

# September 2023



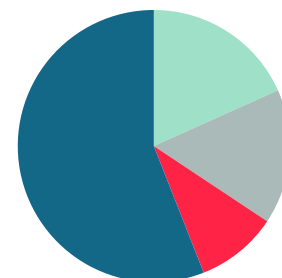
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	36	49	36.11%
Pending Listings	41	43	4.88%
New Listings	71	52	-26.76%
Average List Price	286,931	259,059	-9.71%
Average Sale Price	277,857	247,984	-10.75%
Average Percent of Selling Price to List Price	98.01%	96.02%	-2.03%
Average Days on Market to Sale	31.53	48.24	53.02%
End of Month Inventory	184	150	-18.48%
Months Supply of Inventory	4.42	4.01	-9.22%



■ Closed (18.28%)  
■ Pending (16.04%)  
■ Other OffMarket (9.70%)  
■ Active (55.97%)

**Absorption:** Last 12 months, an Average of **37** Sales/Month  
**Active Inventory** as of September 30, 2023 = **150**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2023 decreased **18.48%** to 150 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **4.01** 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 **10.75%** in September 2023 to \$247,984 versus the previous year at \$277,857.

#### Average Days on Market Lengthens

The average number of **48.24** days that homes spent on the market before selling increased by 16.72 days or **53.02%** in September 2023 compared to last year's same month at **31.53** DOM.

#### Sales Success for September 2023 is Positive

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

There were 52 New Listings in September 2023, down **26.76%** from last year at 71. Furthermore, there were 49 Closed Listings this month versus last year at 36, a **36.11%** increase.

Closed versus Listed trends yielded a **94.2%** ratio, up from previous year's, September 2022, at **50.7%**, a **85.84%** upswing. This will certainly create pressure on a decreasing Month's 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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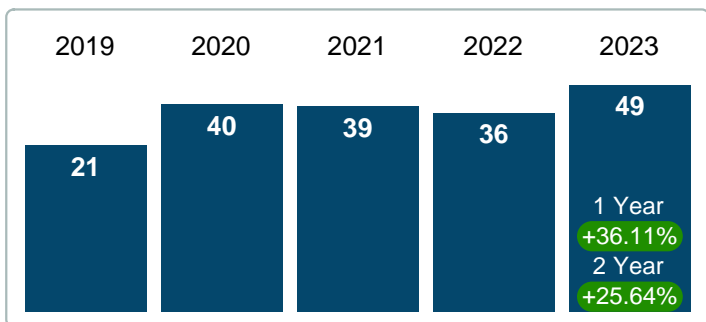
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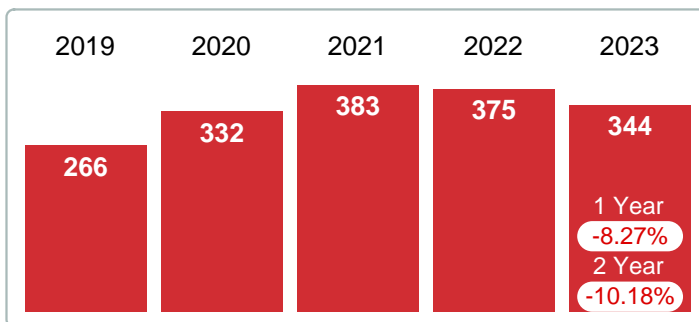
## CLOSED LISTINGS

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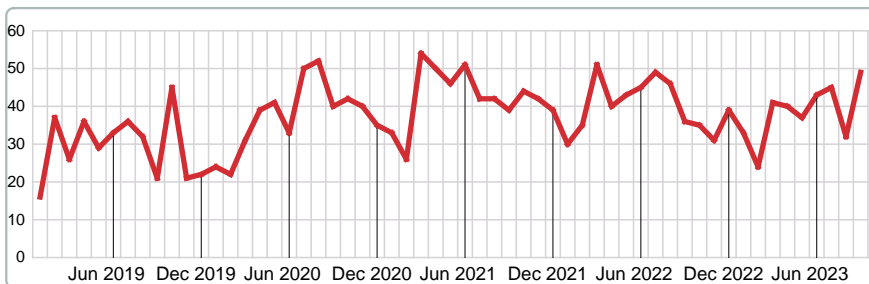
### SEPTEMBER



