

# December 2022



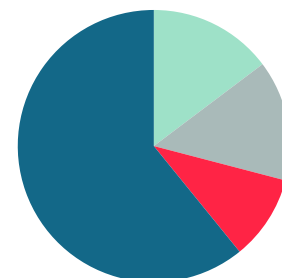
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	164,900	158,748	-3.73%
Median Sale Price	166,000	157,898	-4.88%
Median Percent of Selling Price to List Price	100.00%	97.69%	-2.31%
Median Days on Market to Sale	14.00	41.50	196.43%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.88%** in December 2022 to \$157,898 versus the previous year at \$166,000.

#### Median Days on Market Lengthens

The median number of **41.50** days that homes spent on the market before selling increased by 27.50 days or **196.43%** in December 2022 compared to last year's same month at **14.00** DOM.

#### Sales Success for December 2022 is Positive

Overall, with Median 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 Monthly 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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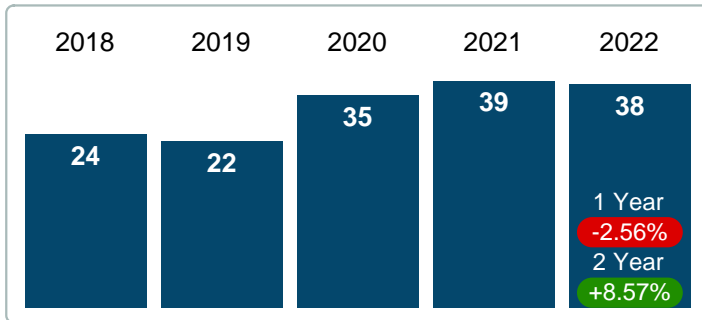
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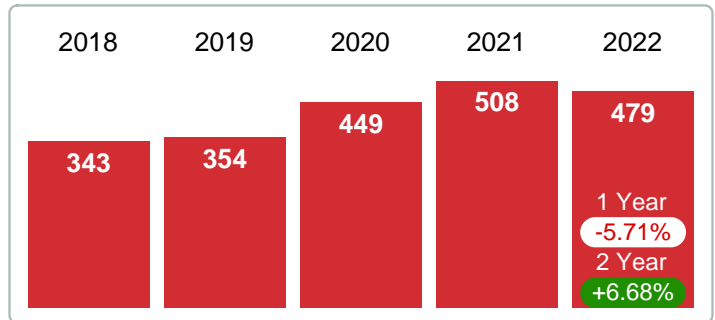
## CLOSED LISTINGS

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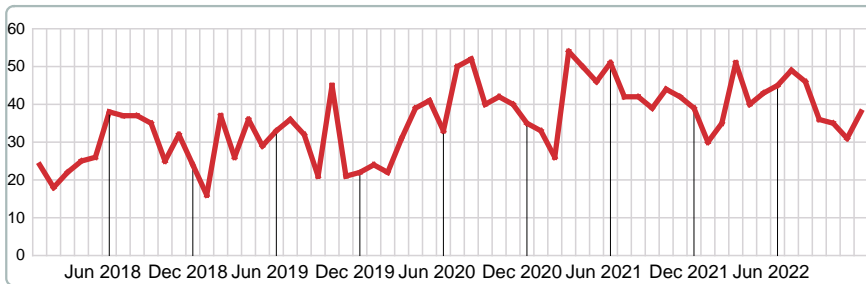
### DECEMBER



### YEAR TO DATE (YTD)

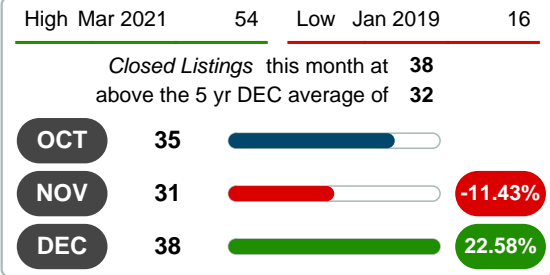


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.89%	9.0	2	1	0	0
\$50,001 - \$100,000	4	10.53%	7.5	1	3	0	0
\$100,001 - \$125,000	5	13.16%	62.0	3	2	0	0
\$125,001 - \$175,000	10	26.32%	36.5	2	8	0	0
\$175,001 - \$225,000	5	13.16%	46.0	0	5	0	0
\$225,001 - \$250,000	6	15.79%	89.5	1	5	0	0
\$250,001 and up	5	13.16%	6.0	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>41.5</b>	<b>1.43M</b>	<b>4.38M</b>	<b>0.00B</b>	<b>730.00K</b>
<b>Median Closed Price</b>	<b>\$157,898</b>			<b>\$125,000</b>	<b>\$158,748</b>	<b>\$0</b>	<b>\$365,000</b>

