

October 2023



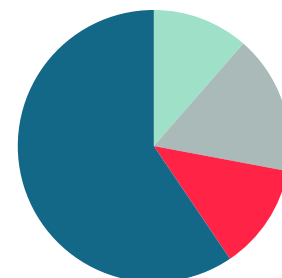
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	35	29	-17.14%
Pending Listings	31	42	35.48%
New Listings	52	67	28.85%
Average List Price	208,966	221,952	6.21%
Average Sale Price	198,317	213,798	7.81%
Average Percent of Selling Price to List Price	94.85%	96.30%	1.52%
Average Days on Market to Sale	37.91	35.52	-6.32%
End of Month Inventory	183	151	-17.49%
Months Supply of Inventory	4.47	4.08	-8.75%



■ Closed (11.42%)
■ Pending (16.54%)
■ Other OffMarket (12.60%)
■ Active (59.45%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of October 31, 2023 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2023 decreased **17.49%** to 151 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 **4.08** 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 **7.81%** in October 2023 to \$213,798 versus the previous year at \$198,317.

Average Days on Market Shortens

The average number of **35.52** days that homes spent on the market before selling decreased by 2.40 days or **6.32%** in October 2023 compared to last year's same month at **37.91** DOM.

Sales Success for October 2023 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 67 New Listings in October 2023, up **28.85%** from last year at 52. Furthermore, there were 29 Closed Listings this month versus last year at 35, a **-17.14%** decrease.

Closed versus Listed trends yielded a **43.3%** ratio, down from previous year's, October 2022, at **67.3%**, a **35.69%** downswing. 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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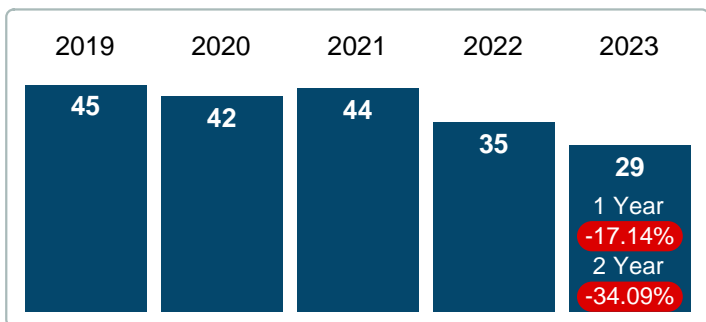
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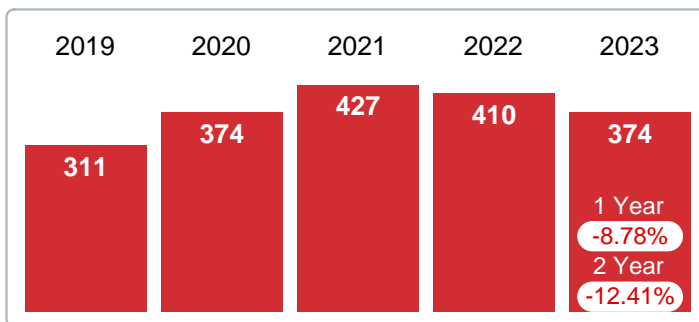
CLOSED LISTINGS

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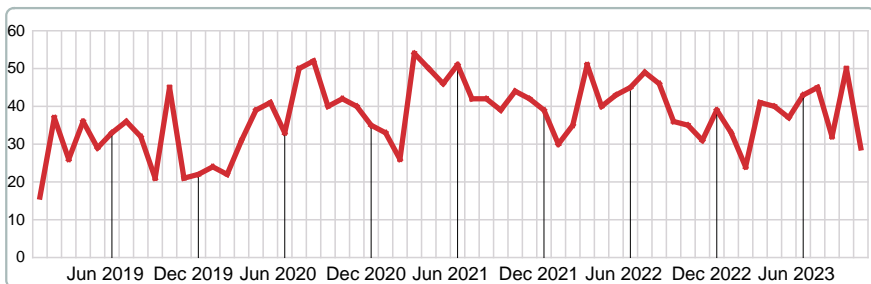
OCTOBER



YEAR TO DATE (YTD)

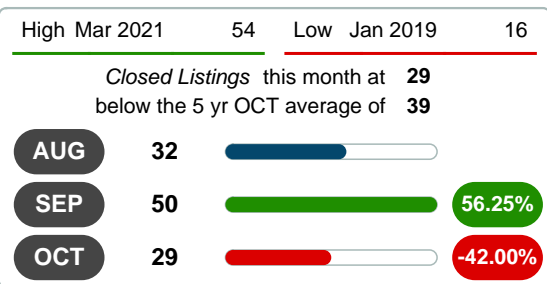


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 39



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	2	6.90%	19.5	2	0	0	0
\$50,001 - \$100,000	3	10.34%	19.0	1	1	1	0
\$100,001 - \$150,000	5	17.24%	32.0	2	2	1	0
\$150,001 - \$225,000	6	20.69%	47.3	2	2	2	0
\$225,001 - \$275,000	6	20.69%	21.0	0	4	2	0
\$275,001 - \$425,000	4	13.79%	41.5	1	1	2	0
\$425,001 and up	3	10.34%	66.0	1	1	1	0
Total Closed Units	29			9	11	9	0
Total Closed Volume	6,200,150	100%	35.5	1.57M	2.40M	2.23M	0.00B
Average Closed Price	\$213,798			\$174,689	\$218,450	\$247,222	\$0

