

September 2023



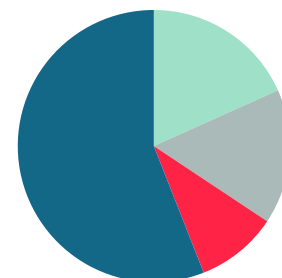
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	217,500	204,000	-6.21%
Median Sale Price	211,000	199,000	-5.69%
Median Percent of Selling Price to List Price	100.00%	96.44%	-3.56%
Median Days on Market to Sale	18.50	35.00	89.19%
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.

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 **5.69%** in September 2023 to \$199,000 versus the previous year at \$211,000.

Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 16.50 days or **89.19%** in September 2023 compared to last year's same month at **18.50** DOM.

Sales Success for September 2023 is Positive

Overall, with Median 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.

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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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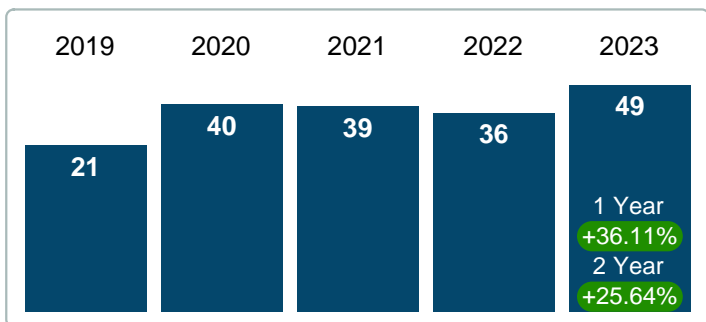
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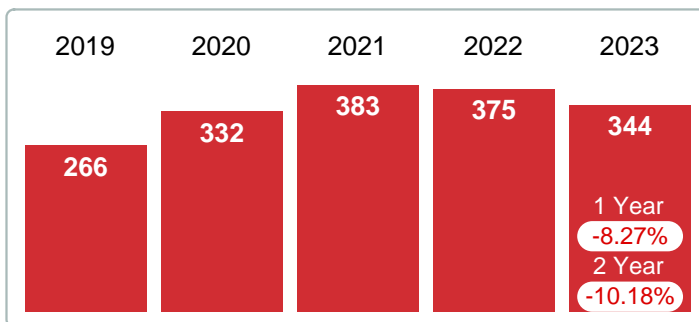
CLOSED LISTINGS

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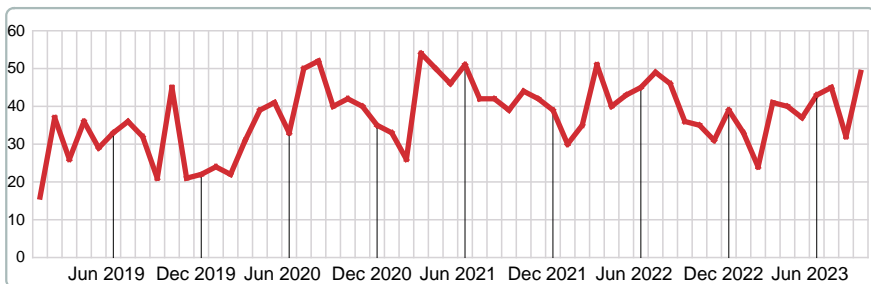
SEPTEMBER



YEAR TO DATE (YTD)

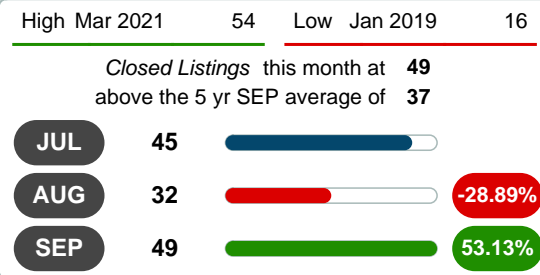


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.16%	23.0	1	3	0	0
\$100,001 - \$125,000	7	14.29%	30.0	3	4	0	0
\$125,001 - \$150,000	4	8.16%	31.5	1	1	2	0
\$150,001 - \$225,000	13	26.53%	12.0	1	11	0	1
\$225,001 - \$350,000	9	18.37%	65.0	3	3	3	0
\$350,001 - \$475,000	7	14.29%	44.0	0	5	2	0
\$475,001 and up	5	10.20%	66.0	0	3	2	0
Total Closed Units	49			9	30	9	1
Total Closed Volume	12,151,200	100%	35.0	1.53M	7.50M	2.96M	160.00K
Median Closed Price	\$199,000			\$150,000	\$198,450	\$329,000	\$160,000

