

# September 2022



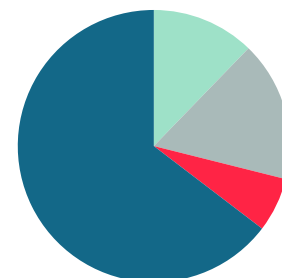
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2022 for MLS Technology Inc.

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	39	36	-7.69%
Pending Listings	40	49	22.50%
New Listings	45	71	57.78%
Average List Price	222,120	286,931	29.18%
Average Sale Price	205,423	277,857	35.26%
Average Percent of Selling Price to List Price	97.00%	98.01%	1.04%
Average Days on Market to Sale	47.87	31.53	-34.14%
End of Month Inventory	173	190	9.83%
Months Supply of Inventory	4.15	4.56	9.83%



■ Closed (12.24%)  
■ Pending (16.67%)  
■ Other OffMarket (6.46%)  
■ Active (64.63%)

**Absorption:** Last 12 months, an Average of **42 Sales/Month**  
**Active Inventory** as of September 30, 2022 = **190**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 rose **9.83%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **4.56** 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 **35.26%** in September 2022 to \$277,857 versus the previous year at \$205,423.

#### Average Days on Market Shortens

The average number of **31.53** days that homes spent on the market before selling decreased by 16.34 days or **34.14%** in September 2022 compared to last year's same month at **47.87** DOM.

#### Sales Success for September 2022 is Positive

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

There were 71 New Listings in September 2022, up **57.78%** from last year at 45. Furthermore, there were 36 Closed Listings this month versus last year at 39, a **-7.69%** decrease.

Closed versus Listed trends yielded a **50.7%** ratio, down from previous year's, September 2021, at **86.7%**, a **41.50%** downswing. This will certainly create pressure on an increasing 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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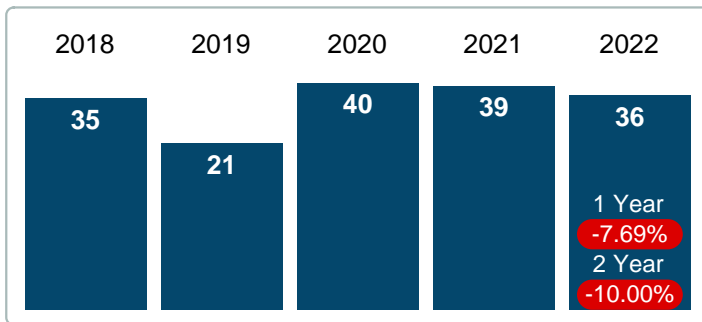
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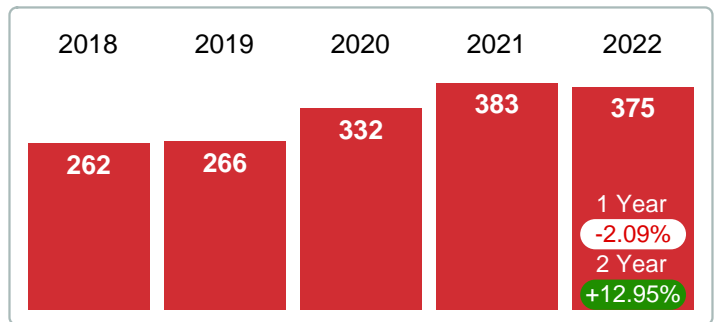
## CLOSED LISTINGS

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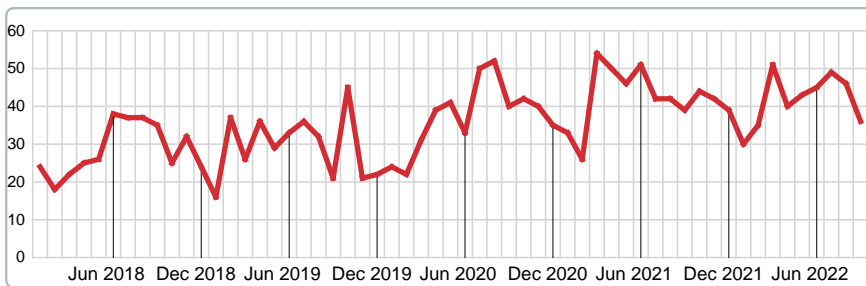
### SEPTEMBER



### YEAR TO DATE (YTD)

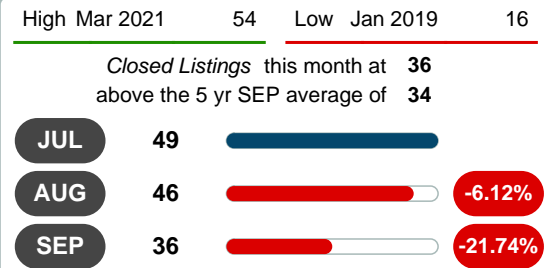


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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	2	5.56%	3.5	1	1	0	0
\$50,001 - \$125,000	4	11.11%	42.3	2	1	1	0
\$125,001 - \$175,000	6	16.67%	30.5	0	6	0	0
\$175,001 - \$225,000	9	25.00%	36.0	3	3	1	2
\$225,001 - \$325,000	5	13.89%	27.8	1	4	0	0
\$325,001 - \$500,000	6	16.67%	35.5	0	2	3	1
\$500,001 and up	4	11.11%	25.0	0	2	2	0
<b>Total Closed Units</b>	<b>36</b>			<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,002,855</b>	<b>100%</b>	<b>31.5</b>	<b>1.02M</b>	<b>5.52M</b>	<b>2.69M</b>	<b>771.55K</b>
<b>Average Closed Price</b>	<b>\$277,857</b>			<b>\$145,143</b>	<b>\$290,711</b>	<b>\$384,543</b>	<b>\$257,185</b>

