



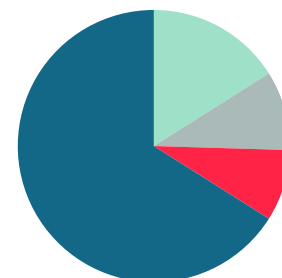
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	159,000	209,250	31.60%
Median Sale Price	158,495	208,000	31.23%
Median Percent of Selling Price to List Price	97.96%	97.98%	0.02%
Median Days on Market to Sale	43.00	20.00	-53.49%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **31.23%** in December 2023 to \$208,000 versus the previous year at \$158,495.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 23.00 days or **53.49%** in December 2023 compared to last year's same month at **43.00** DOM.

Sales Success for December 2023 is Positive

Overall, with Median 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

December 2023



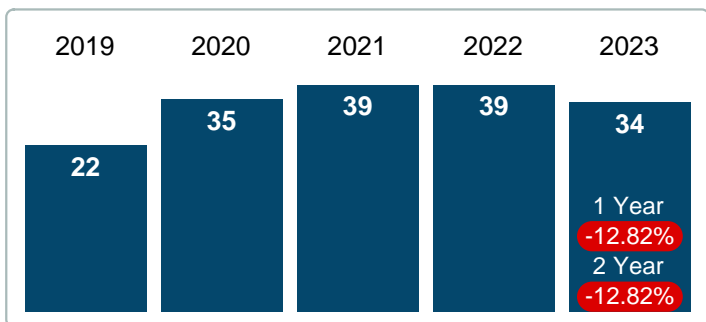
Area Delimited by County Of Mayes - Residential Property Type



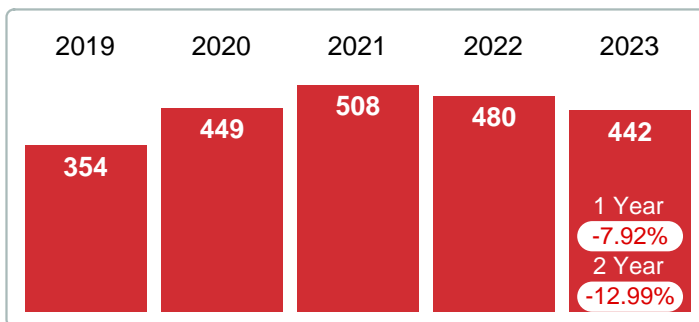
CLOSED LISTINGS

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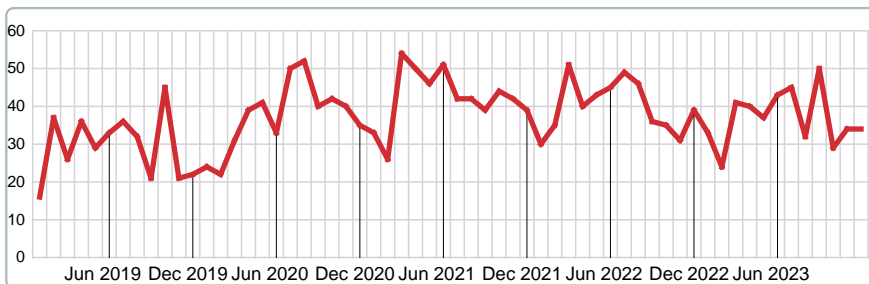
DECEMBER



YEAR TO DATE (YTD)

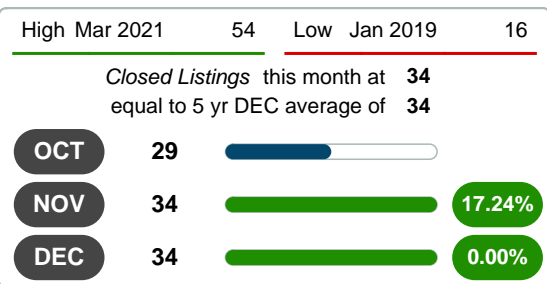


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	17.0	2	3	0	0
\$100,001 - \$150,000	6	17.65%	27.0	3	2	1	0
\$150,001 - \$250,000	8	23.53%	26.0	0	6	2	0
\$250,001 - \$350,000	7	20.59%	13.0	1	4	2	0
\$350,001 - \$425,000	3	8.82%	19.0	0	2	1	0
\$425,001 and up	4	11.76%	36.0	0	3	0	1
Total Closed Units	34			6	21	6	1
Total Closed Volume	9,220,785	100%	20.0	872.50K	5.99M	1.49M	862.50K
Median Closed Price	\$208,000			\$116,500	\$235,000	\$234,995	\$862,500

