

August 2023



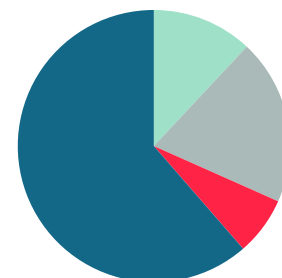
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | August | | +/-% |
|---|---------|---------|---------|
| | 2022 | 2023 | |
| Closed Listings | 46 | 31 | -32.61% |
| Pending Listings | 42 | 51 | 21.43% |
| New Listings | 75 | 65 | -13.33% |
| Median List Price | 224,500 | 195,000 | -13.14% |
| Median Sale Price | 216,850 | 190,000 | -12.38% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 22.50 | 19.00 | -15.56% |
| 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.

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 **12.38%** in August 2023 to \$190,000 versus the previous year at \$216,850.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 3.50 days or **15.56%** in August 2023 compared to last year's same month at **22.50** DOM.

Sales Success for August 2023 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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

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| Inventory | 5 |
| Months Supply of Inventory | 6 |
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| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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



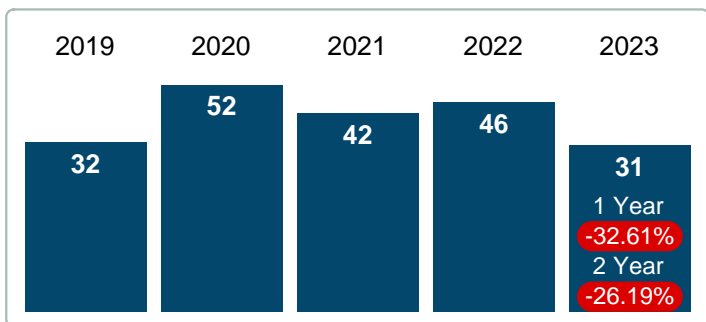
Area Delimited by County Of Mayes - Residential Property Type



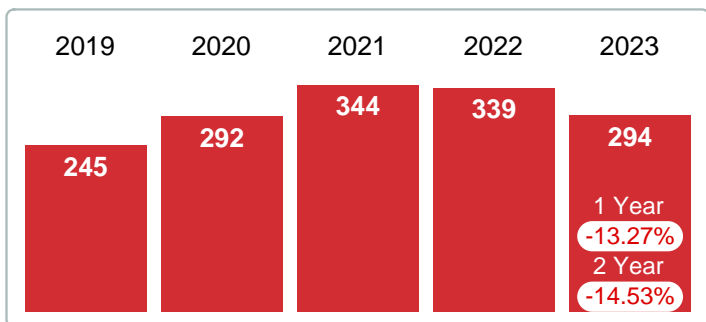
CLOSED LISTINGS

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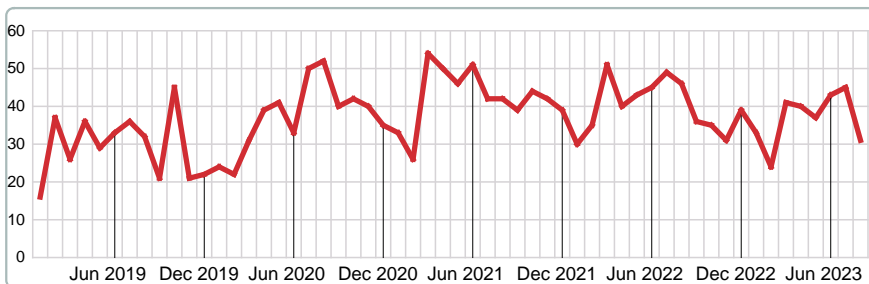
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41

High Mar 2021: 54 | Low Jan 2019: 16

Closed Listings this month at 31
below the 5 yr AUG average of 41

- JUN: 43
- JUL: 45 (4.65% above avg)
- AUG: 31 (-31.11% below avg)

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 | 3 | 9.68% | 42.0 | 3 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 3 | 9.68% | 23.0 | 2 | 0 | 1 | 0 |
| \$100,001 - \$150,000 | 4 | 12.90% | 11.5 | 2 | 2 | 0 | 0 |
| \$150,001 - \$200,000 | 7 | 22.58% | 17.0 | 0 | 6 | 1 | 0 |
| \$200,001 - \$325,000 | 8 | 25.81% | 28.5 | 0 | 7 | 1 | 0 |
| \$325,001 - \$400,000 | 2 | 6.45% | 115.0 | 0 | 0 | 2 | 0 |
| \$400,001 and up | 4 | 12.90% | 1.0 | 0 | 2 | 2 | 0 |
| Total Closed Units | 31 | | | 7 | 17 | 7 | 0 |
| Total Closed Volume | 8,324,517 | 100% | 19.0 | 485.00K | 4.11M | 3.73M | 0.00B |
| Median Closed Price | \$190,000 | | | \$92,000 | \$214,777 | \$375,000 | \$0 |