### YEAR TO DATE (YTD)

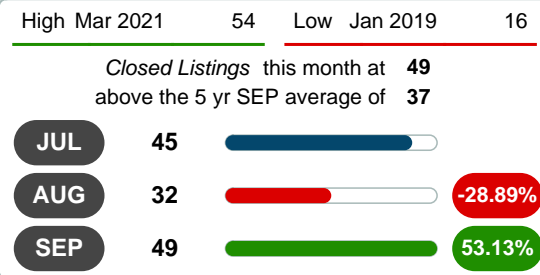


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.16%	48.5	1	3	0	0
\$100,001 - \$125,000	7	14.29%	40.0	3	4	0	0
\$125,001 - \$150,000	4	8.16%	35.5	1	1	2	0
\$150,001 - \$225,000	13	26.53%	33.2	1	11	0	1
\$225,001 - \$350,000	9	18.37%	62.3	3	3	3	0
\$350,001 - \$475,000	7	14.29%	59.0	0	5	2	0
\$475,001 and up	5	10.20%	68.6	0	3	2	0
<b>Total Closed Units</b>	<b>49</b>			<b>9</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>12,151,200</b>	<b>100%</b>	<b>48.2</b>	<b>1.53M</b>	<b>7.50M</b>	<b>2.96M</b>	<b>160.00K</b>
<b>Average Closed Price</b>	<b>\$247,984</b>			<b>\$169,778</b>	<b>\$250,007</b>	<b>\$329,222</b>	<b>\$160,000</b>

# September 2023



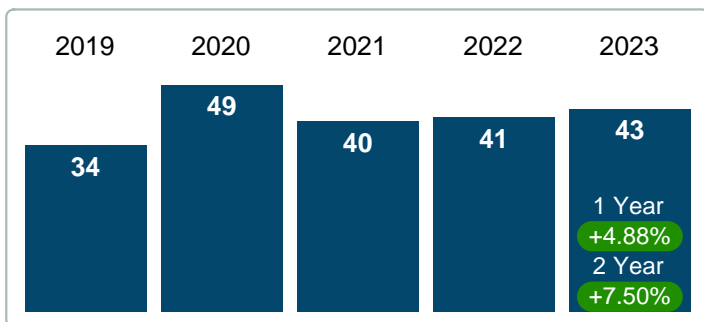
Area Delimited by County Of Mayes - Residential Property Type



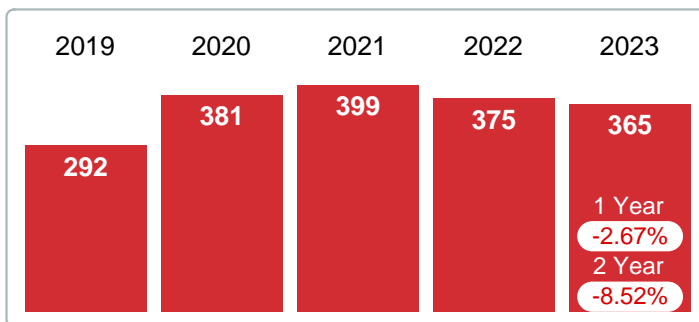
## PENDING LISTINGS

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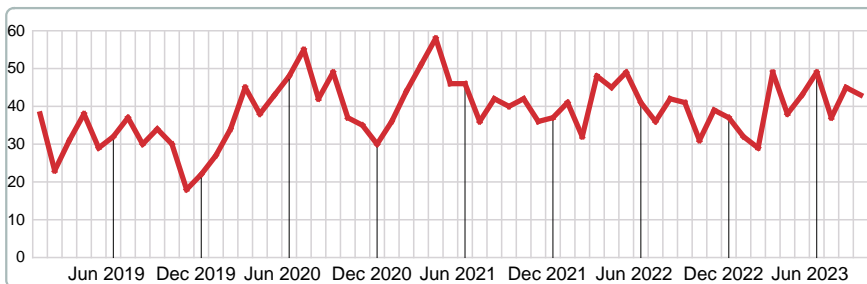
### SEPTEMBER



### YEAR TO DATE (YTD)

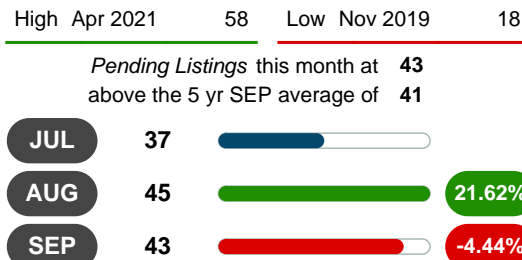


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP 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
\$125,000 and less	5	11.63%	22.4	3	2	0	0
\$125,001 - \$150,000	5	11.63%	32.2	1	3	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$275,000	15	34.88%	32.1	3	7	5	0
\$275,001 - \$375,000	8	18.60%	70.5	1	3	4	0
\$375,001 - \$550,000	5	11.63%	16.8	2	2	1	0
\$550,001 and up	5	11.63%	82.2	0	3	2	0
<b>Total Pending Units</b>	<b>43</b>			<b>10</b>	<b>20</b>	<b>13</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>14,575,800</b>	<b>100%</b>	<b>34.3</b>	<b>2.15M</b>	<b>6.87M</b>	<b>5.55M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$191,929</b>			<b>\$215,150</b>	<b>\$343,645</b>	<b>\$427,031</b>	<b>\$0</b>