# September 2022



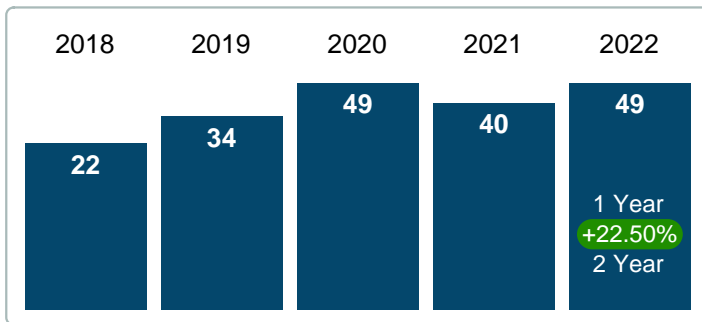
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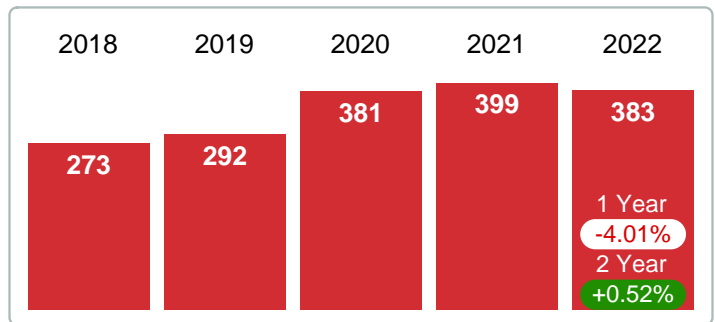
## PENDING LISTINGS

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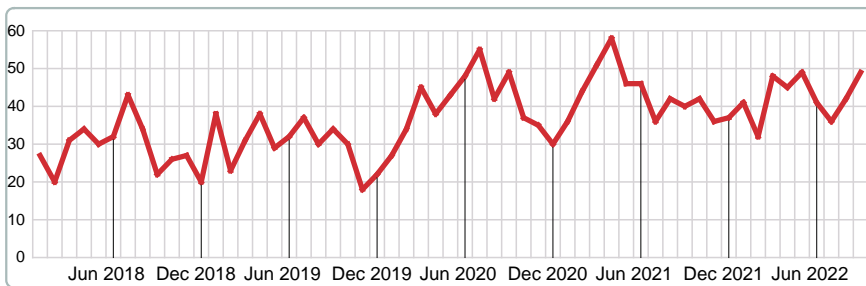
### SEPTEMBER



### YEAR TO DATE (YTD)

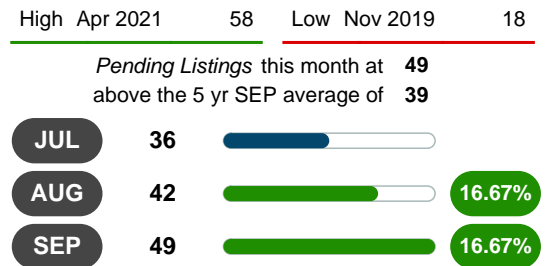


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.08%	27.5	0	2	0	0
\$50,001 - \$100,000	7	14.29%	31.6	5	2	0	0
\$100,001 - \$150,000	8	16.33%	65.5	3	5	0	0
\$150,001 - \$225,000	11	22.45%	58.5	1	10	0	0
\$225,001 - \$325,000	9	18.37%	60.1	1	4	3	1
\$325,001 - \$450,000	7	14.29%	46.9	1	3	2	1
\$450,001 and up	5	10.20%	31.2	0	2	3	0
<b>Total Pending Units</b>	<b>49</b>			<b>11</b>	<b>28</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,814,410</b>	<b>100%</b>	<b>46.0</b>	<b>1.51M</b>	<b>6.87M</b>	<b>3.69M</b>	<b>742.00K</b>
<b>Average Listing Price</b>	<b>\$484,975</b>			<b>\$137,695</b>	<b>\$245,263</b>	<b>\$461,300</b>	<b>\$371,000</b>

