

March 2023



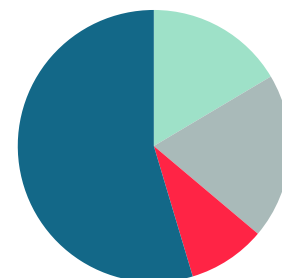
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	189,500	183,040	-3.41%
Median Sale Price	191,000	177,000	-7.33%
Median Percent of Selling Price to List Price	98.59%	96.27%	-2.35%
Median Days on Market to Sale	28.00	34.00	21.43%
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.

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 **7.33%** in March 2023 to \$177,000 versus the previous year at \$191,000.

Median Days on Market Lengthens

The median number of **34.00** days that homes spent on the market before selling increased by 6.00 days or **21.43%** in March 2023 compared to last year's same month at **28.00** DOM.

Sales Success for March 2023 is Positive

Overall, with Median Prices falling 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 Monthly 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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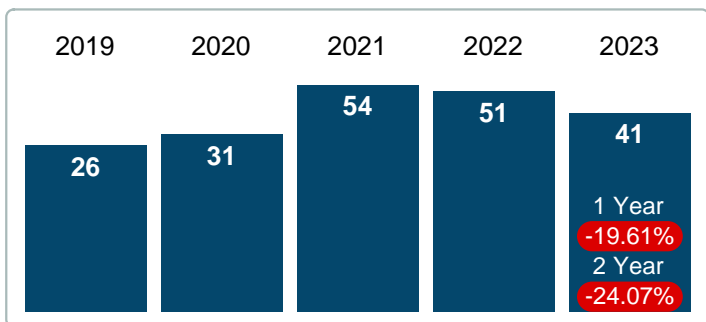
Area Delimited by County Of Mayes - Residential Property Type



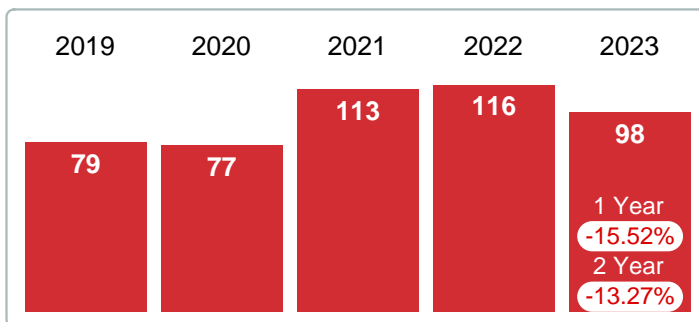
CLOSED LISTINGS

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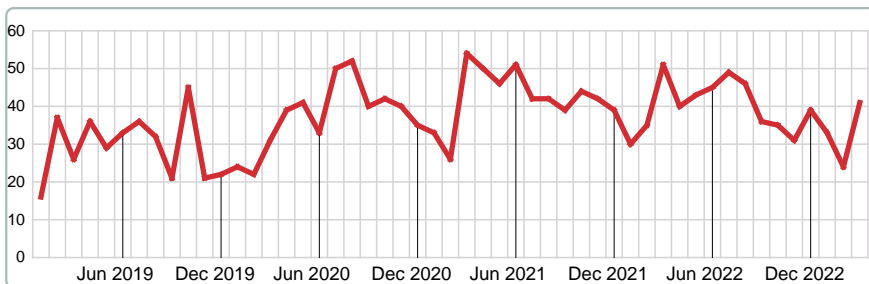
MARCH



YEAR TO DATE (YTD)

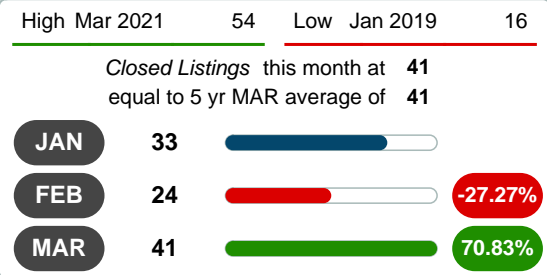


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	27.0	2	5	2	0
\$125,001 - \$150,000	3	7.32%	16.0	1	2	0	0
\$150,001 - \$225,000	10	24.39%	29.5	1	8	1	0
\$225,001 - \$275,000	6	14.63%	117.5	0	6	0	0
\$275,001 - \$400,000	6	14.63%	36.5	0	3	3	0
\$400,001 and up	5	12.20%	128.0	0	1	2	2
Total Closed Units	41			4	27	8	2
Total Closed Volume	10,800,825	100%	34.0	488.00K	4.99M	2.29M	3.03M
Median Closed Price	\$177,000			\$128,000	\$175,000	\$289,500	\$1,517,000

