

December 2023



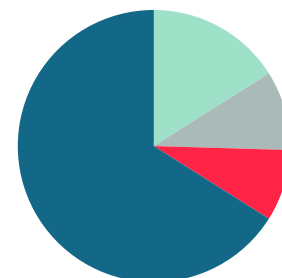
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	39	34	-12.82%
Pending Listings	37	20	-45.95%
New Listings	36	29	-19.44%
Average List Price	183,377	281,961	53.76%
Average Sale Price	178,931	271,200	51.57%
Average Percent of Selling Price to List Price	100.49%	100.28%	-0.20%
Average Days on Market to Sale	49.85	38.68	-22.41%
End of Month Inventory	152	140	-7.89%
Months Supply of Inventory	3.80	3.80	0.02%



■ Closed (16.04%)
■ Pending (9.43%)
■ Other OffMarket (8.49%)
■ Active (66.04%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of December 31, 2023 = **140**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2023 decreased **7.89%** to 140 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 **3.80** 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 **51.57%** in December 2023 to \$271,200 versus the previous year at \$178,931.

Average Days on Market Shortens

The average number of **38.68** days that homes spent on the market before selling decreased by 11.17 days or **22.41%** in December 2023 compared to last year's same month at **49.85** DOM.

Sales Success for December 2023 is Positive

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

There were 29 New Listings in December 2023, down **19.44%** from last year at 36. Furthermore, there were 34 Closed Listings this month versus last year at 39, a **-12.82%** decrease.

Closed versus Listed trends yielded a **117.2%** ratio, up from previous year's, December 2022, at **108.3%**, a **8.22%** 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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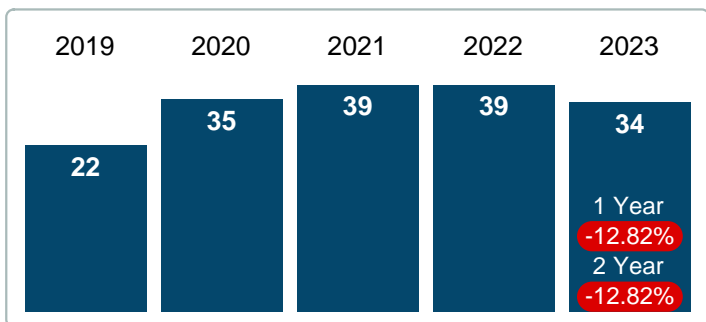
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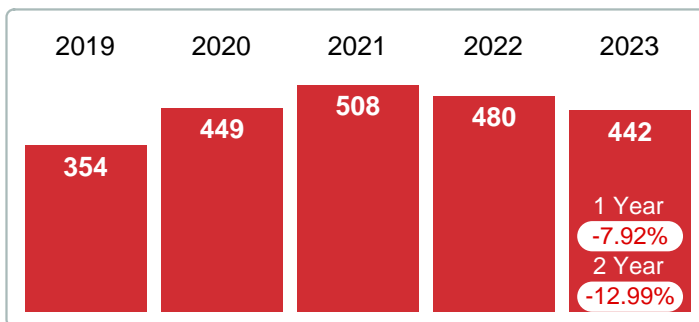
CLOSED LISTINGS

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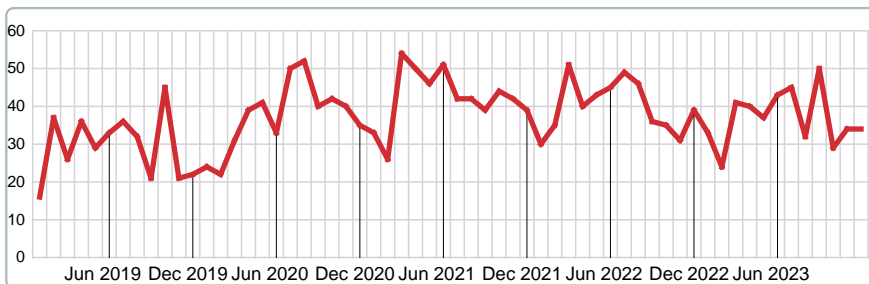
DECEMBER



YEAR TO DATE (YTD)

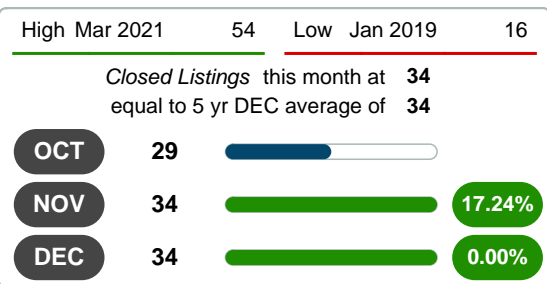


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 34



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	1	2.94%	10.0	0	1	0	0
\$50,001 - \$100,000	5	14.71%	44.8	2	3	0	0
\$100,001 - \$150,000	6	17.65%	33.3	3	2	1	0
\$150,001 - \$250,000	8	23.53%	40.9	0	6	2	0
\$250,001 - \$350,000	7	20.59%	15.3	1	4	2	0
\$350,001 - \$425,000	3	8.82%	54.0	0	2	1	0
\$425,001 and up	4	11.76%	71.3	0	3	0	1
Total Closed Units	34			6	21	6	1
Total Closed Volume	9,220,785	100%	38.7	872.50K	5.99M	1.49M	862.50K
Average Closed Price	\$271,200			\$145,417	\$285,385	\$248,782	\$862,500

