

# August 2023



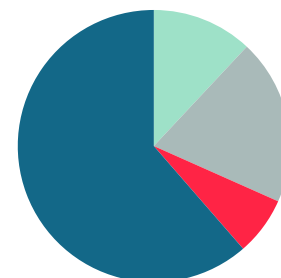
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	46	31	-32.61%
Pending Listings	42	51	21.43%
New Listings	75	65	-13.33%
Average List Price	272,063	271,548	-0.19%
Average Sale Price	268,010	268,533	0.20%
Average Percent of Selling Price to List Price	98.35%	100.12%	1.80%
Average Days on Market to Sale	35.50	35.77	0.77%
End of Month Inventory	172	159	-7.56%
Months Supply of Inventory	4.10	4.39	6.89%



■ Closed (11.97%)  
■ Pending (19.69%)  
■ Other OffMarket (6.95%)  
■ Active (61.39%)

**Absorption:** Last 12 months, an Average of **36** Sales/Month  
**Active Inventory** as of August 31, 2023 = **159**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2023 decreased **7.56%** to 159 existing homes available for sale. Over the last 12 months this area has had an average of 36 closed sales per month. This represents an unsold inventory index of **4.39** 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 **0.20%** in August 2023 to \$268,533 versus the previous year at \$268,010.

#### Average Days on Market Lengthens

The average number of **35.77** days that homes spent on the market before selling increased by 0.27 days or **0.77%** in August 2023 compared to last year's same month at **35.50** DOM.

#### Sales Success for August 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 65 New Listings in August 2023, down **13.33%** from last year at 75. Furthermore, there were 31 Closed Listings this month versus last year at 46, a **-32.61%** decrease.

Closed versus Listed trends yielded a **47.7%** ratio, down from previous year's, August 2022, at **61.3%**, a **22.24%** downswing. This will certainly create pressure on a decreasing 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

# August 2023



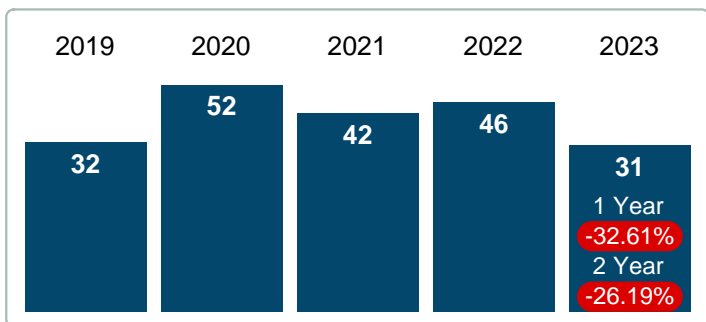
Area Delimited by County Of Mayes - Residential Property Type



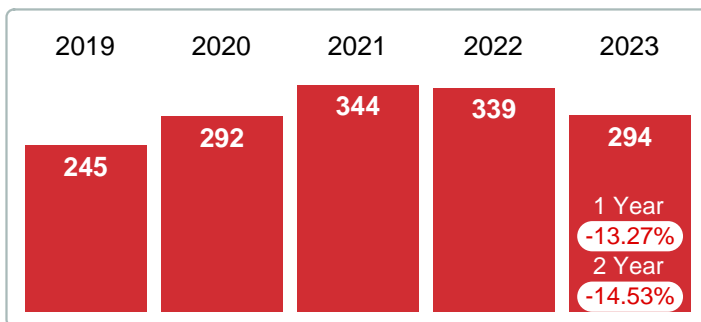
## CLOSED LISTINGS

Report produced on Sep 11, 2023 for MLS Technology Inc.

