

May 2023



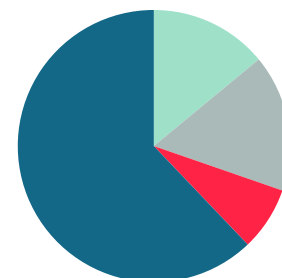
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	171,000	225,000	31.58%
Median Sale Price	170,000	214,000	25.88%
Median Percent of Selling Price to List Price	99.64%	100.00%	0.36%
Median Days on Market to Sale	11.00	6.00	-45.45%
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.

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 **25.88%** in May 2023 to \$214,000 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 5.00 days or **45.45%** in May 2023 compared to last year's same month at **11.00** DOM.

Sales Success for May 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 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.

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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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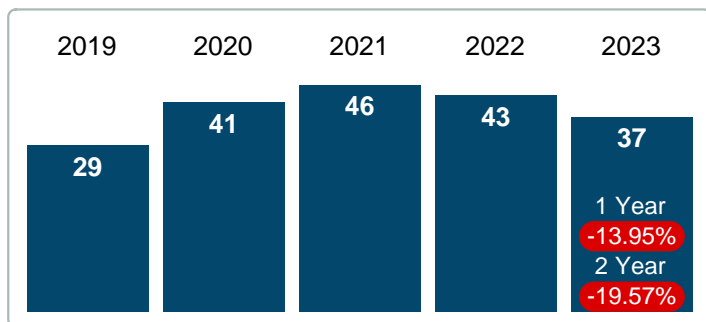
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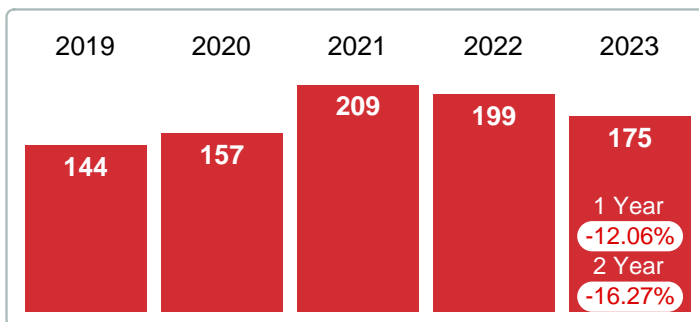
CLOSED LISTINGS

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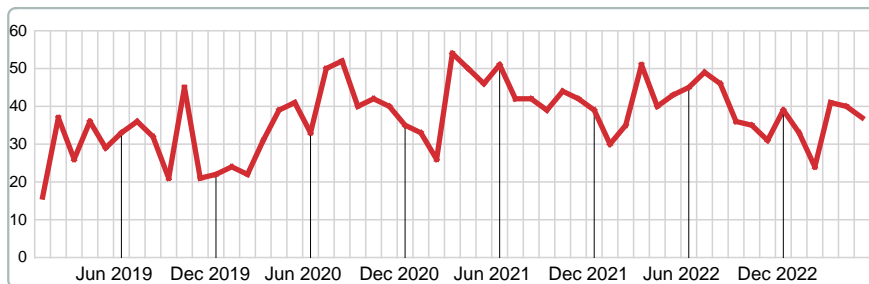
MAY



YEAR TO DATE (YTD)

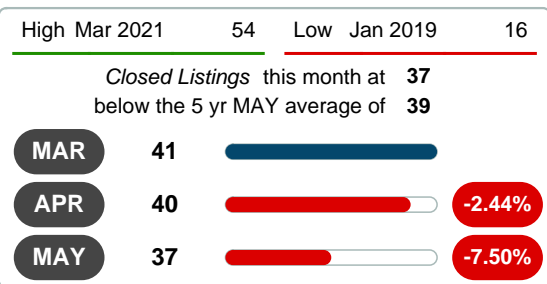


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 39



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	5.0	1	3	1	0
\$125,001 - \$150,000	3	8.11%	5.0	2	1	0	0
\$150,001 - \$225,000	12	32.43%	4.5	3	9	0	0
\$225,001 - \$250,000	5	13.51%	8.0	0	3	2	0
\$250,001 - \$400,000	5	13.51%	3.0	0	3	2	0
\$400,001 and up	5	13.51%	8.0	1	1	2	1
Total Closed Units	37			7	22	7	1
Total Closed Volume	8,343,930	100%	6.0	1.37M	4.32M	2.16M	499.00K
Median Closed Price	\$214,000			\$165,000	\$194,500	\$278,000	\$499,000