October 2023



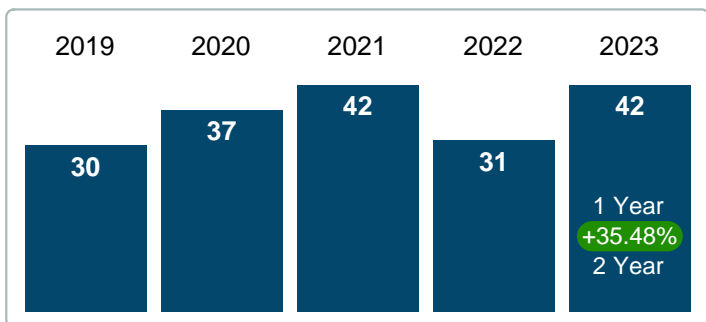
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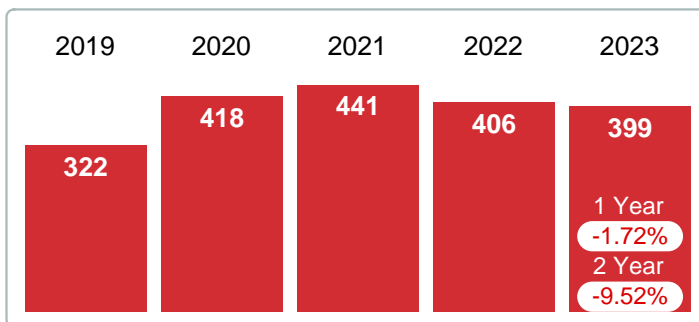
PENDING LISTINGS

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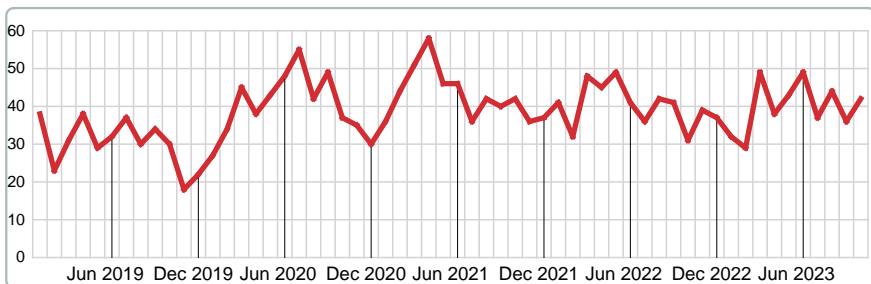
OCTOBER



YEAR TO DATE (YTD)

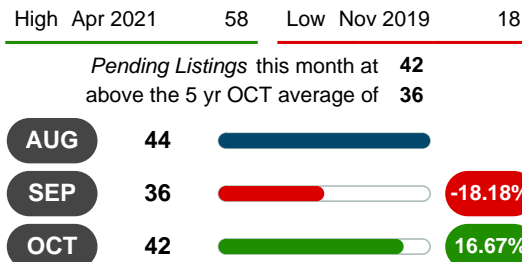


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.52%	35.5	4	0	0	0
\$75,001 - \$125,000	4	9.52%	42.0	3	1	0	0
\$125,001 - \$175,000	6	14.29%	41.7	2	3	1	0
\$175,001 - \$275,000	12	28.57%	64.8	0	10	2	0
\$275,001 - \$375,000	5	11.90%	75.8	0	2	3	0
\$375,001 - \$550,000	7	16.67%	47.4	1	5	1	0
\$550,001 and up	4	9.52%	162.8	0	2	2	0
Total Pending Units	42			10	23	9	0
Total Pending Volume	15,013,265	100%	68.6	1.24M	9.19M	4.59M	0.00B
Average Listing Price	\$197,520			\$123,770	\$399,565	\$509,508	\$0

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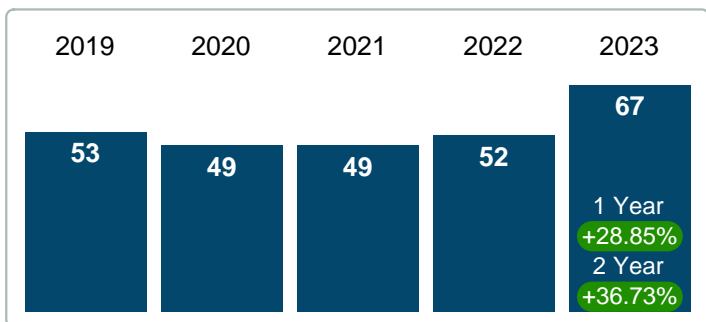
Area Delimited by County Of Mayes - Residential Property Type