September 2023



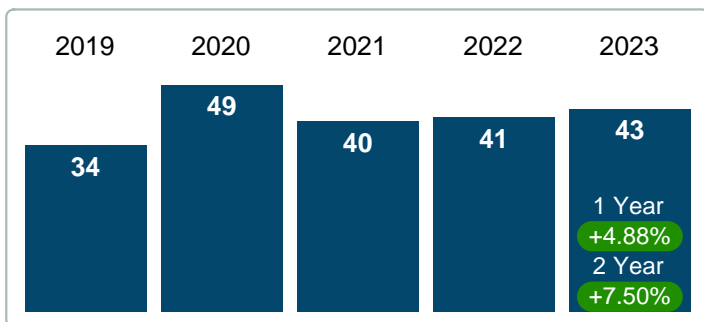
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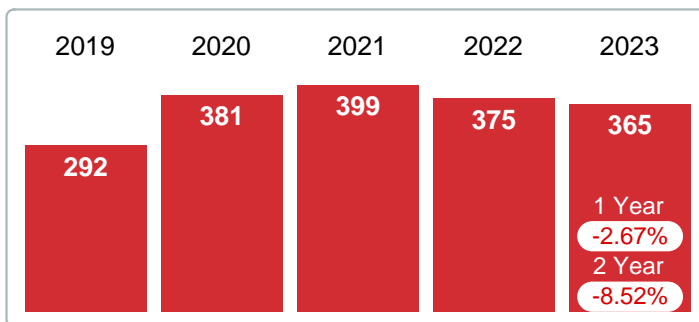
PENDING LISTINGS

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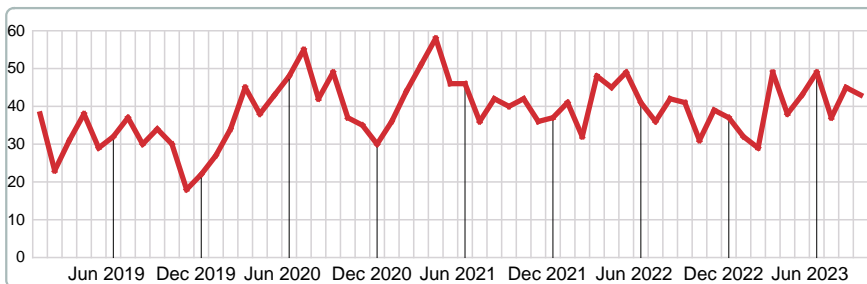
SEPTEMBER



YEAR TO DATE (YTD)

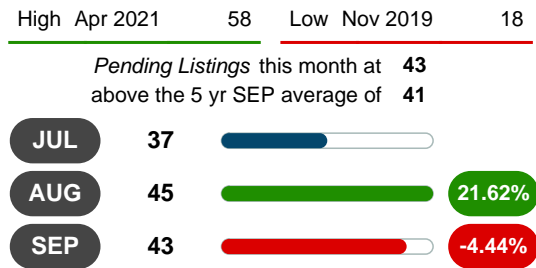


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	11.63%	10.0	3	2	0	0
\$125,001 - \$150,000	5	11.63%	33.0	1	3	1	0
\$150,001 - \$150,000	0	0.00%	33.0	0	0	0	0
\$150,001 - \$275,000	15	34.88%	20.0	3	7	5	0
\$275,001 - \$375,000	8	18.60%	63.5	1	3	4	0
\$375,001 - \$550,000	5	11.63%	15.0	2	2	1	0
\$550,001 and up	5	11.63%	41.0	0	3	2	0
Total Pending Units	43			10	20	13	0
Total Pending Volume	14,575,800	100%	26.0	2.15M	6.87M	5.55M	0.00B
Median Listing Price	\$254,900			\$162,000	\$252,450	\$289,900	\$0

September 2023



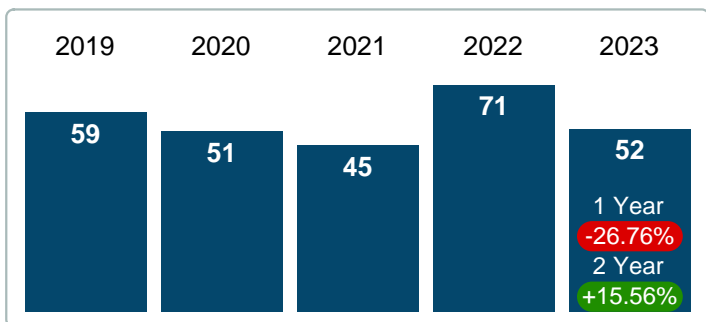
Area Delimited by County Of Mayes - Residential Property Type



