

## December 2022



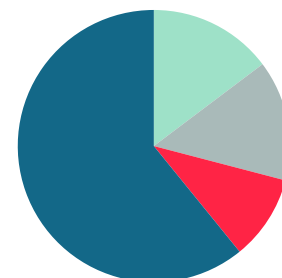
Area Delimited by County Of Mayes - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	39	38	-2.56%
Pending Listings	37	37	0.00%
New Listings	51	36	-29.41%
Average List Price	180,278	176,571	-2.06%
Average Sale Price	179,615	172,139	-4.16%
Average Percent of Selling Price to List Price	98.34%	100.53%	2.22%
Average Days on Market to Sale	37.33	49.55	32.73%
End of Month Inventory	164	157	-4.27%
Months Supply of Inventory	3.87	3.93	1.53%



■ Closed (14.73%)  
■ Pending (14.34%)  
■ Other OffMarket (10.08%)  
■ Active (60.85%)

**Absorption:** Last 12 months, an Average of **40** Sales/Month  
**Active Inventory** as of December 31, 2022 = **157**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **4.27%** to 157 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **3.93** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **4.16%** in December 2022 to \$172,139 versus the previous year at \$179,615.

##### Average Days on Market Lengthens

The average number of **49.55** days that homes spent on the market before selling increased by 12.22 days or **32.73%** in December 2022 compared to last year's same month at **37.33** DOM.

##### Sales Success for December 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 36 New Listings in December 2022, down **29.41%** from last year at 51. Furthermore, there were 38 Closed Listings this month versus last year at 39, a **-2.56%** decrease.

Closed versus Listed trends yielded a **105.6%** ratio, up from previous year's, December 2021, at **76.5%**, a **38.03%** upswing. This will certainly create pressure on a decreasing 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

# December 2022



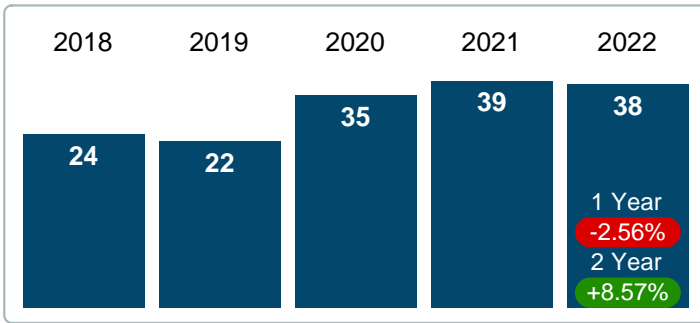
Area Delimited by County Of Mayes - Residential Property Type