May 2023



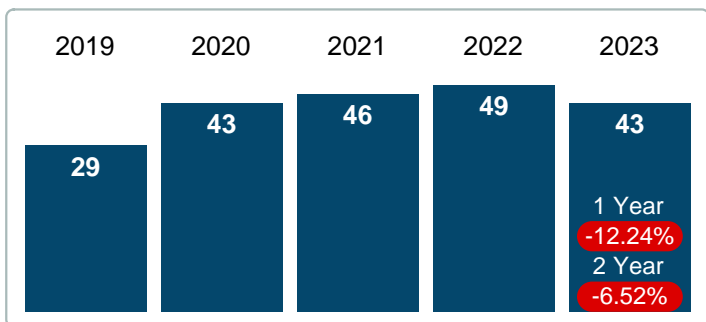
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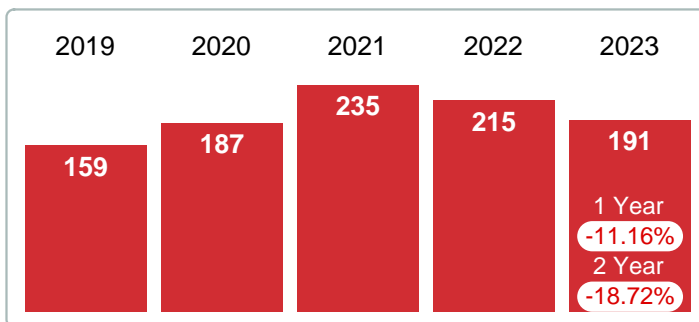
PENDING LISTINGS

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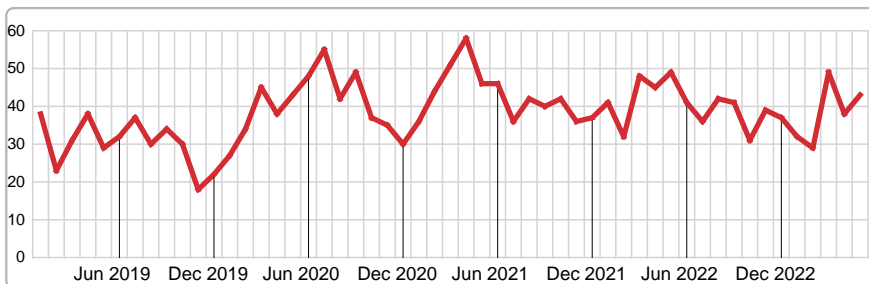
MAY



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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	5.5	5	1	2	0
\$150,001 - \$175,000	6	13.95%	6.0	2	4	0	0
\$175,001 - \$250,000	11	25.58%	26.0	1	9	1	0
\$250,001 - \$325,000	5	11.63%	11.0	0	4	1	0
\$325,001 - \$425,000	8	18.60%	85.5	0	4	4	0
\$425,001 and up	4	9.30%	38.5	0	3	0	1
Total Pending Units	43			8	26	8	1
Total Pending Volume	10,732,267	100%	13.0	1.13M	6.99M	2.11M	499.00K
Median Listing Price	\$225,000			\$132,950	\$227,450	\$302,000	\$499,000

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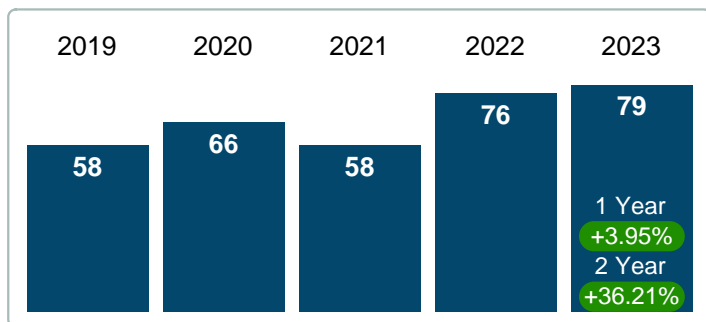
Area Delimited by County Of Mayes - Residential Property Type



