

# May 2023



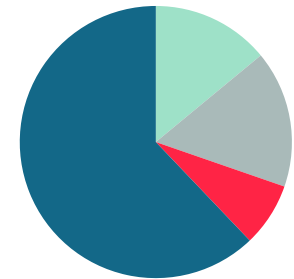
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	43	37	-13.95%
Pending Listings	49	43	-12.24%
New Listings	76	79	3.95%
Average List Price	286,641	230,000	-19.76%
Average Sale Price	274,717	225,512	-17.91%
Average Percent of Selling Price to List Price	96.88%	97.06%	0.19%
Average Days on Market to Sale	28.23	28.05	-0.63%
End of Month Inventory	127	164	29.13%
Months Supply of Inventory	3.06	4.32	41.03%



■ Closed (14.02%)  
■ Pending (16.29%)  
■ Other OffMarket (7.58%)  
■ Active (62.12%)

**Absorption:** Last 12 months, an Average of **38** Sales/Month  
**Active Inventory** as of May 31, 2023 = **164**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **29.13%** to 164 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 **4.32** 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 **17.91%** in May 2023 to \$225,512 versus the previous year at \$274,717.

#### Average Days on Market Shortens

The average number of **28.05** days that homes spent on the market before selling decreased by 0.18 days or **0.63%** in May 2023 compared to last year's same month at **28.23** DOM.

#### Sales Success for May 2023 is Positive

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

There were 79 New Listings in May 2023, up **3.95%** from last year at 76. Furthermore, there were 37 Closed Listings this month versus last year at 43, a **-13.95%** decrease.

Closed versus Listed trends yielded a **46.8%** ratio, down from previous year's, May 2022, at **56.6%**, a **17.22%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

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

#### Identify a Professional to Manage the Procedure

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

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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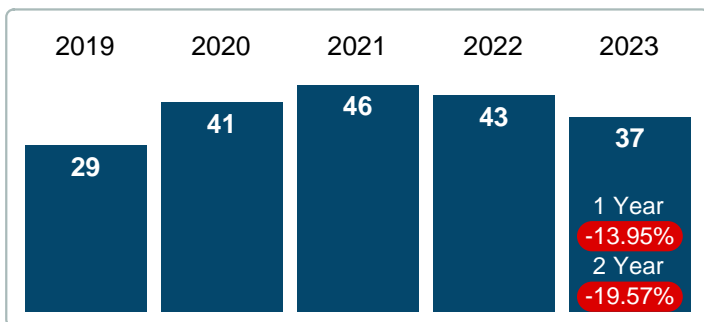
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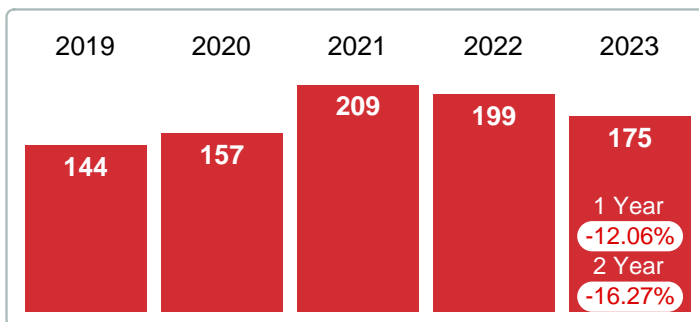
## CLOSED LISTINGS

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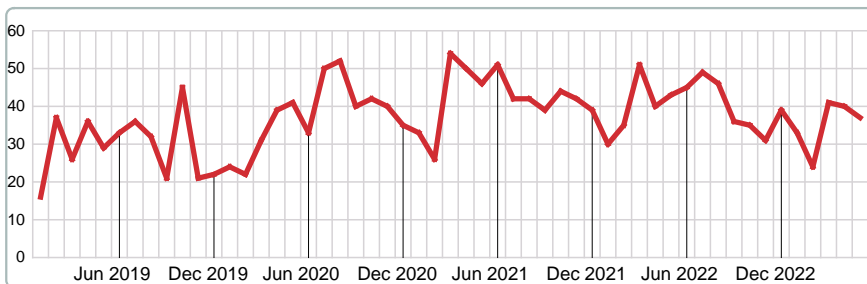
### MAY