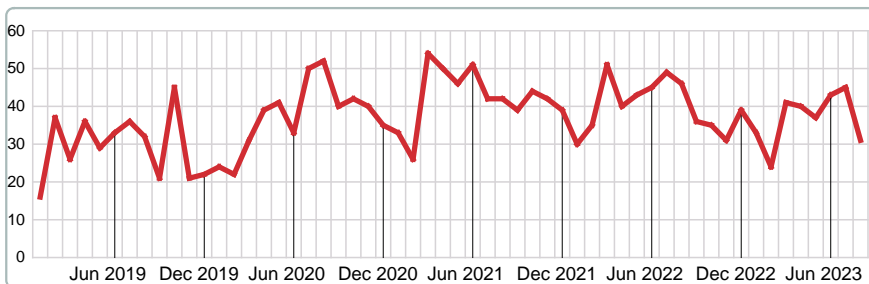
### AUGUST



### YEAR TO DATE (YTD)

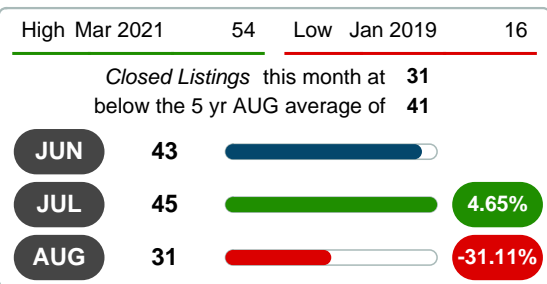


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG 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	3	9.68%	40.0	3	0	0	0
\$50,001 - \$100,000	3	9.68%	44.7	2	0	1	0
\$100,001 - \$150,000	4	12.90%	13.3	2	2	0	0
\$150,001 - \$200,000	7	22.58%	26.4	0	6	1	0
\$200,001 - \$325,000	8	25.81%	41.6	0	7	1	0
\$325,001 - \$400,000	2	6.45%	115.0	0	0	2	0
\$400,001 and up	4	12.90%	13.5	0	2	2	0
<b>Total Closed Units</b>	<b>31</b>			<b>7</b>	<b>17</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,324,517</b>	<b>100%</b>	<b>35.8</b>	<b>485.00K</b>	<b>4.11M</b>	<b>3.73M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$268,533</b>			<b>\$69,286</b>	<b>\$241,942</b>	<b>\$532,357</b>	<b>\$0</b>

# August 2023



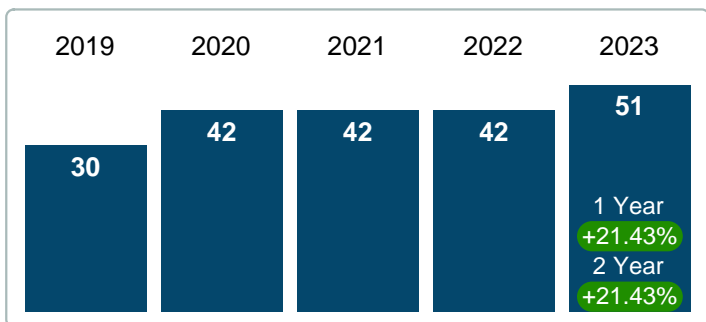
Area Delimited by County Of Mayes - Residential Property Type



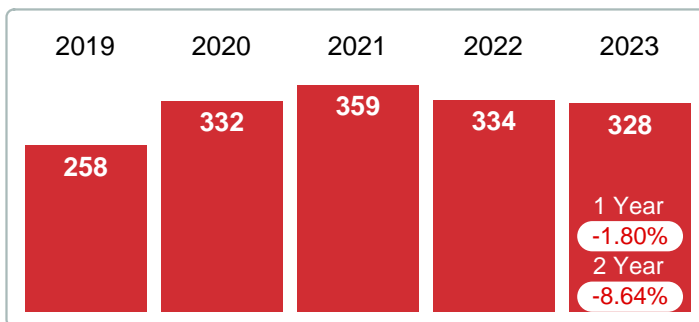
## PENDING LISTINGS

Report produced on Sep 11, 2023 for MLS Technology Inc.

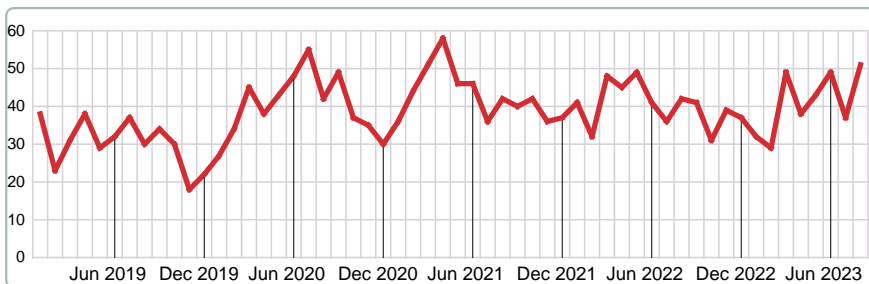
### AUGUST



### YEAR TO DATE (YTD)

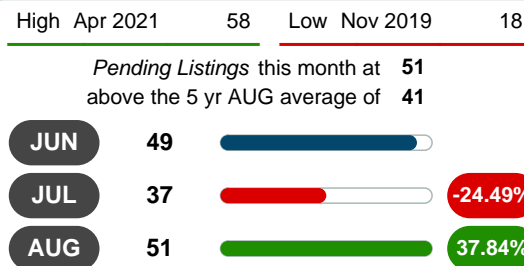


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	9.80%	38.2	3	2	0	0
\$100,001 - \$125,000	1	1.96%	104.0	0	1	0	0
\$125,001 - \$225,000	15	29.41%	48.2	2	9	3	1
\$225,001 - \$325,000	10	19.61%	38.0	0	9	1	0
\$325,001 - \$500,000	7	13.73%	43.7	1	4	2	0
\$500,001 - \$650,000	7	13.73%	55.3	0	4	3	0
\$650,001 and up	6	11.76%	46.5	0	5	1	0
<b>Total Pending Units</b>	<b>51</b>			<b>6</b>	<b>34</b>	<b>10</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>18,588,200</b>	<b>100%</b>	<b>46.8</b>	<b>768.80K</b>	<b>12.25M</b>	<b>5.40M</b>	<b>164.90K</b>
<b>Average Listing Price</b>	<b>\$486,250</b>			<b>\$128,133</b>	<b>\$360,385</b>	<b>\$540,140</b>	<b>\$164,900</b>