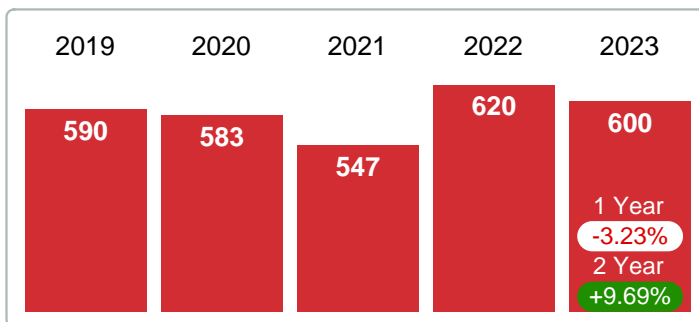
NEW LISTINGS

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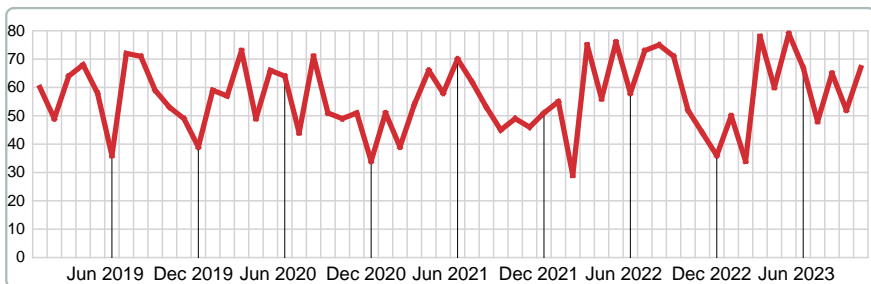
OCTOBER



YEAR TO DATE (YTD)

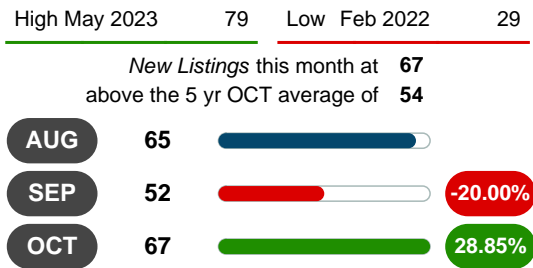


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 54



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	7.46%	3	2	0	0
\$100,001 - \$150,000	9	13.43%	2	6	0	1
\$150,001 - \$225,000	12	17.91%	2	9	1	0
\$225,001 - \$275,000	13	19.40%	1	5	7	0
\$275,001 - \$350,000	12	17.91%	1	8	3	0
\$350,001 - \$475,000	8	11.94%	0	6	2	0
\$475,001 and up	8	11.94%	0	2	2	4
Total New Listed Units	67		9	38	15	5
Total New Listed Volume	25,797,980	100%	1.35M	11.90M	4.84M	7.71M
Average New Listed Listing Price	\$234,900		\$149,467	\$313,250	\$322,952	\$1,541,000

October 2023



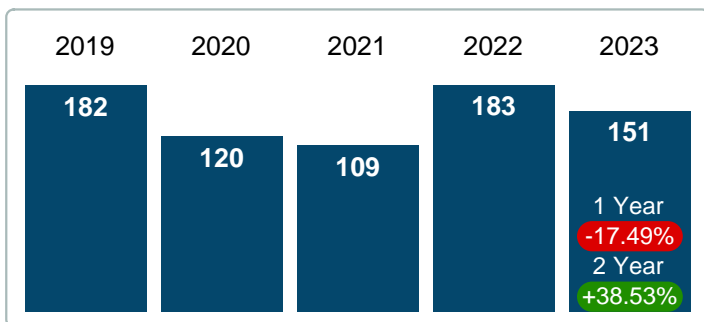
Area Delimited by County Of Mayes - Residential Property Type