### YEAR TO DATE (YTD)

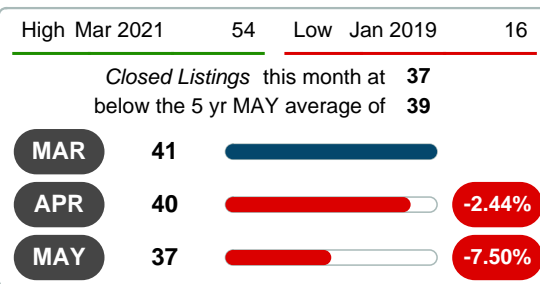


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 39



### 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	5.41%	154.5	0	2	0	0
\$50,001 - \$125,000	5	13.51%	4.4	1	3	1	0
\$125,001 - \$150,000	3	8.11%	52.7	2	1	0	0
\$150,001 - \$225,000	12	32.43%	11.9	3	9	0	0
\$225,001 - \$250,000	5	13.51%	48.2	0	3	2	0
\$250,001 - \$400,000	5	13.51%	18.0	0	3	2	0
\$400,001 and up	5	13.51%	15.0	1	1	2	1
<b>Total Closed Units</b>	<b>37</b>			<b>7</b>	<b>22</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,343,930</b>	<b>100%</b>	<b>28.1</b>	<b>1.37M</b>	<b>4.32M</b>	<b>2.16M</b>	<b>499.00K</b>
<b>Average Closed Price</b>	<b>\$225,512</b>			<b>\$196,000</b>	<b>\$196,159</b>	<b>\$308,204</b>	<b>\$499,000</b>

# May 2023



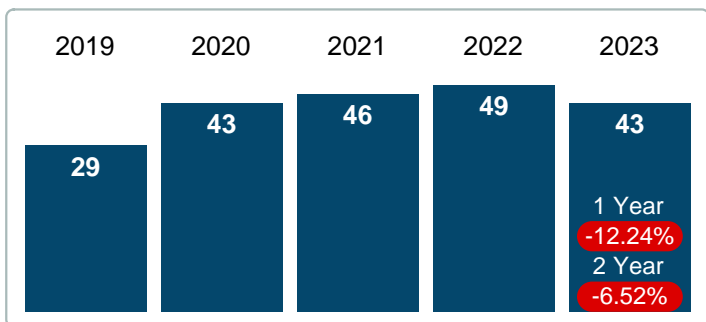
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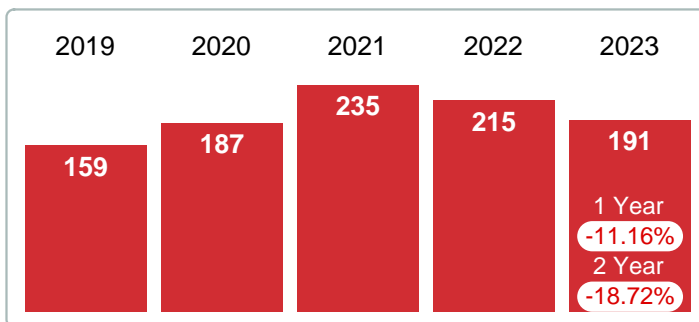
## PENDING LISTINGS

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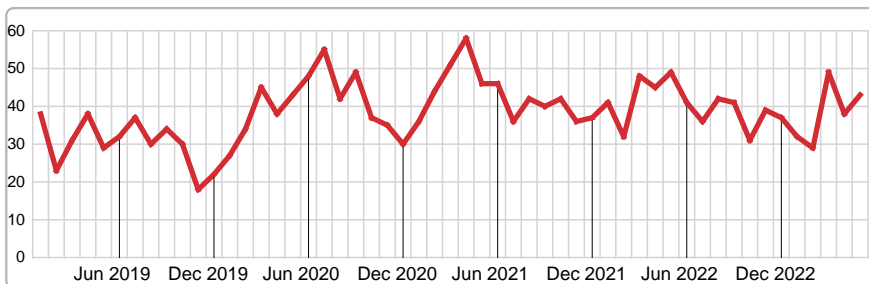
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 42

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at **43**  
above the 5 yr MAY average of **42**

- MAR: 49
- APR: 38 (-22.45%)
- MAY: 43 (13.16%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	2.33%	36.0	0	1	0	0
\$75,001 - \$150,000	8	18.60%	18.3	5	1	2	0
\$150,001 - \$175,000	6	13.95%	39.3	2	4	0	0
\$175,001 - \$250,000	11	25.58%	37.1	1	9	1	0
\$250,001 - \$325,000	5	11.63%	69.8	0	4	1	0
\$325,001 - \$425,000	8	18.60%	102.9	0	4	4	0
\$425,001 and up	4	9.30%	64.3	0	3	0	1
<b>Total Pending Units</b>	<b>43</b>			<b>8</b>	<b>26</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,732,267</b>	<b>100%</b>	<b>47.4</b>	<b>1.13M</b>	<b>6.99M</b>	<b>2.11M</b>	<b>499.00K</b>
<b>Average Listing Price</b>	<b>\$255,032</b>			<b>\$140,913</b>	<b>\$269,000</b>	<b>\$263,997</b>	<b>\$499,000</b>