# August 2023



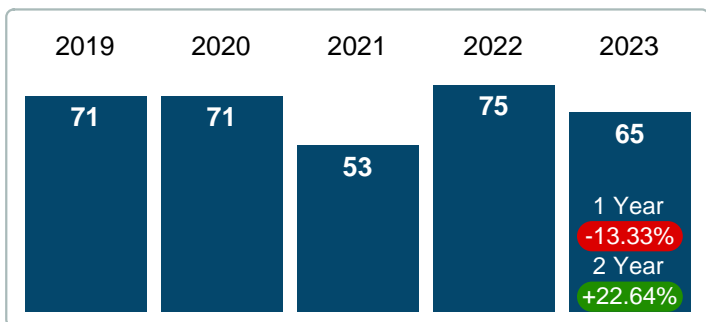
Area Delimited by County Of Mayes - Residential Property Type



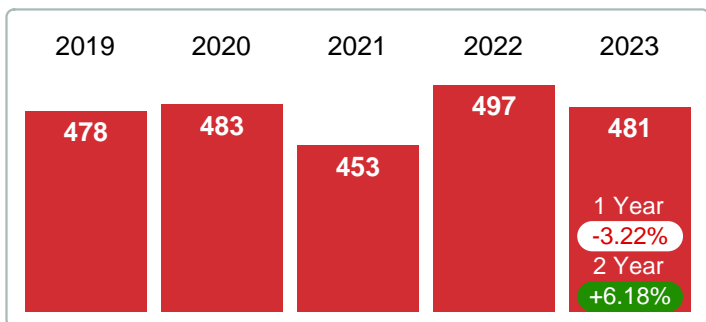
## NEW LISTINGS

Report produced on Sep 11, 2023 for MLS Technology Inc.

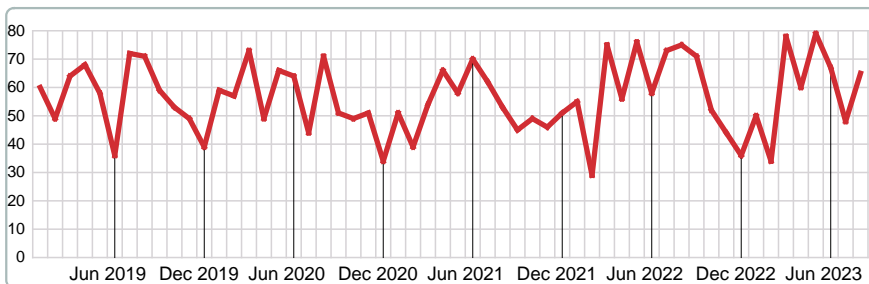
### AUGUST



### YEAR TO DATE (YTD)

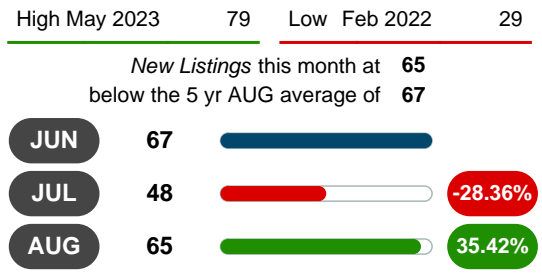


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 67



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	7.69%	3	2	0	0
\$100,001 - \$150,000	9	13.85%	2	6	1	0
\$150,001 - \$200,000	9	13.85%	3	5	1	0
\$200,001 - \$275,000	14	21.54%	0	10	4	0
\$275,001 - \$525,000	12	18.46%	2	8	2	0
\$525,001 - \$700,000	9	13.85%	1	4	3	1
\$700,001 and up	7	10.77%	0	3	3	1
<b>Total New Listed Units</b>	<b>65</b>		<b>11</b>	<b>38</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>24,703,587</b>	<b>100%</b>	<b>2.31M</b>	<b>12.11M</b>	<b>8.06M</b>	<b>2.23M</b>
<b>Average New Listed Listing Price</b>	<b>\$1,074,000</b>		<b>\$209,945</b>	<b>\$318,771</b>	<b>\$575,421</b>	<b>\$1,112,500</b>

# August 2023



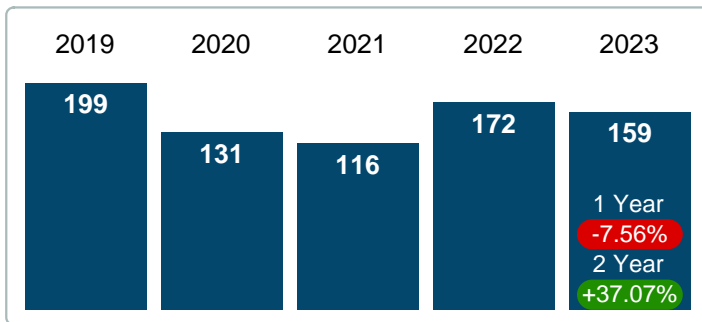
Area Delimited by County Of Mayes - Residential Property Type



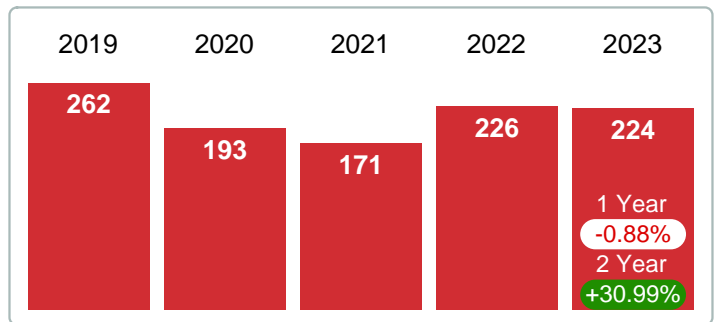
## ACTIVE INVENTORY

Report produced on Sep 11, 2023 for MLS Technology Inc.