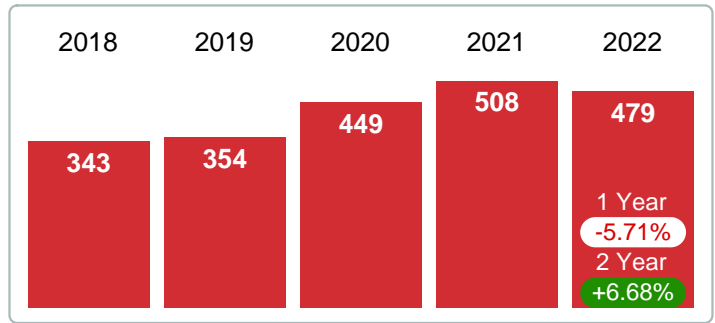
## CLOSED LISTINGS

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

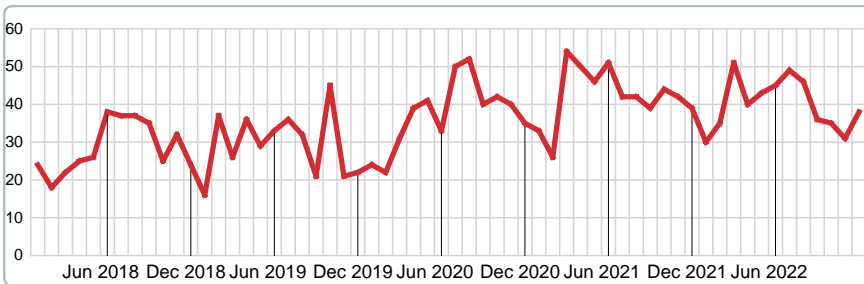
### DECEMBER



### YEAR TO DATE (YTD)

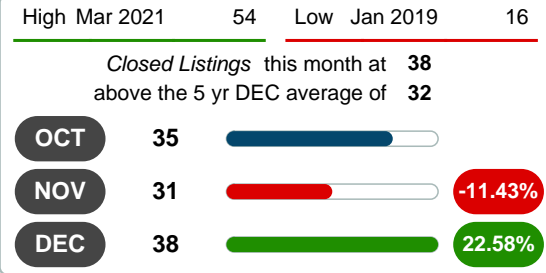


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32



### 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	3	7.89%	20.0	2	1	0	0
\$50,001 - \$100,000	4	10.53%	23.5	1	3	0	0
\$100,001 - \$125,000	5	13.16%	57.8	3	2	0	0
\$125,001 - \$175,000	10	26.32%	43.1	2	8	0	0
\$175,001 - \$225,000	5	13.16%	55.6	0	5	0	0
\$225,001 - \$250,000	6	15.79%	75.0	1	5	0	0
\$250,001 and up	5	13.16%	56.2	1	2	0	2
<b>Total Closed Units</b>	<b>38</b>			<b>10</b>	<b>26</b>	<b>0</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,541,296</b>	<b>100%</b>	<b>49.6</b>	<b>1.43M</b>	<b>4.38M</b>	<b>0.00B</b>	<b>730.00K</b>
<b>Average Closed Price</b>	<b>\$172,139</b>			<b>\$143,190</b>	<b>\$168,438</b>	<b>\$0</b>	<b>\$365,000</b>

# December 2022



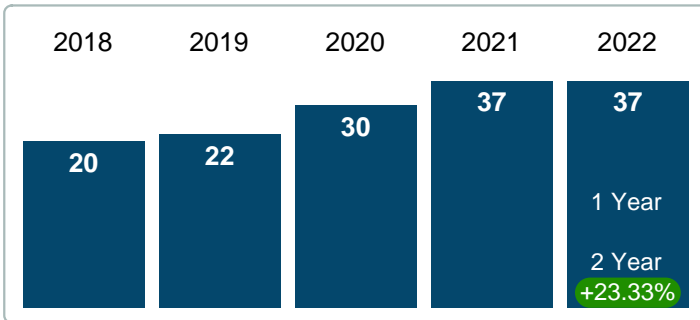
Area Delimited by County Of Mayes - Residential Property Type



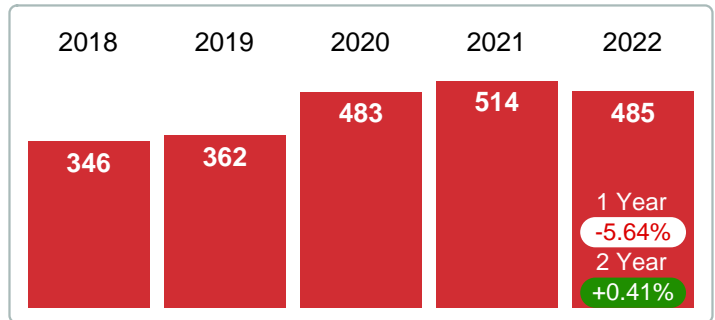
## PENDING LISTINGS

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

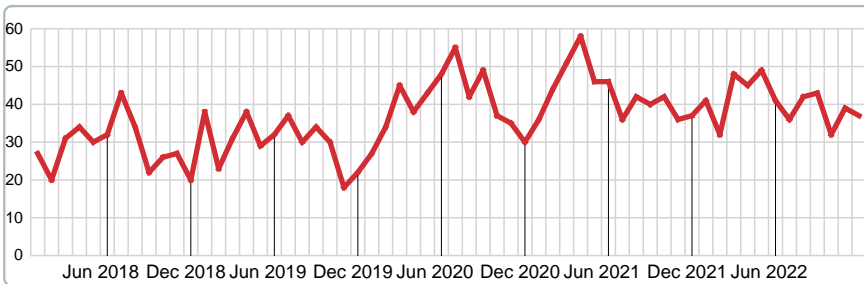
### DECEMBER



### YEAR TO DATE (YTD)

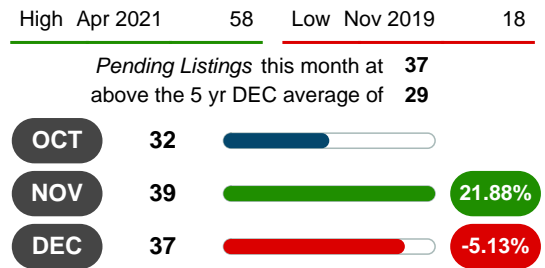


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	3	8.11%	2.3	1	2	0	0
\$75,001 - \$125,000	7	18.92%	57.1	1	5	1	0
\$125,001 - \$150,000	2	5.41%	81.0	0	1	1	0
\$150,001 - \$225,000	11	29.73%	65.5	1	10	0	0
\$225,001 - \$275,000	4	10.81%	60.8	0	3	1	0
\$275,001 - \$475,000	6	16.22%	59.7	1	4	1	0
\$475,001 and up	4	10.81%	100.8	0	1	3	0
<b>Total Pending Units</b>	<b>37</b>			<b>4</b>	<b>26</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,552,449</b>	<b>100%</b>	<b>68.0</b>	<b>674.80K</b>	<b>5.28M</b>	<b>2.60M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$187,950</b>			<b>\$168,700</b>	<b>\$203,025</b>	<b>\$371,286</b>	<b>\$0</b>