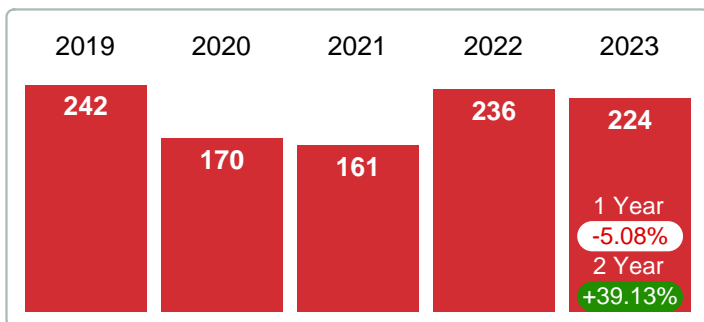
ACTIVE INVENTORY

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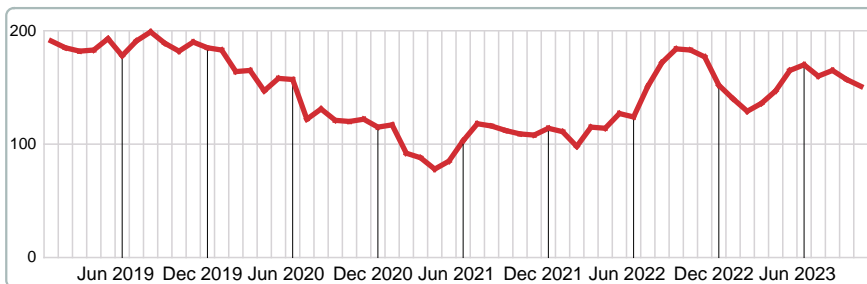
END OF OCTOBER



ACTIVE DURING OCTOBER

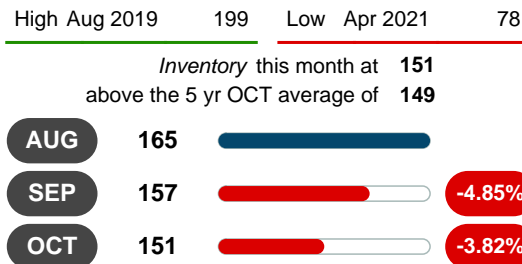


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 149



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	13	8.61%	80.3	8	5	0	0
\$100,001 - \$150,000	16	10.60%	58.3	3	12	0	1
\$150,001 - \$225,000	28	18.54%	68.8	5	19	4	0
\$225,001 - \$300,000	35	23.18%	91.7	5	19	10	1
\$300,001 - \$425,000	25	16.56%	76.5	1	14	9	1
\$425,001 - \$625,000	18	11.92%	78.9	3	5	7	3
\$625,001 and up	16	10.60%	80.0	1	4	4	7
Total Active Inventory by Units	151			26	78	34	13
Total Active Inventory by Volume	59,208,840	100%	77.6	6.28M	22.86M	13.58M	16.49M
Average Active Inventory Listing Price	\$392,112			\$241,392	\$293,040	\$399,463	\$1,268,754

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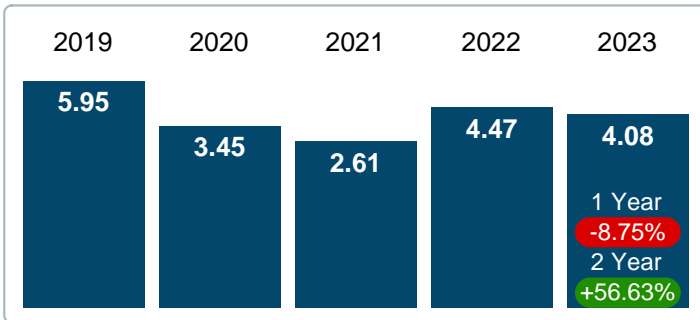
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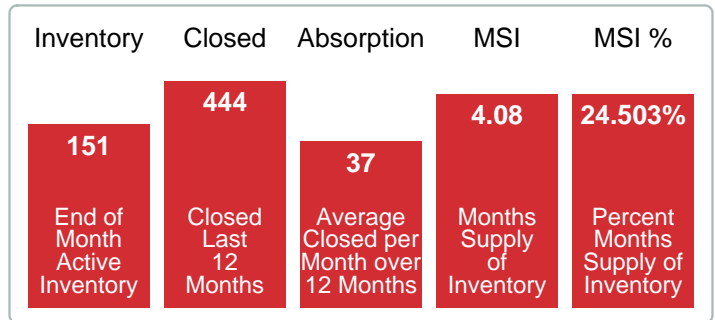
MONTHS SUPPLY of INVENTORY (MSI)

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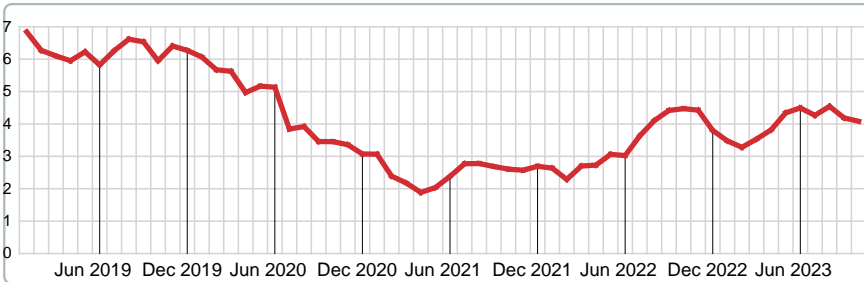
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