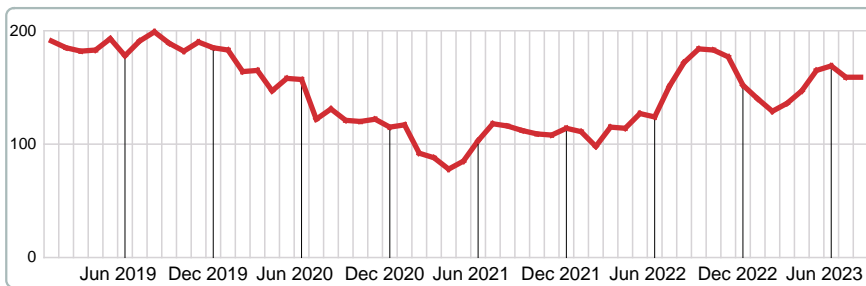
### END OF AUGUST



### ACTIVE DURING AUGUST

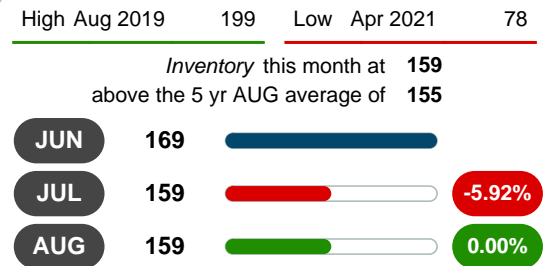


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 155



## 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	8.81%	89.9	10	4	0	0
\$100,001 - \$150,000	18	11.32%	46.6	7	9	1	1
\$150,001 - \$225,000	23	14.47%	62.8	6	14	3	0
\$225,001 - \$325,000	43	27.04%	97.3	2	22	17	2
\$325,001 - \$425,000	26	16.35%	111.5	3	10	13	0
\$425,001 - \$650,000	21	13.21%	79.5	3	9	7	2
\$650,001 and up	14	8.81%	78.1	1	6	4	3
<b>Total Active Inventory by Units</b>	<b>159</b>			<b>32</b>	<b>74</b>	<b>45</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>65,239,243</b>	<b>100%</b>	<b>84.2</b>	<b>7.01M</b>	<b>28.62M</b>	<b>18.60M</b>	<b>11.01M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$410,310</b>			<b>\$219,100</b>	<b>\$386,736</b>	<b>\$413,348</b>	<b>\$1,376,113</b>

# August 2023



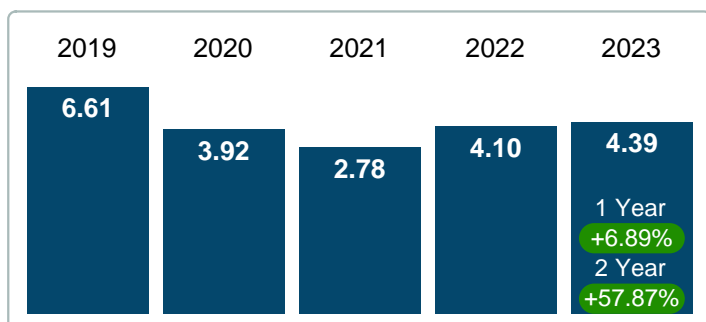
Area Delimited by County Of Mayes - Residential Property Type



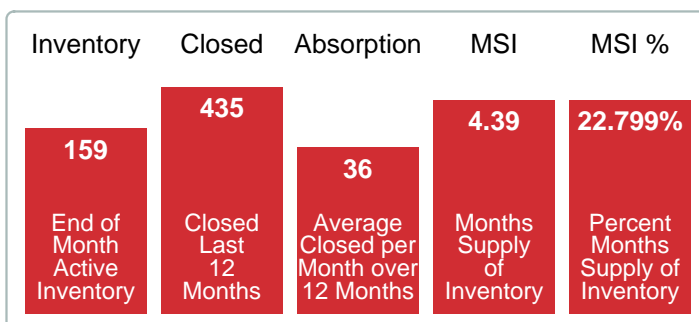
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 11, 2023 for MLS Technology Inc.