# December 2022



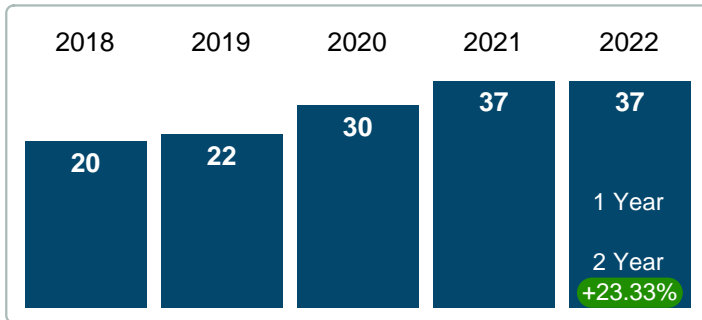
Area Delimited by County Of Mayes - Residential Property Type



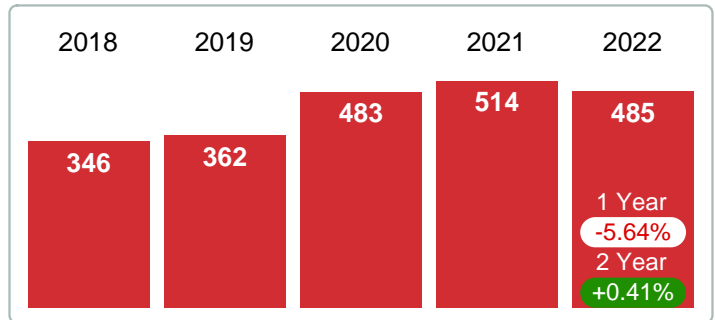
## PENDING LISTINGS

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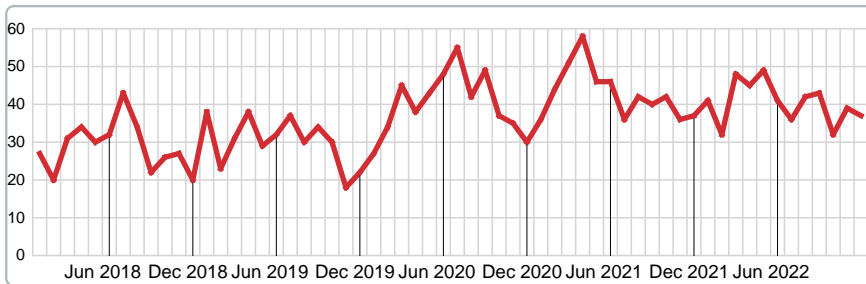
### DECEMBER



### YEAR TO DATE (YTD)

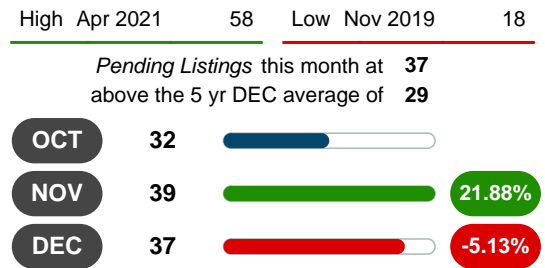


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	3	8.11%	3.0	1	2	0	0
\$75,001 - \$125,000	7	18.92%	70.0	1	5	1	0
\$125,001 - \$150,000	2	5.41%	81.0	0	1	1	0
\$150,001 - \$225,000	11	29.73%	70.0	1	10	0	0
\$225,001 - \$275,000	4	10.81%	39.5	0	3	1	0
\$275,001 - \$475,000	6	16.22%	69.5	1	4	1	0
\$475,001 and up	4	10.81%	89.5	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>Median Listing Price</b>	<b>\$199,750</b>			<b>\$144,900</b>	<b>\$197,500</b>	<b>\$284,000</b>	<b>\$0</b>