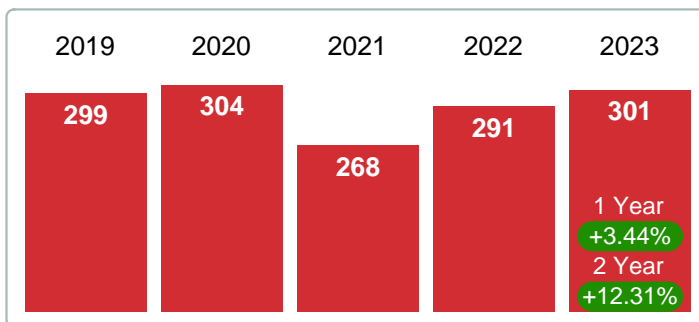
NEW LISTINGS

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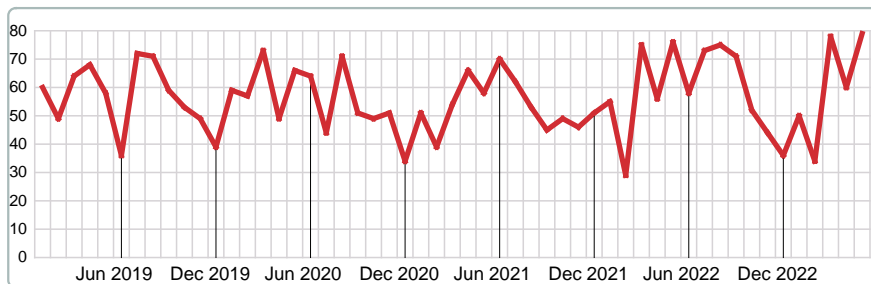
MAY



YEAR TO DATE (YTD)

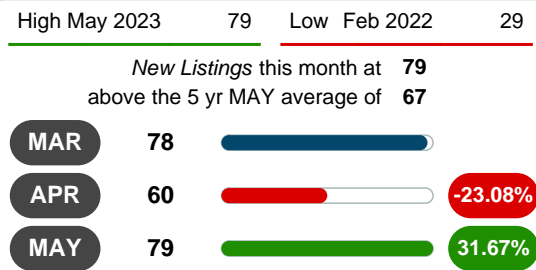


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	79		18	34	21	6
Total New Listed Volume	27,653,629	100%	2.54M	10.44M	6.94M	7.74M
Median New Listed Listing Price	\$260,000		\$133,000	\$252,500	\$311,990	\$602,200

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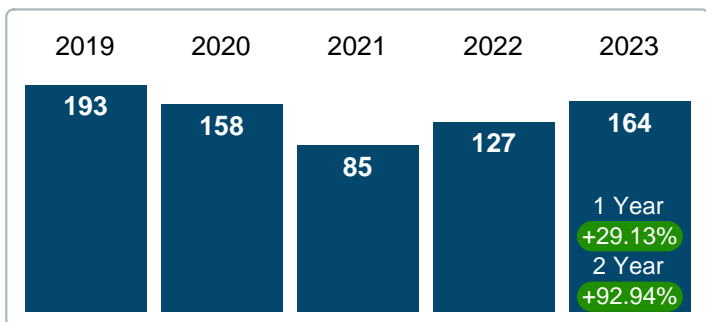
Area Delimited by County Of Mayes - Residential Property Type



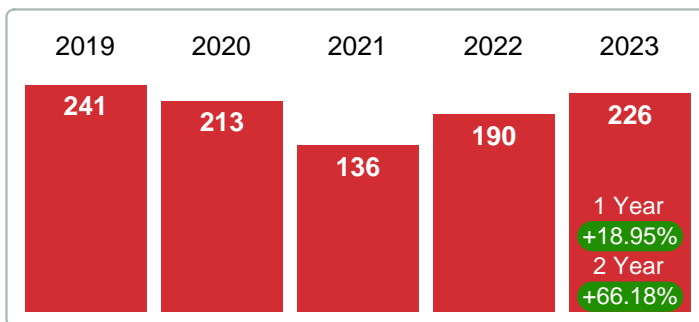
ACTIVE INVENTORY

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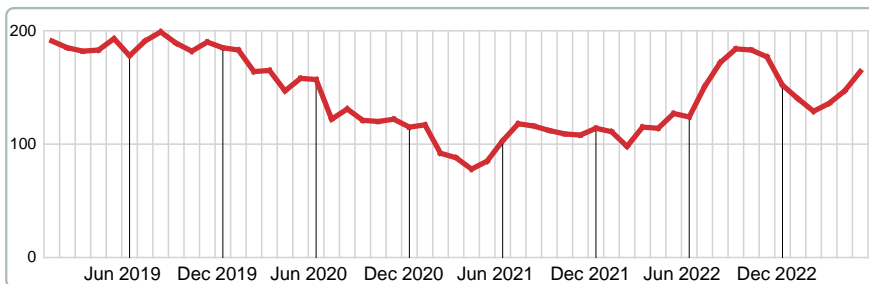
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

