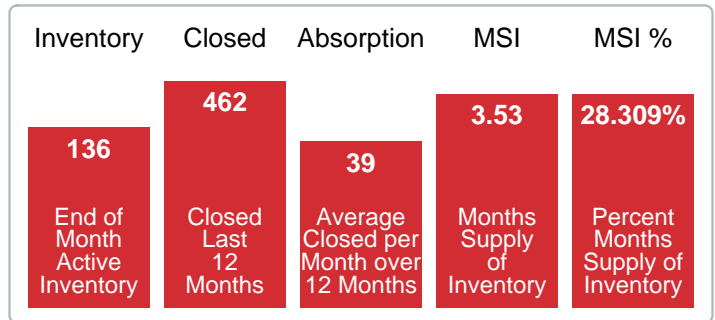
MONTHS SUPPLY of INVENTORY (MSI)

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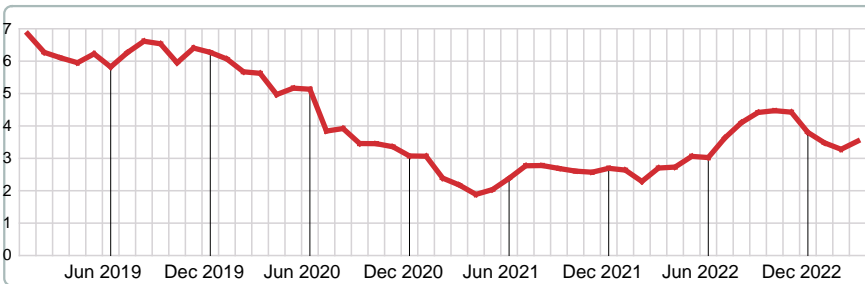
MSI FOR MARCH



INDICATORS FOR MARCH 2023

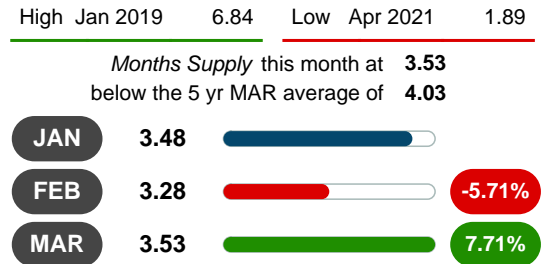


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.03



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	11	8.09%	1.83	2.15	1.20	4.00	0.00
\$100,001 - \$175,000	19	13.97%	1.77	1.41	1.93	0.00	0.00
\$175,001 - \$225,000	16	11.76%	2.87	3.00	2.94	4.00	0.00
\$225,001 - \$325,000	34	25.00%	3.81	1.85	3.26	5.71	12.00
\$325,001 - \$450,000	27	19.85%	6.35	12.00	5.54	7.50	2.40
\$450,001 - \$725,000	15	11.03%	8.18	0.00	9.33	7.20	12.00
\$725,001 and up	14	10.29%	12.00	0.00	24.00	12.00	6.86
Market Supply of Inventory (MSI)			3.53	2.28	3.27	5.64	6.29
Total Active Inventory by Units		100%	3.53	19	75	31	11

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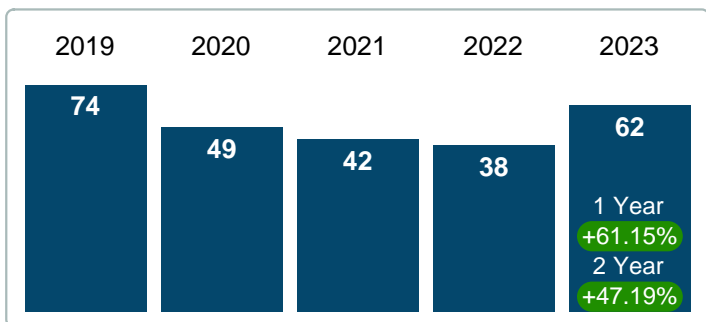
Area Delimited by County Of Mayes - Residential Property Type