December 2023



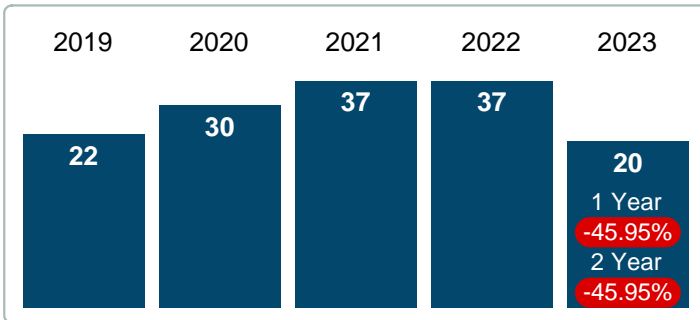
Area Delimited by County Of Mayes - Residential Property Type



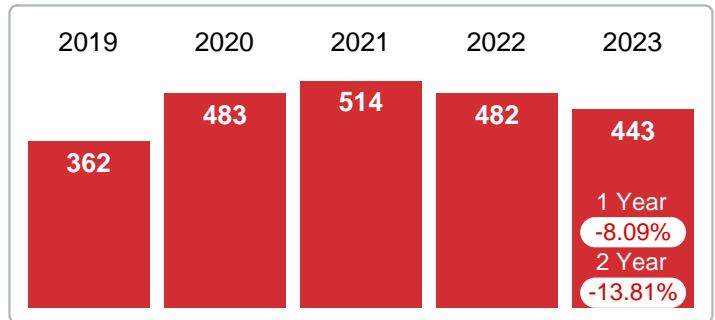
PENDING LISTINGS

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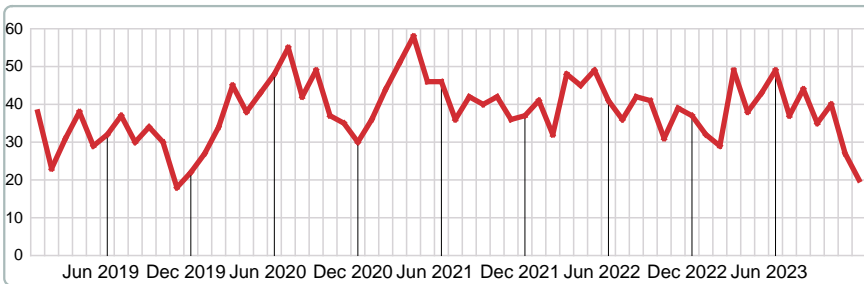
DECEMBER



YEAR TO DATE (YTD)

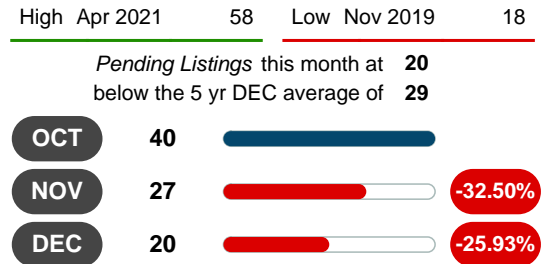


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	5.0	1	2	0	0
\$150,001 - \$275,000	5	25.00%	55.0	1	4	0	0
\$275,001 - \$325,000	3	15.00%	145.0	0	2	1	0
\$325,001 - \$575,000	3	15.00%	61.0	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%	33.0	574.90K	2.45M	1.23M	862.50K
Median Listing Price	\$209,450			\$112,500	\$188,950	\$339,840	\$862,500

December 2023



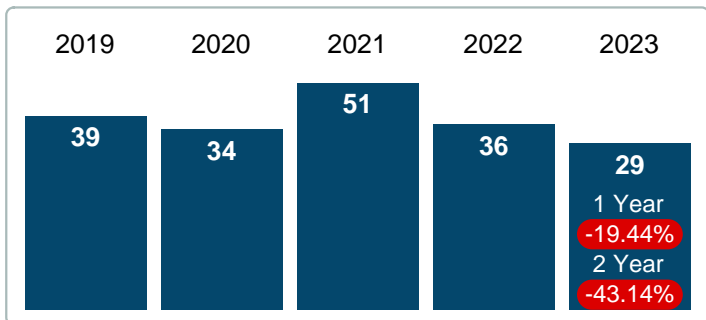
Area Delimited by County Of Mayes - Residential Property Type