August 2023



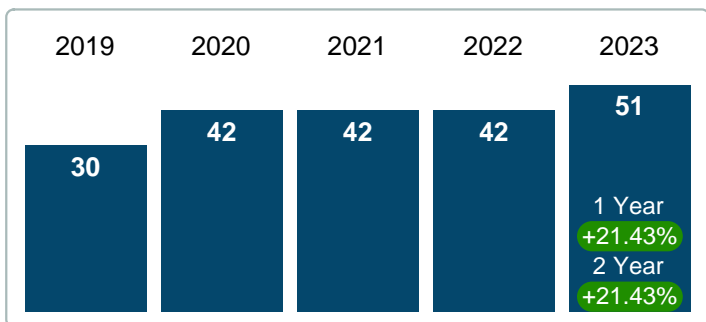
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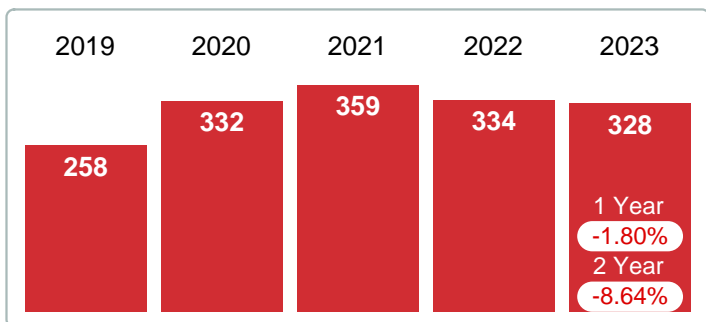
PENDING LISTINGS

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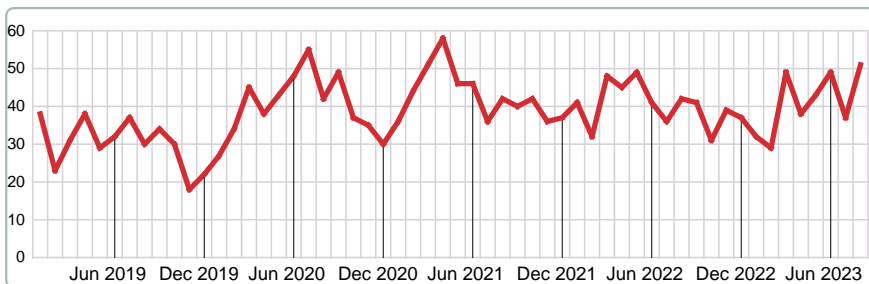
AUGUST



YEAR TO DATE (YTD)

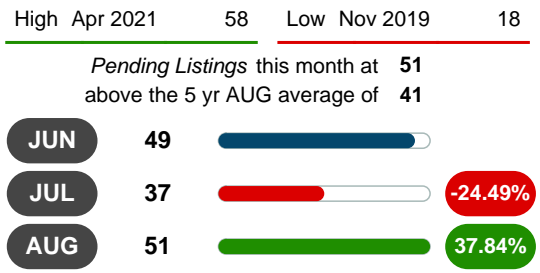


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 5 | 9.80% | 36.0 | 3 | 2 | 0 | 0 |
| \$100,001 - \$125,000 | 1 | 1.96% | 104.0 | 0 | 1 | 0 | 0 |
| \$125,001 - \$225,000 | 15 | 29.41% | 26.0 | 2 | 9 | 3 | 1 |
| \$225,001 - \$325,000 | 10 | 19.61% | 13.0 | 0 | 9 | 1 | 0 |
| \$325,001 - \$500,000 | 7 | 13.73% | 35.0 | 1 | 4 | 2 | 0 |
| \$500,001 - \$650,000 | 7 | 13.73% | 48.0 | 0 | 4 | 3 | 0 |
| \$650,001 and up | 6 | 11.76% | 1.0 | 0 | 5 | 1 | 0 |
| Total Pending Units | 51 | | | 6 | 34 | 10 | 1 |
| Total Pending Volume | 18,588,200 | 100% | 28.0 | 768.80K | 12.25M | 5.40M | 164.90K |
| Median Listing Price | \$277,500 | | | \$102,500 | \$278,250 | \$384,750 | \$164,900 |