# December 2022



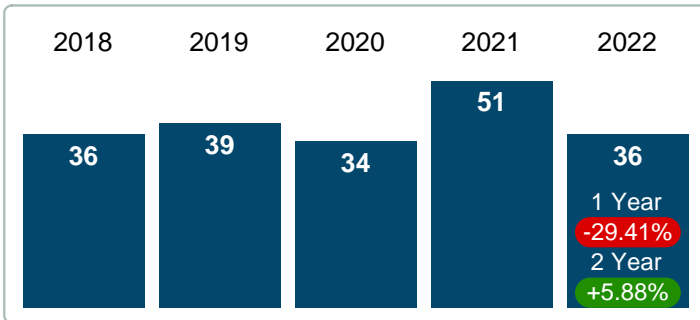
Area Delimited by County Of Mayes - Residential Property Type



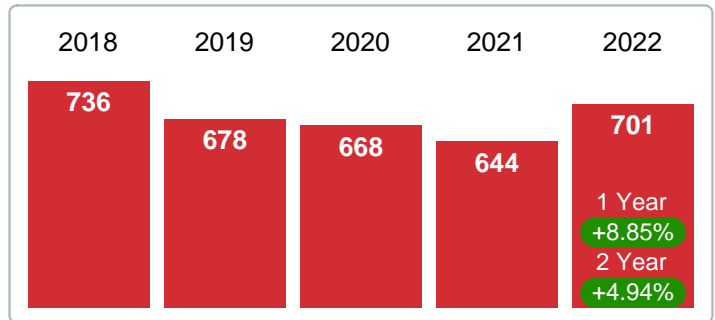
## NEW LISTINGS

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

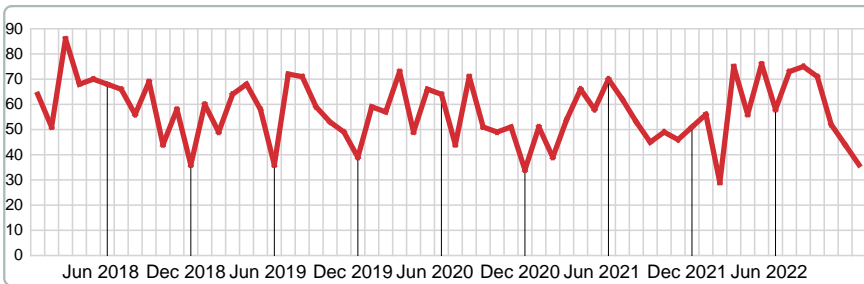
### DECEMBER



### YEAR TO DATE (YTD)

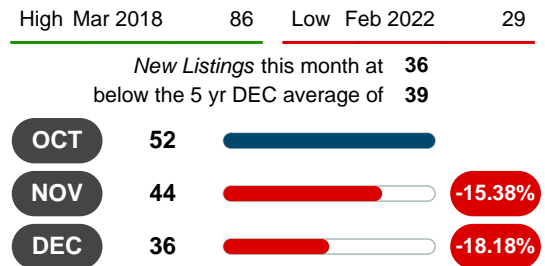


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### 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	3	8.33%	2	1	0	0
\$75,001 - \$125,000	4	11.11%	2	2	0	0
\$125,001 - \$175,000	5	13.89%	0	5	0	0
\$175,001 - \$250,000	10	27.78%	1	8	1	0
\$250,001 - \$325,000	4	11.11%	1	3	0	0
\$325,001 - \$475,000	6	16.67%	0	2	4	0
\$475,001 and up	4	11.11%	0	2	2	0
<b>Total New Listed Units</b>	<b>36</b>		<b>6</b>	<b>23</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,259,434</b>	<b>100%</b>	<b>747.90K</b>	<b>7.82M</b>	<b>2.69M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$159,000</b>		<b>\$124,650</b>	<b>\$340,163</b>	<b>\$383,971</b>	<b>\$0</b>

# December 2022



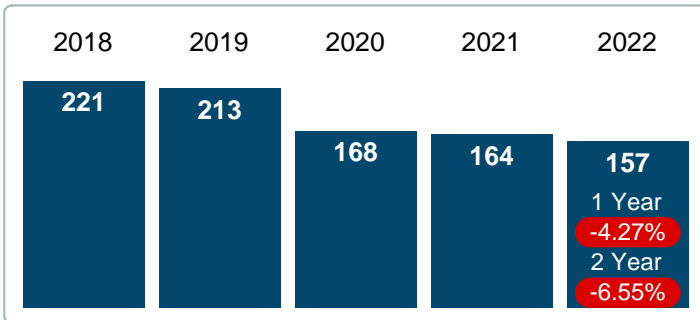
Area Delimited by County Of Mayes - Residential Property Type