# September 2022



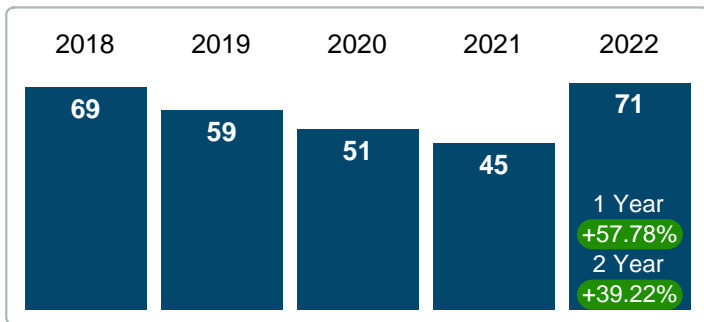
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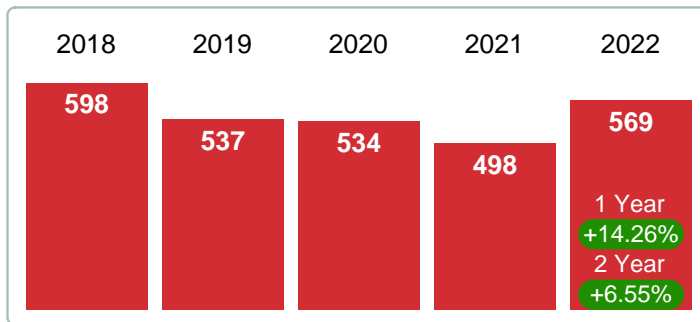
## NEW LISTINGS

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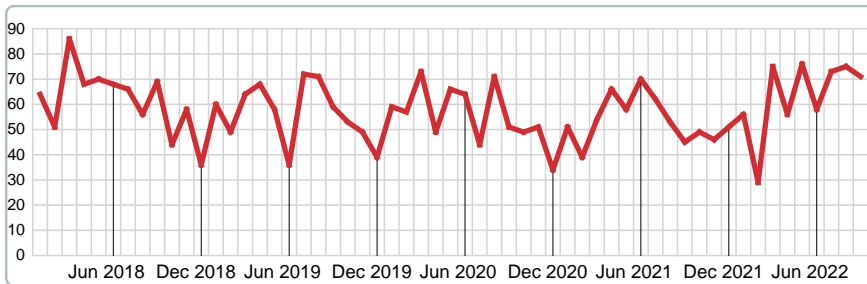
### SEPTEMBER



### YEAR TO DATE (YTD)

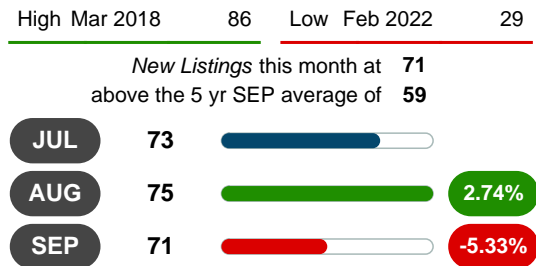


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 59



### 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	6	8.45%	3	3	0	0
\$75,001 - \$150,000	10	14.08%	4	4	2	0
\$150,001 - \$200,000	7	9.86%	3	4	0	0
\$200,001 - \$300,000	20	28.17%	3	14	3	0
\$300,001 - \$375,000	12	16.90%	0	3	9	0
\$375,001 - \$575,000	8	11.27%	2	4	2	0
\$575,001 and up	8	11.27%	0	1	5	2
<b>Total New Listed Units</b>	<b>71</b>		<b>15</b>	<b>33</b>	<b>21</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>22,164,065</b>	<b>100%</b>	<b>2.83M</b>	<b>8.74M</b>	<b>8.55M</b>	<b>2.05M</b>
<b>Average New Listed Listing Price</b>	<b>\$597,500</b>		<b>\$188,400</b>	<b>\$264,829</b>	<b>\$407,082</b>	<b>\$1,025,000</b>

# September 2022



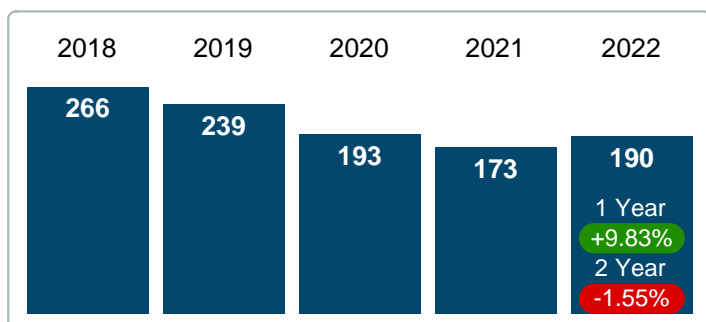
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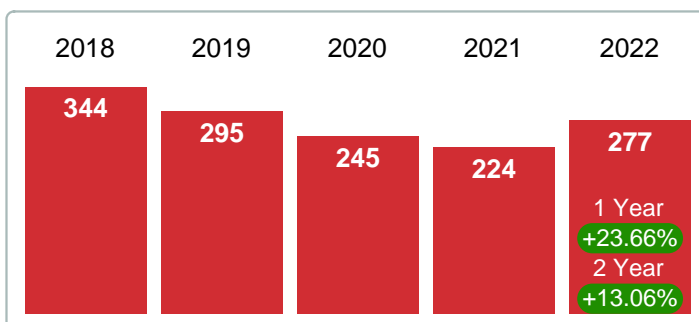
## ACTIVE INVENTORY