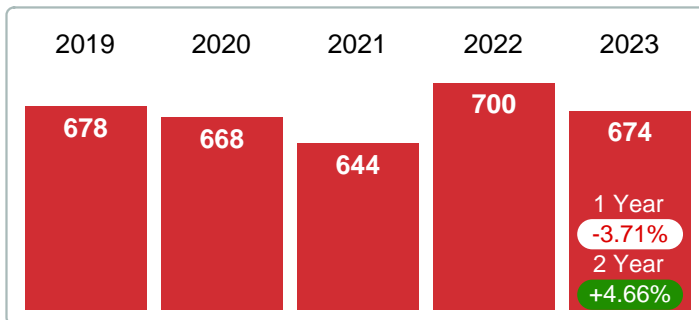
NEW LISTINGS

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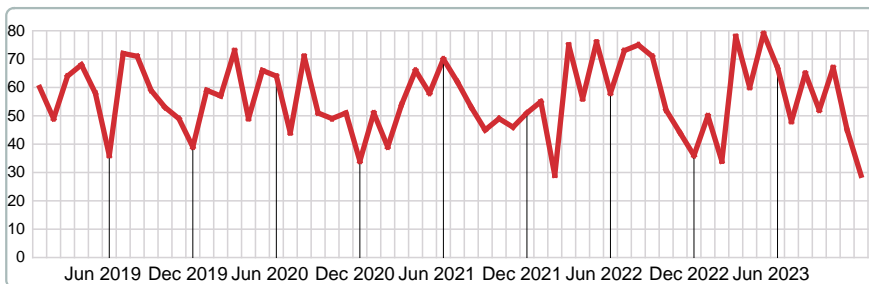
DECEMBER



YEAR TO DATE (YTD)

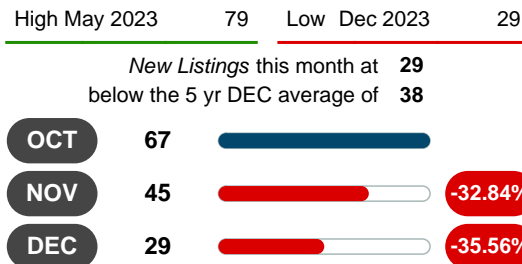


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$210,000		\$179,900	\$177,000	\$409,722	\$862,500

December 2023



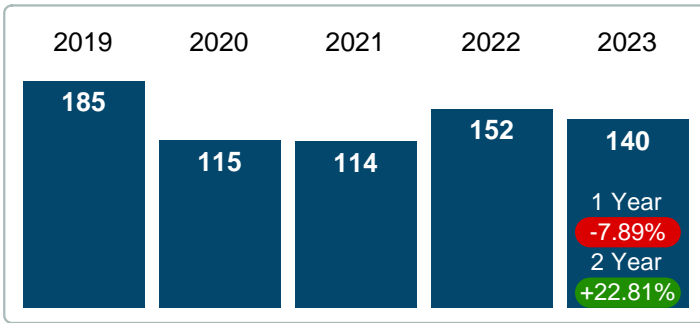
Area Delimited by County Of Mayes - Residential Property Type



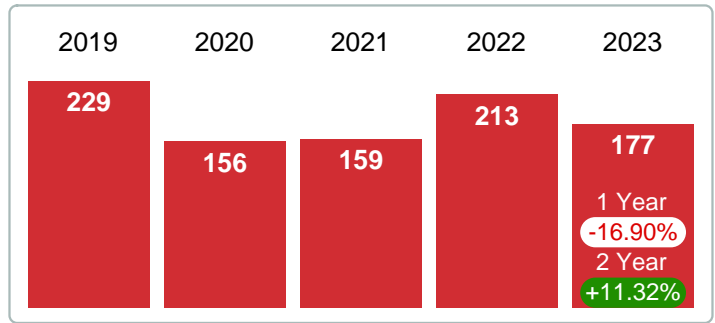
ACTIVE INVENTORY

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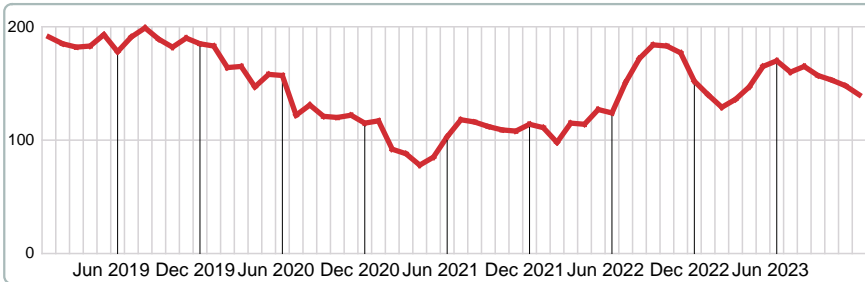
END OF DECEMBER