# September 2023



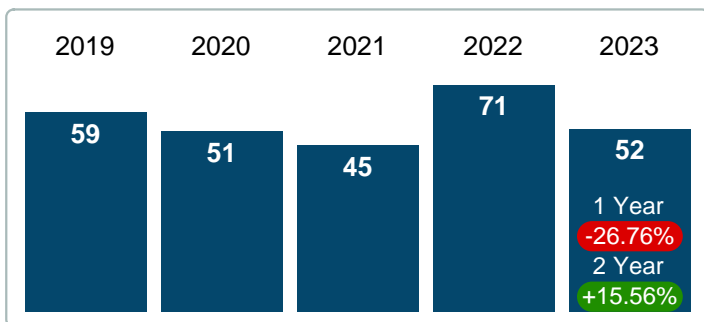
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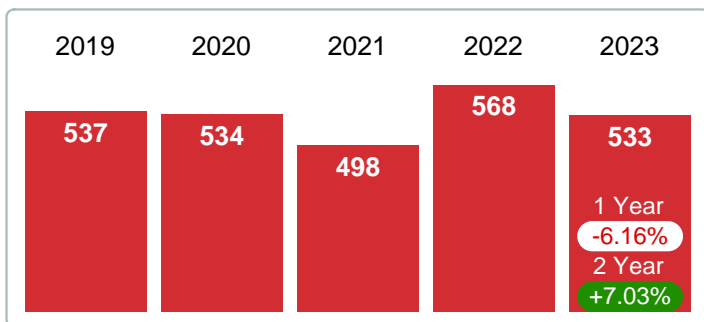
## NEW LISTINGS

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

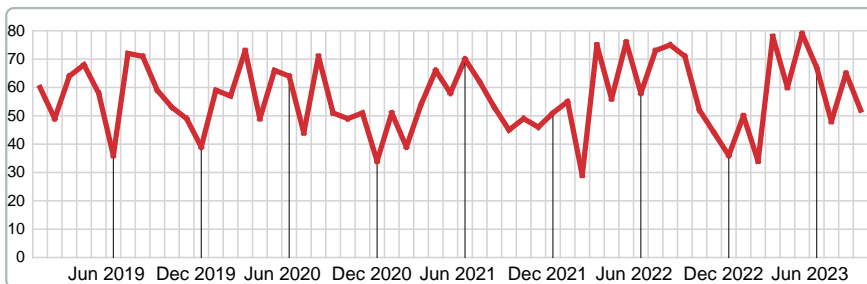
### SEPTEMBER



### YEAR TO DATE (YTD)

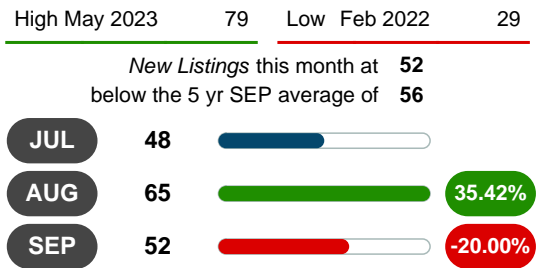


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 56



### 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	9.62%	2	3	0	0
\$100,001 - \$125,000	3	5.77%	0	3	0	0
\$125,001 - \$175,000	10	19.23%	3	6	1	0
\$175,001 - \$275,000	13	25.00%	0	11	2	0
\$275,001 - \$350,000	8	15.38%	1	2	5	0
\$350,001 - \$500,000	7	13.46%	1	2	3	1
\$500,001 and up	6	11.54%	1	3	0	2
<b>Total New Listed Units</b>	<b>52</b>		<b>8</b>	<b>30</b>	<b>11</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>14,877,130</b>	<b>100%</b>	<b>1.96M</b>	<b>7.93M</b>	<b>3.32M</b>	<b>1.67M</b>
<b>Average New Listed Listing Price</b>	<b>\$151,250</b>		<b>\$244,613</b>	<b>\$264,483</b>	<b>\$301,530</b>	<b>\$556,300</b>

# September 2023



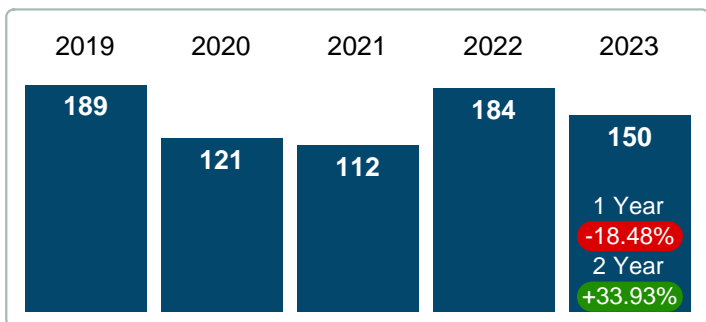
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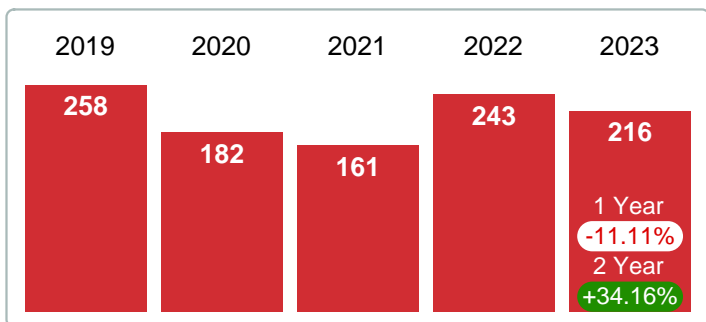
## ACTIVE INVENTORY