December 2023



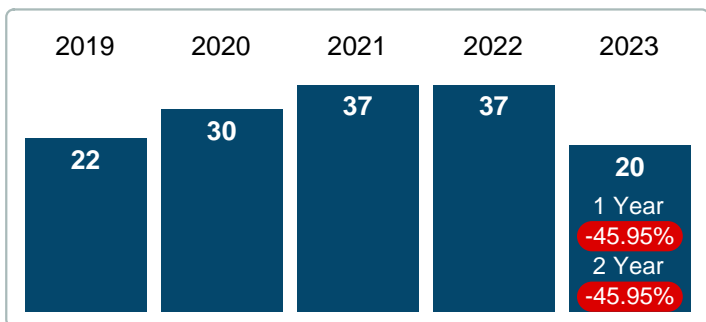
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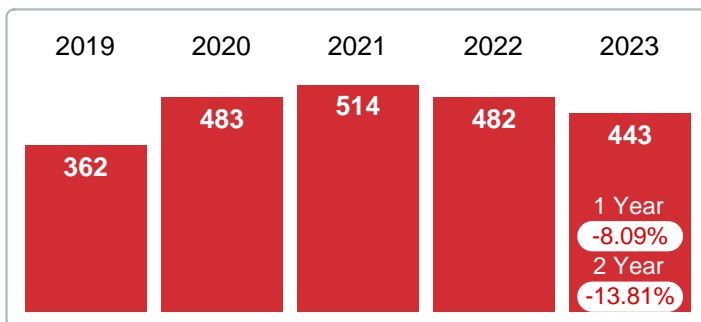
PENDING LISTINGS

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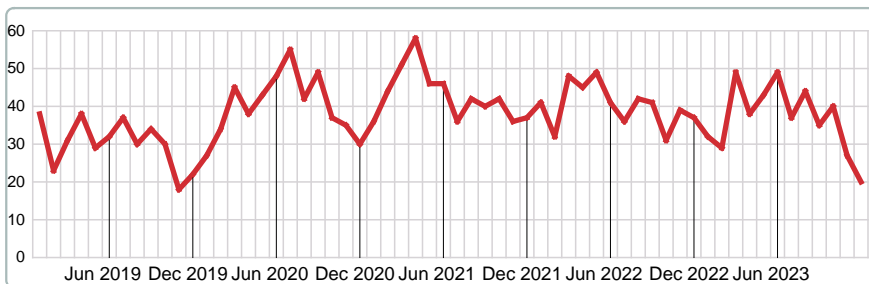
DECEMBER



YEAR TO DATE (YTD)

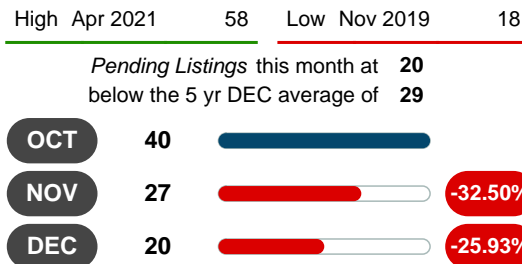


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29



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	2	10.00%	24.5	1	1	0	0
\$75,001 - \$125,000	2	10.00%	63.0	1	1	0	0
\$125,001 - \$150,000	3	15.00%	5.7	1	2	0	0
\$150,001 - \$275,000	5	25.00%	57.0	1	4	0	0
\$275,001 - \$325,000	3	15.00%	102.7	0	2	1	0
\$325,001 - \$575,000	3	15.00%	62.7	0	2	1	0
\$575,001 and up	2	10.00%	3.5	0	0	1	1
Total Pending Units	20			4	12	3	1
Total Pending Volume	5,116,940	100%	0.0	574.90K	2.45M	1.23M	862.50K
Average Listing Price	\$862,500			\$143,725	\$204,483	\$408,580	\$862,500

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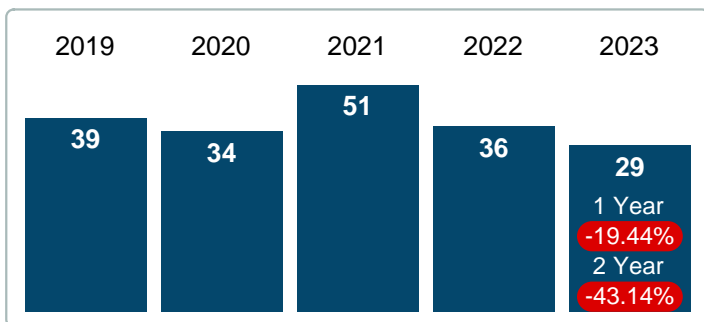
Area Delimited by County Of Mayes - Residential Property Type