# May 2023



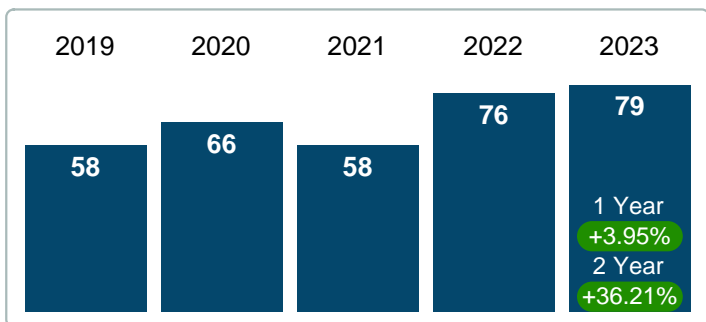
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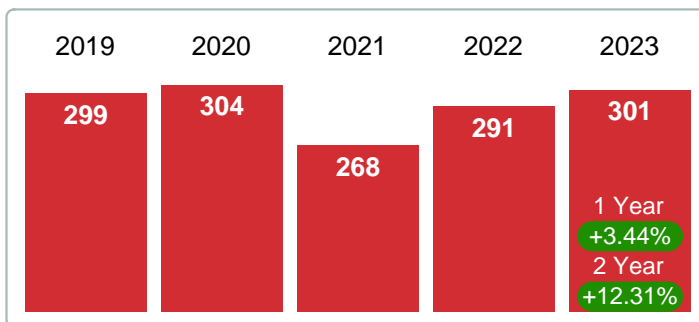
## NEW LISTINGS

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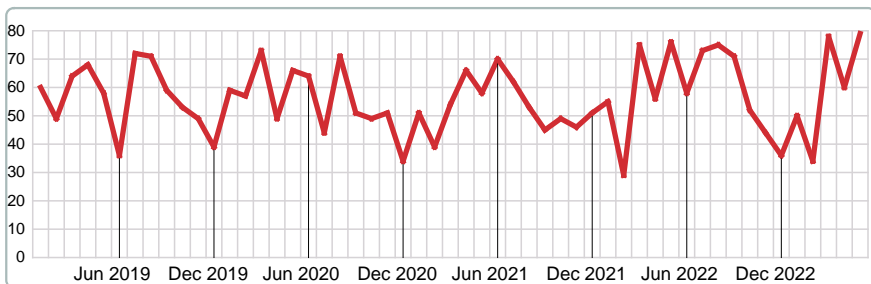
### MAY



### YEAR TO DATE (YTD)

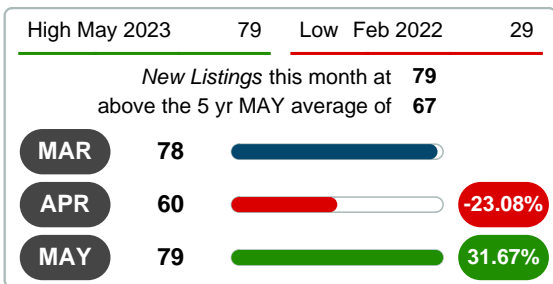


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 67



### 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	6.33%	4	0	1	0
\$75,001 - \$150,000	10	12.66%	7	1	2	0
\$150,001 - \$200,000	11	13.92%	4	6	1	0
\$200,001 - \$300,000	22	27.85%	2	14	5	1
\$300,001 - \$425,000	15	18.99%	1	7	7	0
\$425,001 - \$575,000	8	10.13%	0	4	3	1
\$575,001 and up	8	10.13%	0	2	2	4
<b>Total New Listed Units</b>	<b>79</b>		<b>18</b>	<b>34</b>	<b>21</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>27,653,629</b>	<b>100%</b>	<b>2.54M</b>	<b>10.44M</b>	<b>6.94M</b>	<b>7.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$231,417</b>		<b>\$140,894</b>	<b>\$307,159</b>	<b>\$330,278</b>	<b>\$1,289,717</b>

# May 2023



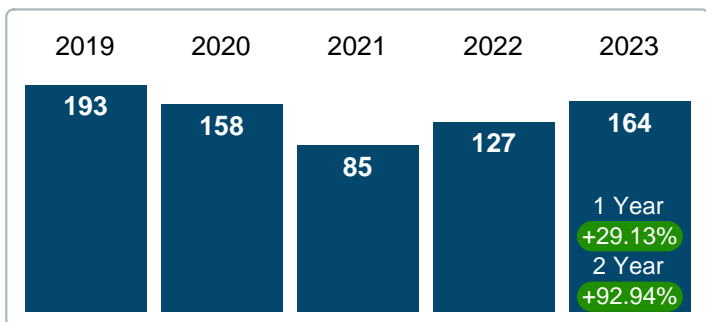
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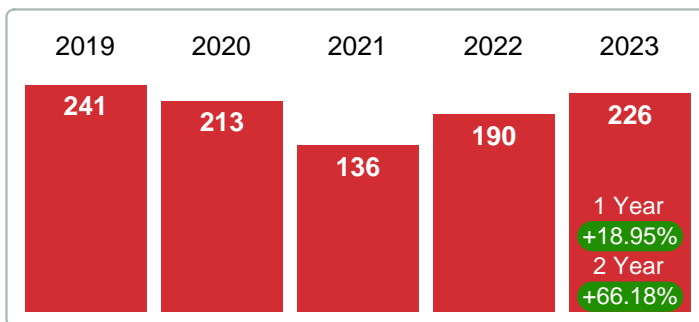
## ACTIVE INVENTORY