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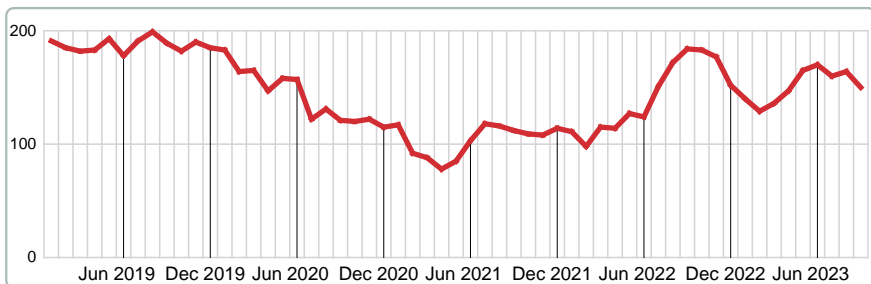
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

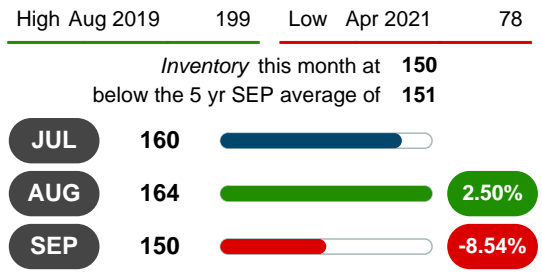


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 151



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	4.67%	118.7	5	2	0	0
\$75,001 - \$150,000	25	16.67%	63.2	12	12	0	1
\$150,001 - \$225,000	20	13.33%	72.1	5	12	3	0
\$225,001 - \$275,000	29	19.33%	97.3	1	21	6	1
\$275,001 - \$425,000	36	24.00%	100.2	4	14	16	2
\$425,001 - \$625,000	18	12.00%	68.7	3	8	4	3
\$625,001 and up	15	10.00%	90.3	1	7	4	3
<b>Total Active Inventory by Units</b>	<b>150</b>			<b>31</b>	<b>76</b>	<b>33</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>56,662,080</b>	<b>100%</b>	<b>85.8</b>	<b>6.74M</b>	<b>28.08M</b>	<b>12.67M</b>	<b>9.17M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$377,747</b>			<b>\$217,581</b>	<b>\$369,434</b>	<b>\$383,979</b>	<b>\$916,880</b>

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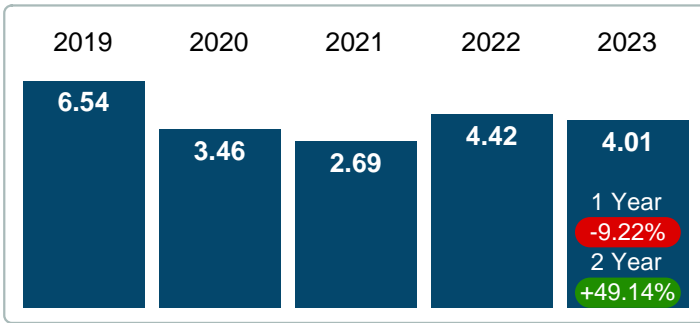
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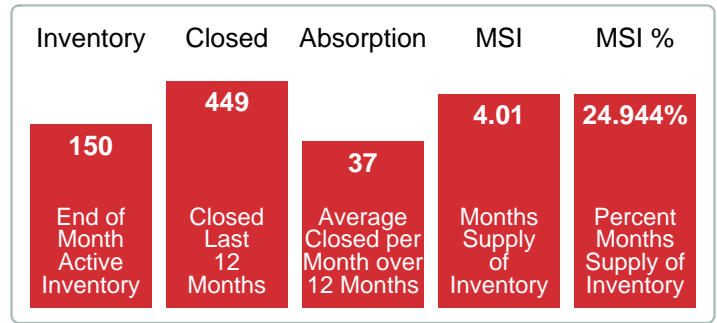
## MONTHS SUPPLY of INVENTORY (MSI)

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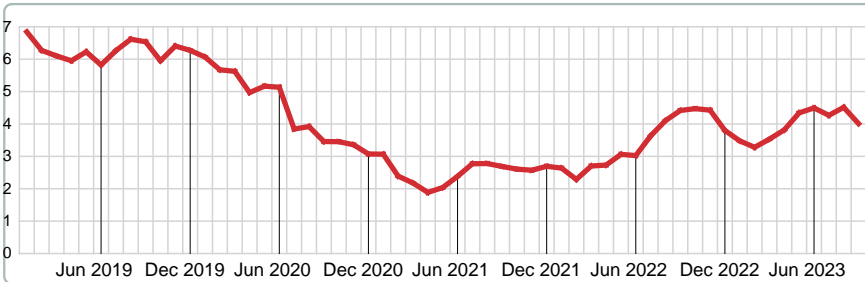
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