August 2023



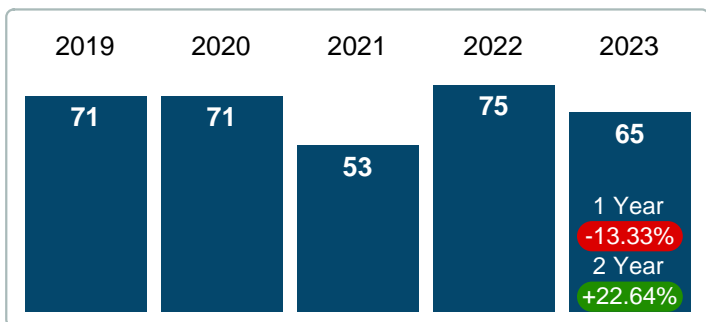
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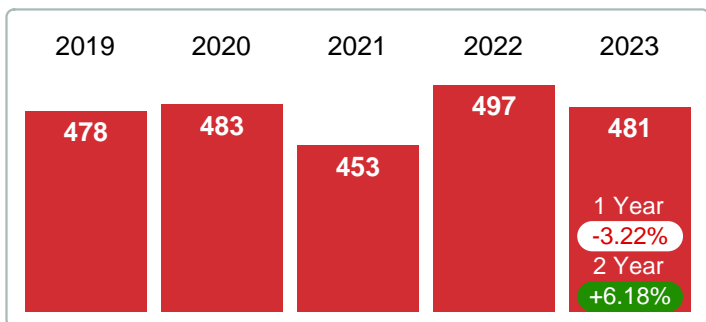
NEW LISTINGS

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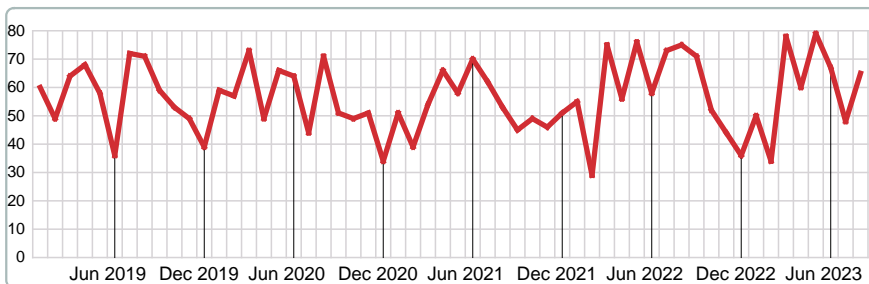
AUGUST



YEAR TO DATE (YTD)

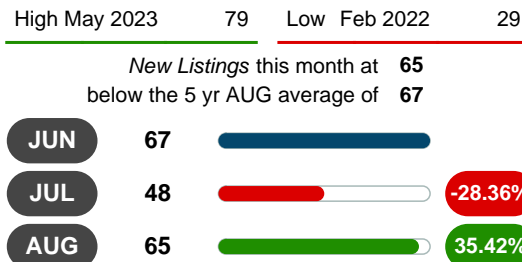


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 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 |
| Total New Listed Units | 65 | | 11 | 38 | 14 | 2 |
| Total New Listed Volume | 24,703,587 | 100% | 2.31M | 12.11M | 8.06M | 2.23M |
| Median New Listed Listing Price | \$254,900 | | \$159,000 | \$246,750 | \$350,500 | \$1,112,500 |

August 2023



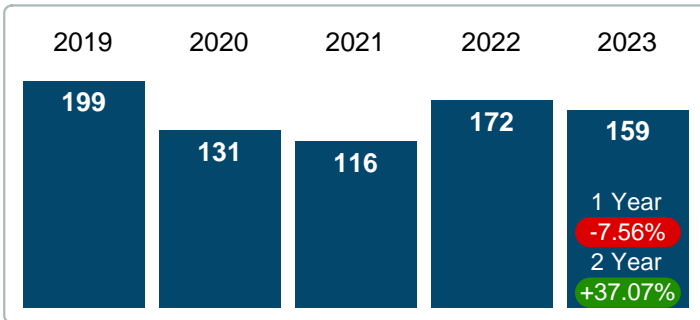
Area Delimited by County Of Mayes - Residential Property Type