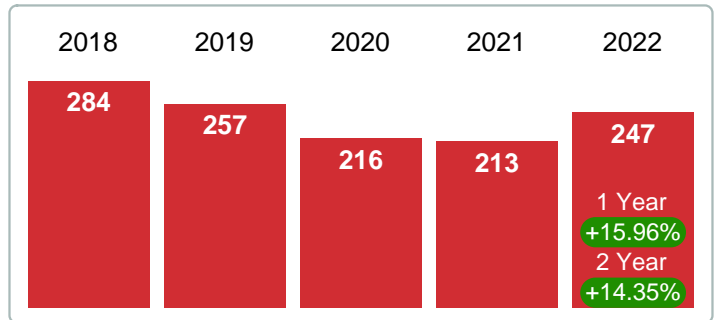
## ACTIVE INVENTORY

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

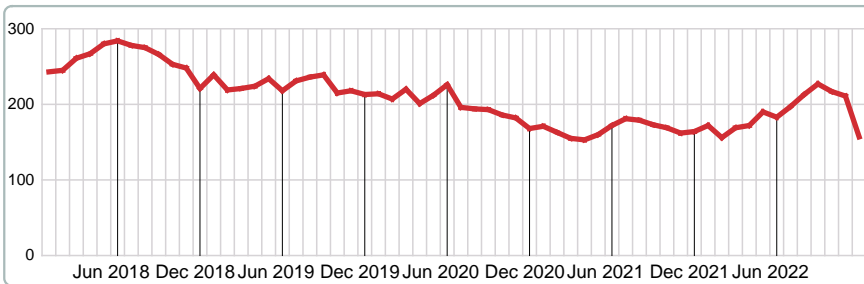
### END OF DECEMBER



### ACTIVE DURING DECEMBER

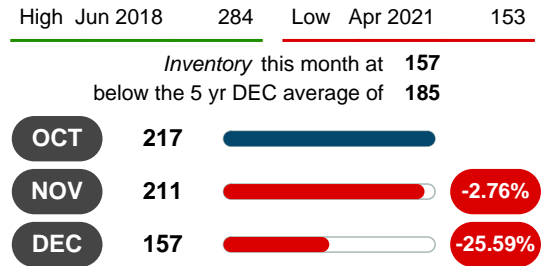


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 185



### 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	8.28%	102.2	8	4	1	0
\$100,001 - \$175,000	22	14.01%	88.2	4	15	2	1
\$175,001 - \$225,000	20	12.74%	87.8	2	15	3	0
\$225,001 - \$325,000	38	24.20%	91.2	4	22	9	3
\$325,001 - \$400,000	27	17.20%	100.6	0	9	16	2
\$400,001 - \$575,000	21	13.38%	122.1	2	13	6	0
\$575,001 and up	16	10.19%	105.6	0	8	2	6
<b>Total Active Inventory by Units</b>	<b>157</b>			<b>20</b>	<b>86</b>	<b>39</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>60,640,624</b>	<b>100%</b>	<b>98.5</b>	<b>3.37M</b>	<b>28.60M</b>	<b>15.03M</b>	<b>13.64M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$386,246</b>			<b>\$168,510</b>	<b>\$332,550</b>	<b>\$385,407</b>	<b>\$1,136,683</b>

# December 2022



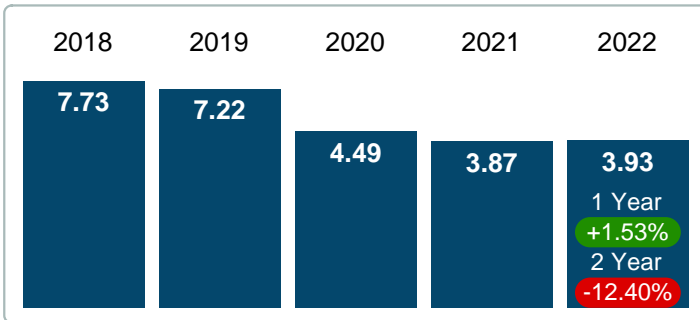
Area Delimited by County Of Mayes - Residential Property Type



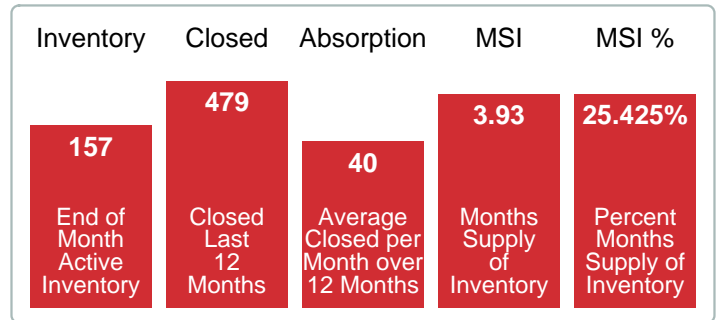
## MONTHS SUPPLY of INVENTORY (MSI)

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

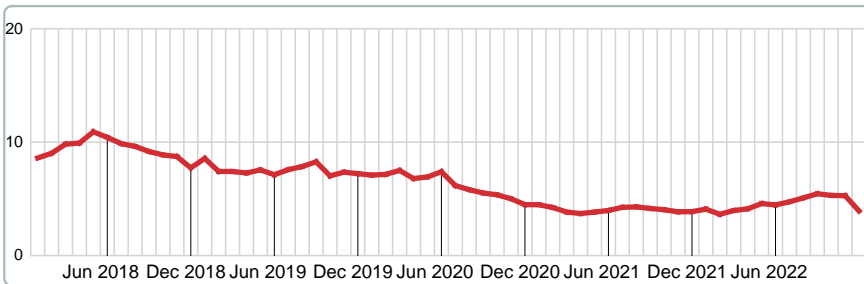
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