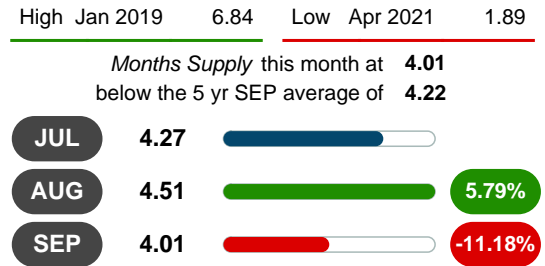


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 4.22



### 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
\$75,000 and less	7	4.67%	1.95	2.86	1.26	0.00	0.00
\$75,001 - \$150,000	25	16.67%	3.16	4.36	2.62	0.00	0.00
\$150,001 - \$225,000	20	13.33%	1.83	3.75	1.37	4.00	0.00
\$225,001 - \$275,000	29	19.33%	5.90	1.50	6.15	7.20	0.00
\$275,001 - \$425,000	36	24.00%	5.14	6.00	4.20	5.82	8.00
\$425,001 - \$625,000	18	12.00%	8.00	0.00	6.86	4.80	12.00
\$625,001 and up	15	10.00%	18.00	0.00	21.00	16.00	12.00
Market Supply of Inventory (MSI)	4.01			4.33	3.28	5.28	12.00
Total Active Inventory by Units	150	100%	4.01	31	76	33	10

# September 2023



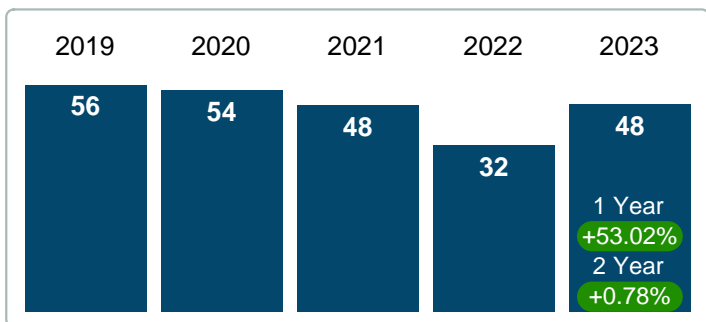
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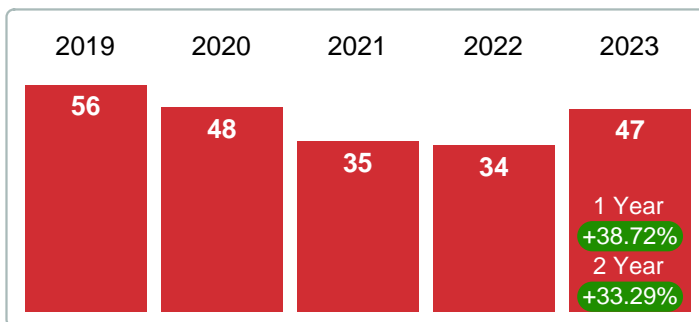
## AVERAGE DAYS ON MARKET TO SALE

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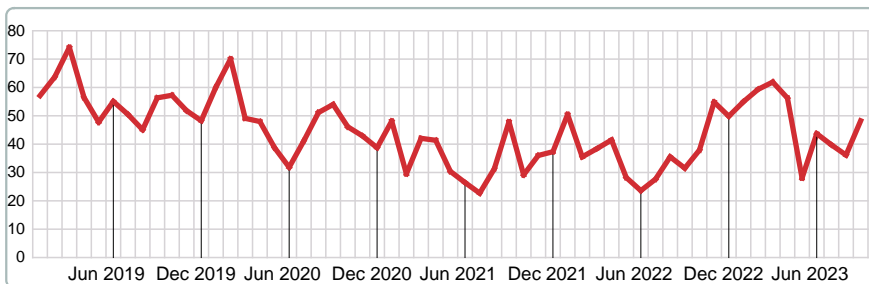
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 48

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 48 equal to 5 yr SEP average of 48



### 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
\$100,000 and less	8.16%	49	10	61	0	0
\$100,001 - \$125,000	14.29%	40	37	42	0	0
\$125,001 - \$150,000	8.16%	36	43	6	47	0
\$150,001 - \$225,000	26.53%	33	3	36	0	35
\$225,001 - \$350,000	18.37%	62	31	93	62	0
\$350,001 - \$475,000	14.29%	59	0	33	124	0
\$475,001 and up	10.20%	69	0	73	62	0
<b>Average Closed DOM</b>		<b>48</b>	<b>29</b>	<b>47</b>	<b>72</b>	<b>35</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>48</b>	<b>9</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,151,200</b>	<b>1.53M</b>	<b>7.50M</b>	<b>2.96M</b>	<b>160.00K</b>