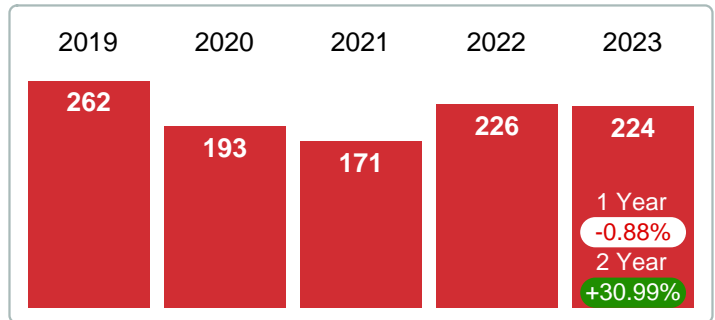
ACTIVE INVENTORY

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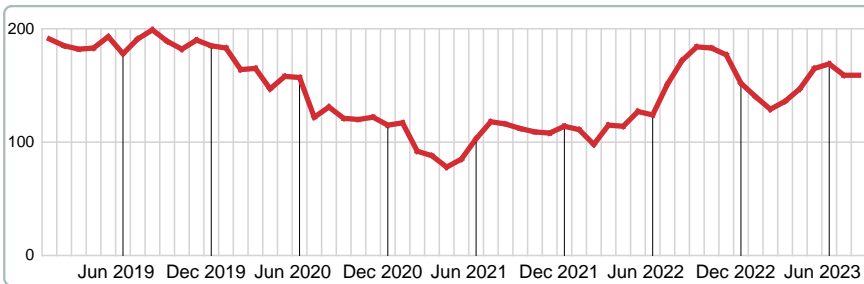
END OF AUGUST



ACTIVE DURING AUGUST

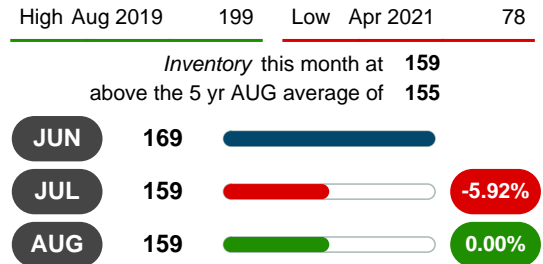


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 155



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 14 | 8.81% | 90.5 | 10 | 4 | 0 | 0 |
| \$100,001 - \$150,000 | 18 | 11.32% | 42.5 | 7 | 9 | 1 | 1 |
| \$150,001 - \$225,000 | 23 | 14.47% | 57.0 | 6 | 14 | 3 | 0 |
| \$225,001 - \$325,000 | 43 | 27.04% | 90.0 | 2 | 22 | 17 | 2 |
| \$325,001 - \$425,000 | 26 | 16.35% | 104.0 | 3 | 10 | 13 | 0 |
| \$425,001 - \$650,000 | 21 | 13.21% | 63.0 | 3 | 9 | 7 | 2 |
| \$650,001 and up | 14 | 8.81% | 78.0 | 1 | 6 | 4 | 3 |
| Total Active Inventory by Units | 159 | | | 32 | 74 | 45 | 8 |
| Total Active Inventory by Volume | 65,239,243 | 100% | 72.0 | 7.01M | 28.62M | 18.60M | 11.01M |
| Median Active Inventory Listing Price | \$275,000 | | | \$137,500 | \$255,200 | \$329,500 | \$599,950 |

August 2023



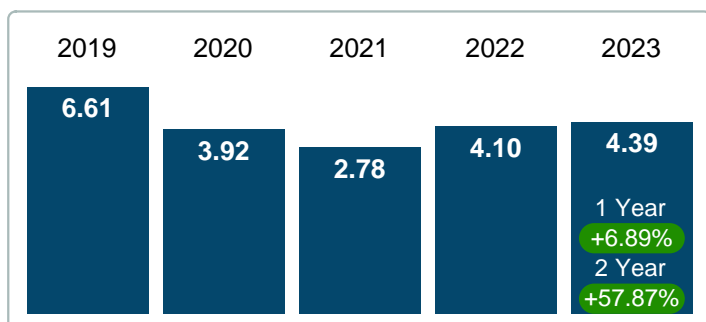
Area Delimited by County Of Mayes - Residential Property Type



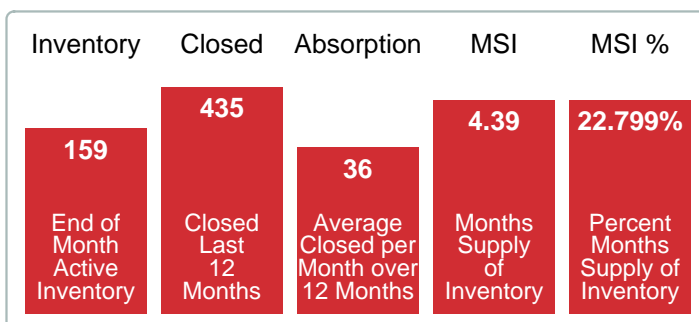
MONTHS SUPPLY of INVENTORY (MSI)

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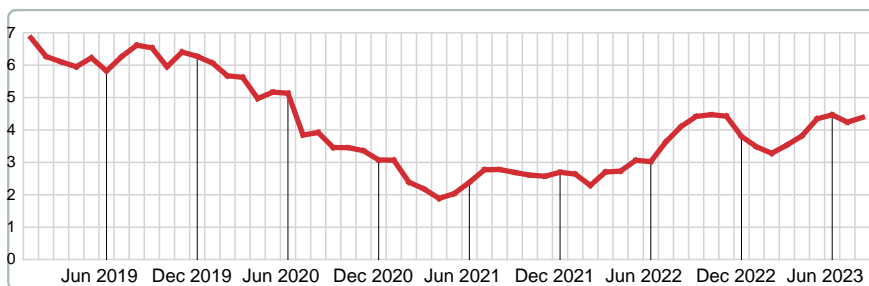
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