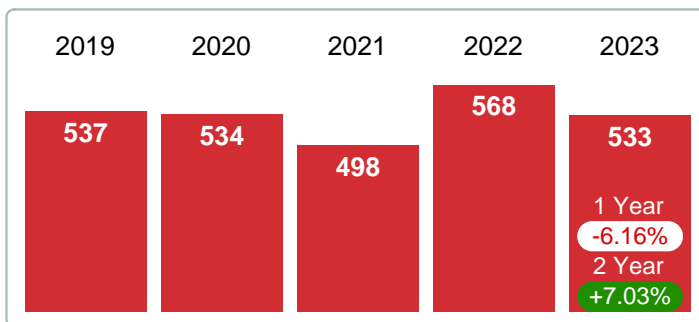
NEW LISTINGS

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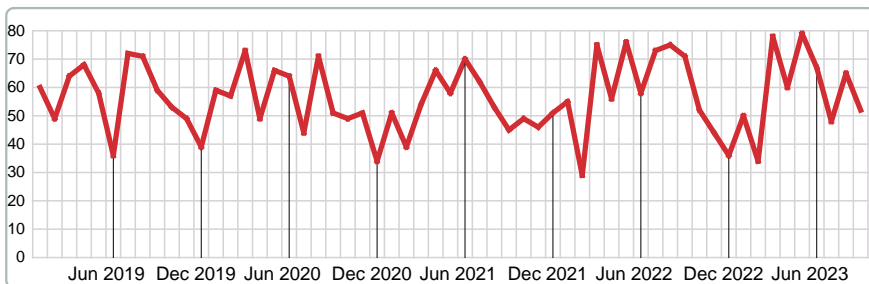
SEPTEMBER



YEAR TO DATE (YTD)

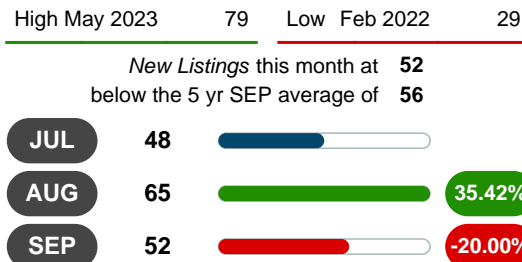


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	52		8	30	11	3
Total New Listed Volume	14,877,130	100%	1.96M	7.93M	3.32M	1.67M
Median New Listed Listing Price	\$239,350		\$166,500	\$212,500	\$327,840	\$545,000

September 2023



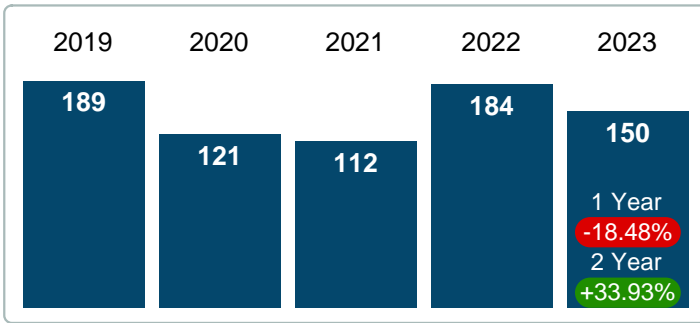
Area Delimited by County Of Mayes - Residential Property Type



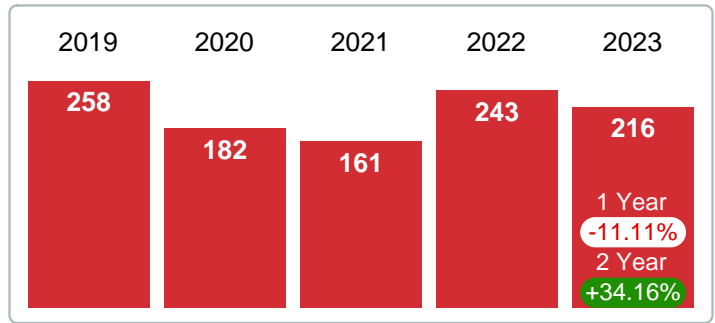
ACTIVE INVENTORY

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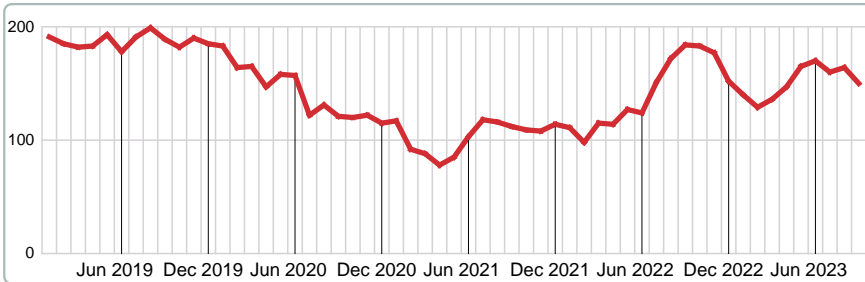
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