March 2023



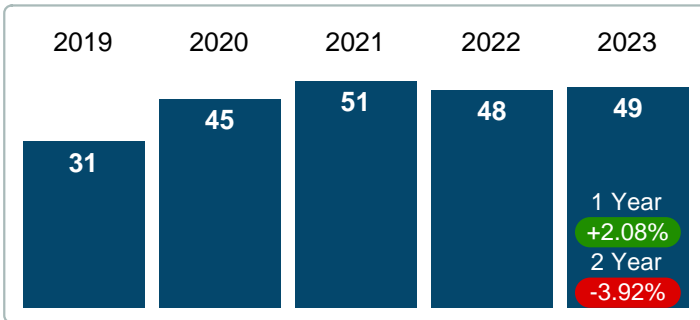
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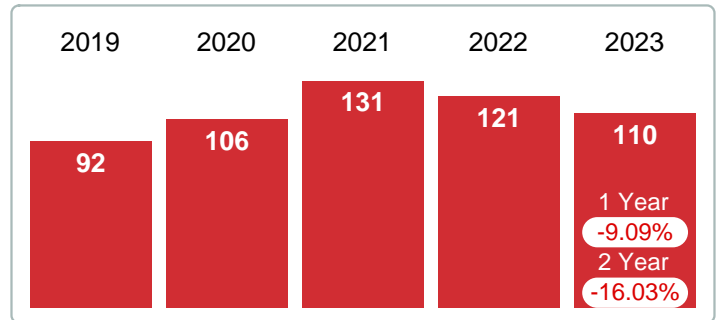
PENDING LISTINGS

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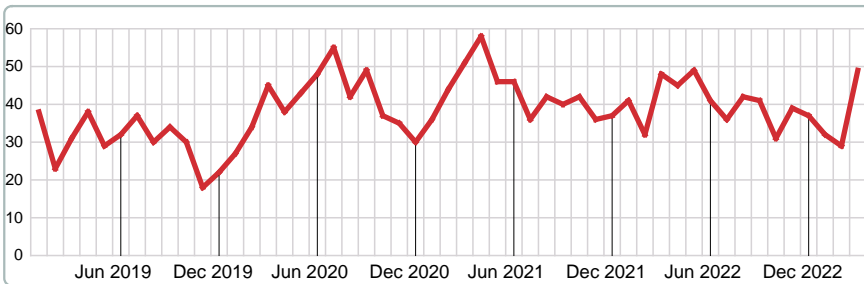
MARCH



YEAR TO DATE (YTD)

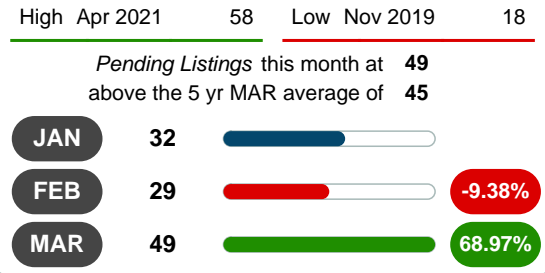


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.12%	10.0	1	2	0	0
\$50,001 - \$100,000	4	8.16%	25.0	0	3	1	0
\$100,001 - \$150,000	7	14.29%	3.0	2	3	2	0
\$150,001 - \$200,000	15	30.61%	20.0	1	14	0	0
\$200,001 - \$250,000	8	16.33%	13.0	1	6	1	0
\$250,001 - \$375,000	7	14.29%	13.0	0	1	6	0
\$375,001 and up	5	10.20%	32.0	0	1	4	0
Total Pending Units	49			5	30	14	0
Total Pending Volume	10,065,710	100%	17.0	713.90K	5.15M	4.20M	0.00B
Median Listing Price	\$185,000			\$150,000	\$174,995	\$334,450	\$0

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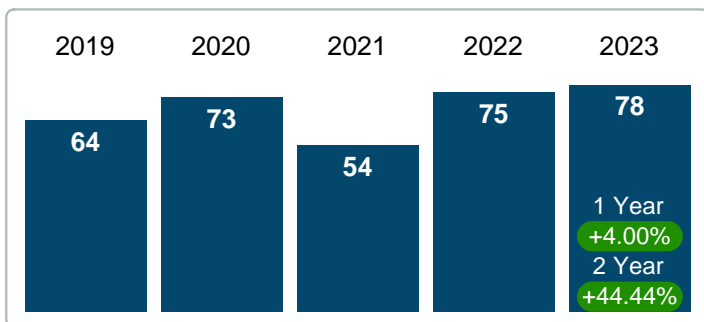
Area Delimited by County Of Mayes - Residential Property Type