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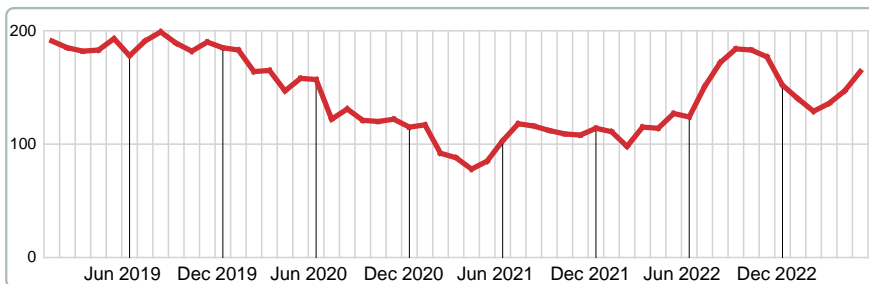
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

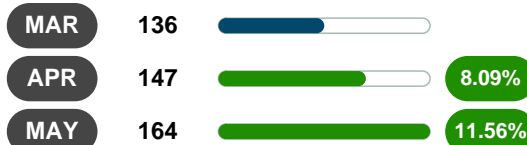


### 3 MONTHS

5 year MAY AVG = 145

High Aug 2019 199 Low Apr 2021 78

Inventory this month at 164  
above the 5 yr MAY average of 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	14	8.54%	72.3	9	4	1	0
\$100,001 - \$175,000	20	12.20%	59.0	7	10	2	1
\$175,001 - \$225,000	19	11.59%	58.7	3	15	1	0
\$225,001 - \$350,000	49	29.88%	67.4	5	21	20	3
\$350,001 - \$450,000	28	17.07%	88.9	4	12	12	0
\$450,001 - \$625,000	17	10.37%	60.2	0	9	5	3
\$625,001 and up	17	10.37%	92.2	0	10	3	4
<b>Total Active Inventory by Units</b>	<b>164</b>			<b>28</b>	<b>81</b>	<b>44</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>68,161,338</b>	<b>100%</b>	<b>71.3</b>	<b>5.20M</b>	<b>30.31M</b>	<b>18.98M</b>	<b>13.67M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$415,618</b>			<b>\$185,561</b>	<b>\$374,257</b>	<b>\$431,333</b>	<b>\$1,242,927</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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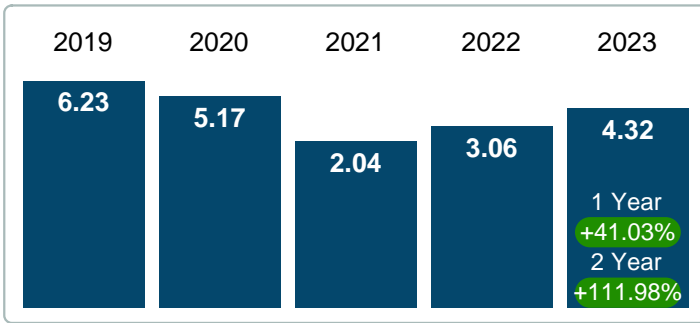
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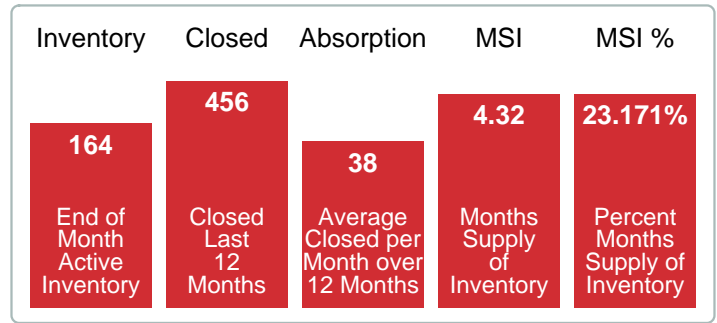
## MONTHS SUPPLY of INVENTORY (MSI)

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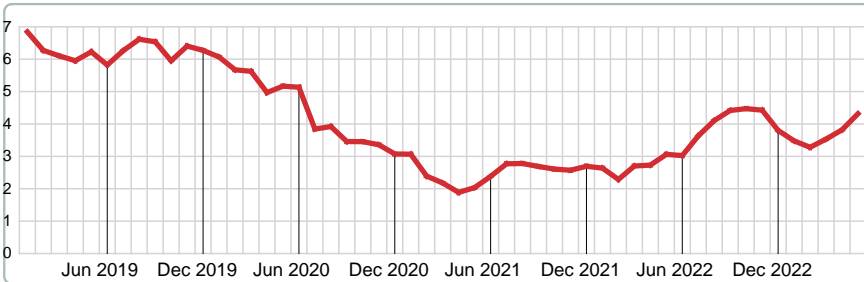
### MSI FOR MAY