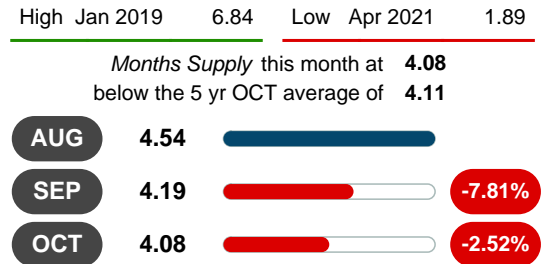


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.11



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	13	8.61%	2.52	3.43	2.14	0.00	0.00
\$100,001 - \$150,000	16	10.60%	2.59	1.38	3.43	0.00	0.00
\$150,001 - \$225,000	28	18.54%	2.67	3.53	2.33	4.80	0.00
\$225,001 - \$300,000	35	23.18%	4.83	6.00	4.22	5.71	6.00
\$300,001 - \$425,000	25	16.56%	5.45	3.00	6.72	4.32	12.00
\$425,001 - \$625,000	18	11.92%	7.20	36.00	4.00	7.64	12.00
\$625,001 and up	16	10.60%	19.20	0.00	12.00	16.00	28.00
Market Supply of Inventory (MSI)			4.08	3.63	3.52	4.98	15.60
Total Active Inventory by Units		100%	4.08	26	78	34	13

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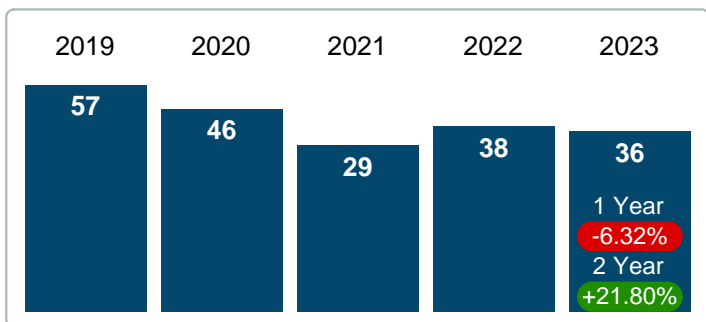
Area Delimited by County Of Mayes - Residential Property Type



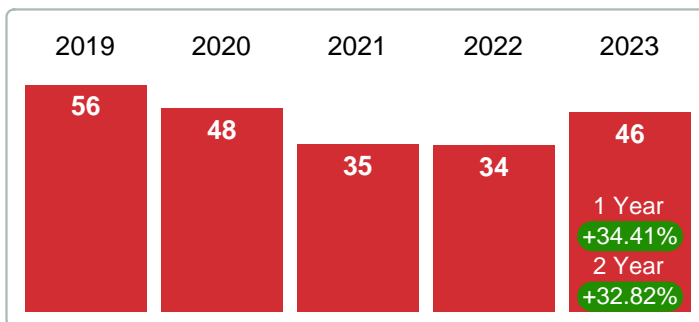
AVERAGE DAYS ON MARKET TO SALE

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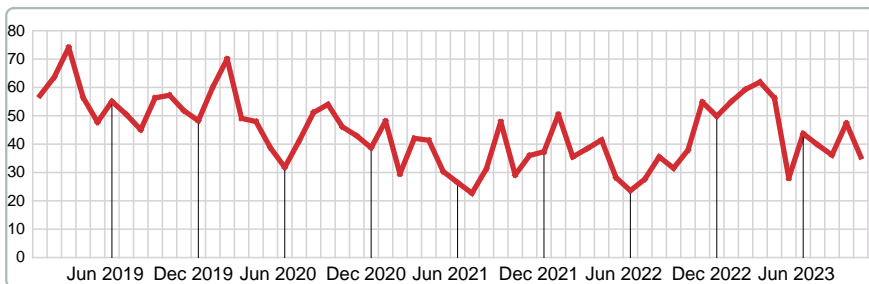
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

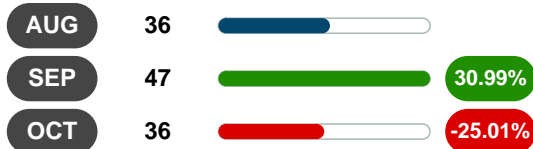


3 MONTHS

5 year OCT AVG = 41

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 36 below the 5 yr OCT average of 41



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	6.90%	20	20	0	0	0
\$50,001 - \$100,000	10.34%	19	26	12	19	0
\$100,001 - \$150,000	17.24%	32	51	3	53	0
\$150,001 - \$225,000	20.69%	47	66	17	60	0
\$225,001 - \$275,000	20.69%	21	0	16	32	0
\$275,001 - \$425,000	13.79%	42	24	73	35	0
\$425,001 and up	10.34%	66	2	42	154	0
Average Closed DOM		36	36	21	53	0
Total Closed Units	100%	36	9	11	9	0
Total Closed Volume		6,200,150	1.57M	2.40M	2.23M	0.00B