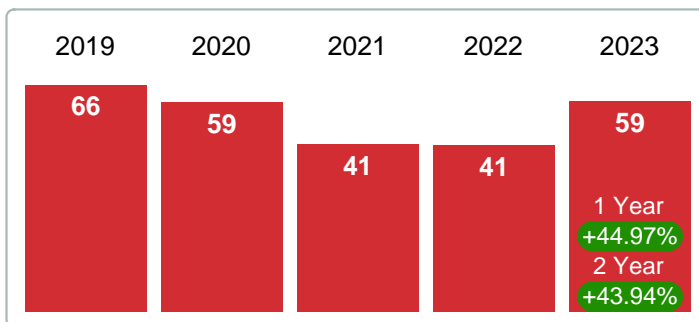
AVERAGE DAYS ON MARKET TO SALE

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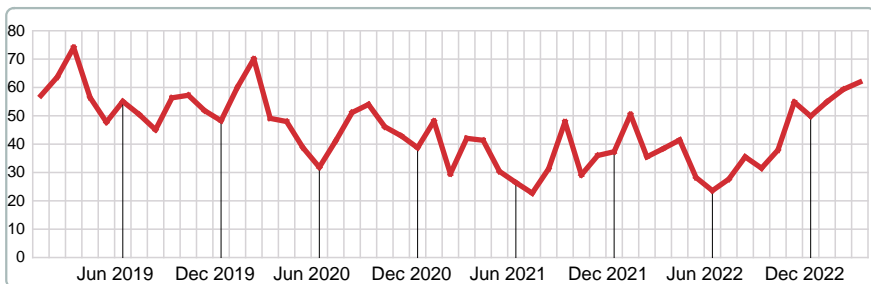
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 53

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 62 above the 5 yr MAR average of 53

Month	Value	% Change
JAN	55	
FEB	59	7.94%
MAR	62	4.33%

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
\$50,000 and less	4.88%	6	0	6	0	0
\$50,001 - \$125,000	21.95%	39	88	28	16	0
\$125,001 - \$150,000	7.32%	28	16	34	0	0
\$150,001 - \$225,000	24.39%	59	4	61	100	0
\$225,001 - \$275,000	14.63%	112	0	112	0	0
\$275,001 - \$400,000	14.63%	61	0	25	96	0
\$400,001 and up	12.20%	94	0	138	81	85
Average Closed DOM		62	49	59	73	85
Total Closed Units	100%	62	4	27	8	2
Total Closed Volume		10,800,825	488.00K	4.99M	2.29M	3.03M

March 2023



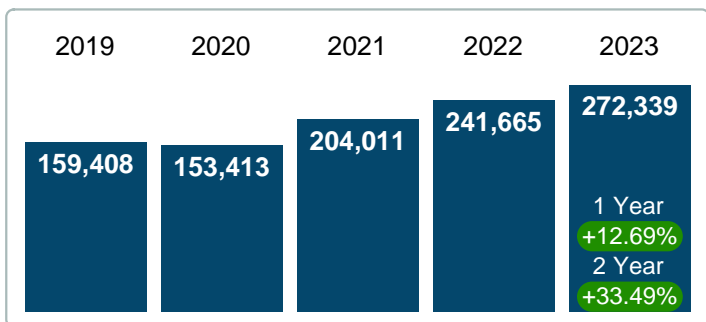
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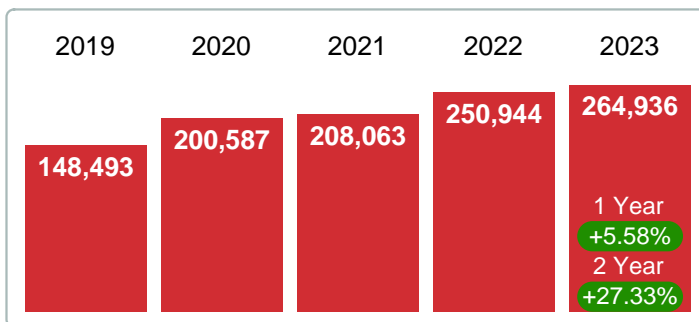
AVERAGE LIST PRICE AT CLOSING