### INDICATORS FOR MAY 2023

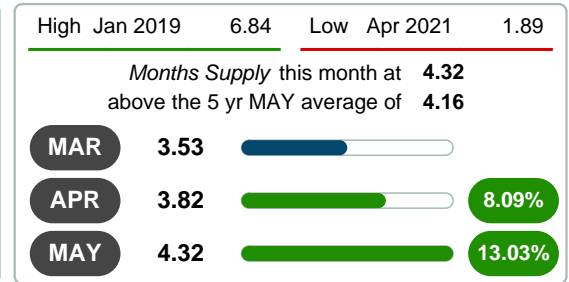


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 4.16



### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	8.54%	2.63	3.18	1.92	2.40	0.00
\$100,001 - \$175,000	20	12.20%	1.85	2.71	1.30	3.43	0.00
\$175,001 - \$225,000	19	11.59%	3.30	3.60	3.60	2.00	0.00
\$225,001 - \$350,000	49	29.88%	4.70	6.00	3.11	8.00	9.00
\$350,001 - \$450,000	28	17.07%	9.88	16.00	11.08	10.29	0.00
\$450,001 - \$625,000	17	10.37%	11.33	0.00	13.50	6.67	36.00
\$625,001 and up	17	10.37%	12.75	0.00	20.00	9.00	9.60
Market Supply of Inventory (MSI)			4.32	3.78	3.53	7.04	7.76
Total Active Inventory by Units		100%	4.32	28	81	44	11

# May 2023



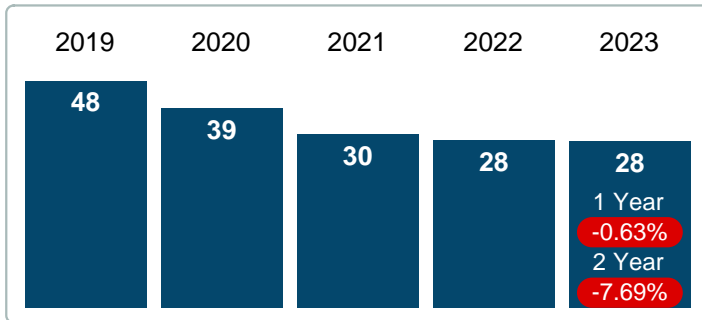
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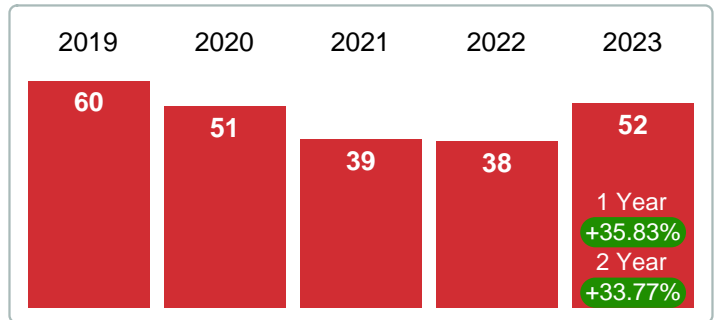
## AVERAGE DAYS ON MARKET TO SALE

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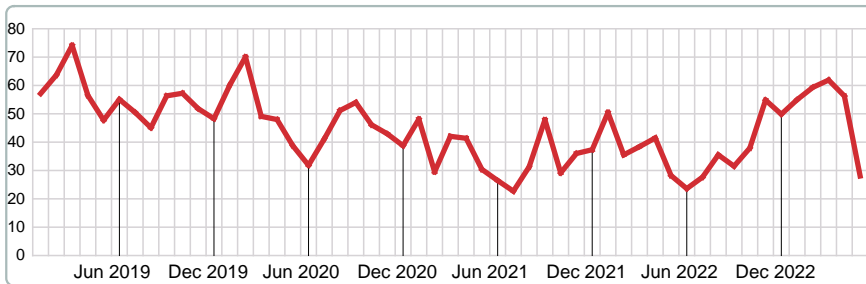
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

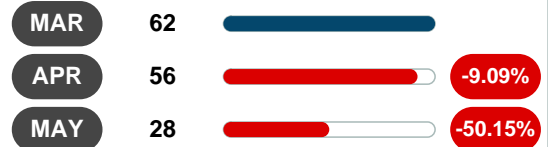


### 3 MONTHS

5 year MAY AVG = 35

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 28 below the 5 yr MAY average of 35



### 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	2	5.41%	155	0	155	0	0
\$50,001 - \$125,000	5	13.51%	4	1	7	1	0
\$125,001 - \$150,000	3	8.11%	53	3	152	0	0
\$150,001 - \$225,000	12	32.43%	12	7	13	0	0
\$225,001 - \$250,000	5	13.51%	48	0	10	106	0
\$250,001 - \$400,000	5	13.51%	18	0	19	16	0
\$400,001 and up	5	13.51%	15	8	7	29	2
Average Closed DOM			28	5	32	43	2
Total Closed Units		100%	28	7	22	7	1
Total Closed Volume			8,343,930	1.37M	4.32M	2.16M	499.00K