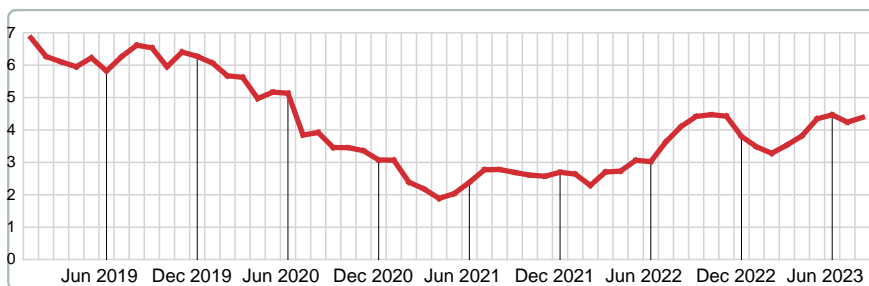
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023

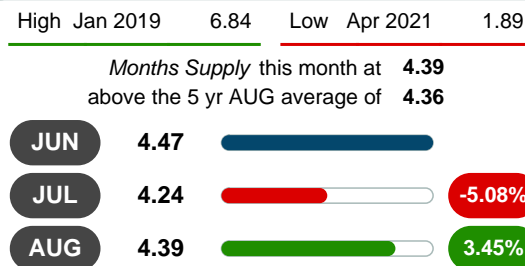


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.36



### 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	8.81%	2.71	4.00	1.78	0.00	0.00
\$100,001 - \$150,000	18	11.32%	3.09	3.82	2.45	3.00	0.00
\$150,001 - \$225,000	23	14.47%	2.12	4.00	1.68	3.60	0.00
\$225,001 - \$325,000	43	27.04%	5.61	2.18	4.33	10.74	24.00
\$325,001 - \$425,000	26	16.35%	6.93	12.00	6.32	7.43	0.00
\$425,001 - \$650,000	21	13.21%	10.50	0.00	10.80	7.64	8.00
\$650,001 and up	14	8.81%	14.00	0.00	12.00	16.00	12.00
Market Supply of Inventory (MSI)			4.39	4.57	3.33	7.40	8.73
Total Active Inventory by Units		100%	4.39	32	74	45	8

# August 2023



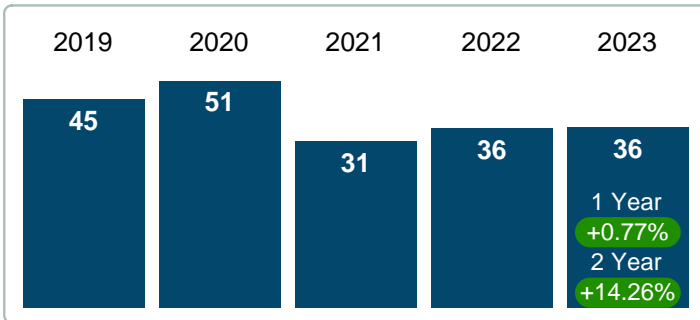
Area Delimited by County Of Mayes - Residential Property Type



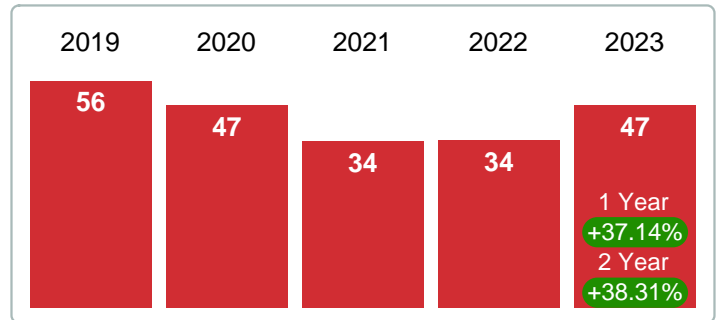
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Sep 11, 2023 for MLS Technology Inc.

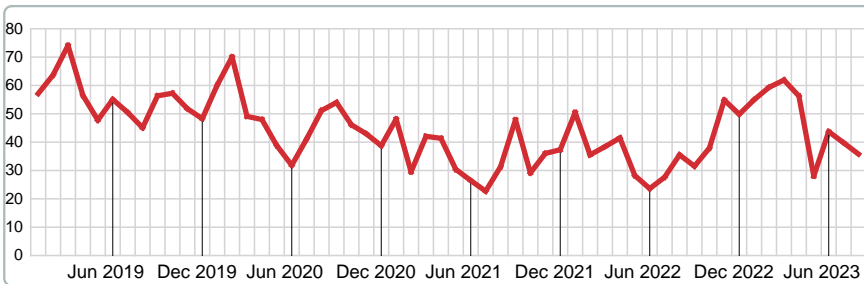
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

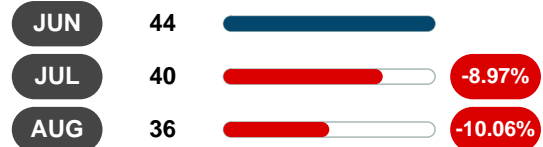


### 3 MONTHS

5 year AUG AVG = 40

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 40



### 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	9.68%	40	40	0	0	0
\$50,001 - \$100,000	9.68%	45	56	0	23	0
\$100,001 - \$150,000	12.90%	13	15	12	0	0
\$150,001 - \$200,000	22.58%	26	0	31	1	0
\$200,001 - \$325,000	25.81%	42	0	41	45	0
\$325,001 - \$400,000	6.45%	115	0	0	115	0
\$400,001 and up	12.90%	14	0	26	1	0
Average Closed DOM		36	37	32	43	0
Total Closed Units	100%	36	7	17	7	
Total Closed Volume		8,324,517	485.00K	4.11M	3.73M	0.00B