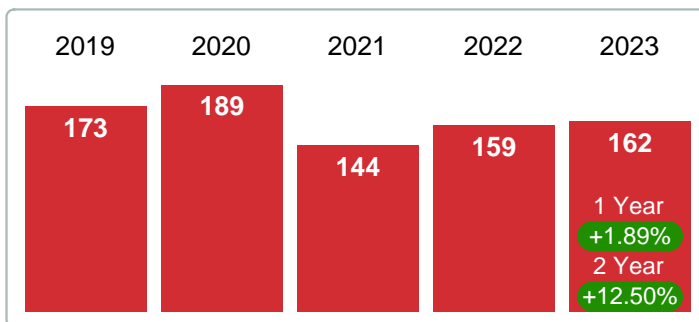
NEW LISTINGS

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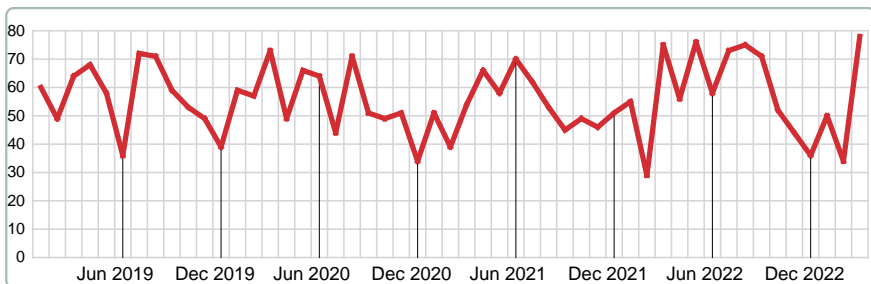
MARCH



YEAR TO DATE (YTD)

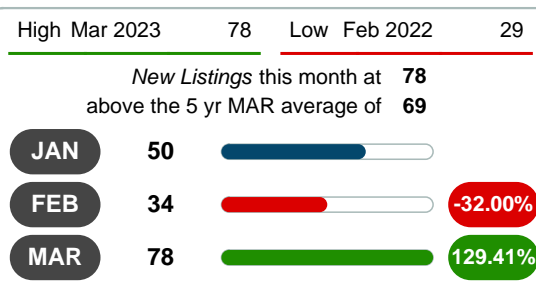


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$225,000		\$164,450	\$180,000	\$339,990	\$2,242,000

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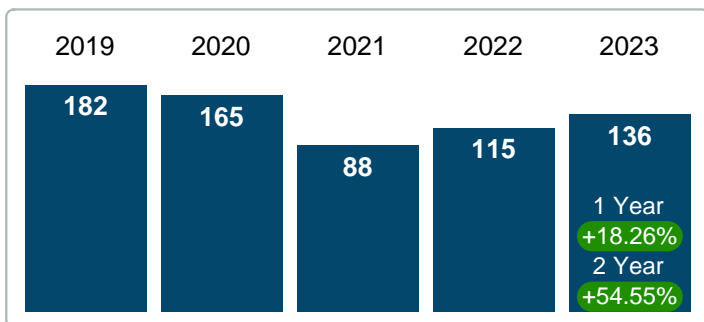
Area Delimited by County Of Mayes - Residential Property Type



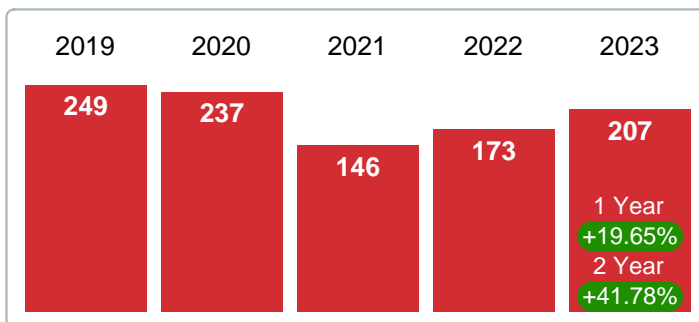
ACTIVE INVENTORY

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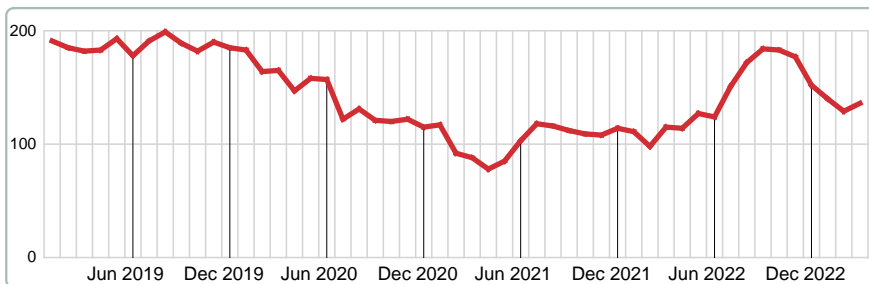
END OF MARCH