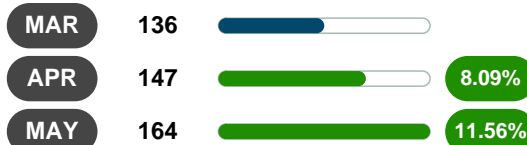


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	8.54%	46.0	9	4	1	0
\$100,001 - \$175,000	20	12.20%	52.5	7	10	2	1
\$175,001 - \$225,000	19	11.59%	42.0	3	15	1	0
\$225,001 - \$350,000	49	29.88%	51.0	5	21	20	3
\$350,001 - \$450,000	28	17.07%	49.5	4	12	12	0
\$450,001 - \$625,000	17	10.37%	29.0	0	9	5	3
\$625,001 and up	17	10.37%	89.0	0	10	3	4
Total Active Inventory by Units	164			28	81	44	11
Total Active Inventory by Volume	68,161,338	100%	52.5	5.20M	30.31M	18.98M	13.67M
Median Active Inventory Listing Price	\$288,815			\$159,950	\$255,500	\$344,920	\$580,000

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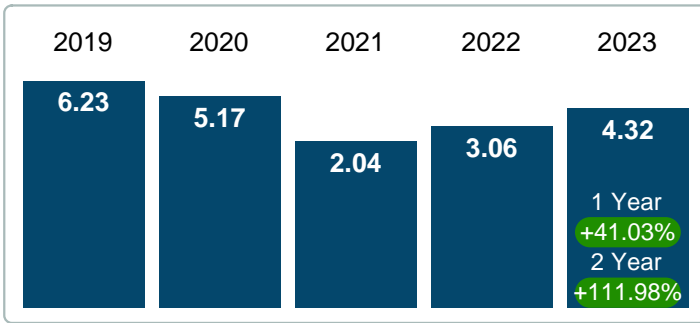
Area Delimited by County Of Mayes - Residential Property Type



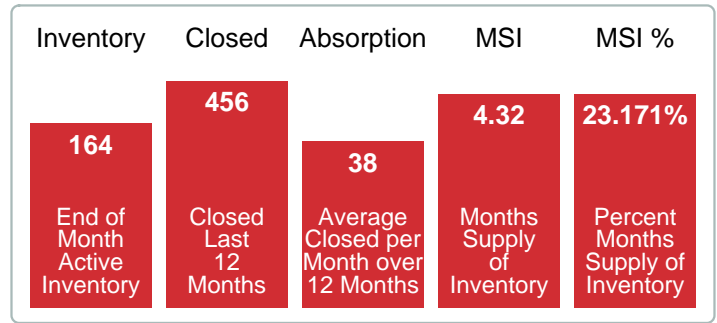
MONTHS SUPPLY of INVENTORY (MSI)

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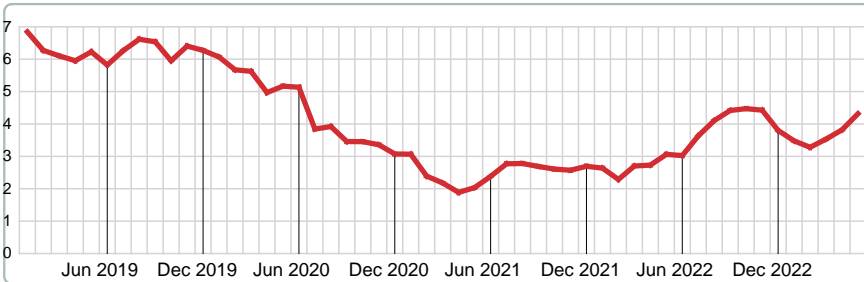
MSI FOR MAY