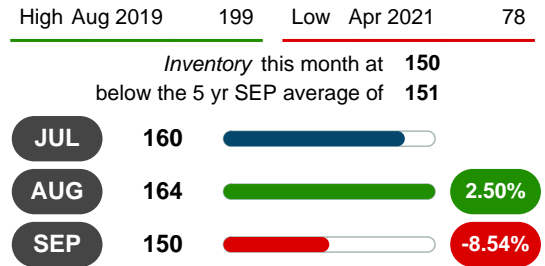


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	4.67%	94.0	5	2	0	0
\$75,001 - \$150,000	25	16.67%	50.0	12	12	0	1
\$150,001 - \$225,000	20	13.33%	79.5	5	12	3	0
\$225,001 - \$275,000	29	19.33%	74.0	1	21	6	1
\$275,001 - \$425,000	36	24.00%	97.0	4	14	16	2
\$425,001 - \$625,000	18	12.00%	37.5	3	8	4	3
\$625,001 and up	15	10.00%	93.0	1	7	4	3
Total Active Inventory by Units	150			31	76	33	10
Total Active Inventory by Volume	56,662,080	100%	78.5	6.74M	28.08M	12.67M	9.17M
Median Active Inventory Listing Price	\$258,000			\$130,000	\$249,950	\$329,840	\$560,000

September 2023



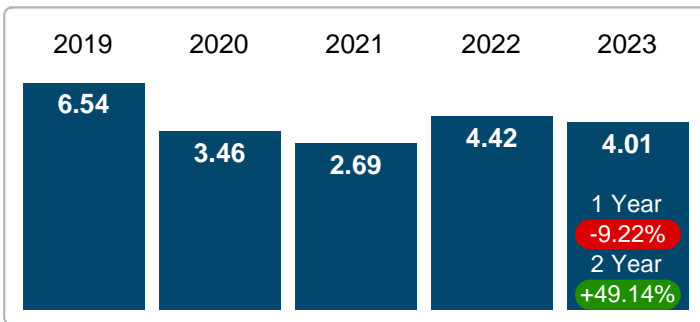
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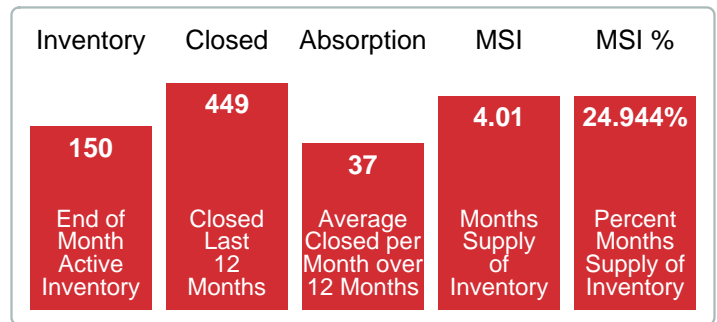
MONTHS SUPPLY of INVENTORY (MSI)

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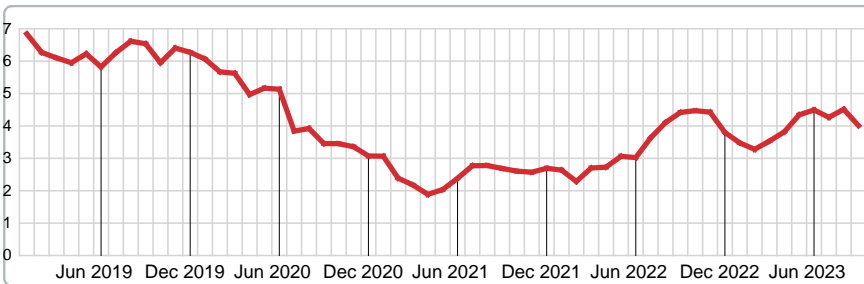
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

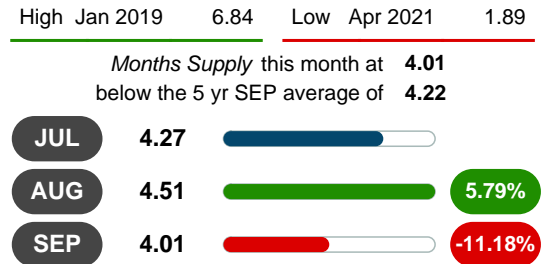


5 YEAR MARKET ACTIVITY TRENDS



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		4.01	4.33	3.28	5.28	12.00
Total Active Inventory by Units	150	100%	4.01	31	76	33	10