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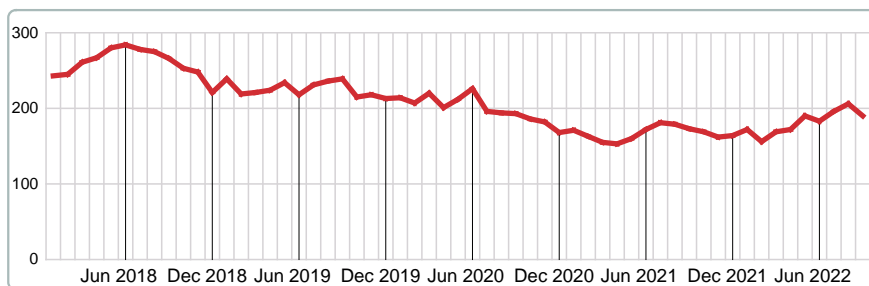
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

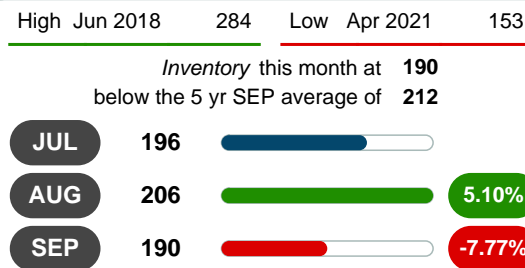


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 212



### 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	18	9.47%	74.1	13	3	2	0
\$100,001 - \$150,000	18	9.47%	89.0	4	10	4	0
\$150,001 - \$225,000	36	18.95%	60.4	6	28	2	0
\$225,001 - \$325,000	41	21.58%	62.5	6	24	10	1
\$325,001 - \$450,000	34	17.89%	61.2	3	15	14	2
\$450,001 - \$675,000	23	12.11%	86.1	1	12	6	4
\$675,001 and up	20	10.53%	88.6	0	8	6	6
<b>Total Active Inventory by Units</b>	<b>190</b>			<b>33</b>	<b>100</b>	<b>44</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>73,361,161</b>	<b>100%</b>	<b>71.1</b>	<b>5.83M</b>	<b>35.58M</b>	<b>18.26M</b>	<b>13.69M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$386,111</b>			<b>\$176,788</b>	<b>\$355,792</b>	<b>\$415,036</b>	<b>\$1,052,800</b>

# September 2022



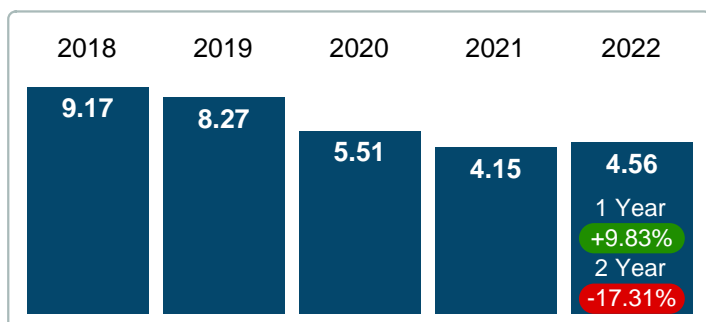
Area Delimited by County Of Mayes - Residential Property Type



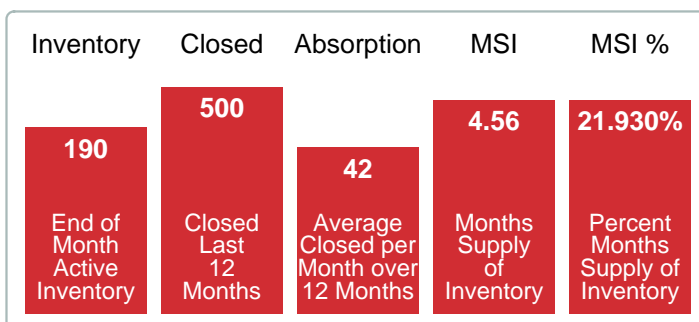
## MONTHS SUPPLY of INVENTORY (MSI)

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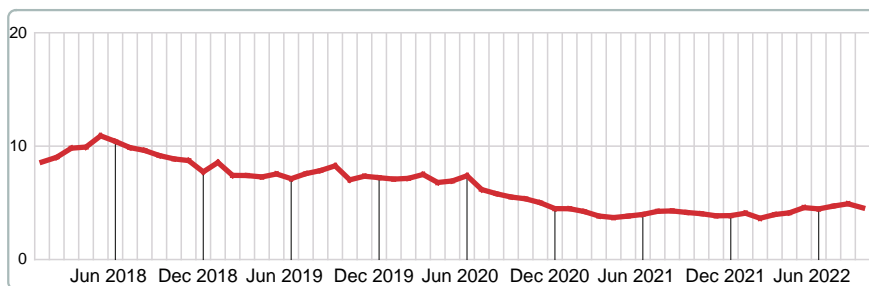
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