INDICATORS FOR MAY 2023

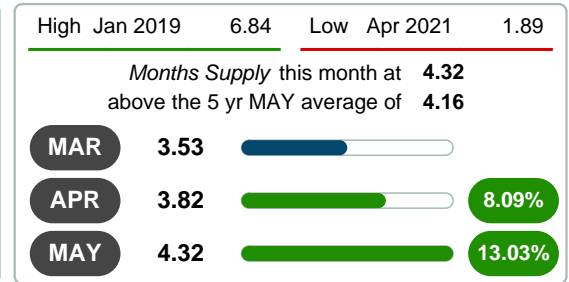


5 YEAR MARKET ACTIVITY TRENDS



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

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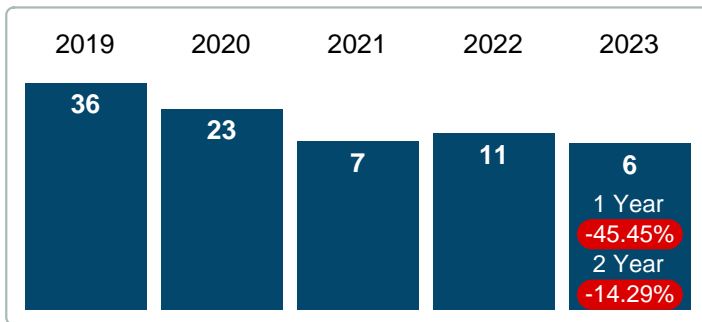
Area Delimited by County Of Mayes - Residential Property Type



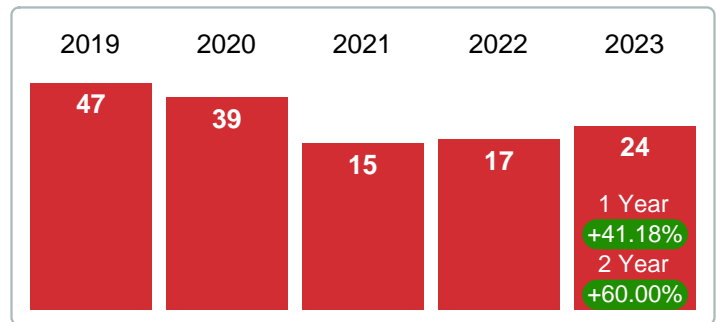
MEDIAN DAYS ON MARKET TO SALE

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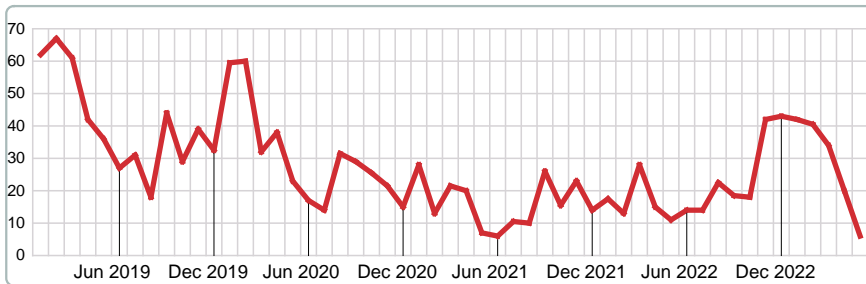
MAY



YEAR TO DATE (YTD)

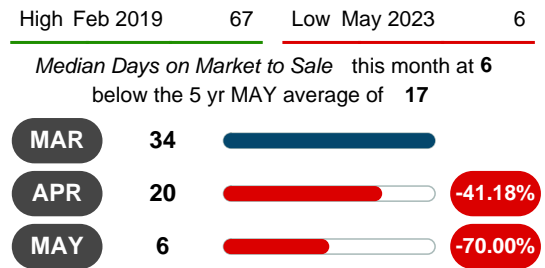


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 17



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	5.41%	155	0	155	0	0
\$50,001 - \$125,000	13.51%	5	1	7	1	0
\$125,001 - \$150,000	8.11%	5	3	152	0	0
\$150,001 - \$225,000	32.43%	5	6	3	0	0
\$225,001 - \$250,000	13.51%	8	0	8	106	0
\$250,001 - \$400,000	13.51%	3	0	3	16	0
\$400,001 and up	13.51%	8	8	7	29	2
Median Closed DOM		6	5	7	27	2
Total Closed Units	100%	37	7	22	7	1
Total Closed Volume		8,343,930	1.37M	4.32M	2.16M	499.00K