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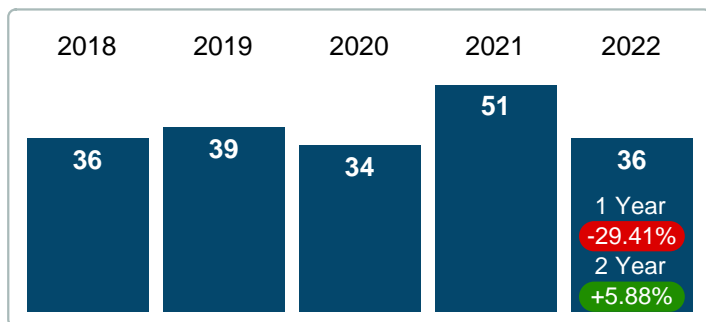
Area Delimited by County Of Mayes - Residential Property Type



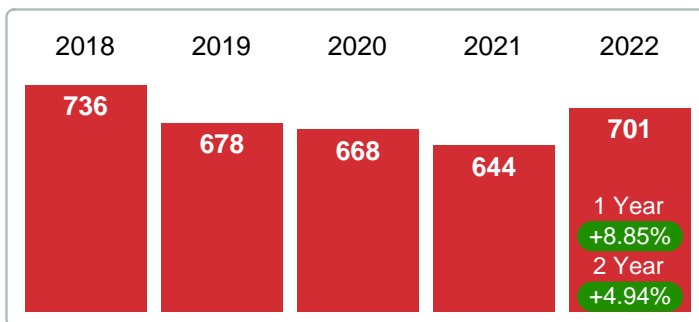
## NEW LISTINGS

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

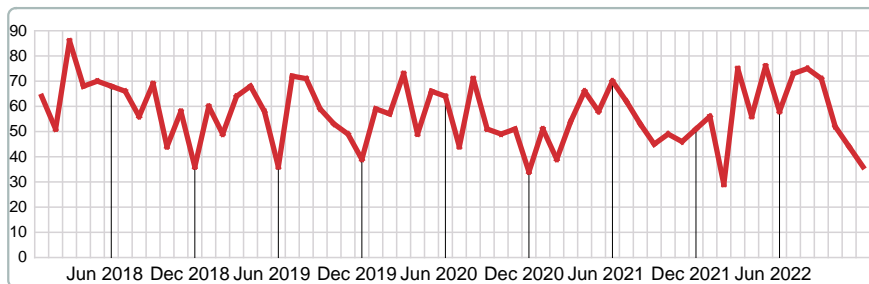
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39

High Mar 2018 86 Low Feb 2022 29

New Listings this month at **36**  
below the 5 yr DEC average of **39**

Month	New Listings	% Change
OCT	52	
NOV	44	-15.38%
DEC	36	-18.18%

### 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>Median New Listed Listing Price</b>	<b>\$210,000</b>		<b>\$99,000</b>	<b>\$199,999</b>	<b>\$349,995</b>	<b>\$0</b>

# December 2022



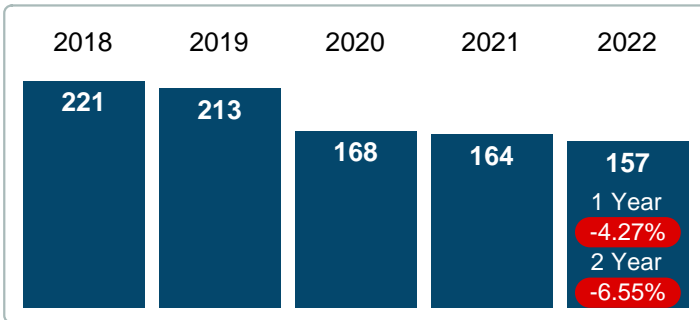
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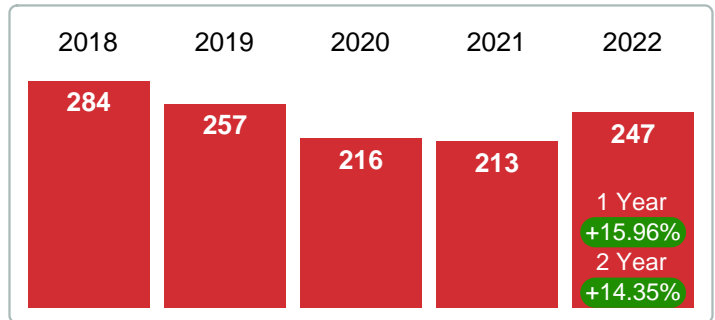
## ACTIVE INVENTORY