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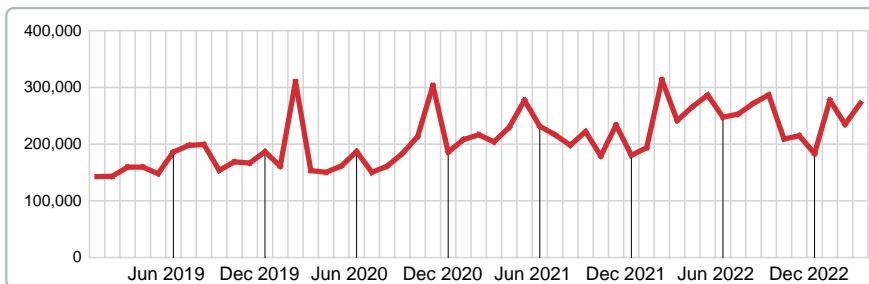
MARCH



YEAR TO DATE (YTD)

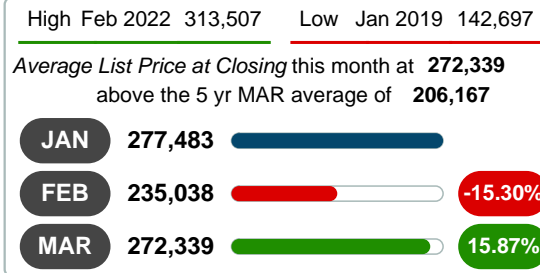


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 206,167



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
\$50,000 and less	4.88%	45,000	0	45,000	0	0
\$50,001 - \$125,000	21.95%	101,422	94,450	111,380	92,450	0
\$125,001 - \$150,000	2.44%	142,900	160,000	145,000	0	0
\$150,001 - \$225,000	29.27%	172,933	165,000	175,036	184,900	0
\$225,001 - \$275,000	14.63%	252,467	0	252,467	0	0
\$275,001 - \$400,000	14.63%	305,467	0	309,967	300,967	0
\$400,001 and up	12.20%	919,480	0	447,500	525,000	1,549,950
Average List Price		272,339	128,475	193,681	290,338	1,549,950
Total Closed Units	100%	272,339	4	27	8	2
Total Closed Volume		11,165,890	513.90K	5.23M	2.32M	3.10M

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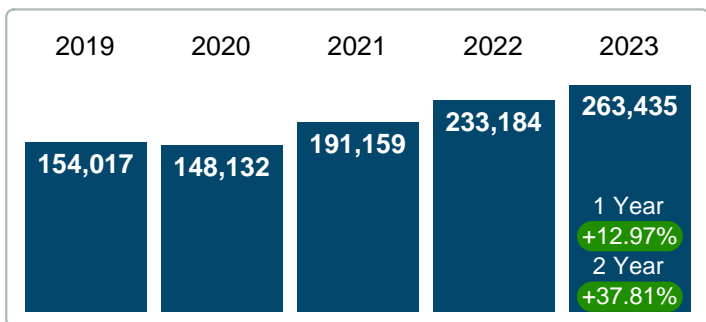
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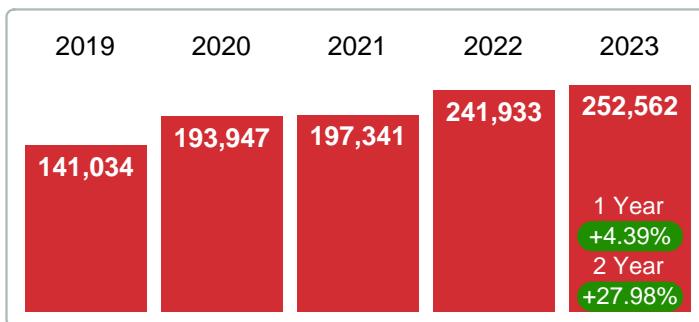
AVERAGE SOLD PRICE AT CLOSING

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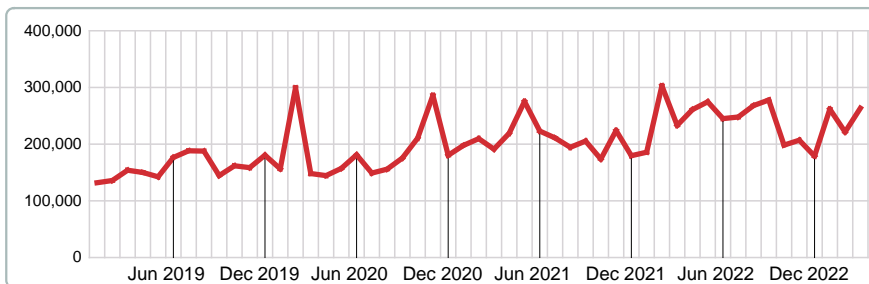
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 197,985