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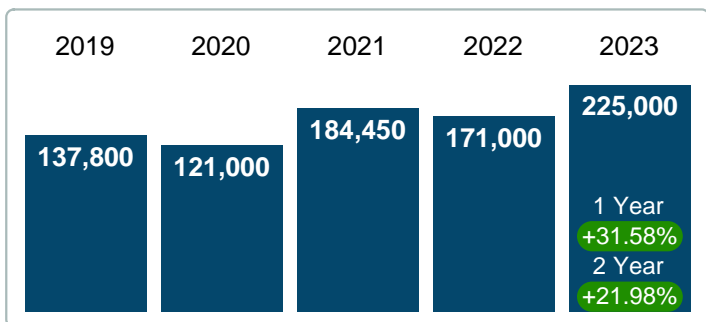
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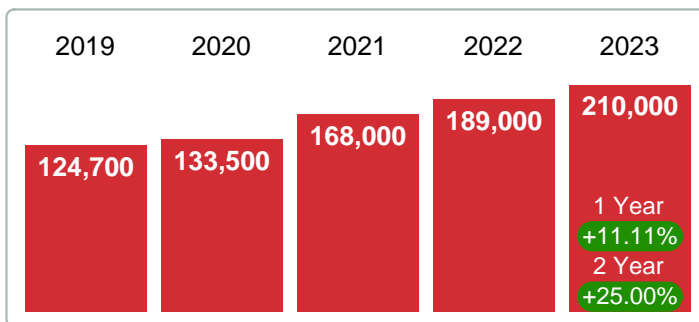
MEDIAN LIST PRICE AT CLOSING

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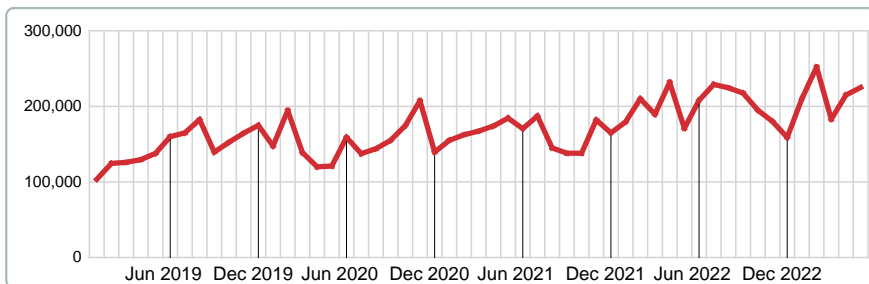
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 167,850

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

Median List Price at Closing this month at **225,000**
above the 5 yr MAY average of **167,850**

MAR	183,040	<div style="width: 70%;"></div>
APR	215,000	<div style="width: 90%;"></div> 17.46%
MAY	225,000	<div style="width: 100%;"></div> 4.65%

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	3	8.11%	43,500	0	43,500	0	0
\$50,001 - \$125,000	4	10.81%	102,000	90,000	94,450	120,000	0
\$125,001 - \$150,000	2	5.41%	143,000	143,000	0	0	0
\$150,001 - \$225,000	13	35.14%	210,000	187,500	195,500	225,000	0
\$225,001 - \$250,000	5	13.51%	229,000	229,000	229,000	249,900	0
\$250,001 - \$400,000	6	16.22%	313,945	389,900	265,000	313,945	0
\$400,001 and up	4	10.81%	524,500	0	550,000	509,950	499,000
Median List Price			225,000	165,000	217,000	279,900	499,000
Total Closed Units		100%	225,000	7	22	7	1
Total Closed Volume			8,509,990	1.37M	4.40M	2.24M	499.00K

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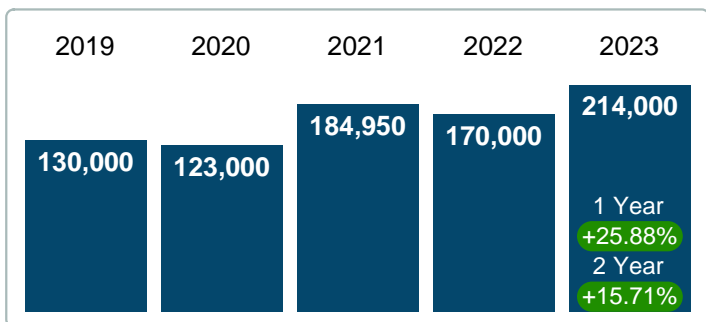
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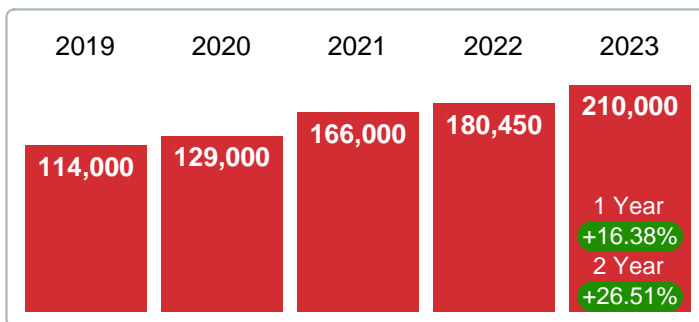
MEDIAN SOLD PRICE AT CLOSING