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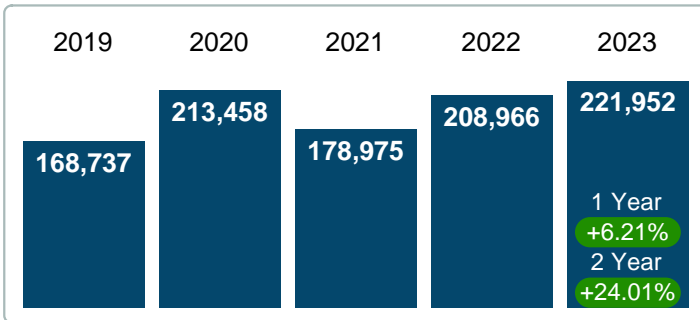
Area Delimited by County Of Mayes - Residential Property Type



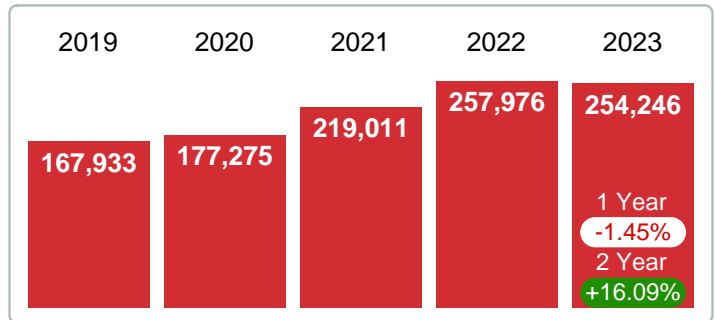
AVERAGE LIST PRICE AT CLOSING

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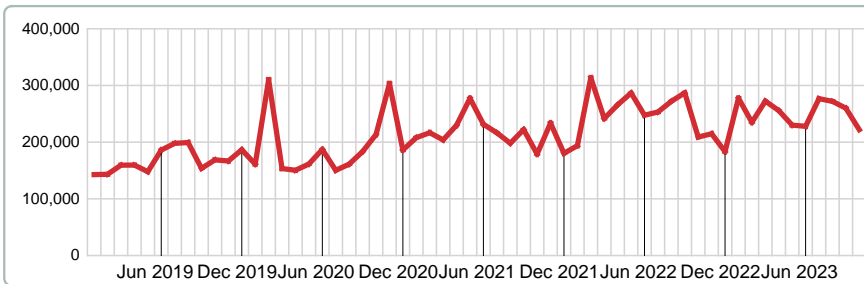
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

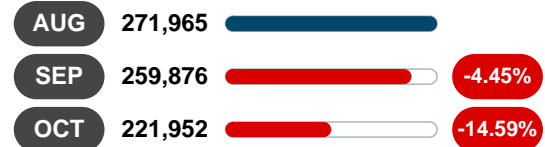


3 MONTHS

5 year OCT AVG = 198,418

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

Average List Price at Closing this month at **221,952**
above the 5 yr OCT average of **198,418**



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	6.90%	27,500	27,500	0	0	0
\$50,001 - \$100,000	10.34%	74,933	99,900	59,900	65,000	0
\$100,001 - \$150,000	10.34%	124,633	141,500	132,450	155,000	0
\$150,001 - \$225,000	27.59%	171,525	166,950	178,450	176,200	0
\$225,001 - \$275,000	13.79%	254,850	0	258,350	272,000	0
\$275,001 - \$425,000	20.69%	322,750	349,000	319,500	355,000	0
\$425,001 and up	10.34%	484,933	549,000	447,900	457,900	0
Average List Price		221,952	185,533	225,682	253,811	0
Total Closed Units	100%	221,952	9	11	9	0
Total Closed Volume		6,436,600	1.67M	2.48M	2.28M	0.00B

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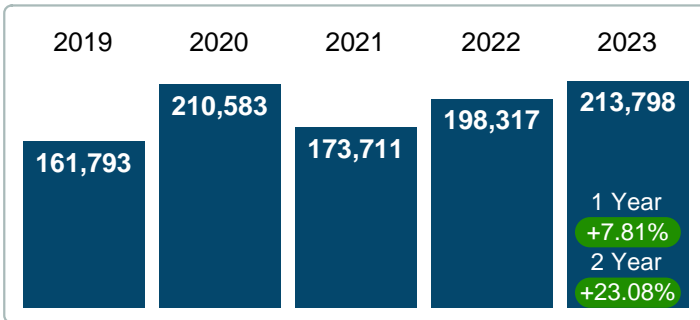
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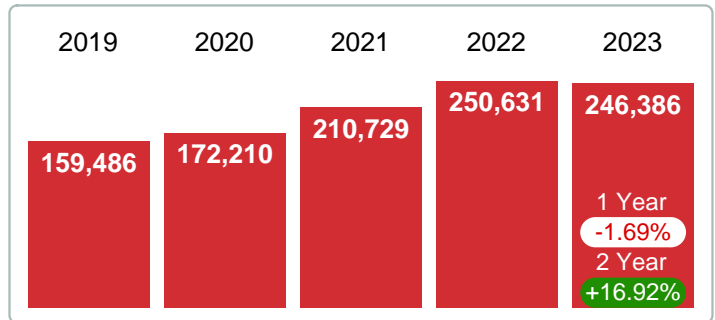
AVERAGE SOLD PRICE AT CLOSING