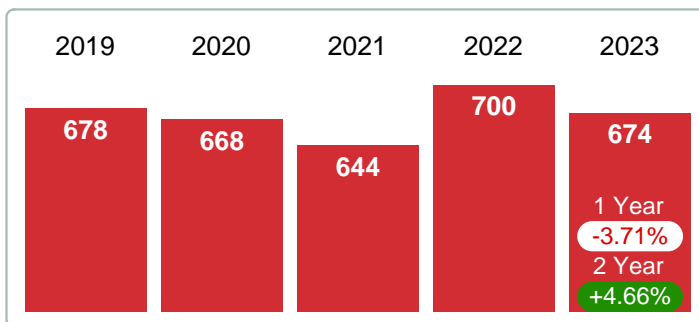
NEW LISTINGS

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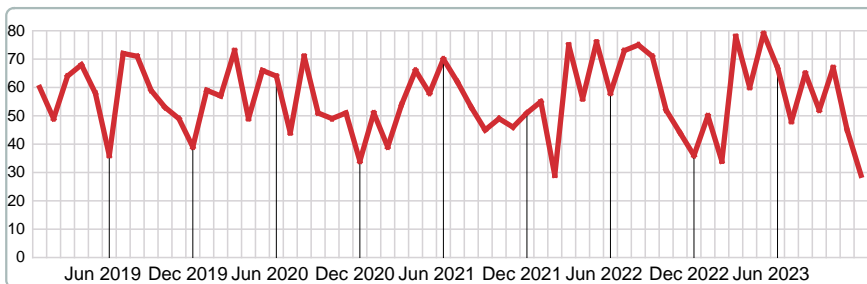
DECEMBER



YEAR TO DATE (YTD)

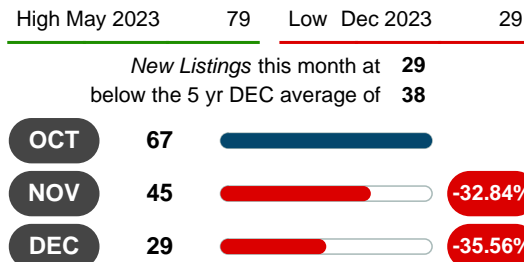


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	6.90%	2	0	0	0
\$75,001 - \$150,000	5	17.24%	1	4	0	0
\$150,001 - \$175,000	3	10.34%	1	2	0	0
\$175,001 - \$275,000	7	24.14%	3	4	0	0
\$275,001 - \$400,000	5	17.24%	0	2	2	1
\$400,001 - \$850,000	4	13.79%	1	1	2	0
\$850,001 and up	3	10.34%	1	0	0	2
Total New Listed Units	29		9	13	4	3
Total New Listed Volume	9,790,511	100%	2.73M	2.90M	1.71M	2.45M
Average New Listed Listing Price	\$862,500		\$303,633	\$223,228	\$426,336	\$816,833

December 2023



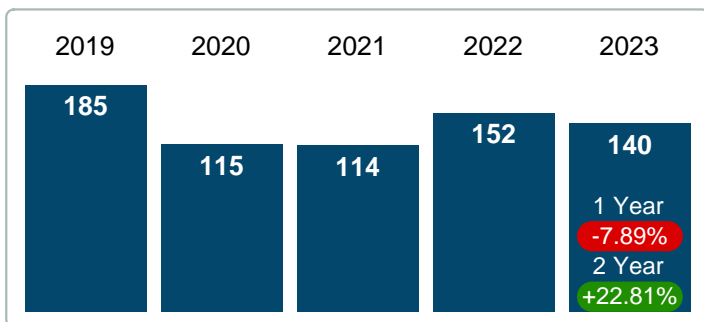
Area Delimited by County Of Mayes - Residential Property Type