# September 2023



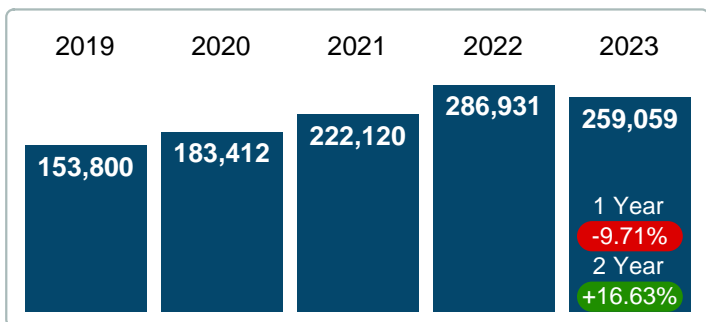
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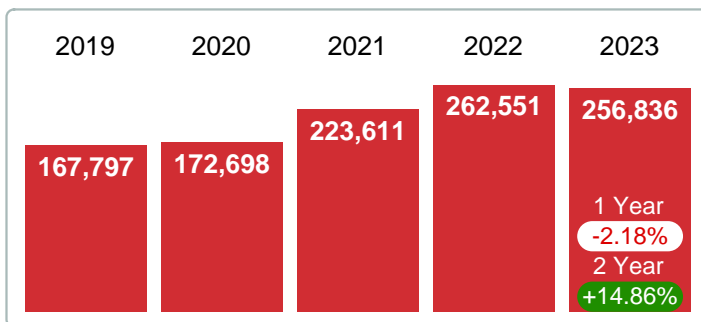
## AVERAGE LIST PRICE AT CLOSING

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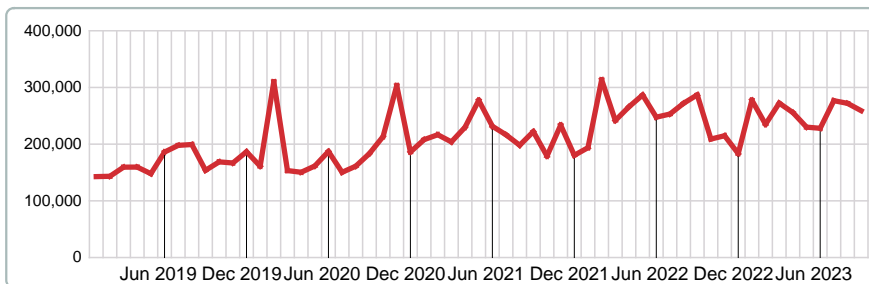
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 221,065

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

Average List Price at Closing this month at **259,059**  
above the 5 yr SEP average of **221,065**

- JUL 276,658
- AUG 271,965 -1.70%
- SEP 259,059 -4.75%

### 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
\$100,000 and less	4	8.16%	84,575	74,500	87,933	0	0
\$100,001 - \$125,000	4	8.16%	115,700	124,800	121,100	0	0
\$125,001 - \$150,000	7	14.29%	141,271	149,900	145,000	174,000	0
\$150,001 - \$225,000	12	24.49%	191,392	165,000	195,618	0	164,900
\$225,001 - \$350,000	10	20.41%	273,590	263,000	277,967	292,667	0
\$350,001 - \$475,000	6	12.24%	408,250	0	441,200	371,250	0
\$475,001 and up	6	12.24%	570,300	0	599,267	562,500	0
Average List Price			259,059	172,533	262,757	343,722	164,900
Total Closed Units		100%	259,059	9	30	9	1
Total Closed Volume			12,693,900	1.55M	7.88M	3.09M	164.90K



# September 2023



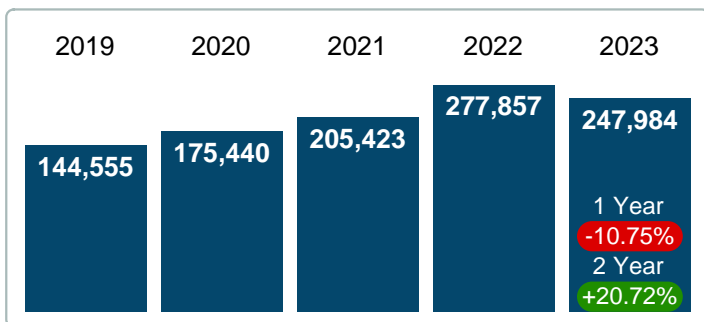
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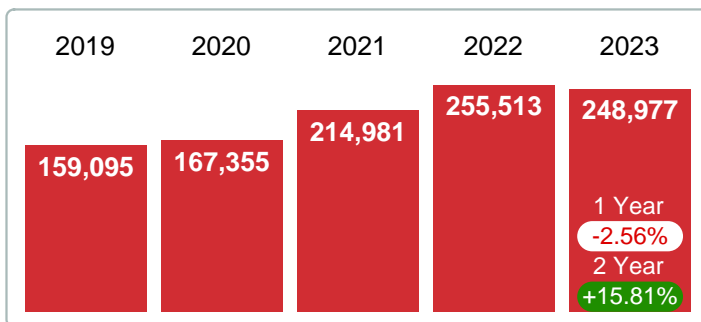
## AVERAGE SOLD PRICE AT CLOSING