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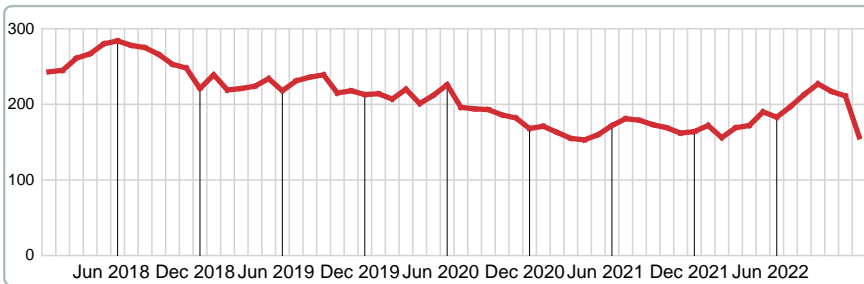
### END OF DECEMBER



### ACTIVE DURING DECEMBER

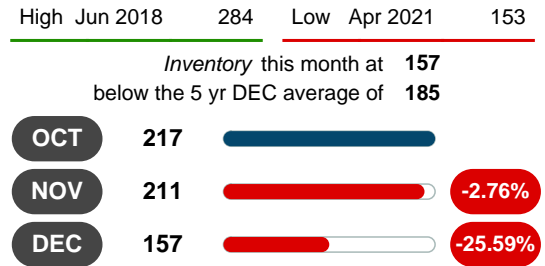


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 185



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	13	8.28%	85.0	8	4	1	0
\$100,001 - \$175,000	22	14.01%	67.0	4	15	2	1
\$175,001 - \$225,000	20	12.74%	53.0	2	15	3	0
\$225,001 - \$325,000	38	24.20%	93.0	4	22	9	3
\$325,001 - \$400,000	27	17.20%	103.0	0	9	16	2
\$400,001 - \$575,000	21	13.38%	121.0	2	13	6	0
\$575,001 and up	16	10.19%	96.5	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>93.0</b>	<b>3.37M</b>	<b>28.60M</b>	<b>15.03M</b>	<b>13.64M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$292,990</b>			<b>\$111,500</b>	<b>\$254,500</b>	<b>\$339,990</b>	<b>\$492,000</b>

# December 2022



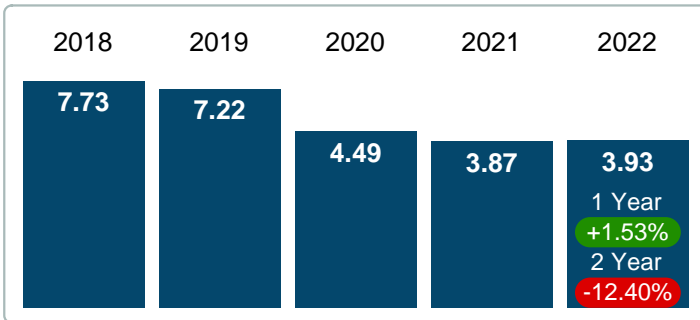
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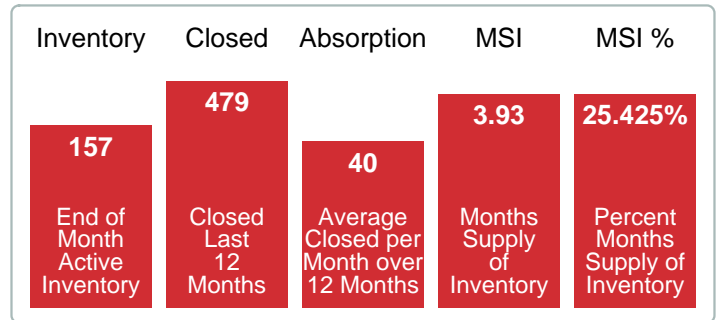
## MONTHS SUPPLY of INVENTORY (MSI)