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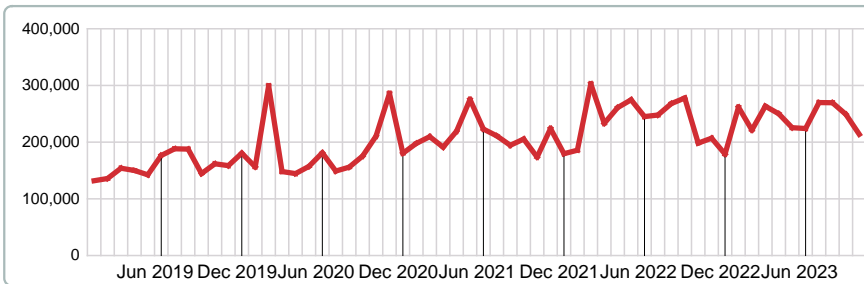
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

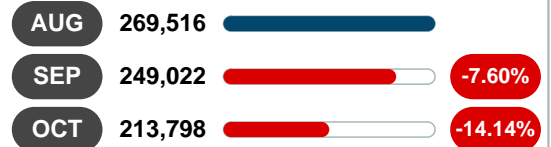


3 MONTHS

5 year OCT AVG = 191,641

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

Average Sold Price at Closing this month at **213,798**
above the 5 yr OCT average of **191,641**



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	6.90%	24,000	24,000	0	0	0
\$50,001 - \$100,000	10.34%	76,167	87,500	76,000	65,000	0
\$100,001 - \$150,000	17.24%	126,340	129,600	121,250	130,000	0
\$150,001 - \$225,000	20.69%	170,250	157,500	172,000	181,250	0
\$225,001 - \$275,000	20.69%	253,075	0	246,488	266,250	0
\$275,001 - \$425,000	13.79%	332,000	313,500	319,500	347,500	0
\$425,001 and up	10.34%	474,667	549,000	435,000	440,000	0
Average Sold Price		213,798	174,689	218,450	247,222	0
Total Closed Units		29	9	11	9	0
Total Closed Volume		6,200,150	1.57M	2.40M	2.23M	0.00B

October 2023



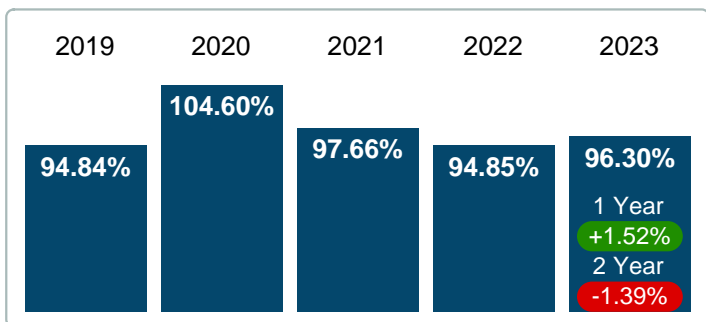
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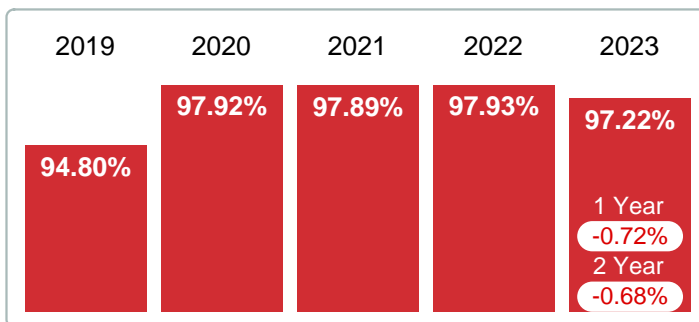
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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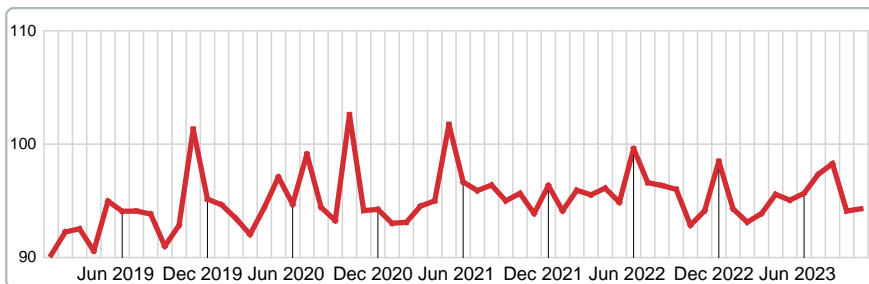
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