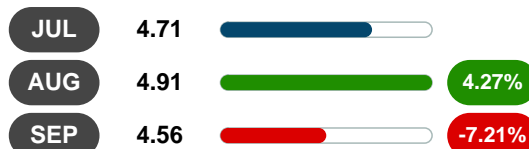


### 3 MONTHS

5 year SEP AVG = 6.33

High May 2018 10.91 Low Feb 2022 3.64

Months Supply this month at **4.56**  
 below the 5 yr SEP average of **6.33**



### 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	18	9.47%	2.23	3.00	0.84	12.00	0.00
\$100,001 - \$150,000	18	9.47%	2.43	2.00	2.07	6.86	0.00
\$150,001 - \$225,000	36	18.95%	3.76	4.50	4.00	2.40	0.00
\$225,001 - \$325,000	41	21.58%	4.60	5.54	4.06	6.00	4.00
\$325,001 - \$450,000	34	17.89%	7.29	12.00	5.81	9.33	6.00
\$450,001 - \$675,000	23	12.11%	16.24	4.00	20.57	14.40	24.00
\$675,001 and up	20	10.53%	12.63	0.00	10.67	24.00	12.00
Market Supply of Inventory (MSI)			4.56	3.54	3.96	8.12	7.80
Total Active Inventory by Units		100%	4.56	33	100	44	13

# September 2022



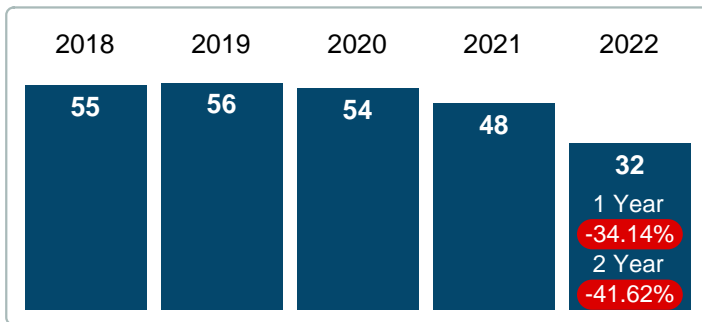
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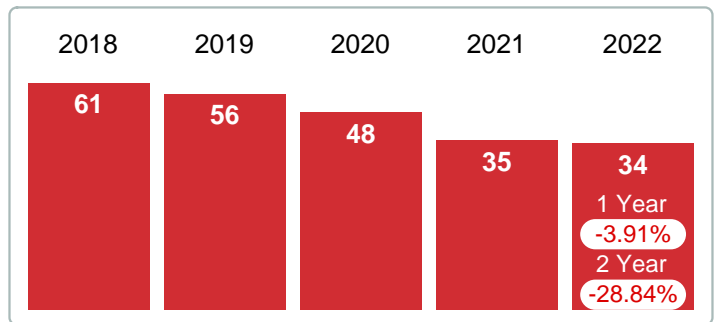
## AVERAGE DAYS ON MARKET TO SALE

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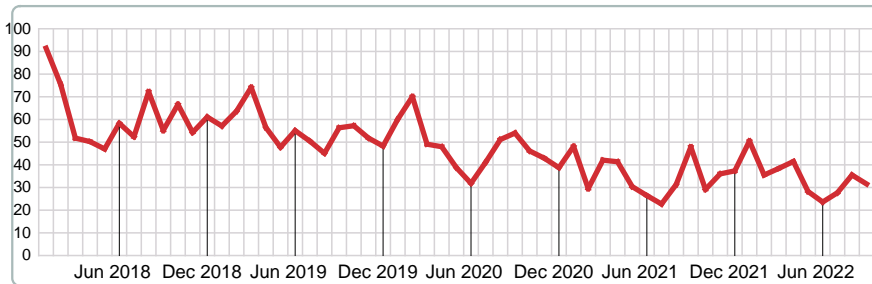
### SEPTEMBER



### YEAR TO DATE (YTD)

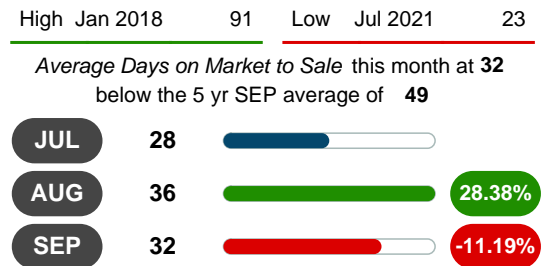


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 49



### 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	5.56%	4	5	2	0	0
\$50,001 - \$125,000	11.11%	42	12	113	32	0
\$125,001 - \$175,000	16.67%	31	0	31	0	0
\$175,001 - \$225,000	25.00%	36	31	38	65	26
\$225,001 - \$325,000	13.89%	28	60	20	0	0
\$325,001 - \$500,000	16.67%	36	0	63	21	24
\$500,001 and up	11.11%	25	0	5	45	0
<b>Average Closed DOM</b>		<b>32</b>	<b>26</b>	<b>33</b>	<b>36</b>	<b>25</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,002,855</b>	<b>1.02M</b>	<b>5.52M</b>	<b>2.69M</b>	<b>771.55K</b>