September 2023



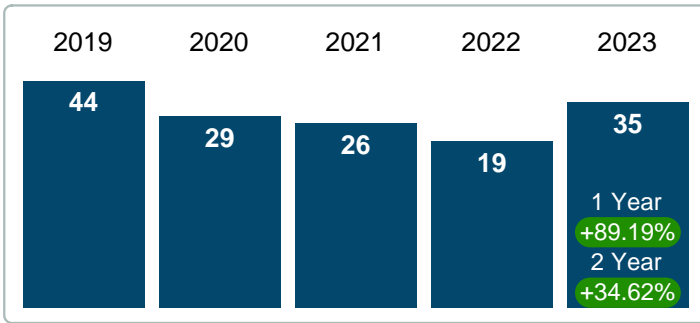
Area Delimited by County Of Mayes - Residential Property Type



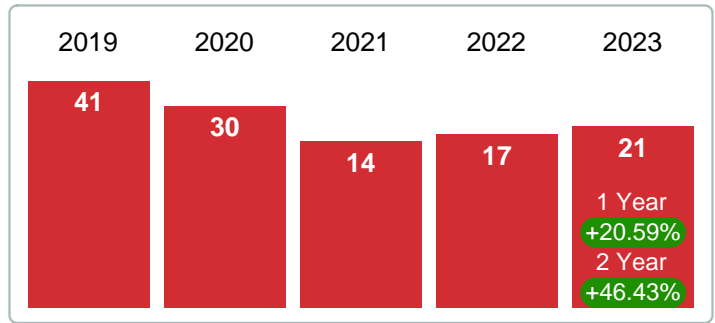
MEDIAN DAYS ON MARKET TO SALE

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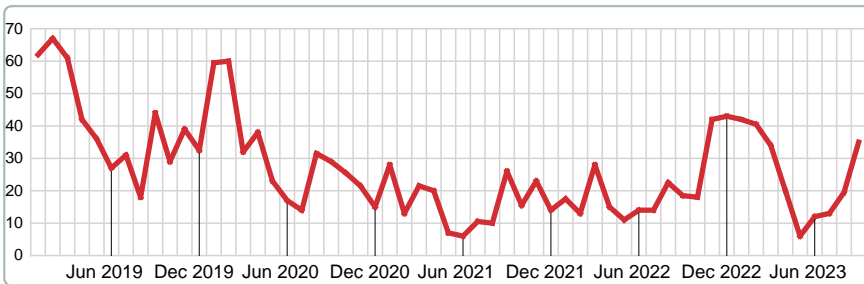
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

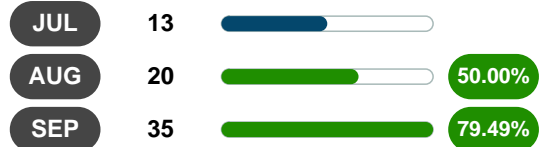


3 MONTHS

5 year SEP AVG = 31

High Feb 2019 67 Low May 2023 6

Median Days on Market to Sale this month at 35 above the 5 yr SEP average of 31



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
\$100,000 and less	8.16%	23	10	36	0	0
\$100,001 - \$125,000	14.29%	30	30	32	0	0
\$125,001 - \$150,000	8.16%	32	43	6	47	0
\$150,001 - \$225,000	26.53%	12	3	12	0	35
\$225,001 - \$350,000	18.37%	65	3	95	48	0
\$350,001 - \$475,000	14.29%	44	0	23	124	0
\$475,001 and up	10.20%	66	0	66	62	0
Median Closed DOM		35	10	30	73	35
Total Closed Units	100%	35.0	9	30	9	1
Total Closed Volume		12,151,200	1.53M	7.50M	2.96M	160.00K

September 2023



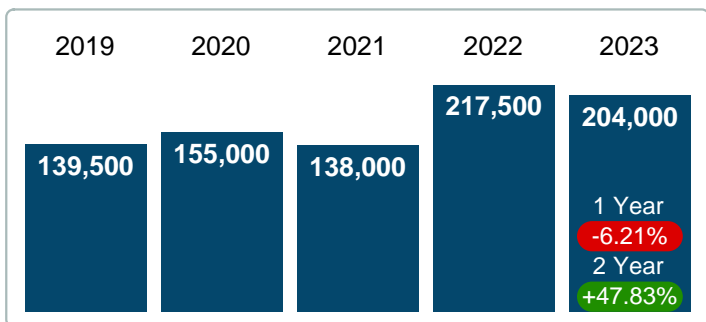
Area Delimited by County Of Mayes - Residential Property Type