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

Average Sold Price at Closing this month at **263,435**
above the 5 yr MAR average of **197,985**

Month	Average Sold Price	% Change
JAN	261,727	
FEB	221,387	-15.41%
MAR	263,435	18.99%

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
\$50,000 and less	4.88%	40,550	0	40,550	0	0
\$50,001 - \$125,000	21.95%	95,622	85,500	99,920	95,000	0
\$125,001 - \$150,000	7.32%	142,333	147,000	140,000	0	0
\$150,001 - \$225,000	24.39%	172,423	170,000	172,028	178,000	0
\$225,001 - \$275,000	14.63%	239,333	0	239,333	0	0
\$275,001 - \$400,000	14.63%	302,150	0	302,667	301,633	0
\$400,001 and up	12.20%	891,800	0	410,000	507,500	1,517,000
Average Sold Price		263,435	122,000	184,849	285,988	1,517,000
Total Closed Units	100%	263,435	4	27	8	2
Total Closed Volume		10,800,825	488.00K	4.99M	2.29M	3.03M

March 2023



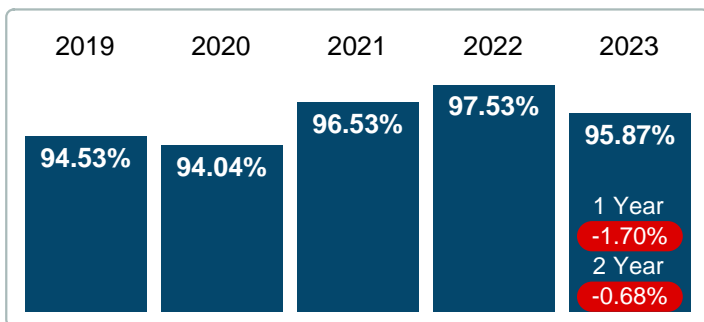
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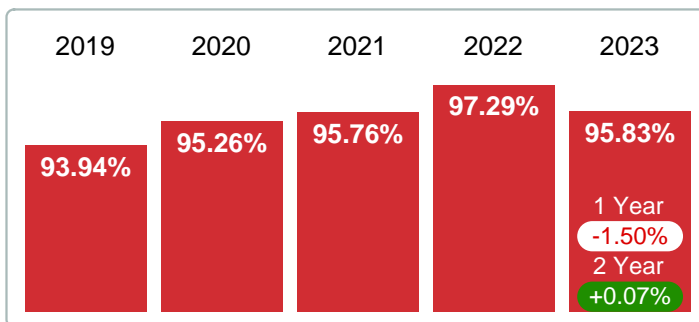
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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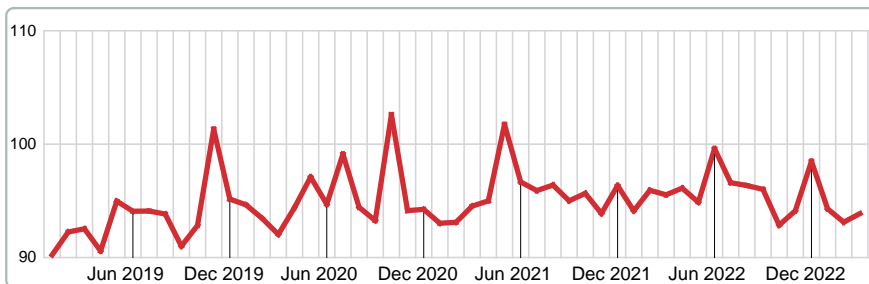
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

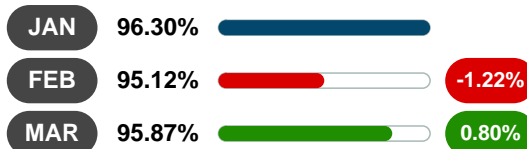


3 MONTHS

5 year MAR AVG = 95.70%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.87%** equal to 5 yr MAR average of **95.70%**