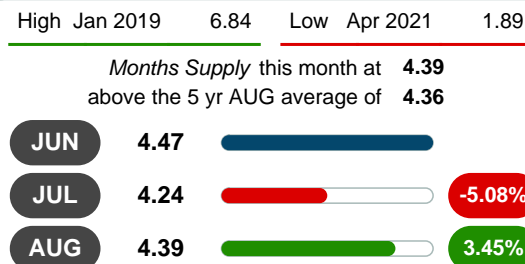


5 YEAR MARKET ACTIVITY TRENDS



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



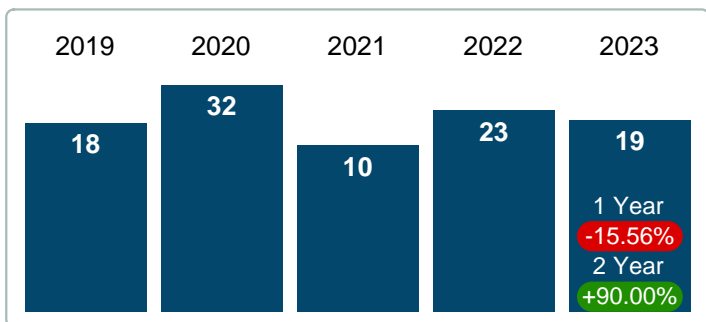
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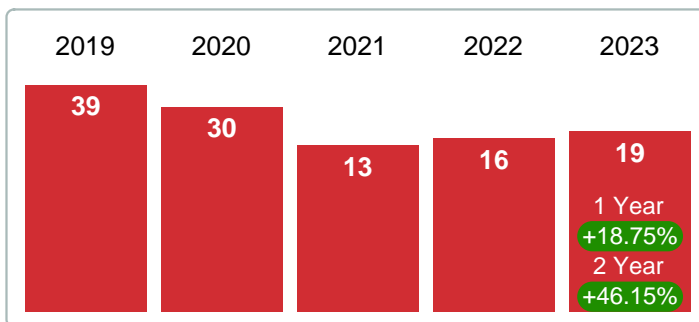
MEDIAN DAYS ON MARKET TO SALE

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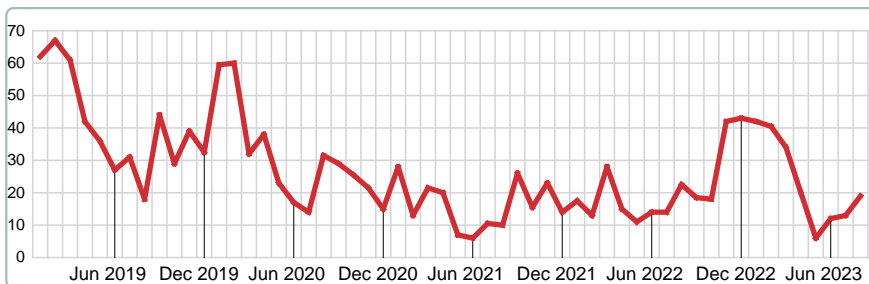
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

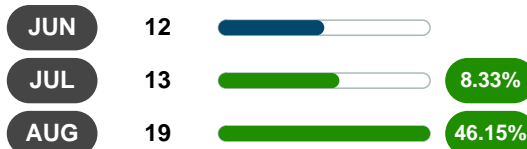


3 MONTHS

5 year AUG AVG = 20

High Feb 2019 67 Low May 2023 6

Median Days on Market to Sale this month at 19 below the 5 yr AUG average of 20



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 | 9.68% | 42 | 42 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 9.68% | 23 | 56 | 0 | 23 | 0 |
| \$100,001 - \$150,000 | 12.90% | 12 | 15 | 12 | 0 | 0 |
| \$150,001 - \$200,000 | 22.58% | 17 | 0 | 25 | 1 | 0 |
| \$200,001 - \$325,000 | 25.81% | 29 | 0 | 12 | 45 | 0 |
| \$325,001 - \$400,000 | 6.45% | 115 | 0 | 0 | 115 | 0 |
| \$400,001 and up | 12.90% | 1 | 0 | 26 | 1 | 0 |
| Median Closed DOM | | 19 | 28 | 17 | 20 | 0 |
| Total Closed Units | 100% | 31 | 7 | 17 | 7 | |
| Total Closed Volume | | 8,324,517 | 485.00K | 4.11M | 3.73M | 0.00B |