# August 2023



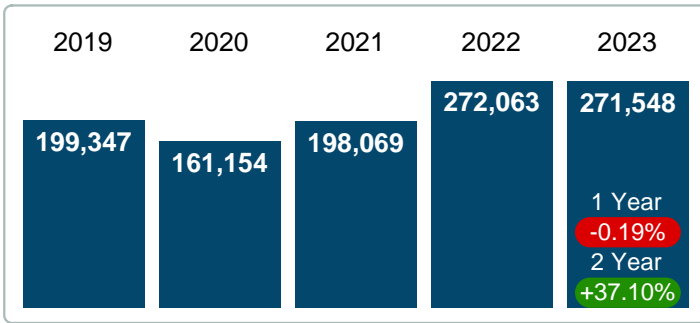
Area Delimited by County Of Mayes - Residential Property Type



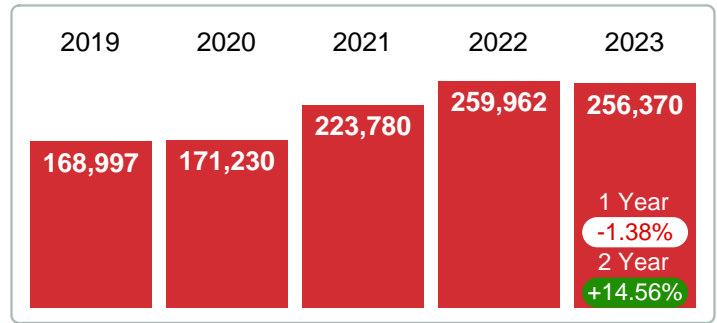
## AVERAGE LIST PRICE AT CLOSING

Report produced on Sep 11, 2023 for MLS Technology Inc.

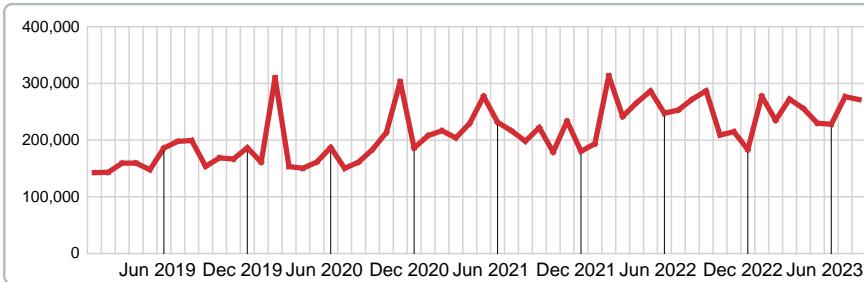
### AUGUST



### YEAR TO DATE (YTD)

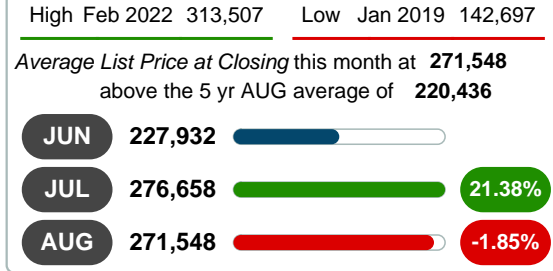


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 220,436



### 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	9.68%	18,333	18,333	0	0	0
\$50,001 - \$100,000	9.68%	77,333	111,000	0	65,000	0
\$100,001 - \$150,000	16.13%	131,560	97,450	129,950	0	0
\$150,001 - \$200,000	19.35%	182,500	0	175,167	192,000	0
\$200,001 - \$325,000	22.58%	229,525	0	248,811	225,000	0
\$325,001 - \$400,000	9.68%	374,833	0	0	382,250	0
\$400,001 and up	12.90%	911,750	0	572,500	1,251,000	0
<b>Average List Price</b>		<b>271,548</b>	<b>67,414</b>	<b>246,916</b>	<b>535,500</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>271,548</b>	<b>7</b>	<b>17</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,417,977</b>	<b>471.90K</b>	<b>4.20M</b>	<b>3.75M</b>	<b>0.00B</b>



# August 2023



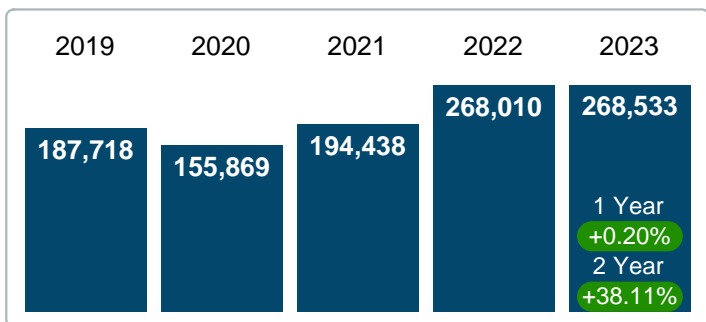
Area Delimited by County Of Mayes - Residential Property Type



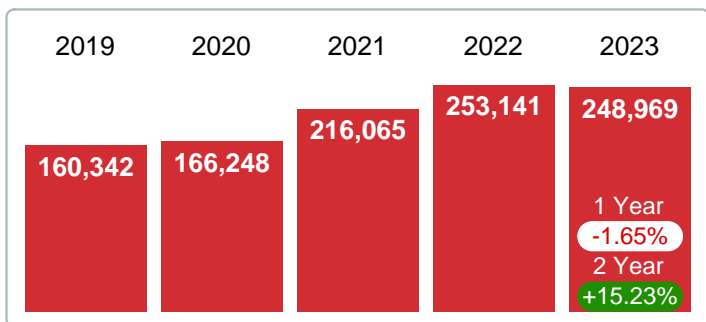
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Sep 11, 2023 for MLS Technology Inc.