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
\$50,000 and less	2	4.88%	90.11%	0.00%	90.11%	0.00%	0.00%
\$50,001 - \$125,000	9	21.95%	92.99%	88.80%	90.16%	104.26%	0.00%
\$125,001 - \$150,000	3	7.32%	95.72%	91.88%	97.65%	0.00%	0.00%
\$150,001 - \$225,000	10	24.39%	98.68%	103.03%	98.44%	96.27%	0.00%
\$225,001 - \$275,000	6	14.63%	94.85%	0.00%	94.85%	0.00%	0.00%
\$275,001 - \$400,000	6	14.63%	98.94%	0.00%	97.59%	100.28%	0.00%
\$400,001 and up	5	12.20%	95.42%	0.00%	91.62%	96.61%	96.12%
Average Sold/List Ratio		95.90%		93.13%	95.08%	99.86%	96.12%
Total Closed Units		41	100%	4	27	8	2
Total Closed Volume		10,800,825		488.00K	4.99M	2.29M	3.03M

March 2023



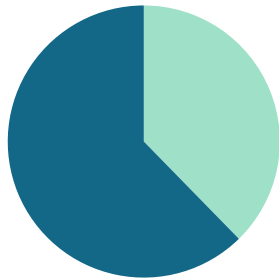
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

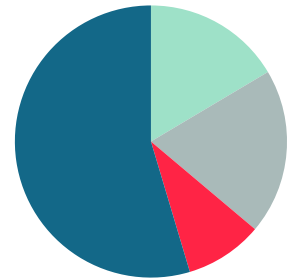


Inventory
 New Listings
78 = 37.68%
 Start Inventory
129
 Total Inventory Units
207
 Volume
\$77,410,995

Market Activity

Closed Sales
41 = 16.47%
 Pending Sales
49 = 19.68%
 Other Off Market
23 = 9.24%
 Active Inventory
136 = 54.62%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	51	41	-19.61%	116	98	-15.52%
Pending Sales	48	49	2.08%	121	110	-9.09%
New Listings	75	78	4.00%	159	162	1.89%
Average List Price	241,665	272,339	12.69%	250,944	264,936	5.58%
Average Sale Price	233,184	263,435	12.97%	241,933	252,562	4.39%
Average Percent of Selling Price to List Price	97.53%	95.87%	-1.70%	97.29%	95.83%	-1.50%
Average Days on Market to Sale	38.41	61.90	61.15%	40.66	58.94	44.97%
Monthly Inventory	115	136	18.26%	115	136	18.26%
Months Supply of Inventory	2.70	3.53	30.80%	2.70	3.53	30.80%

Absorption: Last 12 months, an Average of **39** Sales/Month

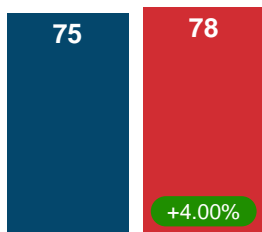
Inventory on March 31, 2023 = **136**

2022 2023

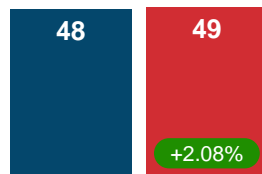
MARCH MARKET

AVERAGE PRICES

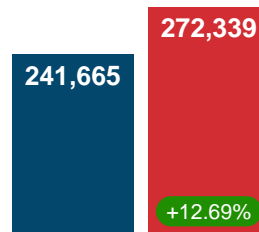
New Listings



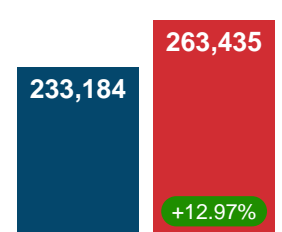
Pending Listings



List Price



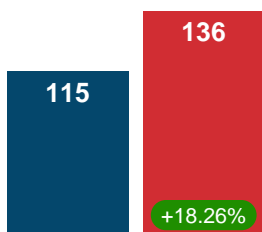
Sale Price



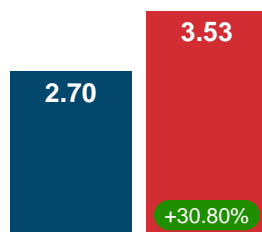
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

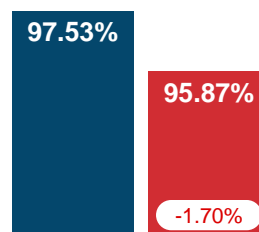
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