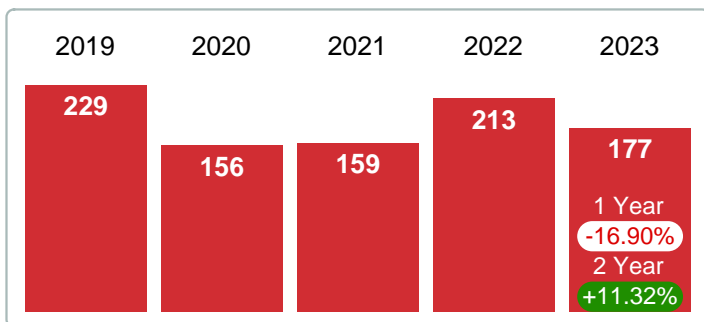
ACTIVE INVENTORY

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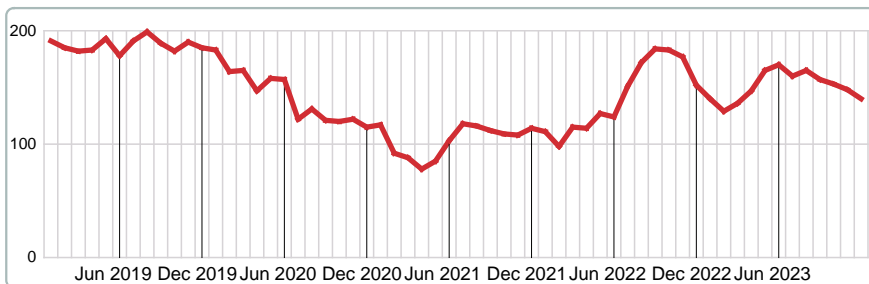
END OF DECEMBER



ACTIVE DURING DECEMBER

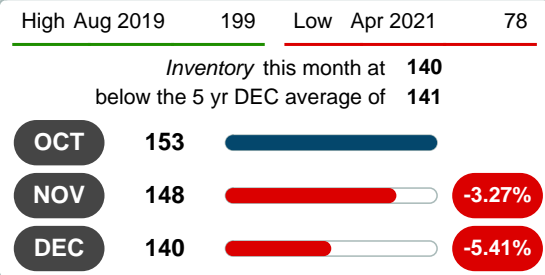


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 141



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	10	7.14%	82.3	6	4	0	0
\$100,001 - \$175,000	20	14.29%	91.7	4	15	0	1
\$175,001 - \$225,000	20	14.29%	84.2	3	14	3	0
\$225,001 - \$300,000	35	25.00%	101.8	3	19	12	1
\$300,001 - \$425,000	21	15.00%	81.7	1	9	10	1
\$425,001 - \$625,000	20	14.29%	100.0	2	8	7	3
\$625,001 and up	14	10.00%	103.2	1	4	1	8
Total Active Inventory by Units	140			20	73	33	14
Total Active Inventory by Volume	55,816,341	100%	93.3	4.94M	21.79M	11.39M	17.71M
Average Active Inventory Listing Price	\$398,688			\$246,825	\$298,468	\$345,027	\$1,264,700

December 2023



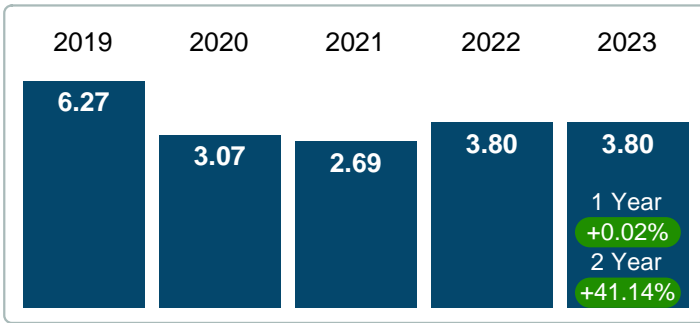
Area Delimited by County Of Mayes - Residential Property Type



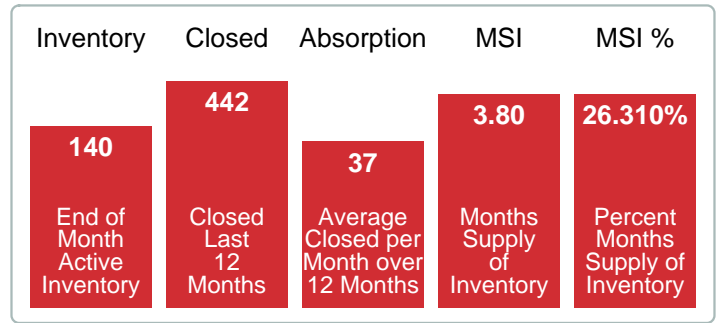
MONTHS SUPPLY of INVENTORY (MSI)

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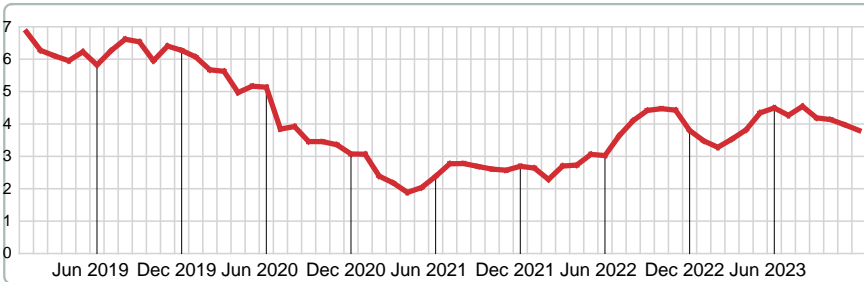
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