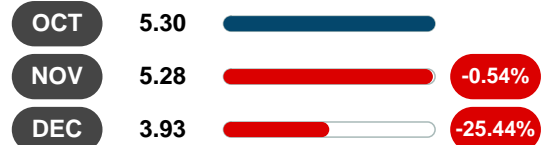


### 3 MONTHS

5 year DEC AVG = 5.45

High May 2018 10.91 Low Feb 2022 3.64

Months Supply this month at **3.93**  
below the 5 yr DEC average of **5.45**



### 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	8.28%	2.00	2.13	1.55	6.00	0.00
\$100,001 - \$175,000	22	14.01%	1.96	1.20	2.09	2.67	0.00
\$175,001 - \$225,000	20	12.74%	3.24	4.00	3.21	5.14	0.00
\$225,001 - \$325,000	38	24.20%	4.30	3.00	4.00	5.40	9.00
\$325,001 - \$400,000	27	17.20%	8.31	0.00	5.40	16.00	8.00
\$400,001 - \$575,000	21	13.38%	10.50	0.00	13.00	8.00	0.00
\$575,001 and up	16	10.19%	8.35	0.00	8.73	8.00	12.00
Market Supply of Inventory (MSI)			3.93	2.11	3.66	7.55	6.86
Total Active Inventory by Units		100%	3.93	20	86	39	12

# December 2022



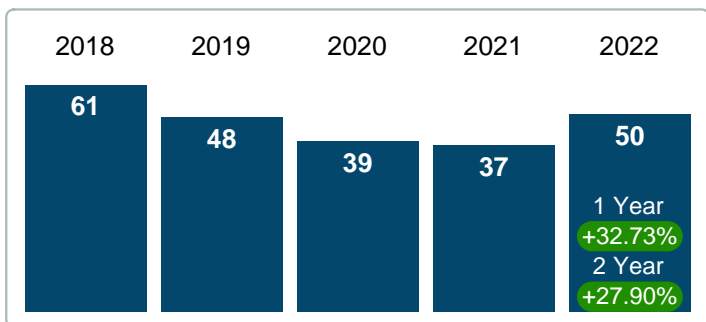
Area Delimited by County Of Mayes - Residential Property Type



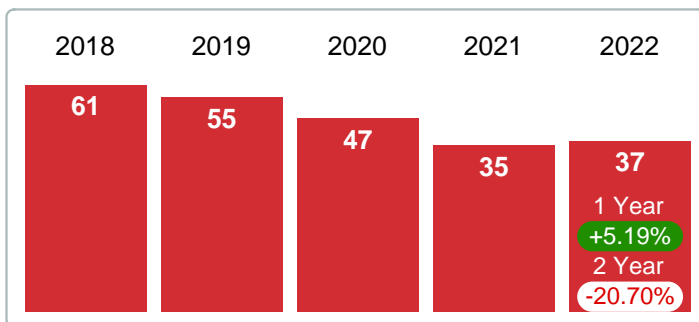
## AVERAGE DAYS ON MARKET TO SALE

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

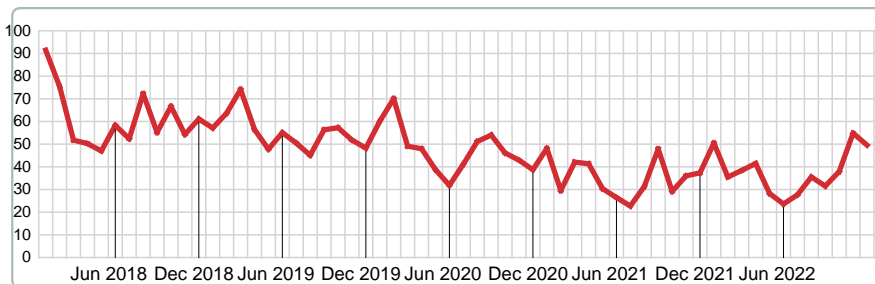
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

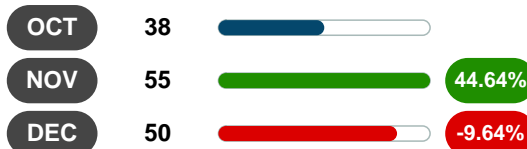


### 3 MONTHS

5 year DEC AVG = 47

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 50 above the 5 yr DEC average of 47



### 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	7.89%	20	9	43	0	0
\$50,001 - \$100,000	10.53%	24	78	5	0	0
\$100,001 - \$125,000	13.16%	58	72	37	0	0
\$125,001 - \$175,000	26.32%	43	77	35	0	0
\$175,001 - \$225,000	13.16%	56	0	56	0	0
\$225,001 - \$250,000	15.79%	75	108	68	0	0
\$250,001 and up	13.16%	56	5	4	0	135
<b>Average Closed DOM</b>		<b>50</b>	<b>58</b>	<b>40</b>	<b>0</b>	<b>135</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>10</b>	<b>26</b>	<b>0</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,541,296</b>	<b>1.43M</b>	<b>4.38M</b>	<b>0.00B</b>	<b>730.00K</b>