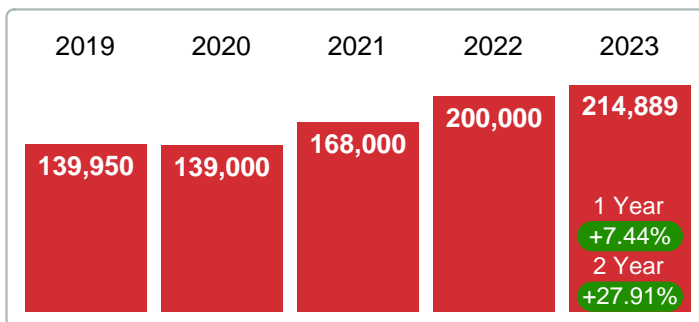
MEDIAN LIST PRICE AT CLOSING

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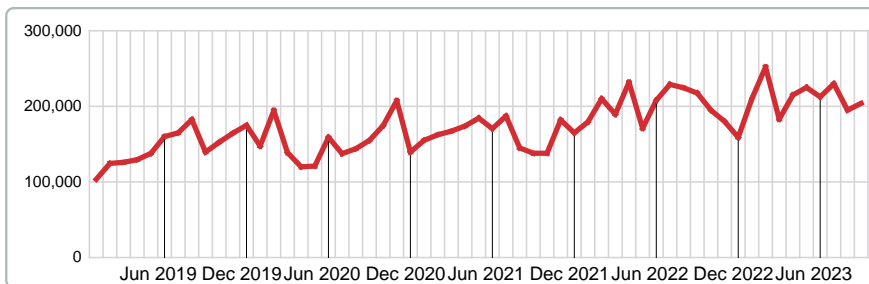
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

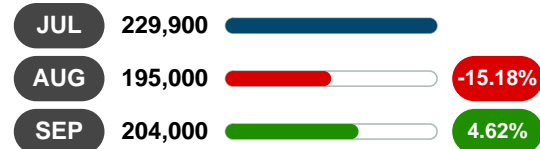


3 MONTHS

5 year SEP AVG = 170,800

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

Median List Price at Closing this month at **204,000**
above the 5 yr SEP average of **170,800**



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
\$100,000 and less	8.16%	82,400	74,500	84,900	0	0
\$100,001 - \$125,000	8.16%	116,450	104,900	118,000	0	0
\$125,001 - \$150,000	14.29%	145,000	139,500	145,000	148,000	0
\$150,001 - \$225,000	24.49%	193,450	165,000	197,900	200,000	164,900
\$225,001 - \$350,000	20.41%	274,500	260,000	262,000	299,000	0
\$350,001 - \$475,000	12.24%	404,500	0	429,500	371,250	0
\$475,001 and up	12.24%	562,500	0	562,000	562,500	0
Median List Price		204,000	149,900	201,500	329,000	164,900
Total Closed Units	100%	204,000	9	30	9	1
Total Closed Volume		12,693,900	1.55M	7.88M	3.09M	164.90K

September 2023



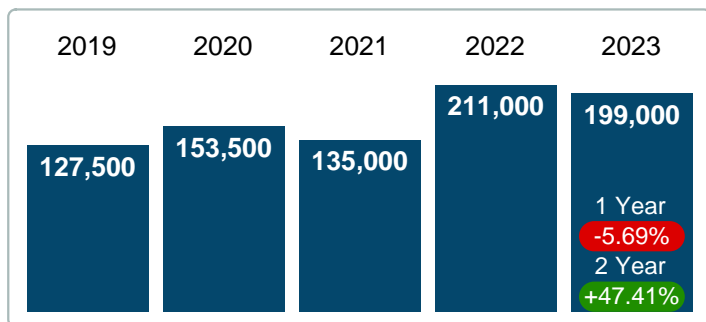
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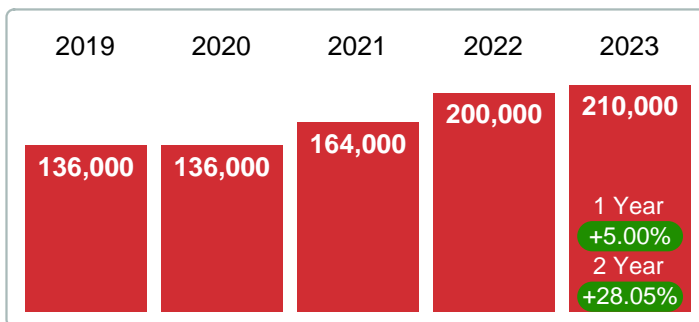
MEDIAN SOLD PRICE AT CLOSING