ACTIVE DURING DECEMBER

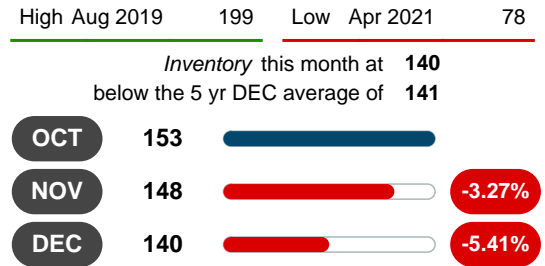


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 141



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	7.14%	66.5	6	4	0	0
\$100,001 - \$175,000	20	14.29%	75.5	4	15	0	1
\$175,001 - \$225,000	20	14.29%	67.0	3	14	3	0
\$225,001 - \$300,000	35	25.00%	89.0	3	19	12	1
\$300,001 - \$425,000	21	15.00%	62.0	1	9	10	1
\$425,001 - \$625,000	20	14.29%	90.5	2	8	7	3
\$625,001 and up	14	10.00%	83.5	1	4	1	8
Total Active Inventory by Units			140	20	73	33	14
Total Active Inventory by Volume			55,816,341	4.94M	21.79M	11.39M	17.71M
Median Active Inventory Listing Price			\$267,000	\$169,900	\$249,000	\$314,840	\$824,450

December 2023



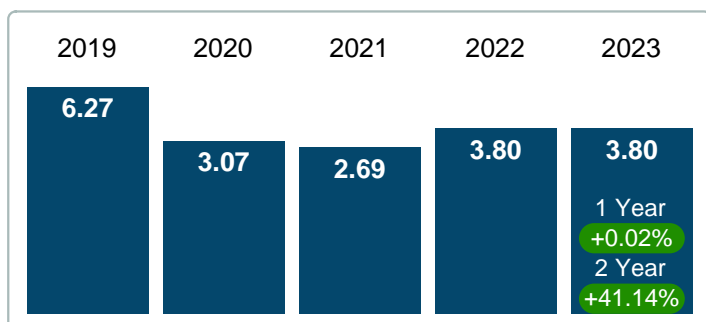
Area Delimited by County Of Mayes - Residential Property Type



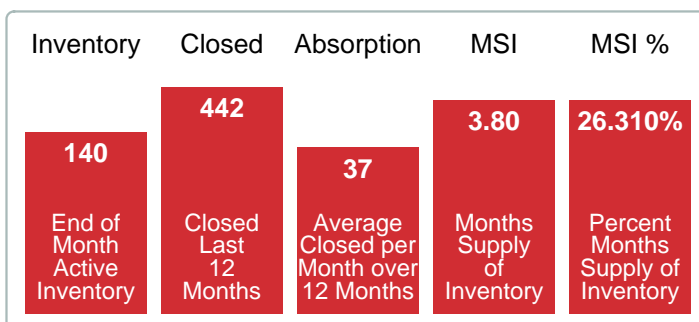
MONTHS SUPPLY of INVENTORY (MSI)

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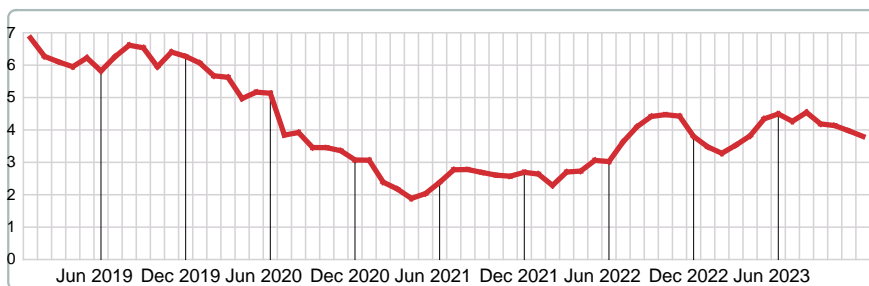
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