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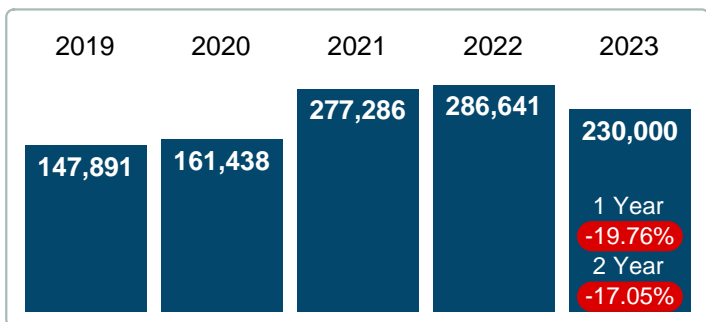
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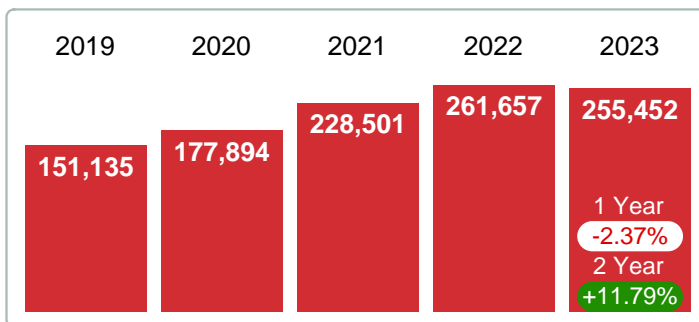
## AVERAGE LIST PRICE AT CLOSING

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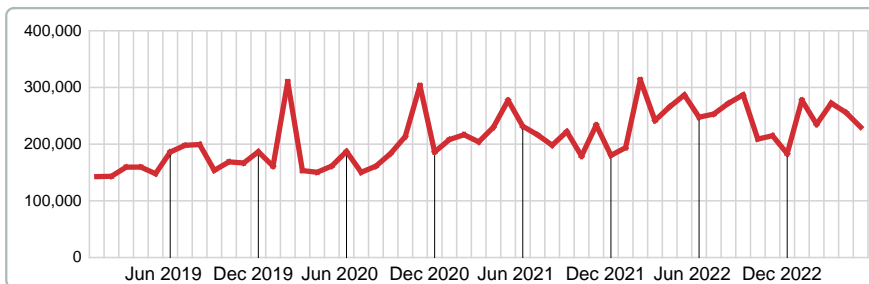
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 220,651

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

Average List Price at Closing this month at **230,000**  
above the 5 yr MAY average of **220,651**

- MAR** 272,339
- APR** 255,758 -6.09%
- MAY** 230,000 -10.07%

### 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	8.11%	44,500	0	45,000	0	0
\$50,001 - \$125,000	10.81%	99,725	90,000	77,467	120,000	0
\$125,001 - \$150,000	5.41%	143,000	143,000	152,500	0	0
\$150,001 - \$225,000	35.14%	194,615	201,333	198,389	0	0
\$225,001 - \$250,000	13.51%	236,380	0	231,667	237,450	0
\$250,001 - \$400,000	16.22%	318,465	0	297,667	313,945	0
\$400,001 and up	10.81%	517,225	389,900	550,000	509,950	499,000
<b>Average List Price</b>		<b>230,000</b>	<b>195,700</b>	<b>199,927</b>	<b>320,384</b>	<b>499,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>230,000</b>	<b>7</b>	<b>22</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,509,990</b>	<b>1.37M</b>	<b>4.40M</b>	<b>2.24M</b>	<b>499.00K</b>



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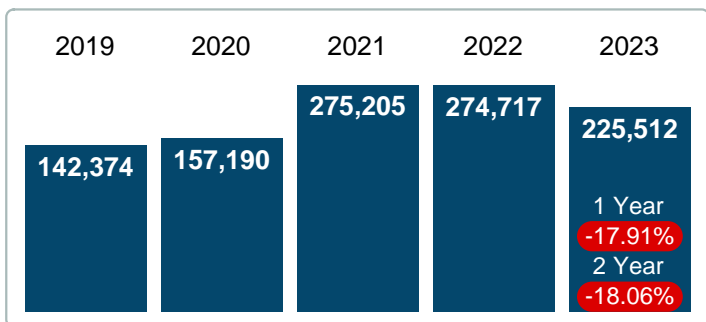
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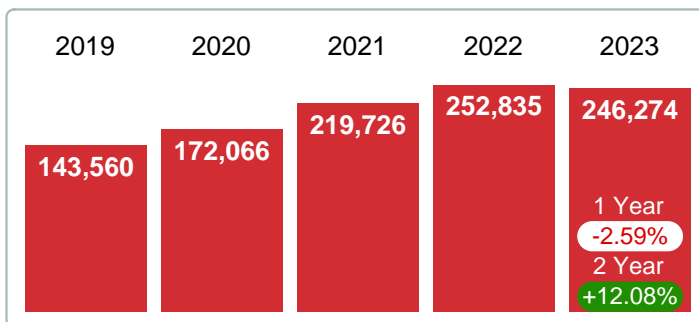
## AVERAGE SOLD PRICE AT CLOSING