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

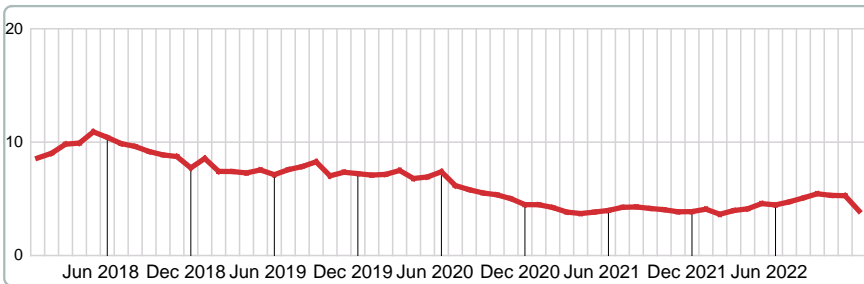
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

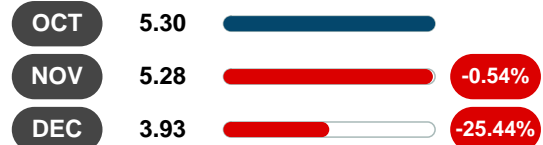


### 3 MONTHS

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



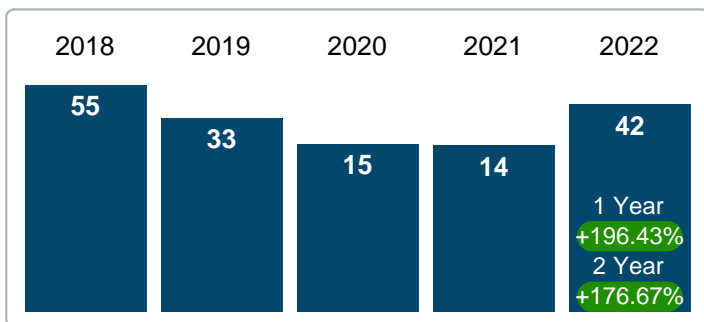
Area Delimited by County Of Mayes - Residential Property Type



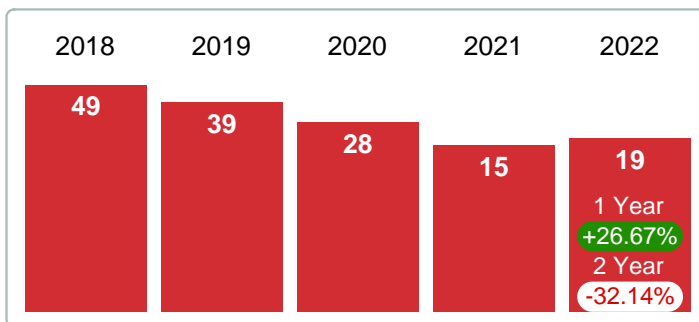
## MEDIAN DAYS ON MARKET TO SALE

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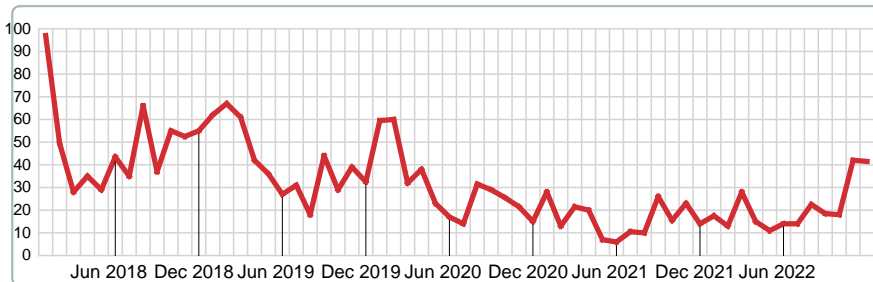
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 42 above the 5 yr DEC average of 32



### 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	7.89%	9	9	43	0	0
\$50,001 - \$100,000	10.53%	8	78	6	0	0
\$100,001 - \$125,000	13.16%	62	95	37	0	0
\$125,001 - \$175,000	26.32%	37	77	27	0	0
\$175,001 - \$225,000	13.16%	46	0	46	0	0
\$225,001 - \$250,000	15.79%	90	108	74	0	0
\$250,001 and up	13.16%	6	5	4	0	135
Median Closed DOM		42	59	27	0	135
Total Closed Units	100%	38	10	26		2
Total Closed Volume		6,541,296	1.43M	4.38M	0.00B	730.00K