ACTIVE DURING MARCH

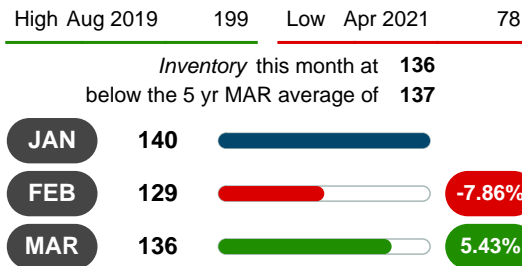


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 137



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	11	8.09%	83.0	7	3	1	0
\$100,001 - \$175,000	19	13.97%	18.0	4	14	0	1
\$175,001 - \$225,000	16	11.76%	26.0	2	12	2	0
\$225,001 - \$325,000	34	25.00%	59.0	2	19	10	3
\$325,001 - \$450,000	27	19.85%	114.0	4	12	10	1
\$450,001 - \$725,000	15	11.03%	49.0	0	7	6	2
\$725,001 and up	14	10.29%	41.0	0	8	2	4
Total Active Inventory by Units	136			19	75	31	11
Total Active Inventory by Volume	57,915,765	100%	59.0	3.50M	27.23M	14.76M	12.43M
Median Active Inventory Listing Price	\$269,000			\$145,000	\$249,900	\$345,000	\$499,000

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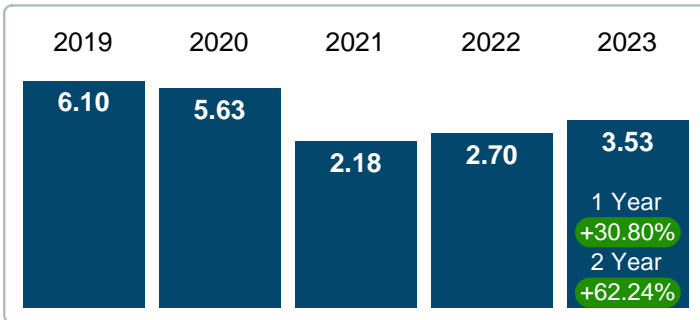
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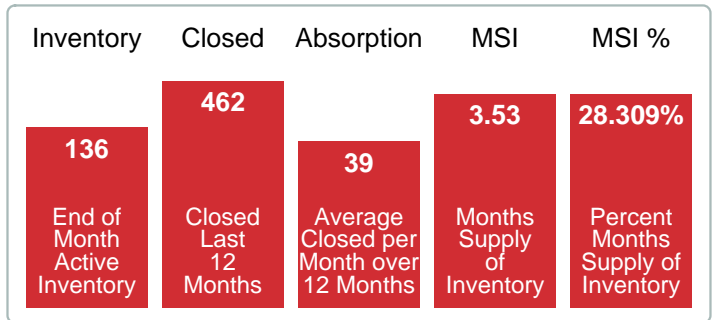
MONTHS SUPPLY of INVENTORY (MSI)

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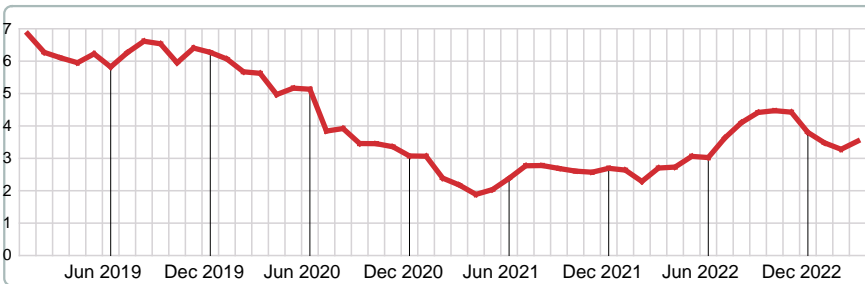
MSI FOR MARCH