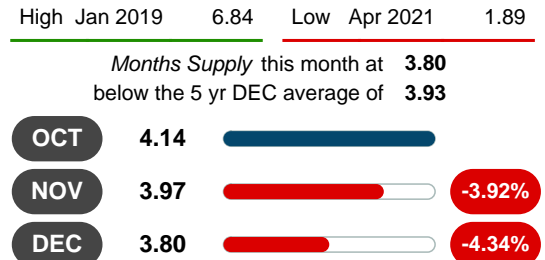


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.93



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	10	7.14%	2.00	2.88	1.66	0.00	0.00
\$100,001 - \$175,000	20	14.29%	2.05	1.41	2.43	0.00	12.00
\$175,001 - \$225,000	20	14.29%	3.43	7.20	3.00	4.00	0.00
\$225,001 - \$300,000	35	25.00%	5.00	4.50	4.56	5.76	12.00
\$300,001 - \$425,000	21	15.00%	4.00	3.00	3.27	4.80	12.00
\$425,001 - \$625,000	20	14.29%	7.27	24.00	5.05	7.00	36.00
\$625,001 and up	14	10.00%	11.20	0.00	6.86	4.00	19.20
Market Supply of Inventory (MSI)			3.80	3.12	3.27	4.50	18.67
Total Active Inventory by Units		100%	3.80	20	73	33	14

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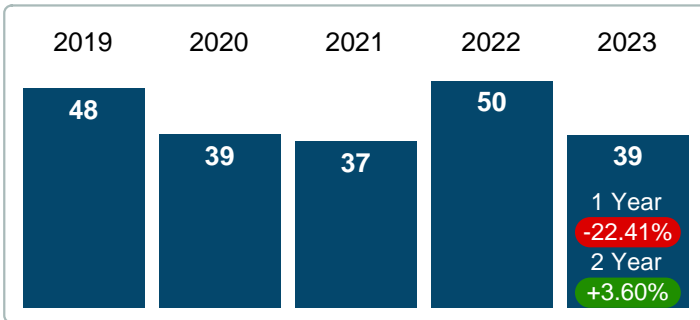
Area Delimited by County Of Mayes - Residential Property Type



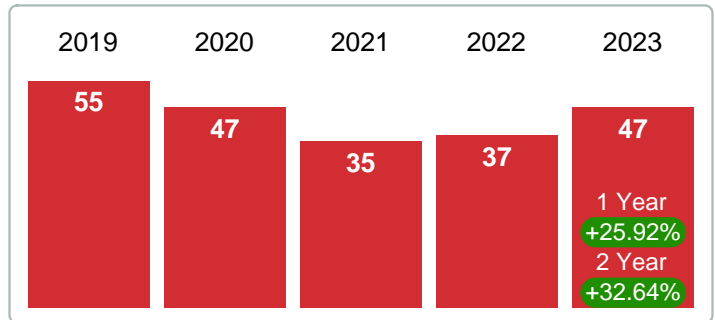
AVERAGE DAYS ON MARKET TO SALE

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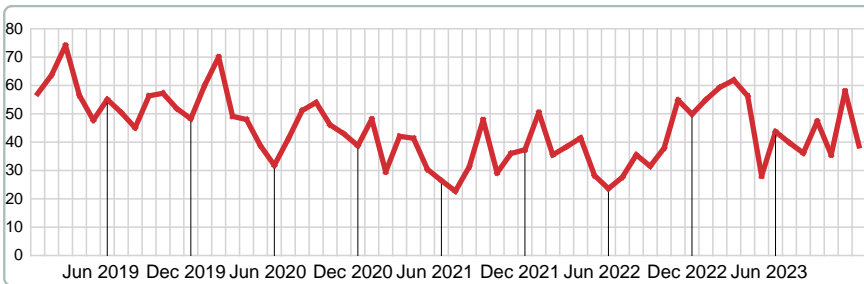
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

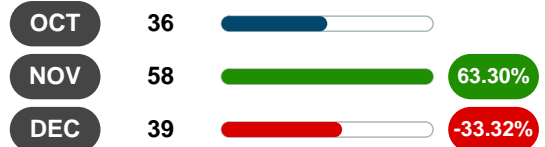


3 MONTHS

5 year DEC AVG = 43

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 39 below the 5 yr DEC average of 43



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	2.94%	10	0	10	0	0
\$50,001 - \$100,000	14.71%	45	76	24	0	0
\$100,001 - \$150,000	17.65%	33	19	56	33	0
\$150,001 - \$250,000	23.53%	41	0	48	19	0
\$250,001 - \$350,000	20.59%	15	33	11	16	0
\$350,001 - \$425,000	8.82%	54	0	11	140	0
\$425,001 and up	11.76%	71	0	95	0	1
Average Closed DOM		39	40	40	40	1
Total Closed Units	100%	34	6	21	6	1
Total Closed Volume		9,220,785	872.50K	5.99M	1.49M	862.50K