# September 2022



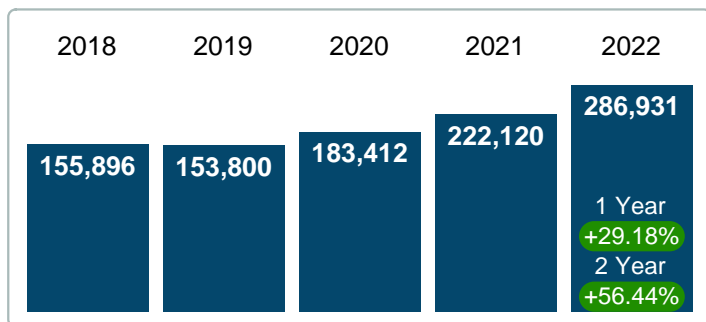
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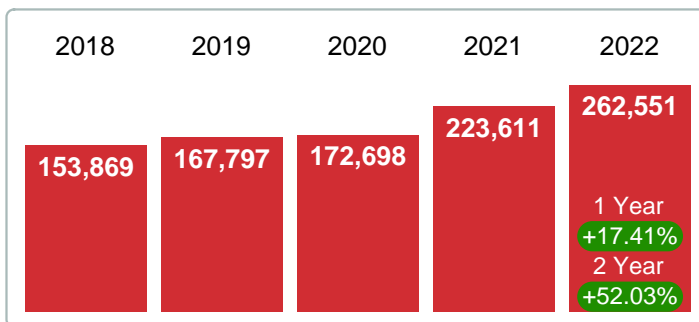
## AVERAGE LIST PRICE AT CLOSING

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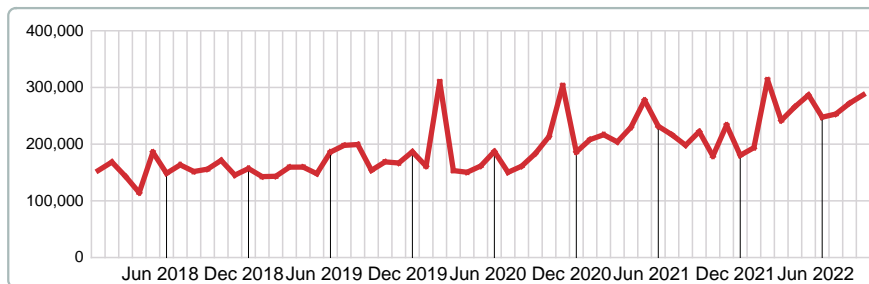
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

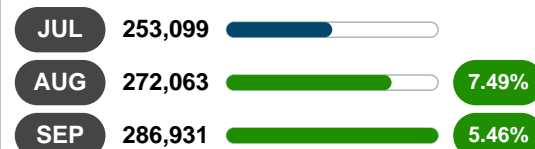


### 3 MONTHS

5 year SEP AVG = 200,432

High Feb 2022 313,507 Low Apr 2018 114,464

Average List Price at Closing this month at **286,931** above the 5 yr SEP average of **200,432**



### 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	5.56%	32,000	27,000	37,000	0	0
\$50,001 - \$125,000	8.33%	81,633	87,500	69,900	132,500	0
\$125,001 - \$175,000	13.89%	141,600	0	159,950	0	0
\$175,001 - \$225,000	25.00%	199,356	196,833	204,833	295,000	220,000
\$225,001 - \$325,000	22.22%	262,375	240,000	257,250	0	0
\$325,001 - \$500,000	13.89%	423,080	0	447,000	407,133	300,000
\$500,001 and up	11.11%	826,000		01,047,500	604,500	0
<b>Average List Price</b>		<b>286,931</b>	<b>147,500</b>	<b>299,953</b>	<b>408,271</b>	<b>246,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>286,931</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,329,500</b>	<b>1.03M</b>	<b>5.70M</b>	<b>2.86M</b>	<b>740.00K</b>



# September 2022



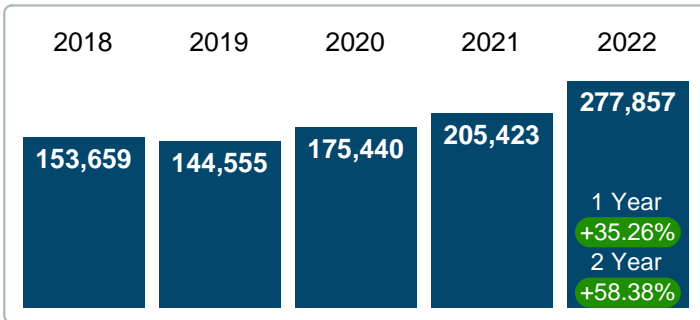
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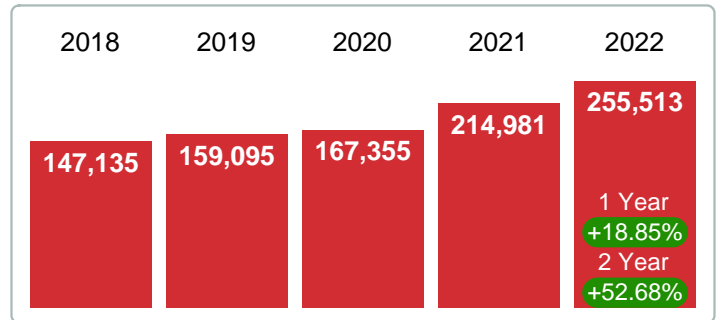
## AVERAGE SOLD PRICE AT CLOSING