INDICATORS FOR MARCH 2023

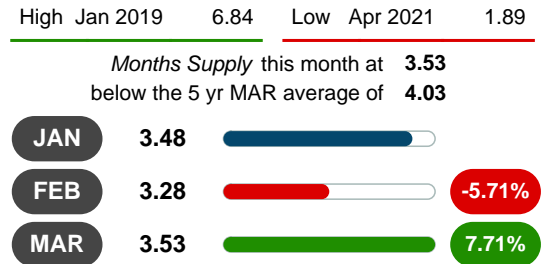


5 YEAR MARKET ACTIVITY TRENDS



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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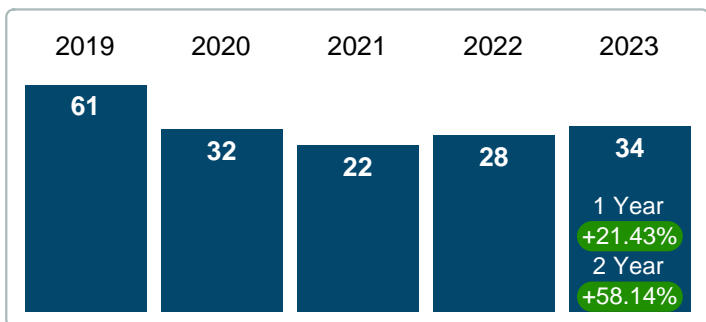
Area Delimited by County Of Mayes - Residential Property Type



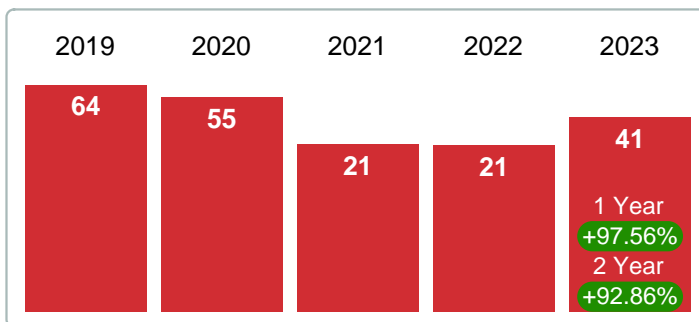
MEDIAN DAYS ON MARKET TO SALE

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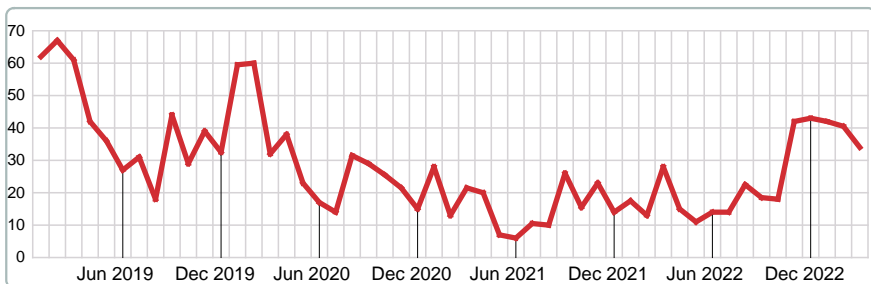
MARCH



YEAR TO DATE (YTD)

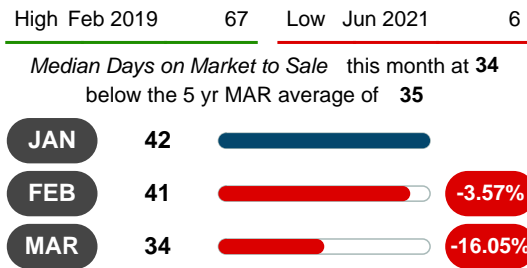


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 35



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
\$50,000 and less	4.88%	6	0	6	0	0
\$50,001 - \$125,000	21.95%	27	88	7	16	0
\$125,001 - \$150,000	7.32%	16	16	34	0	0
\$150,001 - \$225,000	24.39%	30	4	30	100	0
\$225,001 - \$275,000	14.63%	118	0	118	0	0
\$275,001 - \$400,000	14.63%	37	0	34	71	0
\$400,001 and up	12.20%	128	0	138	81	85
Median Closed DOM		34	22	34	51	85
Total Closed Units	100%	41	4	27	8	2
Total Closed Volume		10,800,825	488.00K	4.99M	2.29M	3.03M

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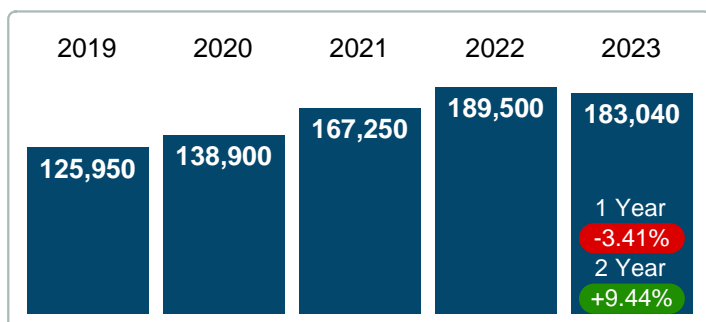
Area Delimited by County Of Mayes - Residential Property Type