December 2023



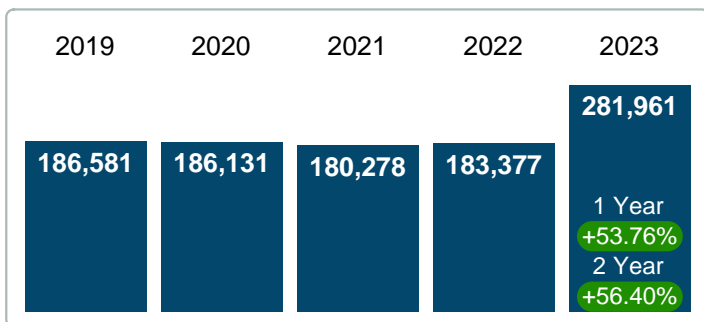
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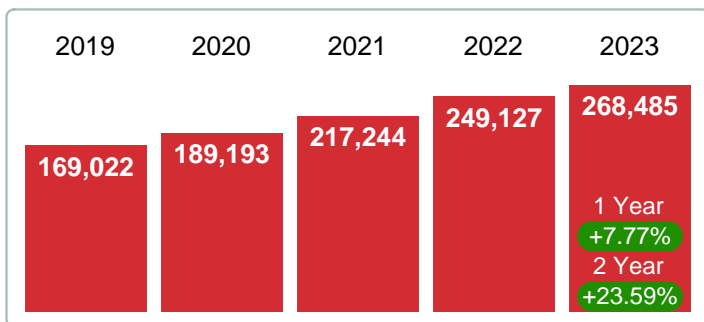
AVERAGE LIST PRICE AT CLOSING

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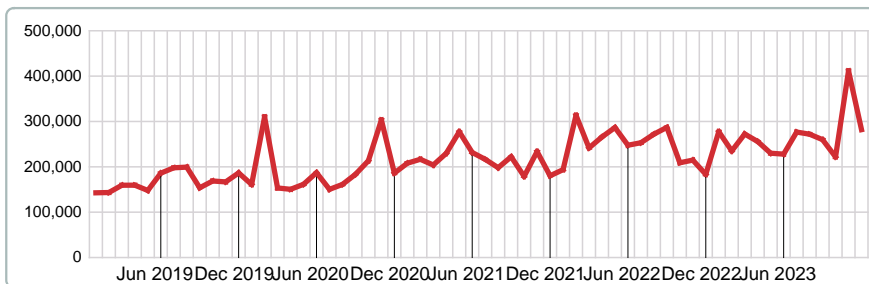
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

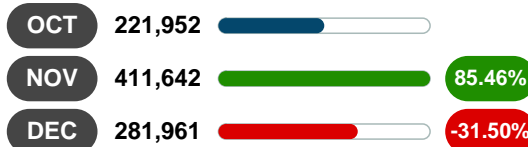


3 MONTHS

5 year DEC AVG = 203,666

High Nov 2023 411,642 Low Jan 2019 142,697

Average List Price at Closing this month at **281,961** above the 5 yr DEC average of **203,666**



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	2	5.88%	27,450	0	29,900	0	0
\$50,001 - \$100,000	3	8.82%	88,300	75,000	88,300	0	0
\$100,001 - \$150,000	7	20.59%	133,057	126,333	141,200	145,000	0
\$150,001 - \$250,000	8	23.53%	205,287	0	210,566	189,450	0
\$250,001 - \$350,000	6	17.65%	290,232	380,000	298,600	273,495	0
\$350,001 - \$425,000	3	8.82%	401,500	0	412,250	459,900	0
\$425,001 and up	5	14.71%	749,460	0	808,300	0	862,500
Average List Price			281,961	151,500	299,257	255,132	862,500
Total Closed Units		100%	281,961	6	21	6	1
Total Closed Volume			9,586,685	909.00K	6.28M	1.53M	862.50K

December 2023



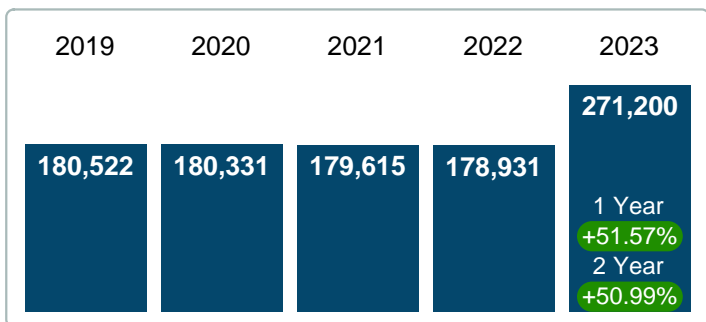
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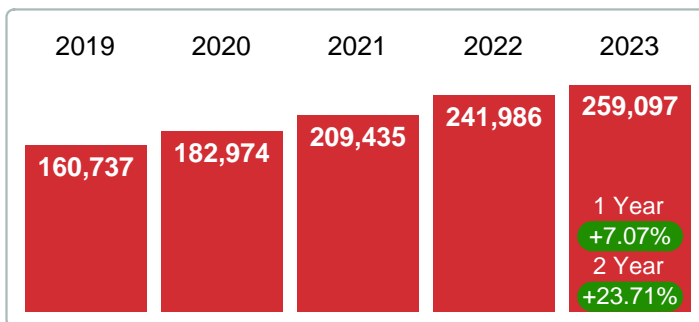
AVERAGE SOLD PRICE AT CLOSING