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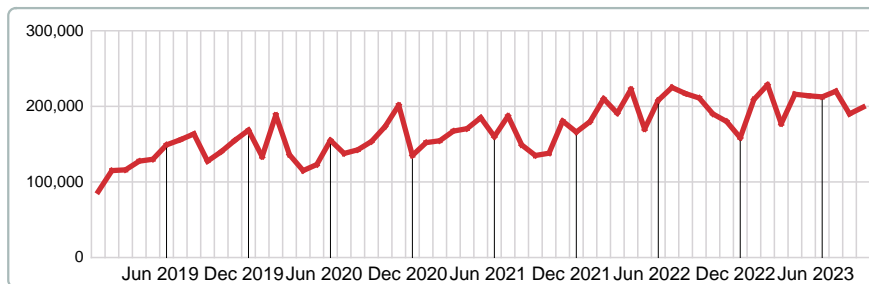
SEPTEMBER



YEAR TO DATE (YTD)

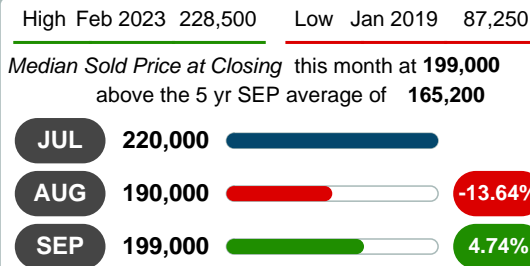


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 165,200



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
\$100,000 and less	4	8.16%	72,250	72,000	72,500	0	0
\$100,001 - \$125,000	7	14.29%	120,000	120,000	120,000	0	0
\$125,001 - \$150,000	4	8.16%	150,000	150,000	137,000	150,000	0
\$150,001 - \$225,000	13	26.53%	192,500	165,000	195,000	0	160,000
\$225,001 - \$350,000	9	18.37%	282,000	260,000	282,000	299,000	0
\$350,001 - \$475,000	7	14.29%	380,000	0	425,000	360,000	0
\$475,001 and up	5	10.20%	550,000	0	600,000	537,500	0
Median Sold Price			199,000	150,000	198,450	329,000	160,000
Total Closed Units		100%	199,000	9	30	9	1
Total Closed Volume			12,151,200	1.53M	7.50M	2.96M	160.00K

September 2023



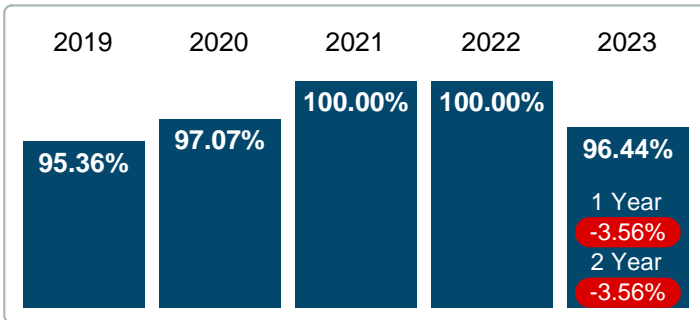
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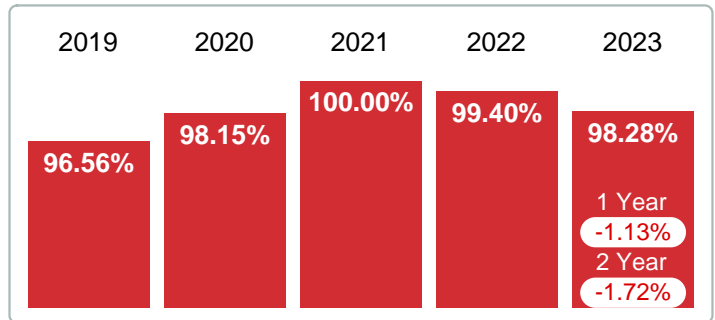
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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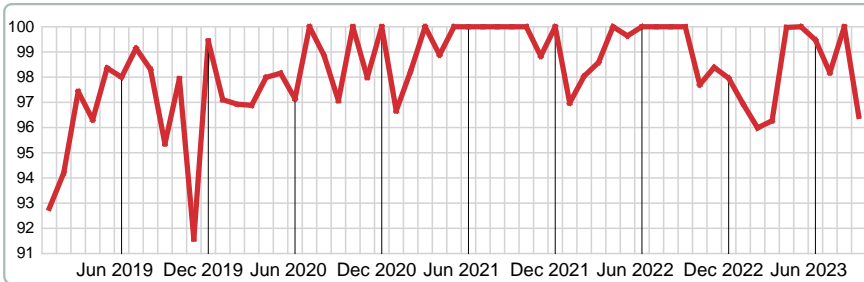
SEPTEMBER