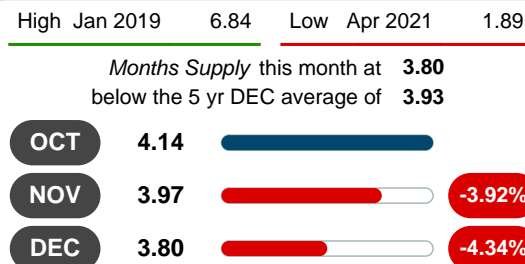


5 YEAR MARKET ACTIVITY TRENDS



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

December 2023



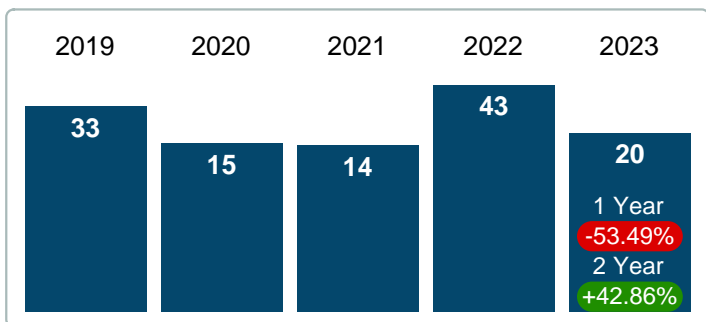
Area Delimited by County Of Mayes - Residential Property Type



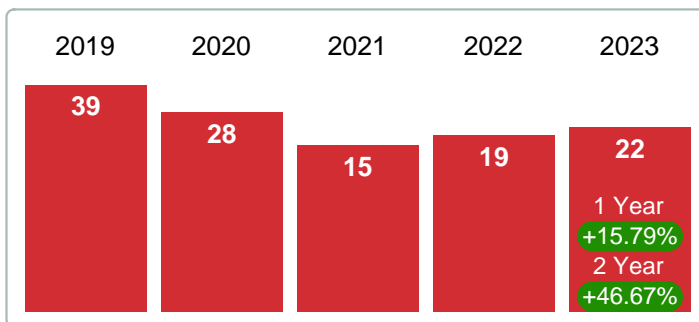
MEDIAN DAYS ON MARKET TO SALE

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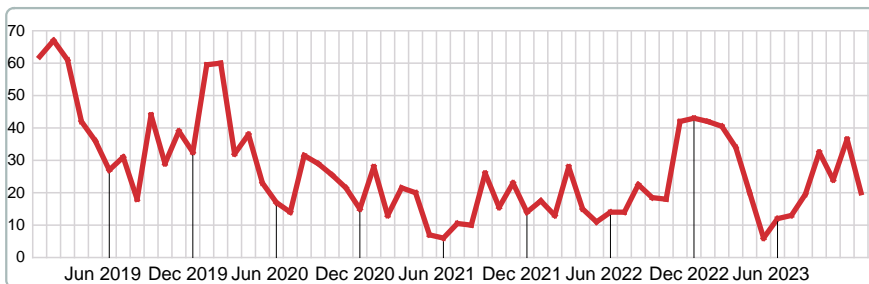
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

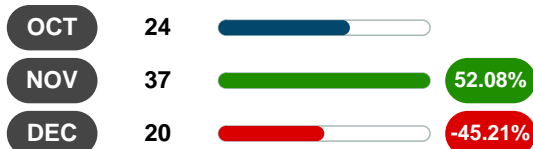


3 MONTHS

5 year DEC AVG = 25

High Feb 2019 67 Low May 2023 6

Median Days on Market to Sale this month at 20 below the 5 yr DEC average of 25



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	2.94%	10	0	10	0	0
\$50,001 - \$100,000	14.71%	17	76	17	0	0
\$100,001 - \$150,000	17.65%	27	21	56	33	0
\$150,001 - \$250,000	23.53%	26	0	31	19	0
\$250,001 - \$350,000	20.59%	13	33	10	16	0
\$350,001 - \$425,000	8.82%	19	0	11	140	0
\$425,001 and up	11.76%	36	0	40	0	1
Median Closed DOM		20	27	17	27	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



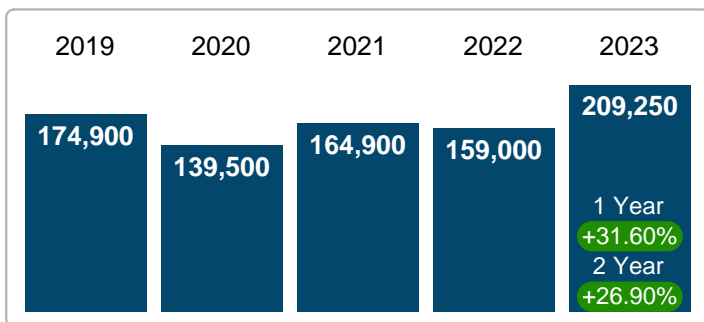
Area Delimited by County Of Mayes - Residential Property Type