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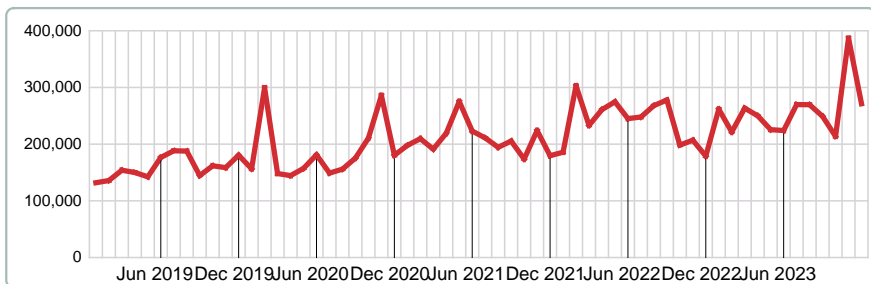
DECEMBER



YEAR TO DATE (YTD)

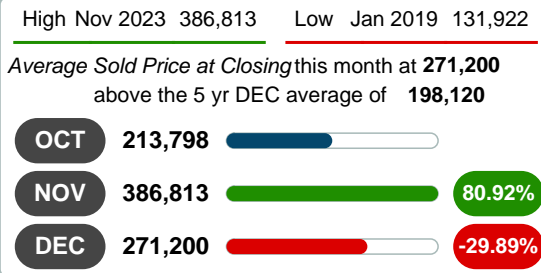


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 198,120



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	2.94%	29,000	0	29,000	0	0
\$50,001 - \$100,000	14.71%	75,000	81,250	70,833	0	0
\$100,001 - \$150,000	17.65%	128,383	120,000	132,500	145,300	0
\$150,001 - \$250,000	23.53%	200,999	0	204,683	189,950	0
\$250,001 - \$350,000	20.59%	297,999	350,000	298,375	271,245	0
\$350,001 - \$425,000	8.82%	415,000	0	410,000	425,000	0
\$425,001 and up	11.76%	776,875	0	748,333	0	862,500
Average Sold Price		271,200	145,417	285,385	248,782	862,500
Total Closed Units		34	6	21	6	1
Total Closed Volume		9,220,785	872.50K	5.99M	1.49M	862.50K

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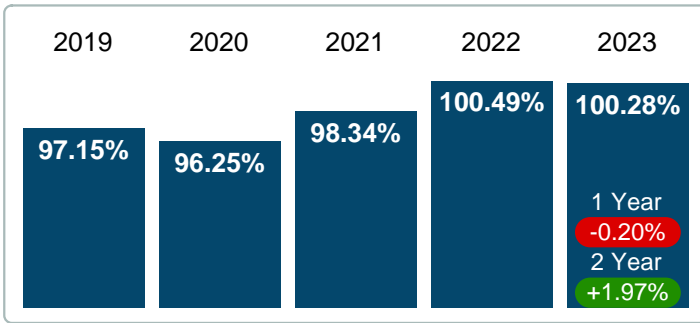
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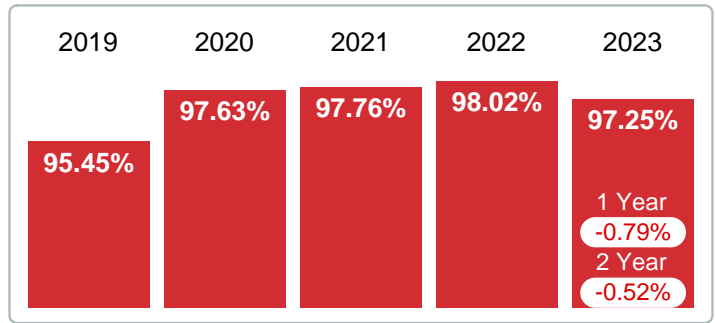
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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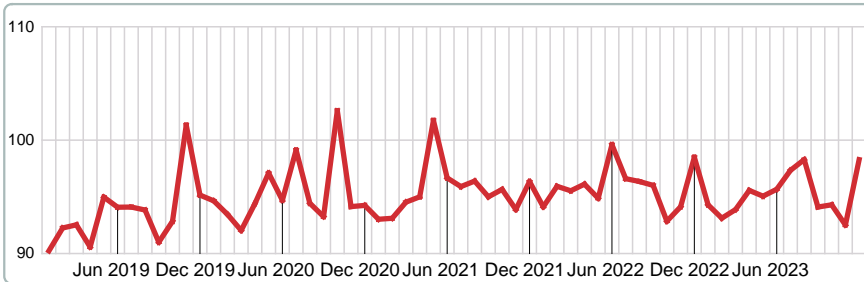
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