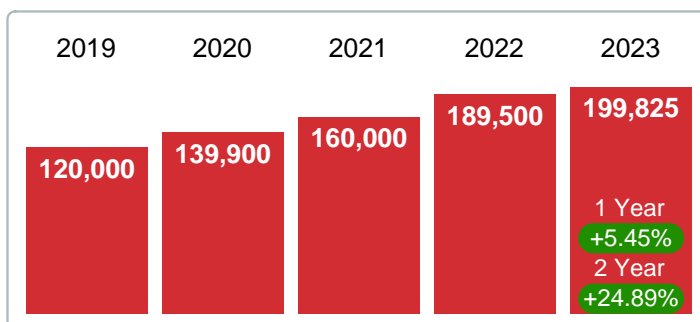
MEDIAN LIST PRICE AT CLOSING

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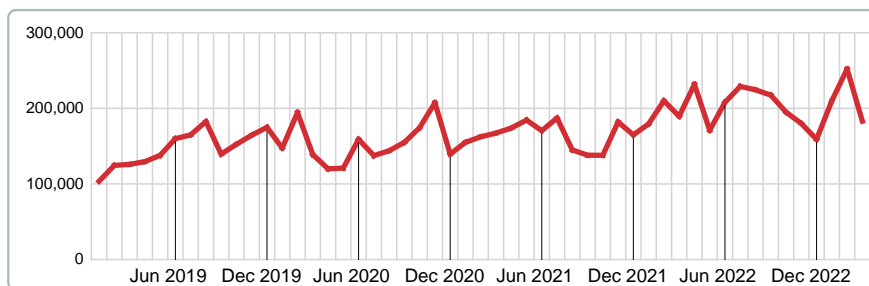
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

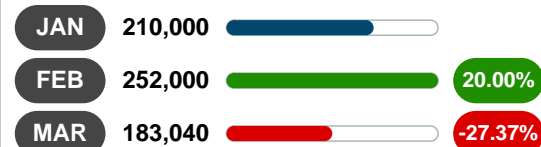


3 MONTHS

5 year MAR AVG = 160,928

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

Median List Price at Closing this month at **183,040**
 above the 5 yr MAR average of **160,928**



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
\$50,000 and less	2	4.88%	45,000	0	45,000	0	0
\$50,001 - \$125,000	9	21.95%	109,000	94,450	115,000	92,450	0
\$125,001 - \$150,000	1	2.44%	142,900	0	142,900	0	0
\$150,001 - \$225,000	12	29.27%	165,000	162,500	165,000	184,900	0
\$225,001 - \$275,000	6	14.63%	250,000	0	250,000	0	0
\$275,001 - \$400,000	6	14.63%	304,950	0	310,000	289,000	0
\$400,001 and up	5	12.20%	565,000	0	447,500	525,000	1,549,950
Median List Price			183,040	134,500	179,000	286,500	1,549,950
Total Closed Units		100%	183,040	4	27	8	2
Total Closed Volume				513.90K	5.23M	2.32M	3.10M

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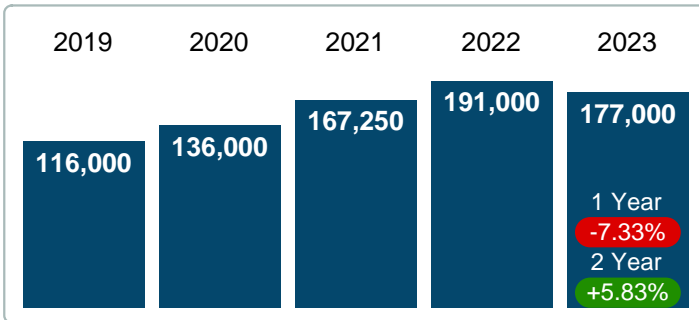
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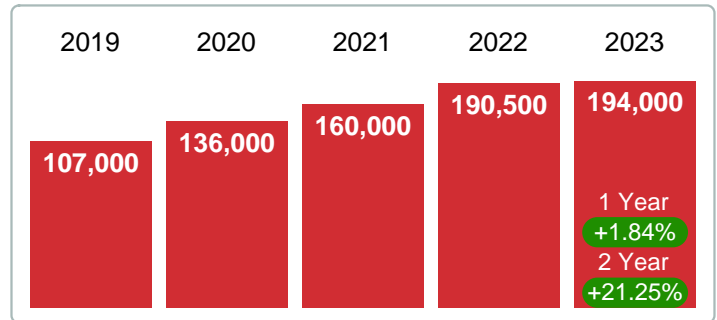
MEDIAN SOLD PRICE AT CLOSING