YEAR TO DATE (YTD)

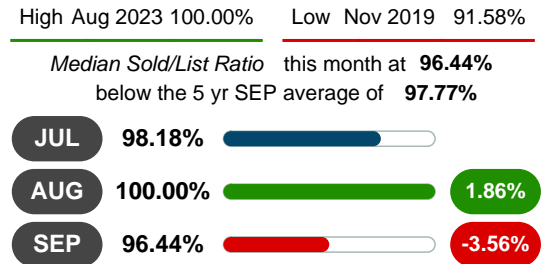


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 97.77%



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	
\$100,000 and less	4	8.16%	93.35%	96.64%	90.74%	0.00%	0.00%	
\$100,001 - \$125,000	7	14.29%	100.00%	92.31%	100.00%	0.00%	0.00%	
\$125,001 - \$150,000	4	8.16%	97.27%	100.07%	94.48%	88.18%	0.00%	
\$150,001 - \$225,000	13	26.53%	100.00%	100.00%	100.00%	0.00%	97.03%	
\$225,001 - \$350,000	9	18.37%	100.00%	100.00%	97.58%	100.00%	0.00%	
\$350,001 - \$475,000	7	14.29%	95.24%	0.00%	94.65%	96.98%	0.00%	
\$475,001 and up	5	10.20%	96.00%	0.00%	96.00%	95.83%	0.00%	
Median Sold/List Ratio		96.44%		100.00%	95.98%	97.96%	97.03%	
Total Closed Units		49	100%	96.44%	9	30	9	1
Total Closed Volume		12,151,200			1.53M	7.50M	2.96M	160.00K

September 2023



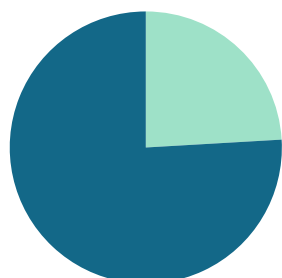
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

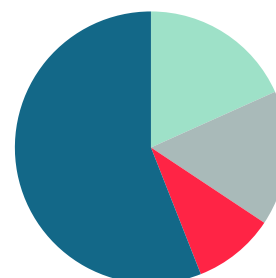


Inventory
 New Listings
52 = 24.07%
 Start Inventory
164
 Total Inventory Units
216
 Volume
\$80,457,969

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%
Median List Price	217,500	204,000	-6.21%	200,000	214,889	7.44%
Median Sale Price	211,000	199,000	-5.69%	200,000	210,000	5.00%
Median Percent of Selling Price to List Price	100.00%	96.44%	-3.56%	99.40%	98.28%	-1.13%
Median Days on Market to Sale	18.50	35.00	89.19%	17.00	20.50	20.59%
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

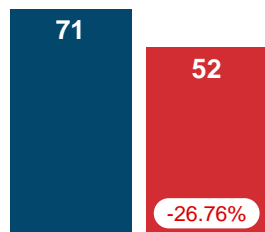
Inventory on September 30, 2023 = **150**

2022 **2023**

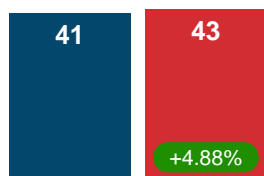
SEPTEMBER MARKET

MEDIAN PRICES

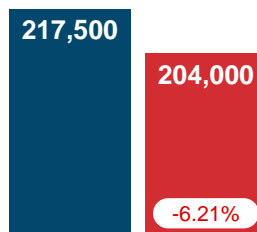
New Listings



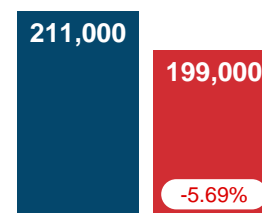
Pending Listings



List Price



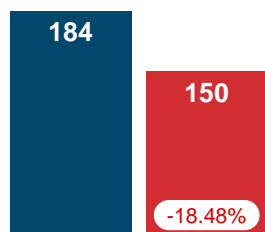
Sale Price



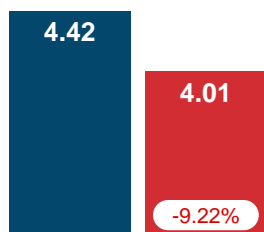
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

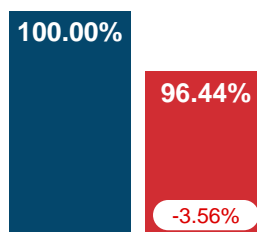
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