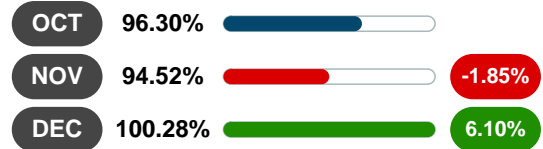


3 MONTHS

5 year DEC AVG = 98.50%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **100.28%** above the 5 yr DEC average of **98.50%**



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	1	2.94%	96.99%	0.00%	96.99%	0.00%	0.00%
\$50,001 - \$100,000	5	14.71%	118.18%	173.00%	81.63%	0.00%	0.00%
\$100,001 - \$150,000	6	17.65%	95.51%	95.18%	93.65%	100.21%	0.00%
\$150,001 - \$250,000	8	23.53%	97.94%	0.00%	97.18%	100.25%	0.00%
\$250,001 - \$350,000	7	20.59%	98.60%	92.11%	99.93%	99.18%	0.00%
\$350,001 - \$425,000	3	8.82%	97.09%	0.00%	99.44%	92.41%	0.00%
\$425,001 and up	4	11.76%	95.89%	0.00%	94.52%	0.00%	100.00%
Average Sold/List Ratio		100.30%		120.61%	94.97%	98.58%	100.00%
Total Closed Units		34	100%	6	21	6	1
Total Closed Volume		9,220,785		872.50K	5.99M	1.49M	862.50K

December 2023



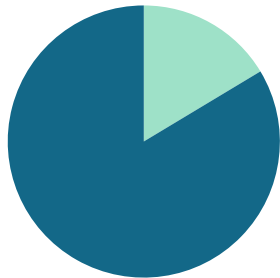
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2024 for MLS Technology Inc.

INVENTORY

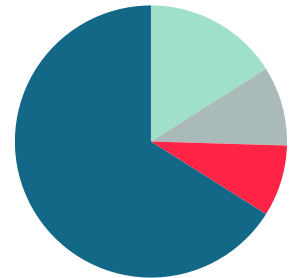


Inventory
 New Listings
29 = 16.38%
 Start Inventory
148
 Total Inventory Units
177
 Volume
\$67,343,081

Market Activity

Closed Sales
34 = 16.04%
 Pending Sales
20 = 9.43%
 Other Off Market
18 = 8.49%
 Active Inventory
140 = 66.04%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	39	34	-12.82%	480	442	-7.92%
Pending Sales	37	20	-45.95%	482	443	-8.09%
New Listings	36	29	-19.44%	700	674	-3.71%
Average List Price	183,377	281,961	53.76%	249,127	268,485	7.77%
Average Sale Price	178,931	271,200	51.57%	241,986	259,097	7.07%
Average Percent of Selling Price to List Price	100.49%	100.28%	-0.20%	98.02%	97.25%	-0.79%
Average Days on Market to Sale	49.85	38.68	-22.41%	36.97	46.55	25.92%
Monthly Inventory	152	140	-7.89%	152	140	-7.89%
Months Supply of Inventory	3.80	3.80	0.02%	3.80	3.80	0.02%

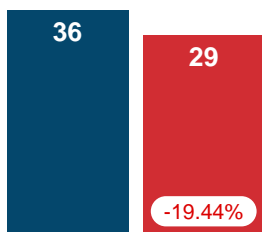
Absorption: Last 12 months, an Average of **37** Sales/Month

Inventory on December 31, 2023 = **140** 2022 2023

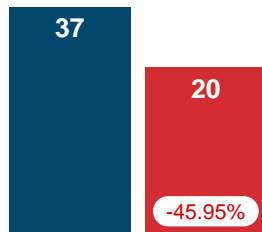
DECEMBER MARKET

AVERAGE PRICES

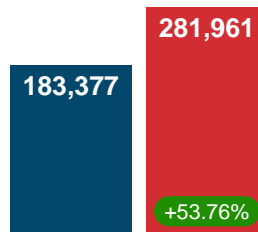
New Listings



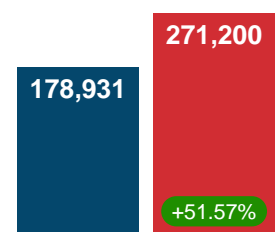
Pending Listings



List Price



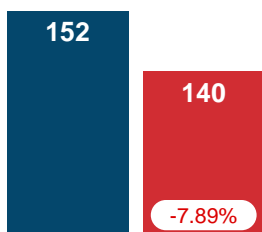
Sale Price



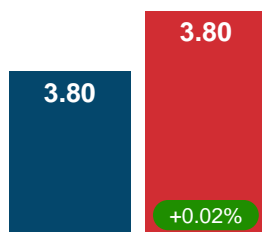
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

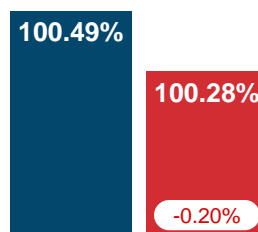
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