August 2023



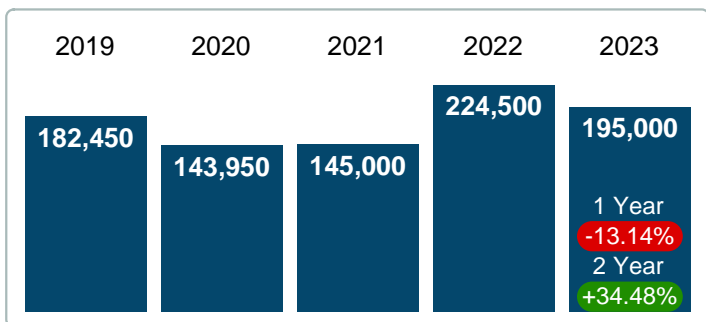
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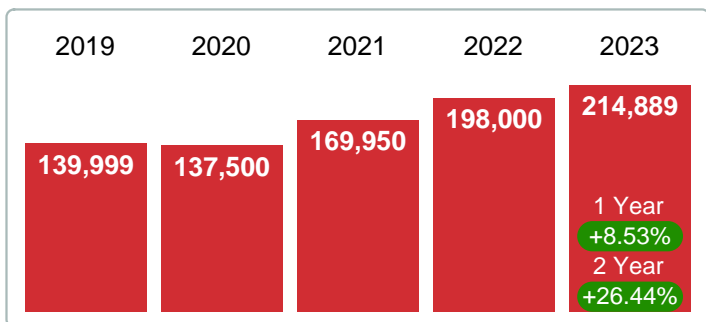
MEDIAN LIST PRICE AT CLOSING

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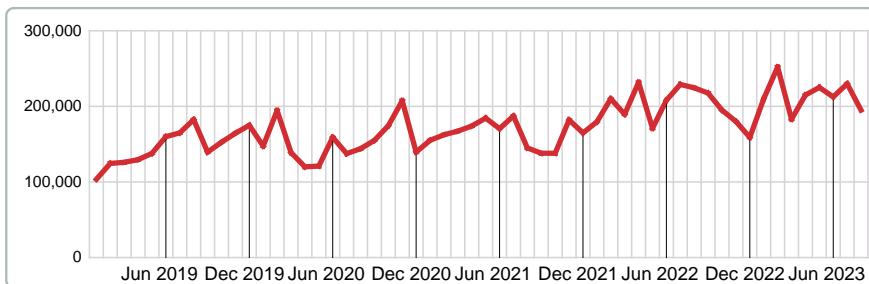
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

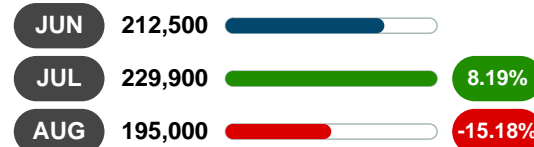


3 MONTHS

5 year AUG AVG = 178,180

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

Median List Price at Closing this month at **195,000**
 above the 5 yr AUG average of **178,180**



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 | 9.68% | 14,000 | 14,000 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 9.68% | 75,000 | 83,500 | 0 | 65,000 | 0 |
| \$100,001 - \$150,000 | 16.13% | 130,000 | 124,950 | 134,900 | 0 | 0 |
| \$150,001 - \$200,000 | 19.35% | 185,500 | 0 | 179,000 | 192,000 | 0 |
| \$200,001 - \$325,000 | 22.58% | 224,000 | 0 | 222,000 | 225,000 | 0 |
| \$325,001 - \$400,000 | 9.68% | 375,000 | 0 | 360,000 | 382,250 | 0 |
| \$400,001 and up | 12.90% | 572,500 | 0 | 572,500 | 1,251,000 | 0 |
| Median List Price | | 195,000 | 75,000 | 214,777 | 375,000 | 0 |
| Total Closed Units | 100% | 195,000 | 7 | 17 | 7 | 0 |
| Total Closed Volume | | 8,417,977 | 471.90K | 4.20M | 3.75M | 0.00B |