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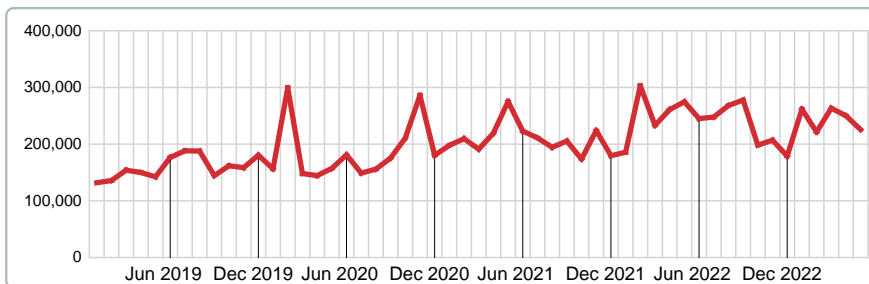
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

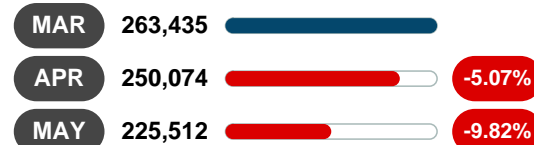


### 3 MONTHS

5 year MAY AVG = 215,000

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

Average Sold Price at Closing this month at **225,512** above the 5 yr MAY average of **215,000**



### 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	5.41%	34,000	0	34,000	0	0
\$50,001 - \$125,000	13.51%	82,988	90,000	86,333	65,940	0
\$125,001 - \$150,000	8.11%	141,333	141,000	142,000	0	0
\$150,001 - \$225,000	32.43%	190,375	195,000	188,833	0	0
\$225,001 - \$250,000	13.51%	233,100	0	233,333	232,750	0
\$250,001 - \$400,000	13.51%	305,598	0	299,000	315,495	0
\$400,001 and up	13.51%	491,800	415,000	550,000	497,500	499,000
<b>Average Sold Price</b>		<b>225,512</b>	<b>196,000</b>	<b>196,159</b>	<b>308,204</b>	<b>499,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>225,512</b>	<b>7</b>	<b>22</b>	<b>7</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,343,930</b>	<b>1.37M</b>	<b>4.32M</b>	<b>2.16M</b>	<b>499.00K</b>

# May 2023



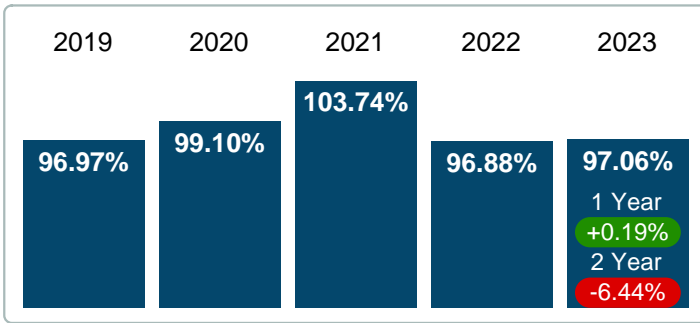
Area Delimited by County Of Mayes - Residential Property Type



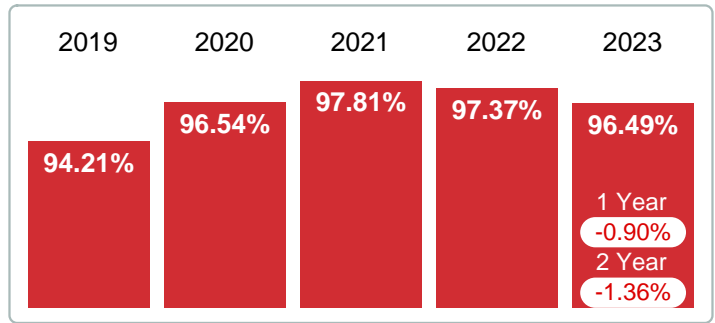
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

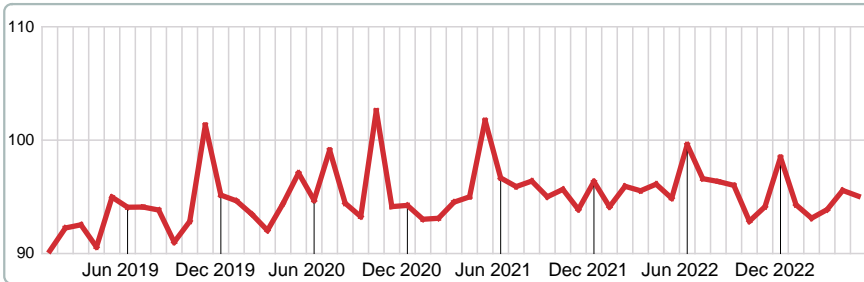
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