# December 2022



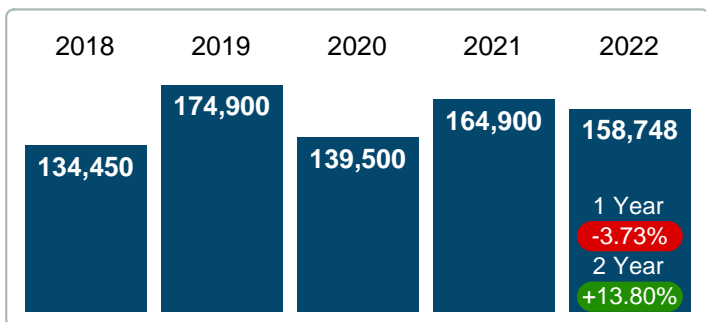
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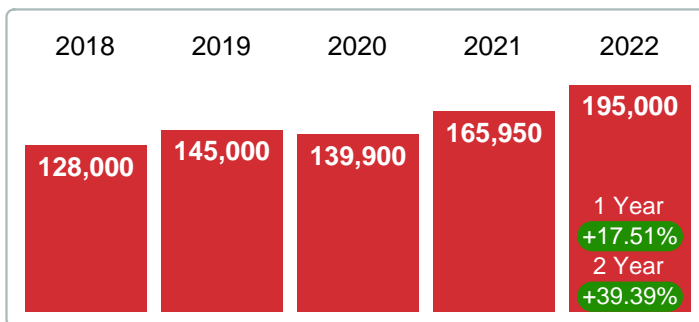
## MEDIAN LIST PRICE AT CLOSING

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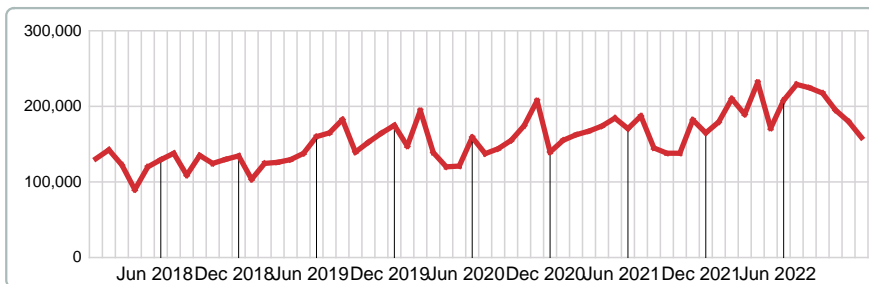
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

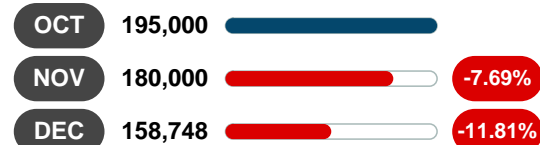


### 3 MONTHS

5 year DEC AVG = 154,500

High Apr 2022 231,750 Low Apr 2018 89,900

Median List Price at Closing this month at **158,748** above the 5 yr DEC average of **154,500**



### 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	7.89%	49,000	50,000	46,950	0	0
\$50,001 - \$100,000	13.16%	75,000	58,000	86,250	0	0
\$100,001 - \$125,000	7.89%	120,000	122,000	114,950	0	0
\$125,001 - \$175,000	28.95%	149,900	165,000	149,900	0	0
\$175,001 - \$225,000	13.16%	199,000	0	199,000	0	0
\$225,001 - \$250,000	2.63%	245,000	0	245,000	0	0
\$250,001 and up	26.32%	271,750	285,650	267,500	0	382,500
<b>Median List Price</b>		<b>158,748</b>	<b>127,750</b>	<b>158,748</b>	<b>0</b>	<b>382,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>158,748</b>	<b>10</b>	<b>26</b>		<b>2</b>
<b>Total Closed Volume</b>		<b>6,709,695</b>	<b>1.41M</b>	<b>4.53M</b>	<b>0.00B</b>	<b>765.00K</b>