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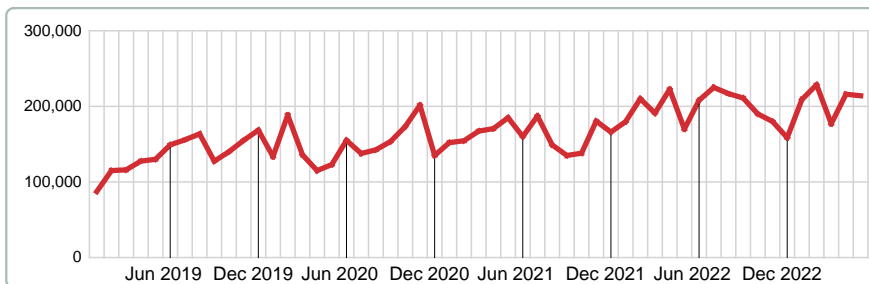
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

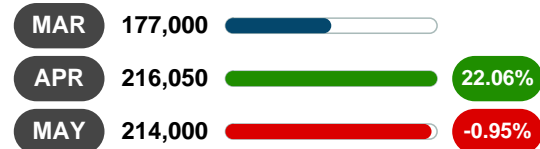


3 MONTHS

5 year MAY AVG = 164,390

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

Median Sold Price at Closing this month at **214,000** above the 5 yr MAY average of **164,390**



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	5.41%	34,000	0	34,000	0	0
\$50,001 - \$125,000	13.51%	74,900	90,000	74,900	65,940	0
\$125,001 - \$150,000	8.11%	142,000	141,000	142,000	0	0
\$150,001 - \$225,000	32.43%	192,500	210,000	175,000	0	0
\$225,001 - \$250,000	13.51%	228,000	0	228,000	232,750	0
\$250,001 - \$400,000	13.51%	278,000	0	270,000	315,495	0
\$400,001 and up	13.51%	499,000	415,000	550,000	497,500	499,000
Median Sold Price		214,000	165,000	194,500	278,000	499,000
Total Closed Units	100%	214,000	7	22	7	1
Total Closed Volume		8,343,930	1.37M	4.32M	2.16M	499.00K

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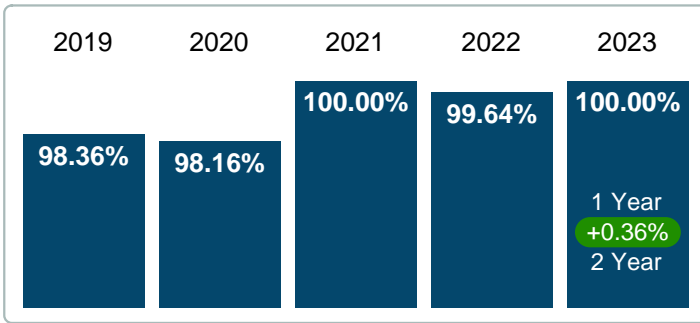
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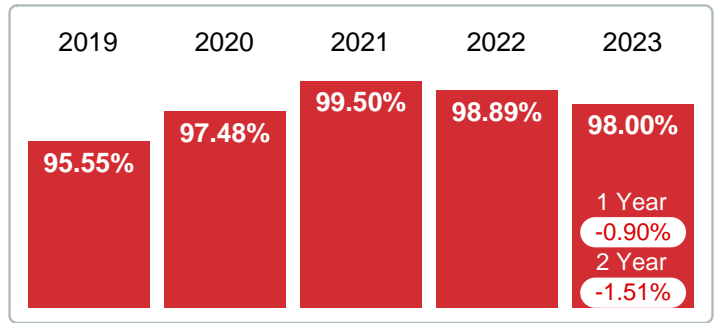
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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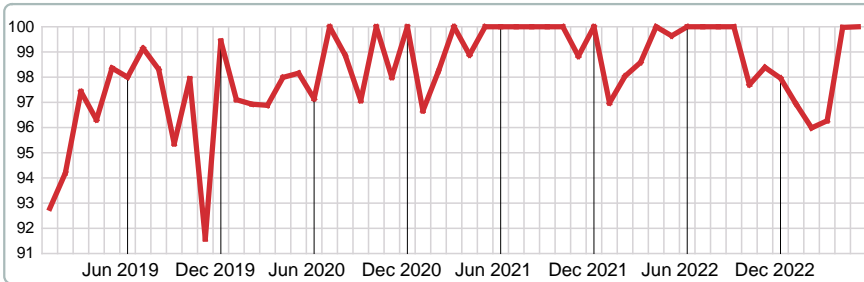
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