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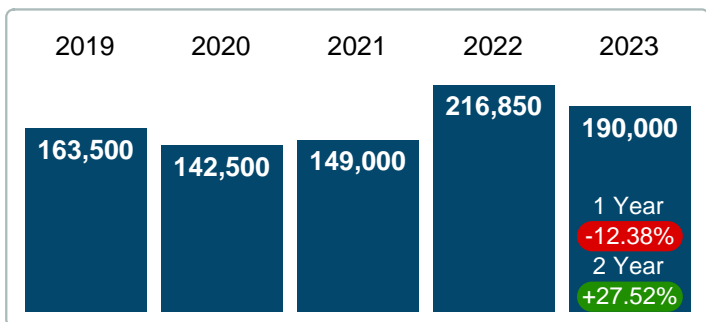
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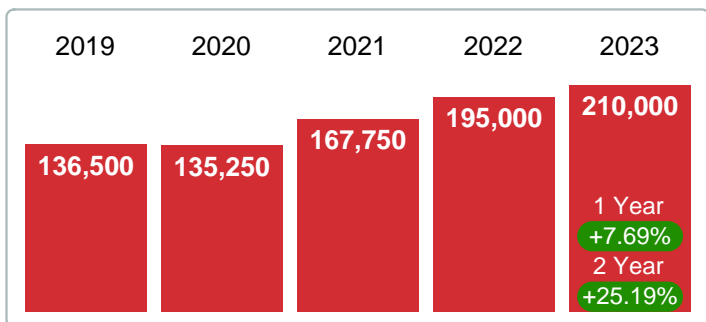
MEDIAN SOLD PRICE AT CLOSING

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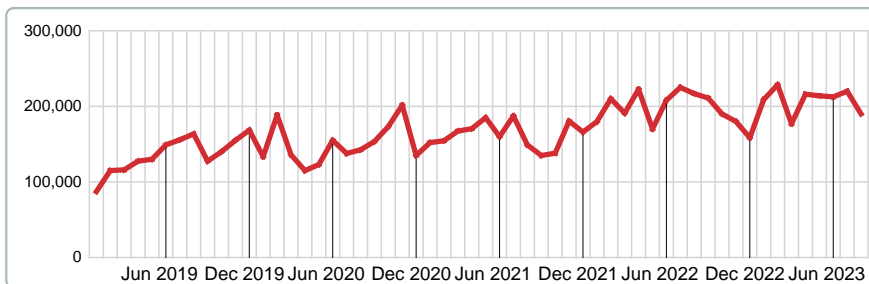
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

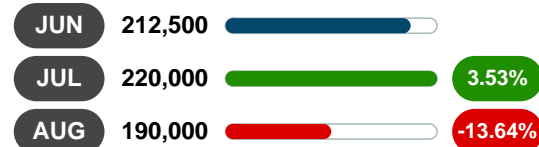


3 MONTHS

5 year AUG AVG = 172,370

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

Median Sold Price at Closing this month at 190,000 above the 5 yr AUG average of 172,370



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 | 9.68% | 17,000 | 17,000 | 0 | 0 | 0 |
| \$50,001 - \$100,000 | 9.68% | 92,000 | 93,500 | 0 | 55,000 | 0 |
| \$100,001 - \$150,000 | 12.90% | 120,250 | 122,500 | 120,250 | 0 | 0 |
| \$150,001 - \$200,000 | 22.58% | 179,000 | 0 | 172,000 | 190,000 | 0 |
| \$200,001 - \$325,000 | 25.81% | 217,500 | 0 | 220,000 | 215,000 | 0 |
| \$325,001 - \$400,000 | 6.45% | 382,250 | 0 | 0 | 382,250 | 0 |
| \$400,001 and up | 12.90% | 567,500 | 0 | 567,500 | 1,251,000 | 0 |
| Median Sold Price | | 190,000 | 92,000 | 214,777 | 375,000 | 0 |
| Total Closed Units | | 31 | 7 | 17 | 7 | 0 |
| Total Closed Volume | | 8,324,517 | 485.00K | 4.11M | 3.73M | 0.00B |

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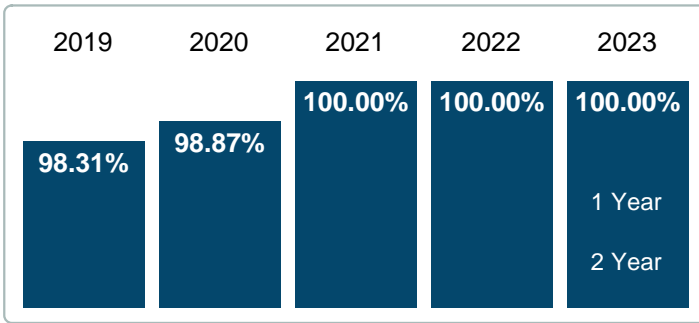
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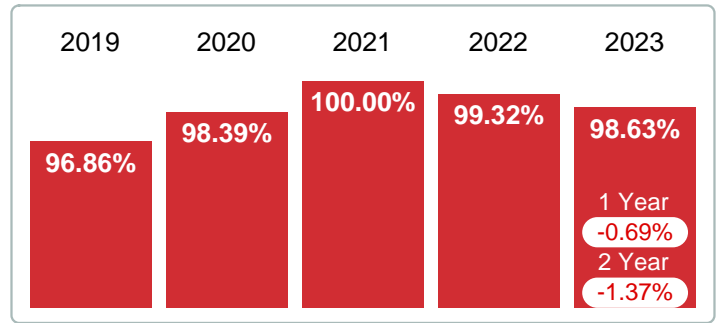
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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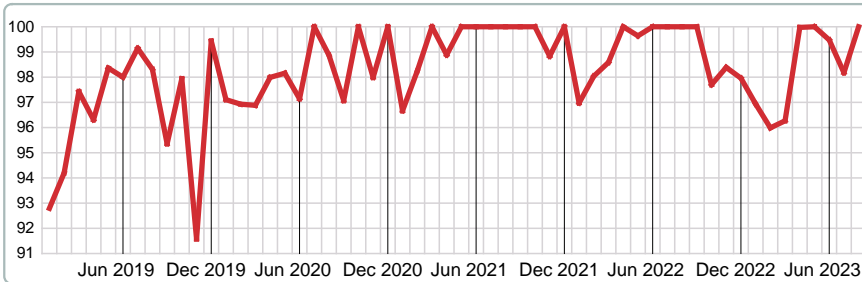
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