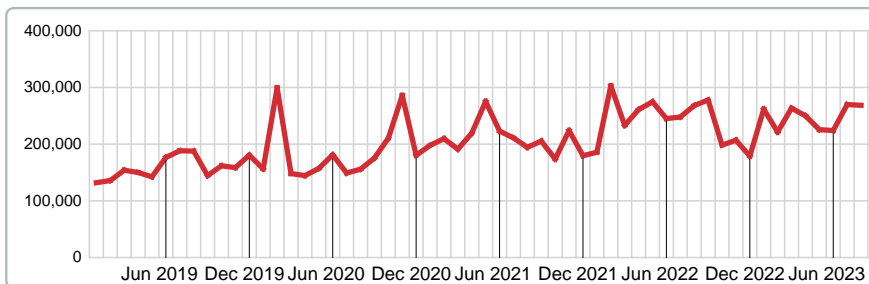
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

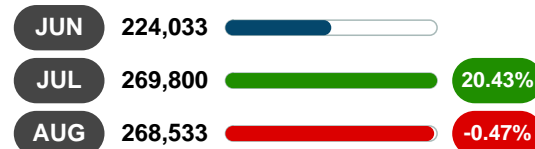


### 3 MONTHS

5 year AUG AVG = 214,914

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

Average Sold Price at Closing this month at **268,533** above the 5 yr AUG average of **214,914**



### 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	9.68%	17,667	17,667	0	0	0
\$50,001 - \$100,000	9.68%	80,667	93,500	0	55,000	0
\$100,001 - \$150,000	12.90%	121,375	122,500	120,250	0	0
\$150,001 - \$200,000	22.58%	175,177	0	172,707	190,000	0
\$200,001 - \$325,000	25.81%	239,535	0	243,040	215,000	0
\$325,001 - \$400,000	6.45%	382,250	0	0	382,250	0
\$400,001 and up	12.90%	909,250	0	567,500	1,251,000	0
<b>Average Sold Price</b>		<b>268,533</b>	<b>69,286</b>	<b>241,942</b>	<b>532,357</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>268,533</b>	<b>7</b>	<b>17</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,324,517</b>	<b>485.00K</b>	<b>4.11M</b>	<b>3.73M</b>	<b>0.00B</b>

# August 2023



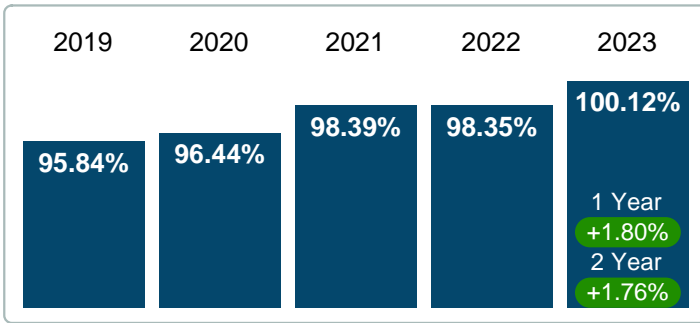
Area Delimited by County Of Mayes - Residential Property Type



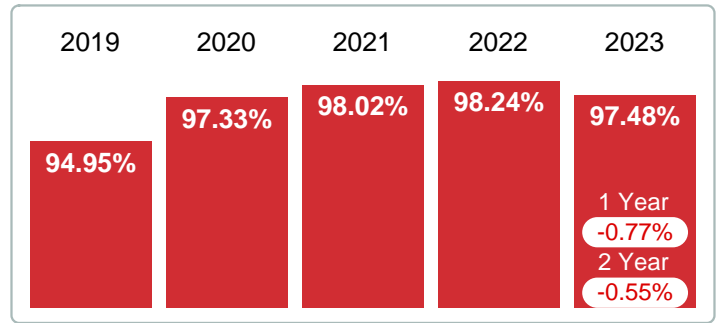
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2023 for MLS Technology Inc.