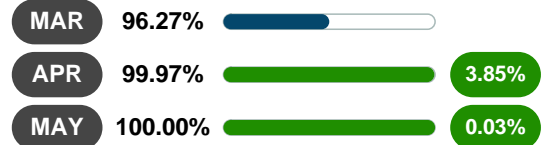


3 MONTHS

5 year MAY AVG = 99.23%

High May 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.23%**



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	5.41%	72.50%	0.00%	72.50%	0.00%	0.00%
\$50,001 - \$125,000	5	13.51%	100.00%	100.00%	109.65%	54.95%	0.00%
\$125,001 - \$150,000	3	8.11%	97.06%	98.53%	93.11%	0.00%	0.00%
\$150,001 - \$225,000	12	32.43%	99.08%	100.00%	98.17%	0.00%	0.00%
\$225,001 - \$250,000	5	13.51%	100.22%	0.00%	100.89%	98.13%	0.00%
\$250,001 - \$400,000	5	13.51%	100.00%	0.00%	100.00%	100.38%	0.00%
\$400,001 and up	5	13.51%	100.00%	106.44%	100.00%	97.57%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.67%	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



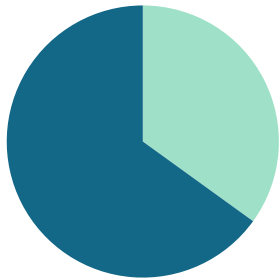
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

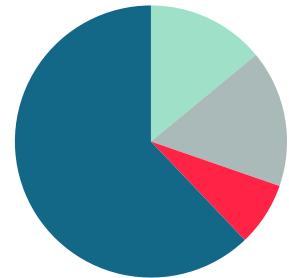


Inventory
 New Listings
79 = 34.96%
 Start Inventory
147
 Total Inventory Units
226
 Volume
\$91,452,905

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%
Median List Price	171,000	225,000	31.58%	189,000	210,000	11.11%
Median Sale Price	170,000	214,000	25.88%	180,450	210,000	16.38%
Median Percent of Selling Price to List Price	99.64%	100.00%	0.36%	98.89%	98.00%	-0.90%
Median Days on Market to Sale	11.00	6.00	-45.45%	17.00	24.00	41.18%
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

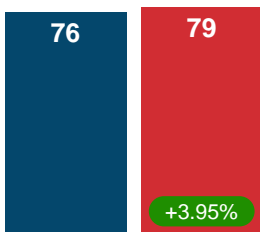
Inventory on May 31, 2023 = **164**

2022 **2023**

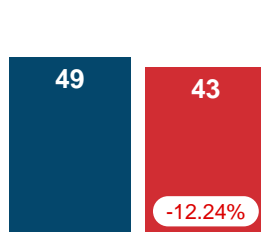
MAY MARKET

MEDIAN PRICES

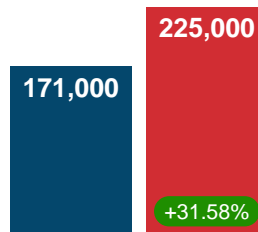
New Listings



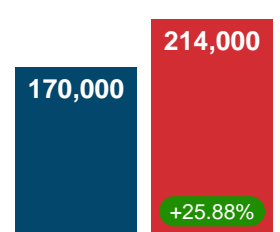
Pending Listings



List Price



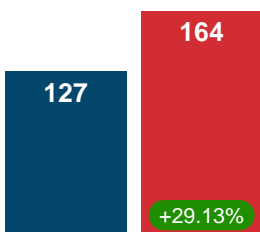
Sale Price



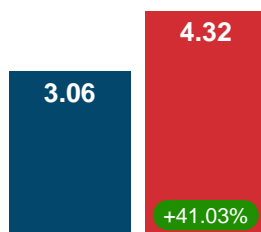
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

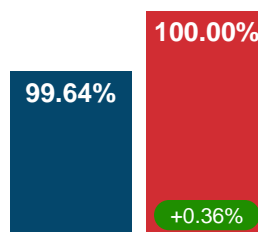
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