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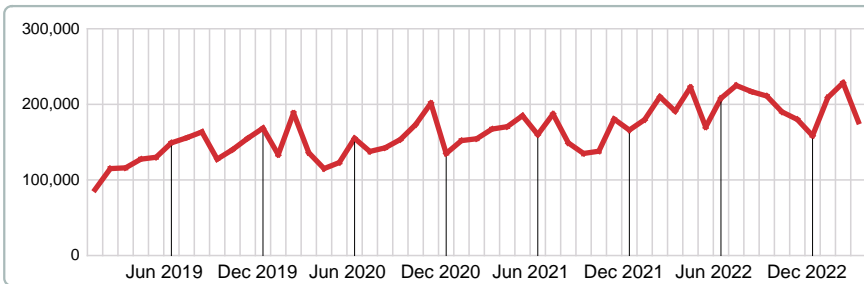
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

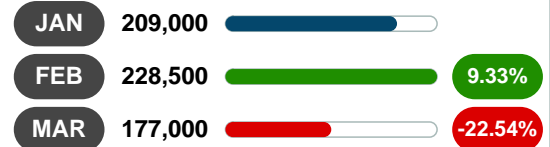


3 MONTHS

5 year MAR AVG = 157,450

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

Median Sold Price at Closing this month at **177,000**
 above the 5 yr MAR average of **157,450**



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
\$50,000 and less	4.88%	40,550	0	40,550	0	0
\$50,001 - \$125,000	21.95%	95,000	85,500	95,000	95,000	0
\$125,001 - \$150,000	7.32%	147,000	147,000	140,000	0	0
\$150,001 - \$225,000	24.39%	172,500	170,000	171,500	178,000	0
\$225,001 - \$275,000	14.63%	235,500	0	235,500	0	0
\$275,001 - \$400,000	14.63%	301,000	0	303,000	299,000	0
\$400,001 and up	12.20%	550,000	0	410,000	507,500	1,517,000
Median Sold Price		177,000	128,000	175,000	289,500	1,517,000
Total Closed Units		41	4	27	8	2
Total Closed Volume		10,800,825	488.00K	4.99M	2.29M	3.03M

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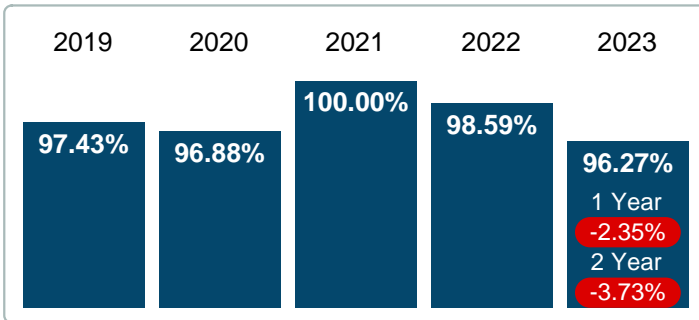
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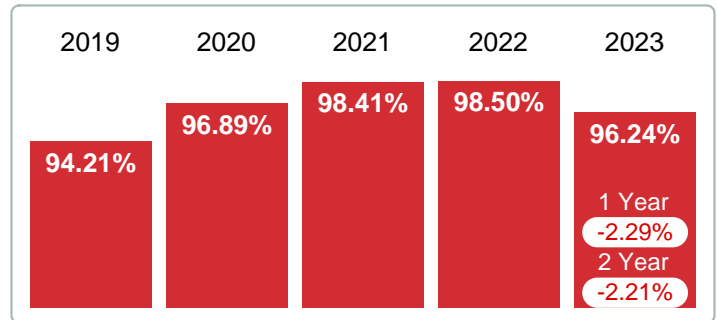
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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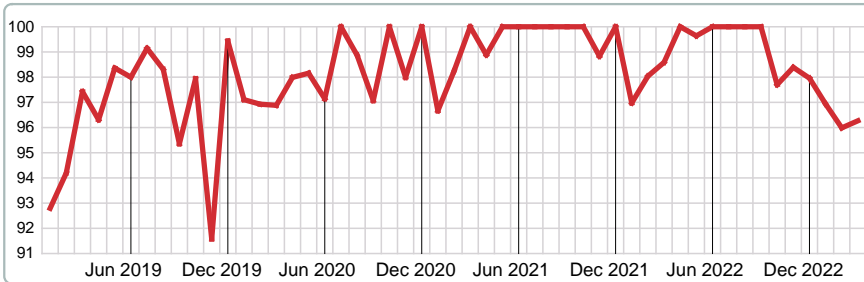
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