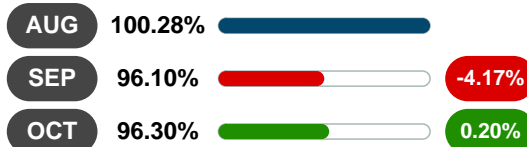


3 MONTHS

5 year OCT AVG = 97.65%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.30%**
below the 5 yr OCT average of **97.65%**



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	2	6.90%	90.00%	90.00%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	3	10.34%	104.82%	87.59%	126.88%	100.00%	0.00%	
\$100,001 - \$150,000	5	17.24%	91.04%	93.20%	92.46%	83.87%	0.00%	
\$150,001 - \$225,000	6	20.69%	97.85%	94.48%	96.20%	102.85%	0.00%	
\$225,001 - \$275,000	6	20.69%	96.25%	0.00%	95.44%	97.87%	0.00%	
\$275,001 - \$425,000	4	13.79%	96.30%	89.83%	100.00%	97.68%	0.00%	
\$425,001 and up	3	10.34%	97.74%	100.00%	97.12%	96.09%	0.00%	
Average Sold/List Ratio		96.30%		92.53%	98.46%	97.42%	0.00%	
Total Closed Units		29	100%	96.30%	9	11	9	
Total Closed Volume		6,200,150			1.57M	2.40M	2.23M	0.00B

October 2023



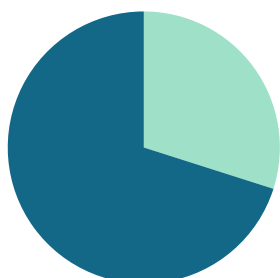
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

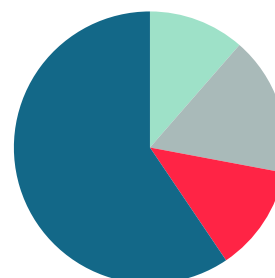


Inventory
 New Listings
67 = 29.91%
 Start Inventory
157
 Total Inventory Units
224
 Volume
\$86,129,273

Market Activity

Closed Sales
29 = 11.42%
 Pending Sales
42 = 16.54%
 Other Off Market
32 = 12.60%
 Active Inventory
151 = 59.45%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	35	29	-17.14%	410	374	-8.78%
Pending Sales	31	42	35.48%	406	399	-1.72%
New Listings	52	67	28.85%	620	600	-3.23%
Average List Price	208,966	221,952	6.21%	257,976	254,246	-1.45%
Average Sale Price	198,317	213,798	7.81%	250,631	246,386	-1.69%
Average Percent of Selling Price to List Price	94.85%	96.30%	1.52%	97.93%	97.22%	-0.72%
Average Days on Market to Sale	37.91	35.52	-6.32%	34.39	46.23	34.41%
Monthly Inventory	183	151	-17.49%	183	151	-17.49%
Months Supply of Inventory	4.47	4.08	-8.75%	4.47	4.08	-8.75%

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

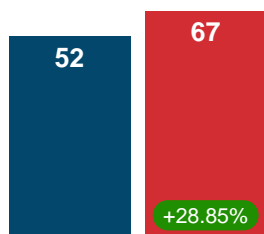
Inventory on October 31, 2023 = **151**

2022 **2023**

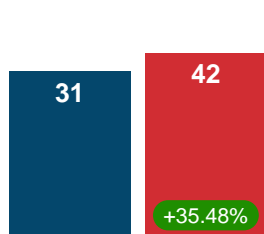
OCTOBER MARKET

AVERAGE PRICES

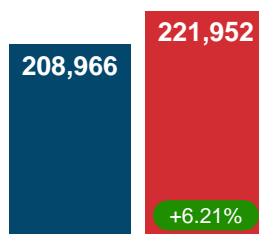
New Listings



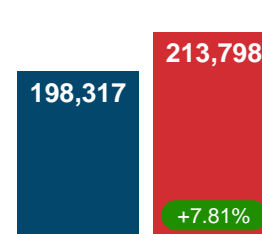
Pending Listings



List Price



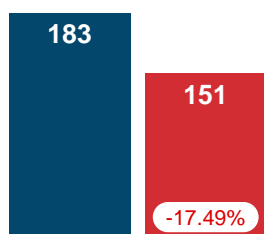
Sale Price



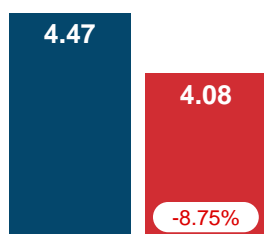
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

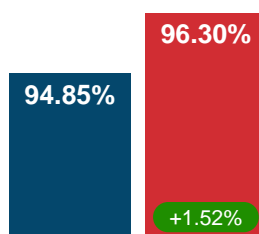
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