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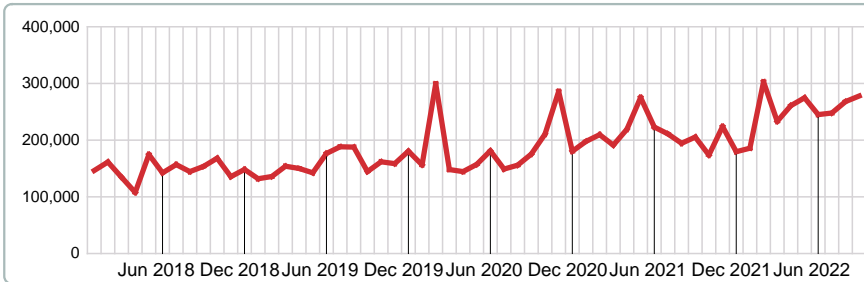
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

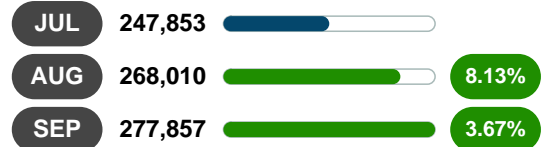


### 3 MONTHS

5 year SEP AVG = 191,387

High Feb 2022 302,853 Low Apr 2018 107,823

Average Sold Price at Closing this month at **277,857** above the 5 yr SEP average of **191,387**



### 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	5.56%	39,501	34,000	45,001	0	0
\$50,001 - \$125,000	11.11%	83,375	86,500	58,000	102,500	0
\$125,001 - \$175,000	16.67%	152,833	0	152,833	0	0
\$175,001 - \$225,000	25.00%	203,762	189,667	205,667	222,800	212,527
\$225,001 - \$325,000	13.89%	251,300	240,000	254,125	0	0
\$325,001 - \$500,000	16.67%	398,833	0	422,500	400,500	346,500
\$500,001 and up	11.11%	797,500	0	01,012,500	582,500	0
<b>Average Sold Price</b>		<b>277,857</b>	<b>145,143</b>	<b>290,711</b>	<b>384,543</b>	<b>257,185</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>277,857</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,002,855</b>	<b>1.02M</b>	<b>5.52M</b>	<b>2.69M</b>	<b>771.55K</b>

# September 2022



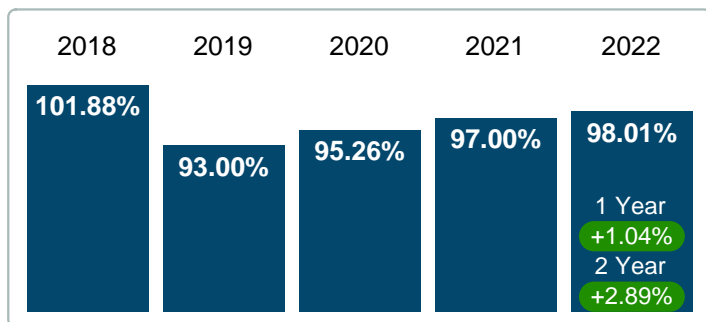
Area Delimited by County Of Mayes - Residential Property Type



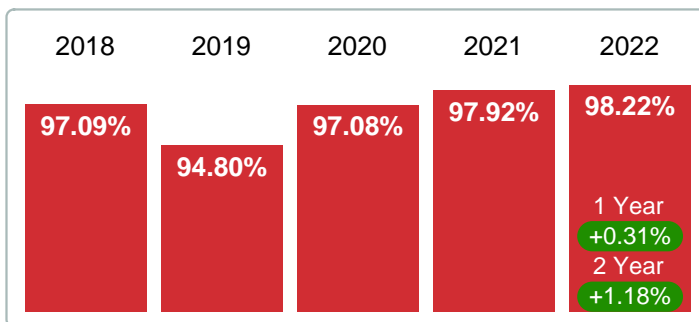
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2022 for MLS Technology Inc.

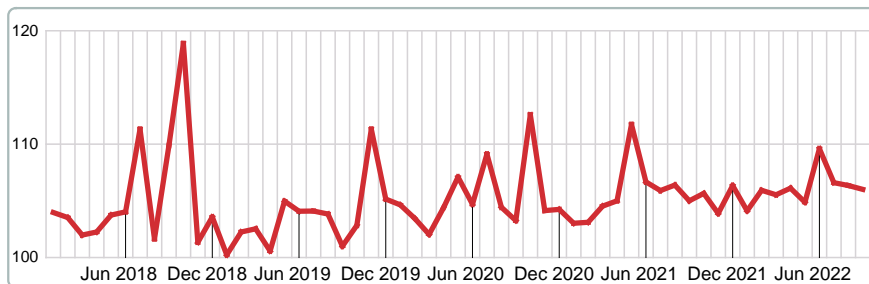
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