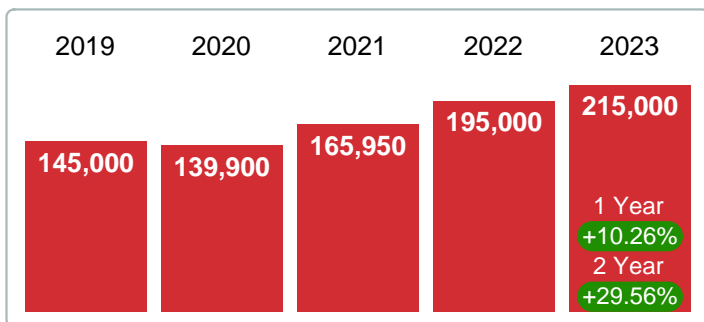
MEDIAN LIST PRICE AT CLOSING

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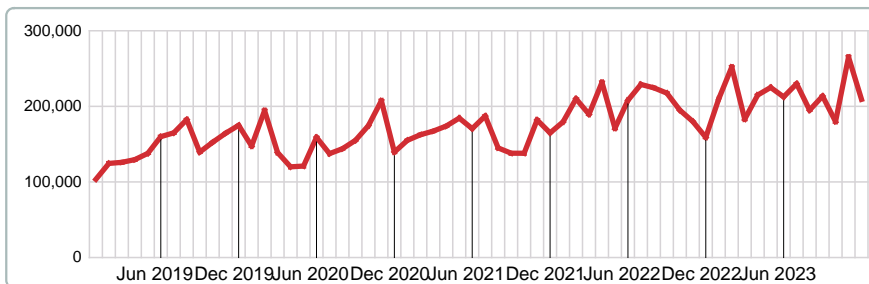
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 169,510

High Nov 2023 265,250 Low Jan 2019 103,500

Median List Price at Closing this month at **209,250**
 above the 5 yr DEC average of **169,510**

OCT	179,900	
NOV	265,250	+47.44%
DEC	209,250	-21.11%

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	2	27,450	25,000	29,900	0	0
\$50,001 - \$100,000	3	99,900	0	99,900	0	0
\$100,001 - \$150,000	7	132,500	122,500	141,200	145,000	0
\$150,001 - \$250,000	8	199,000	0	209,250	189,450	0
\$250,001 - \$350,000	6	291,245	0	309,750	273,495	0
\$350,001 - \$425,000	3	399,500	380,000	412,250	0	0
\$425,001 and up	5	475,000	0	475,000	459,900	862,500
Median List Price		209,250	122,500	244,995	235,500	862,500
Total Closed Units		34	6	21	6	1
Total Closed Volume		9,586,685	909.00K	6.28M	1.53M	862.50K

December 2023



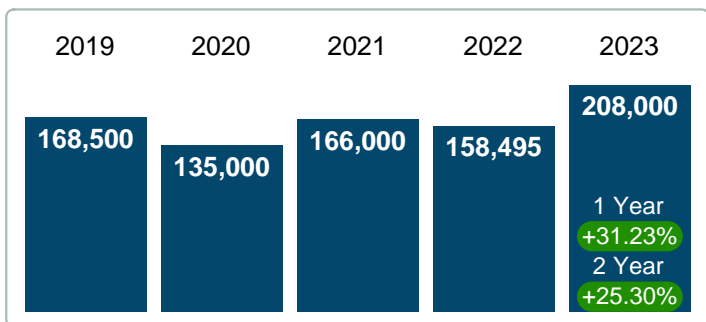
Area Delimited by County Of Mayes - Residential Property Type