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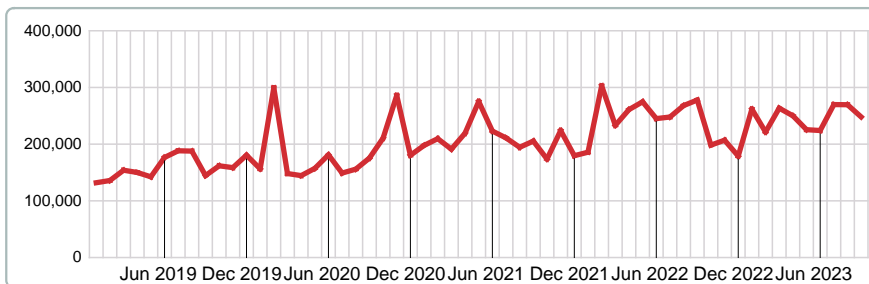
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

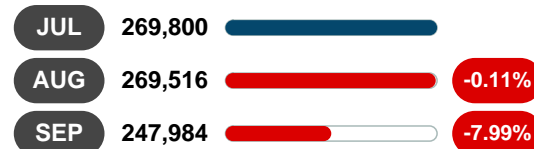


### 3 MONTHS

5 year SEP AVG = 210,252

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

Average Sold Price at Closing this month at **247,984** above the 5 yr SEP average of **210,252**



### 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
\$100,000 and less	8.16%	77,125	72,000	78,833	0	0
\$100,001 - \$125,000	14.29%	118,700	117,000	119,975	0	0
\$125,001 - \$150,000	8.16%	146,750	150,000	137,000	150,000	0
\$150,001 - \$225,000	26.53%	184,492	165,000	188,491	0	160,000
\$225,001 - \$350,000	18.37%	274,600	263,333	271,133	289,333	0
\$350,001 - \$475,000	14.29%	397,714	0	412,800	360,000	0
\$475,001 and up	10.20%	554,200	0	565,333	537,500	0
<b>Average Sold Price</b>		<b>247,984</b>	<b>169,778</b>	<b>250,007</b>	<b>329,222</b>	<b>160,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>247,984</b>	<b>9</b>	<b>30</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,151,200</b>	<b>1.53M</b>	<b>7.50M</b>	<b>2.96M</b>	<b>160.00K</b>

# September 2023



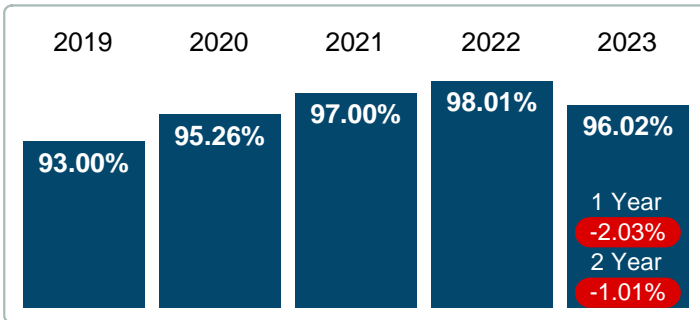
Area Delimited by County Of Mayes - Residential Property Type



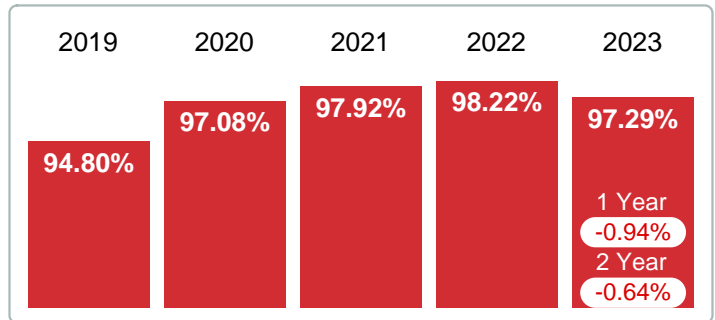
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

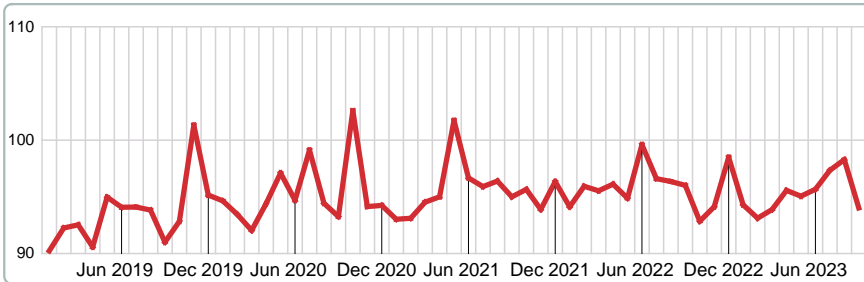
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