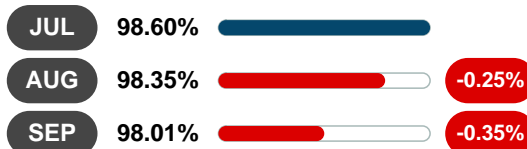


### 3 MONTHS

5 year SEP AVG = 97.03%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.01%**  
above the 5 yr SEP average of **97.03%**



## 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	5.56%	123.78%	125.93%	121.62%	0.00%	0.00%	
\$50,001 - \$125,000	4	11.11%	88.85%	97.54%	82.98%	77.36%	0.00%	
\$125,001 - \$175,000	6	16.67%	96.81%	0.00%	96.81%	0.00%	0.00%	
\$175,001 - \$225,000	9	25.00%	95.71%	96.77%	100.65%	75.53%	96.82%	
\$225,001 - \$325,000	5	13.89%	99.33%	100.00%	99.16%	0.00%	0.00%	
\$325,001 - \$500,000	6	16.67%	100.13%	0.00%	94.50%	98.76%	115.50%	
\$500,001 and up	4	11.11%	96.45%	0.00%	96.09%	96.81%	0.00%	
Average Sold/List Ratio		98.00%		101.61%	98.17%	91.82%	103.05%	
Total Closed Units		36	100%	98.00%	7	19	7	3
Total Closed Volume		10,002,855			1.02M	5.52M	2.69M	771.55K

# September 2022



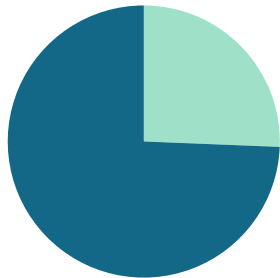
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Oct 11, 2022 for MLS Technology Inc.

### INVENTORY

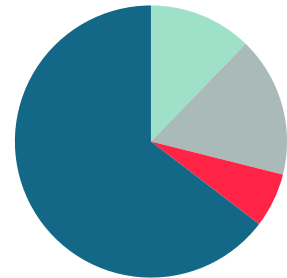


**Inventory**  
 New Listings  
**71 = 25.63%**  
 Start Inventory  
**206**  
 Total Inventory Units  
**277**  
 Volume  
**\$99,954,099**

### Market Activity

Closed Sales  
**36 = 12.24%**  
 Pending Sales  
**49 = 16.67%**  
 Other Off Market  
**19 = 6.46%**  
 Active Inventory  
**190 = 64.63%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	36	-7.69%	383	375	-2.09%
Pending Sales	40	49	22.50%	399	383	-4.01%
New Listings	45	71	57.78%	498	569	14.26%
Average List Price	222,120	286,931	29.18%	223,611	262,551	17.41%
Average Sale Price	205,423	277,857	35.26%	214,981	255,513	18.85%
Average Percent of Selling Price to List Price	97.00%	98.01%	1.04%	97.92%	98.22%	0.31%
Average Days on Market to Sale	47.87	31.53	-34.14%	35.45	34.06	-3.91%
Monthly Inventory	173	190	9.83%	173	190	9.83%
Months Supply of Inventory	4.15	4.56	9.83%	4.15	4.56	9.83%

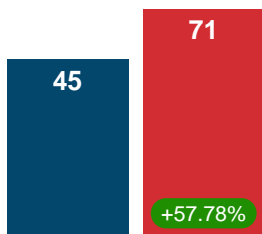
**Absorption:** Last 12 months, an Average of **42** Sales/Month

**Inventory** on September 30, 2022 = **190** 2021 2022

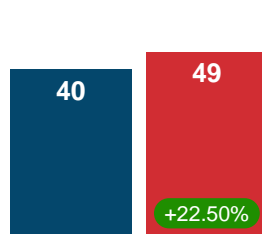
### SEPTEMBER MARKET

### AVERAGE PRICES

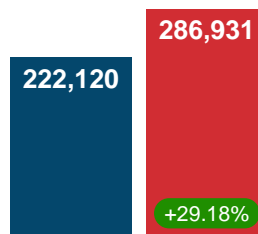
#### New Listings



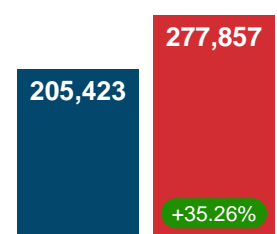
#### Pending Listings



#### List Price



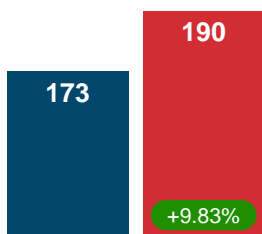
#### Sale Price



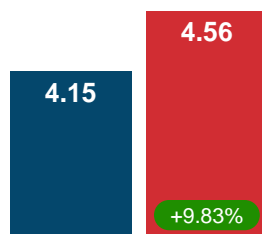
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

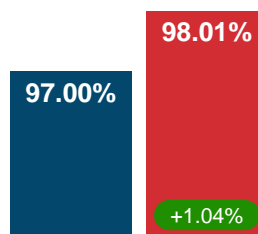
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