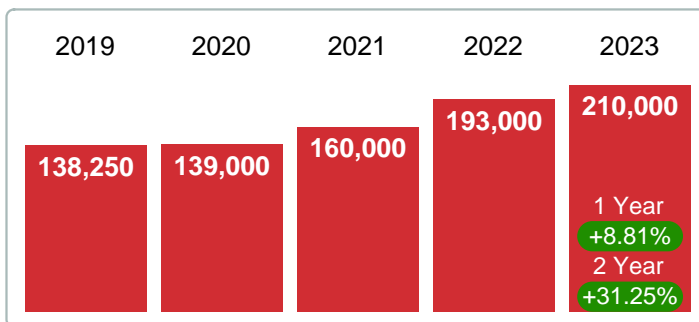
MEDIAN SOLD PRICE AT CLOSING

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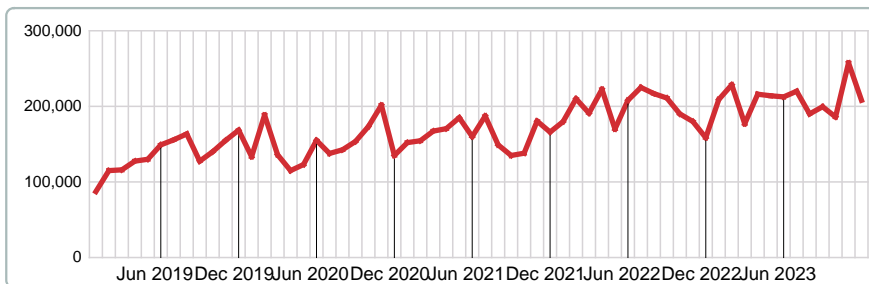
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

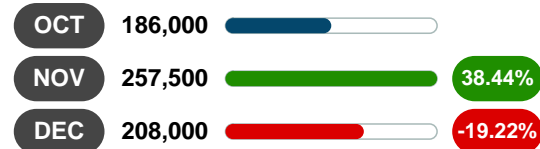


3 MONTHS

5 year DEC AVG = 167,199

High Nov 2023 257,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **208,000** above the 5 yr DEC average of **167,199**



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	1	2.94%	29,000	0	29,000	0	0
\$50,001 - \$100,000	5	14.71%	67,500	81,250	67,500	0	0
\$100,001 - \$150,000	6	17.65%	123,500	120,000	132,500	145,300	0
\$150,001 - \$250,000	8	23.53%	192,500	0	200,500	189,950	0
\$250,001 - \$350,000	7	20.59%	307,500	350,000	309,750	271,245	0
\$350,001 - \$425,000	3	8.82%	425,000	0	410,000	425,000	0
\$425,001 and up	4	11.76%	658,750	0	455,000	0	862,500
Median Sold Price			208,000	116,500	235,000	234,995	862,500
Total Closed Units		100%	208,000	6	21	6	1
Total Closed Volume			9,220,785	872.50K	5.99M	1.49M	862.50K

December 2023



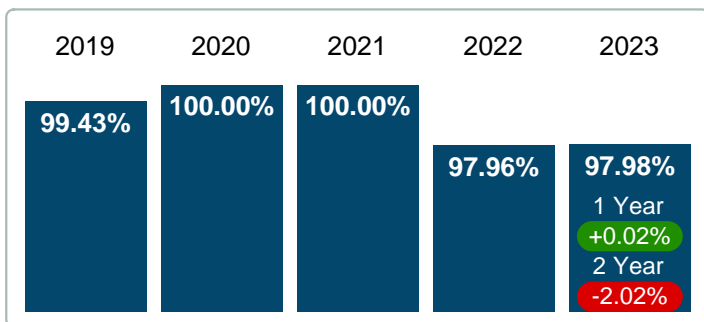
Area Delimited by County Of Mayes - Residential Property Type



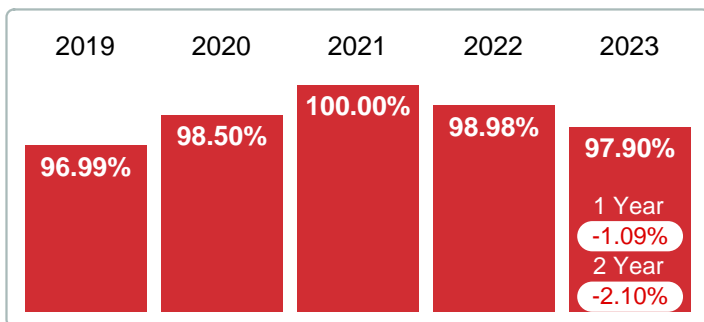
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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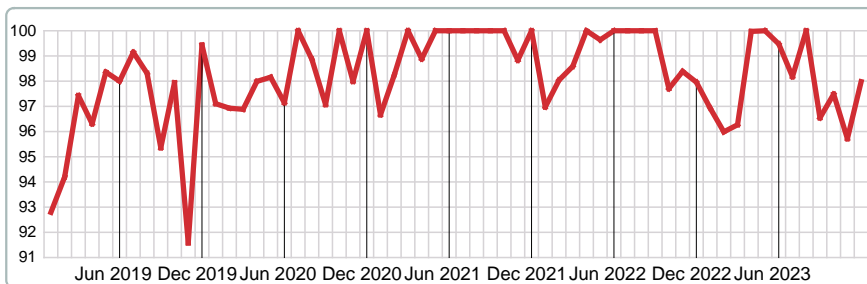
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