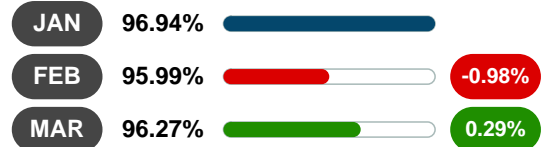


3 MONTHS

5 year MAR AVG = 97.83%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.27%**
 below the 5 yr MAR average of **97.83%**



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	
\$50,000 and less	2	4.88%	90.11%	0.00%	90.11%	0.00%	0.00%	
\$50,001 - \$125,000	9	21.95%	92.67%	88.80%	92.08%	104.26%	0.00%	
\$125,001 - \$150,000	3	7.32%	91.88%	91.88%	97.65%	0.00%	0.00%	
\$150,001 - \$225,000	10	24.39%	100.00%	103.03%	100.00%	96.27%	0.00%	
\$225,001 - \$275,000	6	14.63%	94.41%	0.00%	94.41%	0.00%	0.00%	
\$275,001 - \$400,000	6	14.63%	98.69%	0.00%	97.74%	98.79%	0.00%	
\$400,001 and up	5	12.20%	95.88%	0.00%	91.62%	96.61%	96.12%	
Median Sold/List Ratio		96.27%		95.94%	95.03%	98.69%	96.12%	
Total Closed Units		41	100%	96.27%	4	27	8	2
Total Closed Volume		10,800,825			488.00K	4.99M	2.29M	3.03M

March 2023



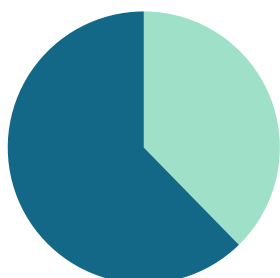
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

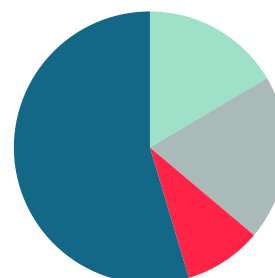


Inventory
 New Listings
78 = 37.68%
 Start Inventory
129
 Total Inventory Units
207
 Volume
\$77,410,995

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%
Median List Price	189,500	183,040	-3.41%	189,500	199,825	5.45%
Median Sale Price	191,000	177,000	-7.33%	190,500	194,000	1.84%
Median Percent of Selling Price to List Price	98.59%	96.27%	-2.35%	98.50%	96.24%	-2.29%
Median Days on Market to Sale	28.00	34.00	21.43%	20.50	40.50	97.56%
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

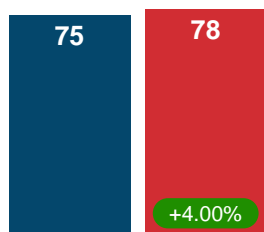
Inventory on March 31, 2023 = **136**

2022 **2023**

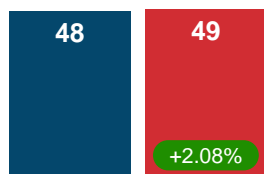
MARCH MARKET

MEDIAN PRICES

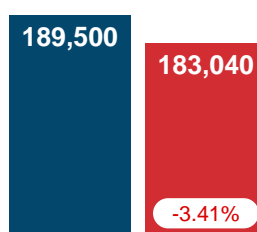
New Listings



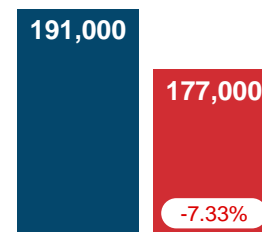
Pending Listings



List Price



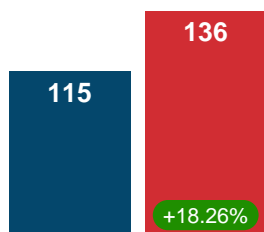
Sale Price



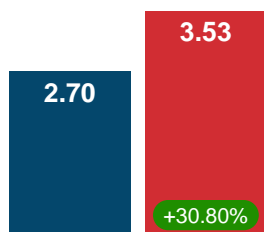
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

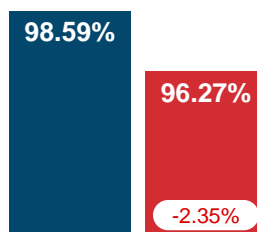
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