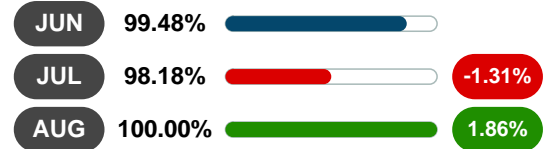


3 MONTHS

5 year AUG AVG = 99.44%

High Aug 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **99.44%**



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 | 3 | 9.68% | 83.33% | 83.33% | 0.00% | 0.00% | 0.00% |
| \$50,001 - \$100,000 | 3 | 9.68% | 84.62% | 86.54% | 0.00% | 84.62% | 0.00% |
| \$100,001 - \$150,000 | 4 | 12.90% | 92.52% | 135.87% | 92.52% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 7 | 22.58% | 98.96% | 0.00% | 98.72% | 98.96% | 0.00% |
| \$200,001 - \$325,000 | 8 | 25.81% | 100.00% | 0.00% | 100.00% | 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% | 100.00% | 0.00% | 98.82% | 100.00% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 91.74% | 100.00% | 100.00% | 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



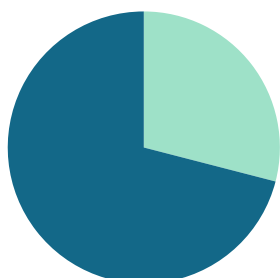
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

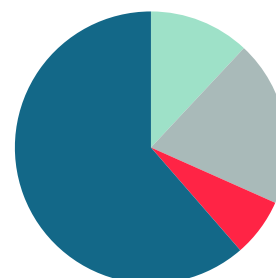


Inventory
 New Listings
65 = 29.02%
 Start Inventory
159
 Total Inventory Units
224
 Volume
\$88,034,843

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% |
| Median List Price | 224,500 | 195,000 | -13.14% | 198,000 | 214,889 | 8.53% |
| Median Sale Price | 216,850 | 190,000 | -12.38% | 195,000 | 210,000 | 7.69% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 99.32% | 98.63% | -0.69% |
| Median Days on Market to Sale | 22.50 | 19.00 | -15.56% | 16.00 | 19.00 | 18.75% |
| 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

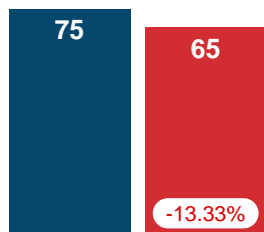
Inventory on August 31, 2023 = **159**

2022 **2023**

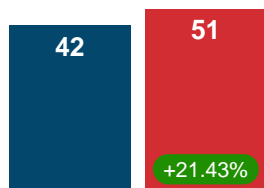
AUGUST MARKET

MEDIAN PRICES

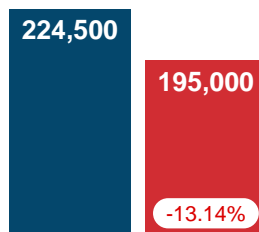
New Listings



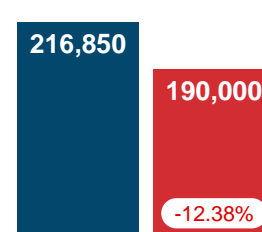
Pending Listings



List Price



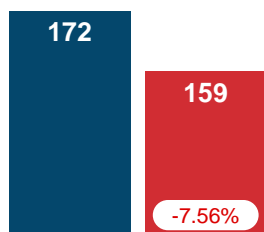
Sale Price



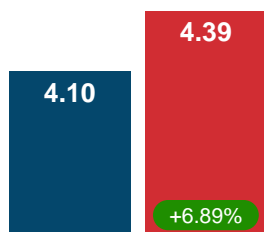
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