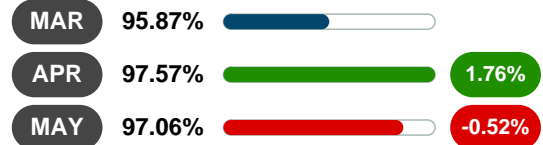


### 3 MONTHS

5 year MAY AVG = 98.75%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.06%**  
below the 5 yr MAY average of **98.75%**



### 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	5.41%	72.50%	0.00%	72.50%	0.00%	0.00%
\$50,001 - \$125,000	5	13.51%	100.09%	100.00%	115.17%	54.95%	0.00%
\$125,001 - \$150,000	3	8.11%	96.72%	98.53%	93.11%	0.00%	0.00%
\$150,001 - \$225,000	12	32.43%	96.10%	97.23%	95.72%	0.00%	0.00%
\$225,001 - \$250,000	5	13.51%	99.70%	0.00%	100.74%	98.13%	0.00%
\$250,001 - \$400,000	5	13.51%	100.45%	0.00%	100.50%	100.38%	0.00%
\$400,001 and up	5	13.51%	100.32%	106.44%	100.00%	97.57%	100.00%
Average Sold/List Ratio		97.10%		99.31%	97.67%	92.45%	100.00%
Total Closed Units		37	100%	7	22	7	1
Total Closed Volume		8,343,930		1.37M	4.32M	2.16M	499.00K

# May 2023



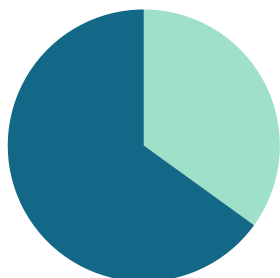
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

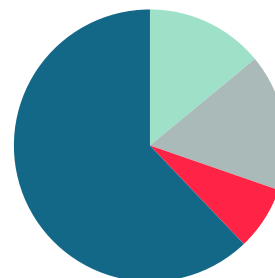


**Inventory**  
 New Listings  
**79 = 34.96%**  
 Start Inventory  
**147**  
 Total Inventory Units  
**226**  
 Volume  
**\$91,452,905**

### Market Activity

Closed Sales  
**37 = 14.02%**  
 Pending Sales  
**43 = 16.29%**  
 Other Off Market  
**20 = 7.58%**  
 Active Inventory  
**164 = 62.12%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	43	37	-13.95%	199	175	-12.06%
Pending Sales	49	43	-12.24%	215	191	-11.16%
New Listings	76	79	3.95%	291	301	3.44%
Average List Price	286,641	230,000	-19.76%	261,657	255,452	-2.37%
Average Sale Price	274,717	225,512	-17.91%	252,835	246,274	-2.59%
Average Percent of Selling Price to List Price	96.88%	97.06%	0.19%	97.37%	96.49%	-0.90%
Average Days on Market to Sale	28.23	28.05	-0.63%	38.14	51.80	35.83%
Monthly Inventory	127	164	29.13%	127	164	29.13%
Months Supply of Inventory	3.06	4.32	41.03%	3.06	4.32	41.03%

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

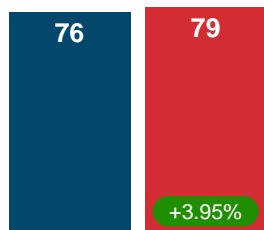
**Inventory** on May 31, 2023 = **164**

**2022** **2023**

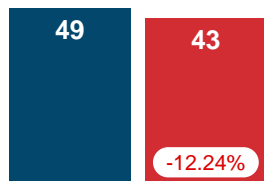
### MAY MARKET

### AVERAGE PRICES

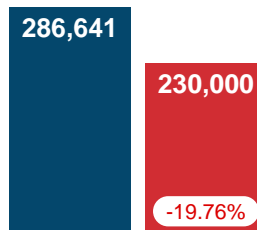
#### New Listings



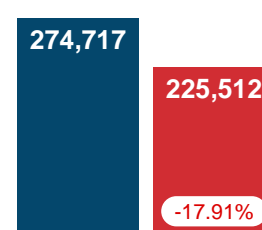
#### Pending Listings



#### List Price



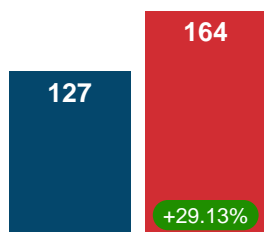
#### Sale Price



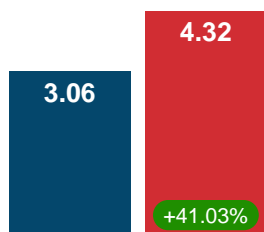
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

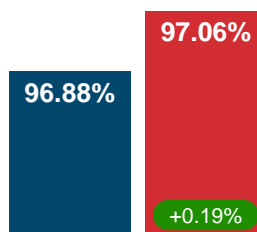
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