# December 2022



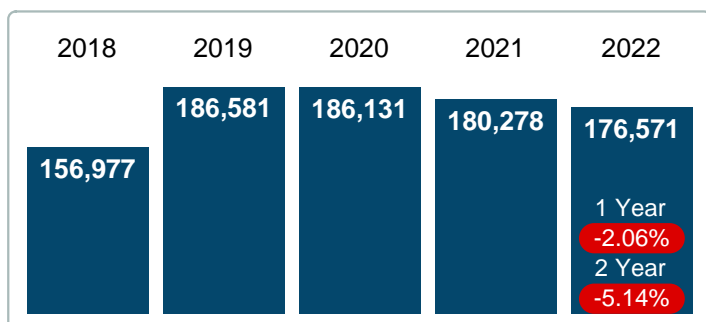
Area Delimited by County Of Mayes - Residential Property Type



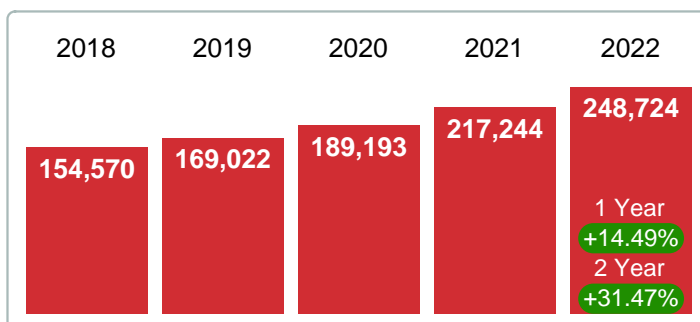
## AVERAGE LIST PRICE AT CLOSING

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

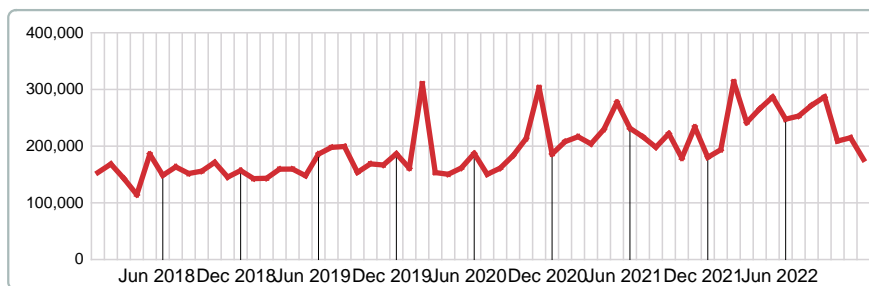
### DECEMBER



### YEAR TO DATE (YTD)

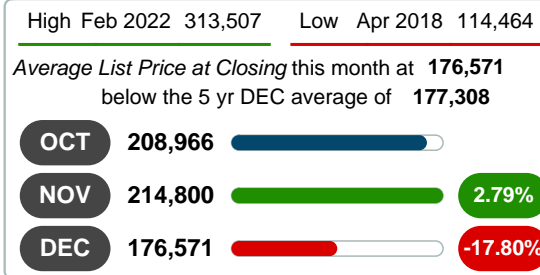


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 177,308



### 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	3	7.89%	47,967	56,500	49,000	0	0
\$50,001 - \$100,000	5	13.16%	75,080	89,900	72,467	0	0
\$100,001 - \$125,000	3	7.89%	117,300	101,833	114,950	0	0
\$125,001 - \$175,000	11	28.95%	150,618	165,500	149,037	0	0
\$175,001 - \$225,000	5	13.16%	200,800	0	200,800	0	0
\$225,001 - \$250,000	1	2.63%	245,000	266,300	263,280	0	0
\$250,001 and up	10	26.32%	293,270	305,000	262,500	0	382,500
Average List Price			176,571	141,070	174,384	0	382,500
Total Closed Units		100%	176,571	10	26		2
Total Closed Volume			6,709,695	1.41M	4.53M	0.00B	765.00K



# December 2022



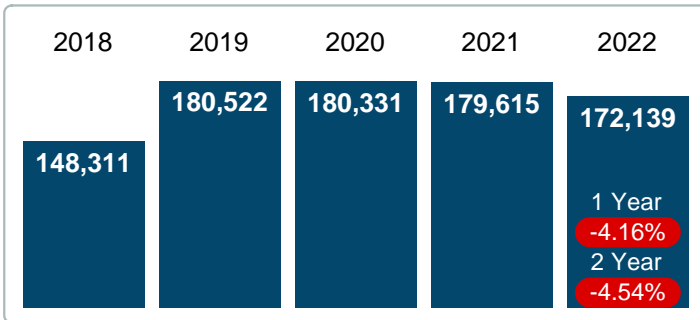
Area Delimited by County Of Mayes - Residential Property Type