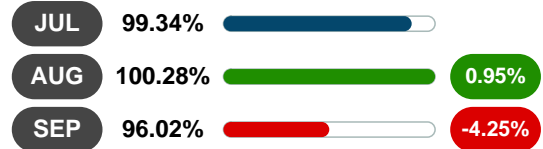


### 3 MONTHS

5 year SEP AVG = 95.86%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.02%**  
equal to 5 yr SEP average of **95.86%**



## 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	
\$100,000 and less	4	8.16%	91.15%	96.64%	89.32%	0.00%	0.00%	
\$100,001 - \$125,000	7	14.29%	97.06%	94.32%	99.11%	0.00%	0.00%	
\$125,001 - \$150,000	4	8.16%	92.73%	100.07%	94.48%	88.18%	0.00%	
\$150,001 - \$225,000	13	26.53%	97.02%	100.00%	96.75%	0.00%	97.03%	
\$225,001 - \$350,000	9	18.37%	98.98%	100.55%	97.74%	98.67%	0.00%	
\$350,001 - \$475,000	7	14.29%	94.61%	0.00%	93.66%	96.98%	0.00%	
\$475,001 and up	5	10.20%	95.17%	0.00%	94.73%	95.83%	0.00%	
Average Sold/List Ratio		96.00%		97.92%	95.63%	95.33%	97.03%	
Total Closed Units		49	100%	96.00%	9	30	9	1
Total Closed Volume		12,151,200			1.53M	7.50M	2.96M	160.00K

# September 2023



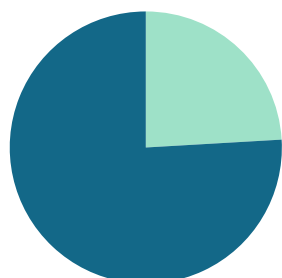
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

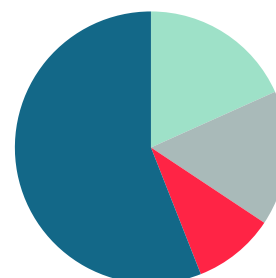


**Inventory**  
 New Listings  
**52 = 24.07%**  
 Start Inventory  
**164**  
 Total Inventory Units  
**216**  
 Volume  
**\$80,457,969**

### Market Activity

Closed Sales  
**49 = 18.28%**  
 Pending Sales  
**43 = 16.04%**  
 Other Off Market  
**26 = 9.70%**  
 Active Inventory  
**150 = 55.97%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	36	49	36.11%	375	344	-8.27%
Pending Sales	41	43	4.88%	375	365	-2.67%
New Listings	71	52	-26.76%	568	533	-6.16%
Average List Price	286,931	259,059	-9.71%	262,551	256,836	-2.18%
Average Sale Price	277,857	247,984	-10.75%	255,513	248,977	-2.56%
Average Percent of Selling Price to List Price	98.01%	96.02%	-2.03%	98.22%	97.29%	-0.94%
Average Days on Market to Sale	31.53	48.24	53.02%	34.06	47.25	38.72%
Monthly Inventory	184	150	-18.48%	184	150	-18.48%
Months Supply of Inventory	4.42	4.01	-9.22%	4.42	4.01	-9.22%

**Absorption:** Last 12 months, an Average of **37** Sales/Month

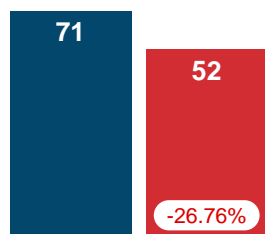
**Inventory** on September 30, 2023 = **150**

**2022** **2023**

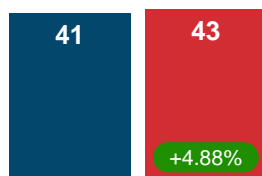
### SEPTEMBER MARKET

### AVERAGE PRICES

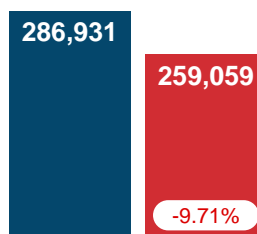
#### New Listings



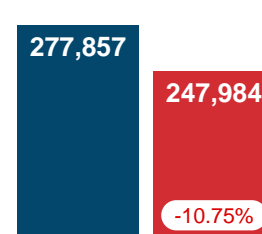
#### Pending Listings



#### List Price



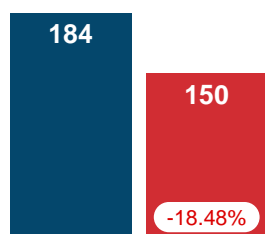
#### Sale Price



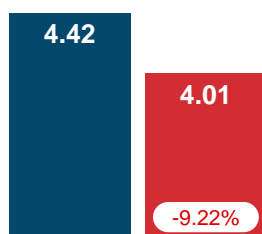
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

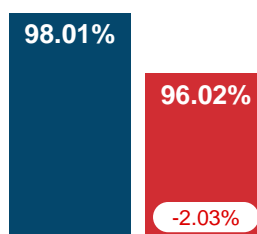
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