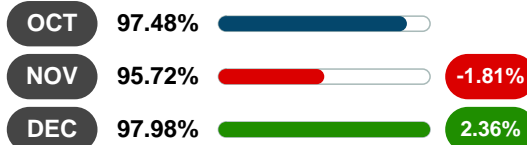


3 MONTHS

5 year DEC AVG = 99.07%

High Aug 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.98%**
 below the 5 yr DEC average of **99.07%**



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	1	2.94%	96.99%	0.00%	96.99%	0.00%	0.00%
\$50,001 - \$100,000	5	14.71%	85.09%	173.00%	85.09%	0.00%	0.00%
\$100,001 - \$150,000	6	17.65%	95.45%	94.17%	93.65%	100.21%	0.00%
\$150,001 - \$250,000	8	23.53%	98.63%	0.00%	97.91%	100.25%	0.00%
\$250,001 - \$350,000	7	20.59%	100.00%	92.11%	100.00%	99.18%	0.00%
\$350,001 - \$425,000	3	8.82%	98.87%	0.00%	99.44%	92.41%	0.00%
\$425,001 and up	4	11.76%	96.78%	0.00%	95.79%	0.00%	100.00%
Median Sold/List Ratio		97.98%		93.14%	97.42%	100.09%	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



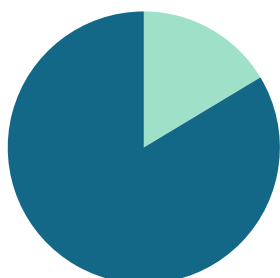
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

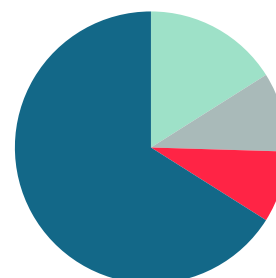


Inventory
 New Listings
29 = 16.38%
 Start Inventory
148
 Total Inventory Units
177
 Volume
\$67,343,081

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%
Median List Price	159,000	209,250	31.60%	195,000	215,000	10.26%
Median Sale Price	158,495	208,000	31.23%	193,000	210,000	8.81%
Median Percent of Selling Price to List Price	97.96%	97.98%	0.02%	98.98%	97.90%	-1.09%
Median Days on Market to Sale	43.00	20.00	-53.49%	19.00	22.00	15.79%
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

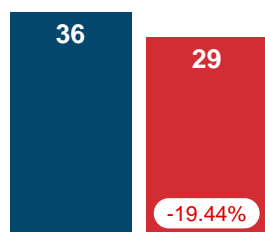
Inventory on December 31, 2023 = **140**

2022 **2023**

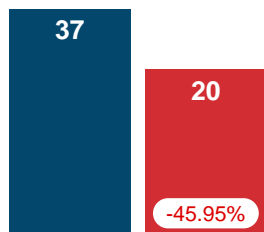
DECEMBER MARKET

MEDIAN PRICES

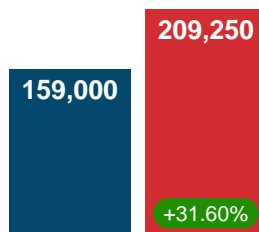
New Listings



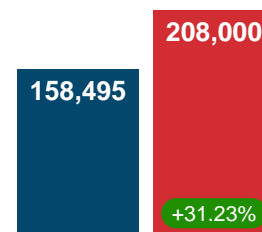
Pending Listings



List Price



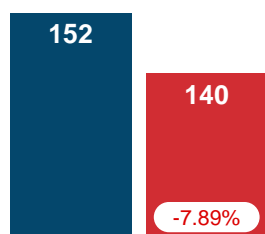
Sale Price



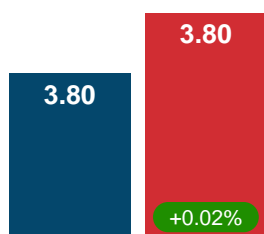
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

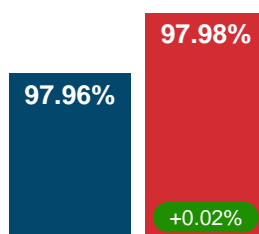
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