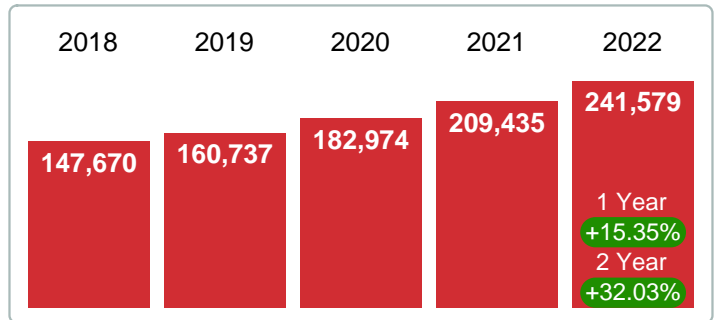
## AVERAGE SOLD PRICE AT CLOSING

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

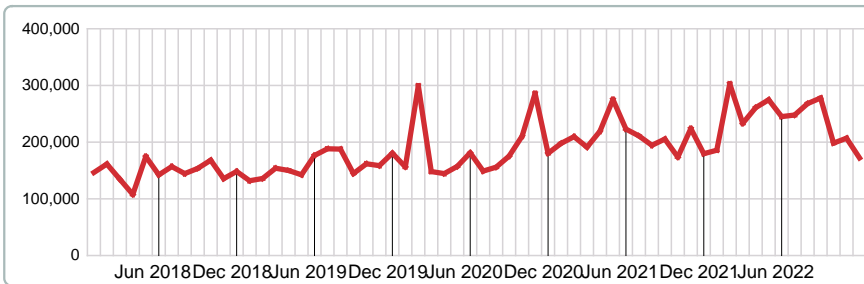
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

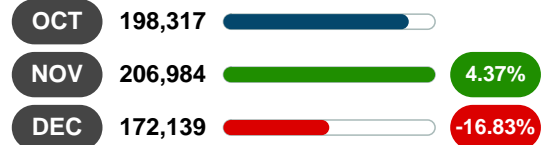


### 3 MONTHS

5 year DEC AVG = 172,184

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

Average Sold Price at Closing this month at 172,139 below the 5 yr DEC average of 172,184



### 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	3	7.89%	48,667	49,000	48,000	0	0
\$50,001 - \$100,000	4	10.53%	77,900	92,600	73,000	0	0
\$100,001 - \$125,000	5	13.16%	118,200	121,667	113,000	0	0
\$125,001 - \$175,000	10	26.32%	148,970	161,150	145,924	0	0
\$175,001 - \$225,000	5	13.16%	195,400	0	195,400	0	0
\$225,001 - \$250,000	6	15.79%	244,333	249,000	243,400	0	0
\$250,001 and up	5	13.16%	312,000	305,000	262,500	0	365,000
Average Sold Price			172,139	143,190	168,438	0	365,000
Total Closed Units		100%	172,139	10	26		2
Total Closed Volume			6,541,296	1.43M	4.38M	0.00B	730.00K

# December 2022



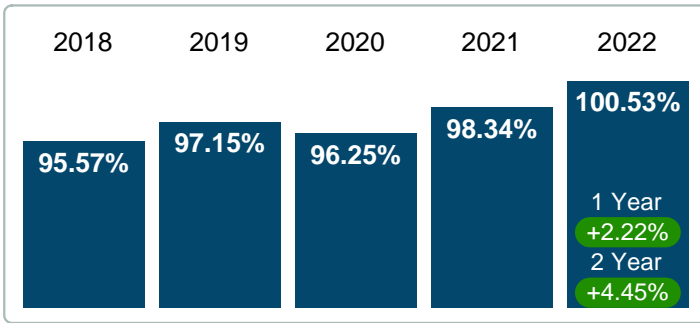
Area Delimited by County Of Mayes - Residential Property Type



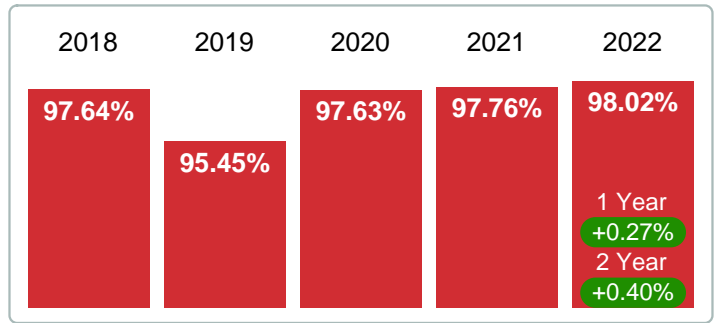
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

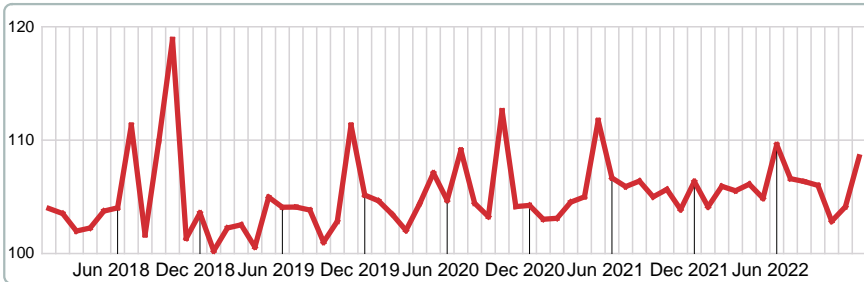
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