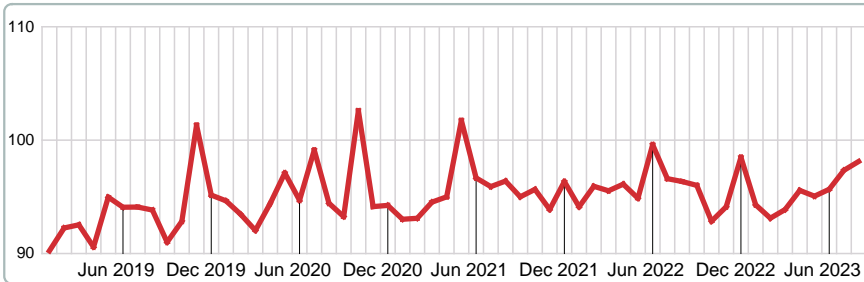
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

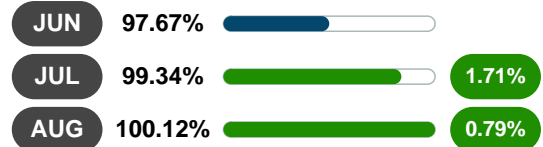


### 3 MONTHS

5 year AUG AVG = 97.83%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **100.12%**  
above the 5 yr AUG average of **97.83%**



## 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	3	9.68%	105.48%	105.48%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	3	9.68%	85.90%	86.54%	0.00%	84.62%	0.00%
\$100,001 - \$150,000	4	12.90%	114.19%	135.87%	92.52%	0.00%	0.00%
\$150,001 - \$200,000	7	22.58%	98.83%	0.00%	98.81%	98.96%	0.00%
\$200,001 - \$325,000	8	25.81%	97.91%	0.00%	98.25%	95.56%	0.00%
\$325,001 - \$400,000	2	6.45%	100.00%	0.00%	0.00%	100.00%	0.00%
\$400,001 and up	4	12.90%	99.41%	0.00%	98.82%	100.00%	0.00%
Average Sold/List Ratio		100.10%		108.75%	97.84%	97.02%	0.00%
Total Closed Units		31	100%	7	17	7	
Total Closed Volume		8,324,517		485.00K	4.11M	3.73M	0.00B

# August 2023



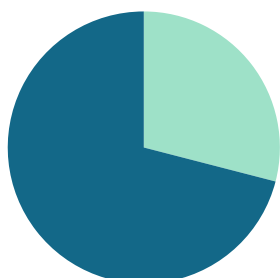
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

### INVENTORY

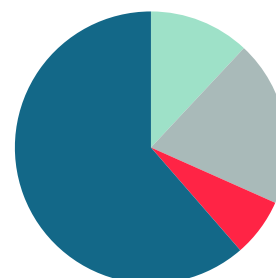


**Inventory**  
 New Listings  
**65 = 29.02%**  
 Start Inventory  
**159**  
 Total Inventory Units  
**224**  
 Volume  
**\$88,034,843**

### Market Activity

Closed Sales  
**31 = 11.97%**  
 Pending Sales  
**51 = 19.69%**  
 Other Off Market  
**18 = 6.95%**  
 Active Inventory  
**159 = 61.39%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	46	31	-32.61%	339	294	-13.27%
Pending Sales	42	51	21.43%	334	328	-1.80%
New Listings	75	65	-13.33%	497	481	-3.22%
Average List Price	272,063	271,548	-0.19%	259,962	256,370	-1.38%
Average Sale Price	268,010	268,533	0.20%	253,141	248,969	-1.65%
Average Percent of Selling Price to List Price	98.35%	100.12%	1.80%	98.24%	97.48%	-0.77%
Average Days on Market to Sale	35.50	35.77	0.77%	34.33	47.09	37.14%
Monthly Inventory	172	159	-7.56%	172	159	-7.56%
Months Supply of Inventory	4.10	4.39	6.89%	4.10	4.39	6.89%

**Absorption:** Last 12 months, an Average of **36** Sales/Month

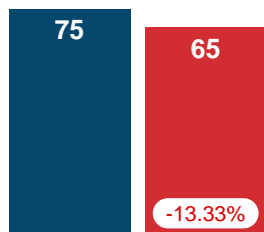
**Inventory** on August 31, 2023 = **159**

**2022** **2023**

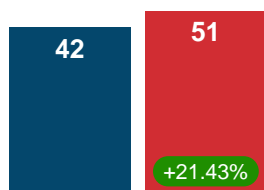
### AUGUST MARKET

### AVERAGE PRICES

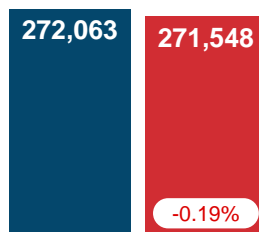
#### New Listings



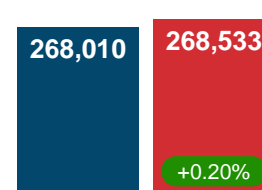
#### Pending Listings



#### List Price



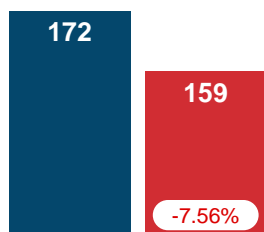
#### Sale Price



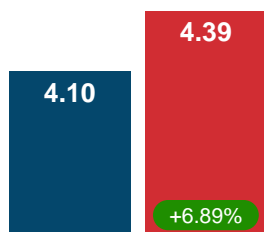
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

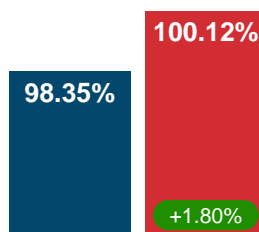
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