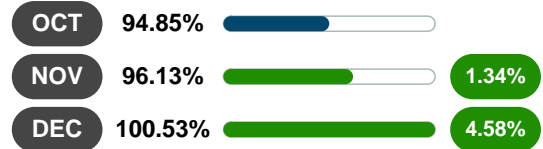


### 3 MONTHS

5 year DEC AVG = 97.57%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **100.53%**  
above the 5 yr DEC average of **97.57%**



### 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	3	7.89%	90.48%	86.74%	97.96%	0.00%	0.00%
\$50,001 - \$100,000	4	10.53%	102.98%	103.00%	102.98%	0.00%	0.00%
\$100,001 - \$125,000	5	13.16%	124.51%	142.03%	98.23%	0.00%	0.00%
\$125,001 - \$175,000	10	26.32%	97.84%	97.37%	97.96%	0.00%	0.00%
\$175,001 - \$225,000	5	13.16%	97.31%	0.00%	97.31%	0.00%	0.00%
\$225,001 - \$250,000	6	15.79%	92.75%	93.50%	92.60%	0.00%	0.00%
\$250,001 and up	5	13.16%	98.54%	100.00%	100.00%	0.00%	96.35%
Average Sold/List Ratio		100.50%		109.08%	97.56%	0.00%	96.35%
Total Closed Units		38	100%	10	26		2
Total Closed Volume		6,541,296		1.43M	4.38M	0.00B	730.00K

# December 2022



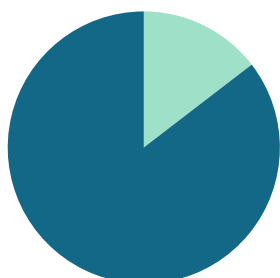
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

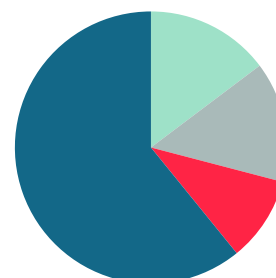


**Inventory**  
 New Listings  
**36 = 14.57%**  
 Start Inventory  
**211**  
 Total Inventory Units  
**247**  
 Volume  
**\$85,699,168**

### Market Activity

Closed Sales  
**38 = 14.73%**  
 Pending Sales  
**37 = 14.34%**  
 Other Off Market  
**26 = 10.08%**  
 Active Inventory  
**157 = 60.85%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	38	-2.56%	508	479	-5.71%
Pending Sales	37	37	0.00%	514	485	-5.64%
New Listings	51	36	-29.41%	644	701	8.85%
Average List Price	180,278	176,571	-2.06%	217,244	248,724	14.49%
Average Sale Price	179,615	172,139	-4.16%	209,435	241,579	15.35%
Average Percent of Selling Price to List Price	98.34%	100.53%	2.22%	97.76%	98.02%	0.27%
Average Days on Market to Sale	37.33	49.55	32.73%	35.10	36.92	5.19%
Monthly Inventory	164	157	-4.27%	164	157	-4.27%
Months Supply of Inventory	3.87	3.93	1.53%	3.87	3.93	1.53%

**Absorption:** Last 12 months, an Average of **40** Sales/Month

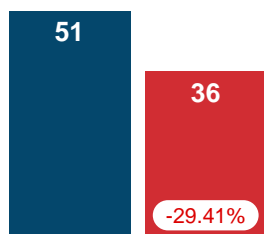
**Inventory** on December 31, 2022 = **157**

**2021** **2022**

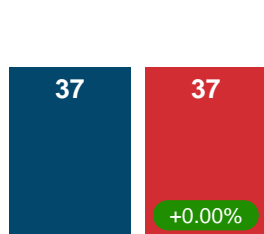
### DECEMBER MARKET

### AVERAGE PRICES

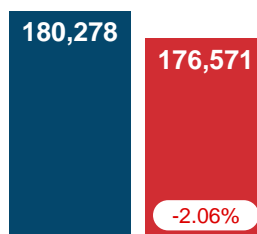
#### New Listings



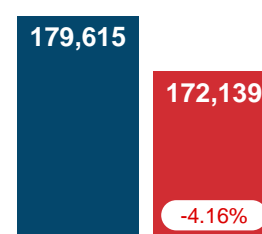
#### Pending Listings



#### List Price



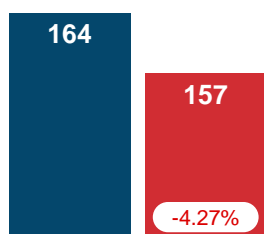
#### Sale Price



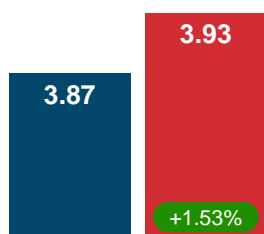
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

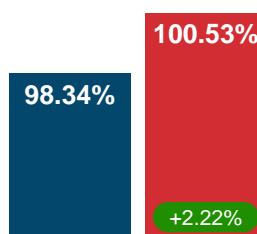
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