# December 2022



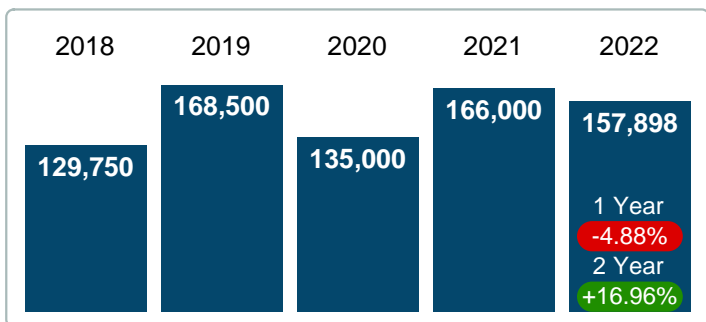
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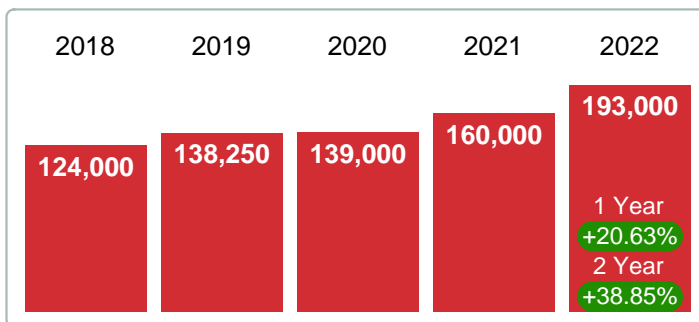
## MEDIAN SOLD PRICE AT CLOSING

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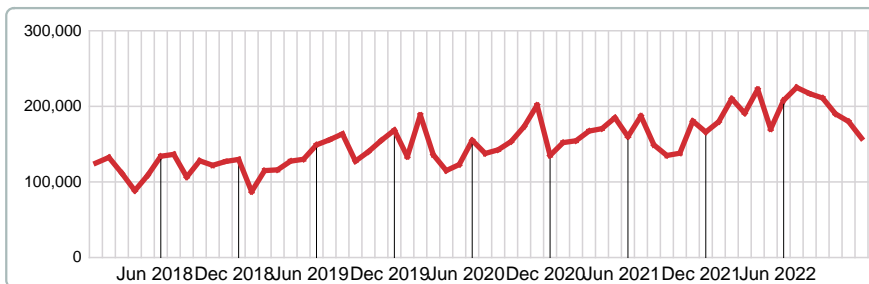
### DECEMBER



### YEAR TO DATE (YTD)

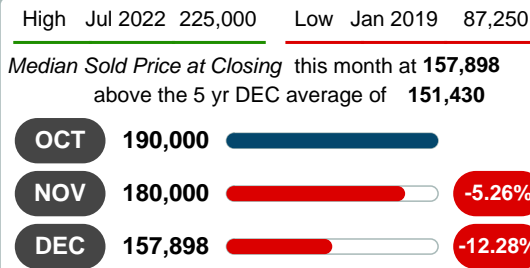


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 151,430



### 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	3	7.89%	48,000	49,000	48,000	0	0
\$50,001 - \$100,000	4	10.53%	80,800	92,600	69,000	0	0
\$100,001 - \$125,000	5	13.16%	120,000	125,000	113,000	0	0
\$125,001 - \$175,000	10	26.32%	150,500	161,150	145,000	0	0
\$175,001 - \$225,000	5	13.16%	190,000	0	190,000	0	0
\$225,001 - \$250,000	6	15.79%	244,000	249,000	240,000	0	0
\$250,001 and up	5	13.16%	285,000	305,000	262,500	0	365,000
Median Sold Price			157,898	125,000	158,748	0	365,000
Total Closed Units		100%	38	10	26		2
Total Closed Volume			6,541,296	1.43M	4.38M	0.00B	730.00K

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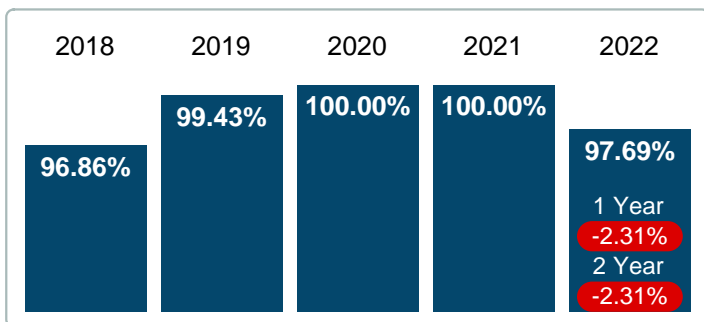
Area Delimited by County Of Mayes - Residential Property Type



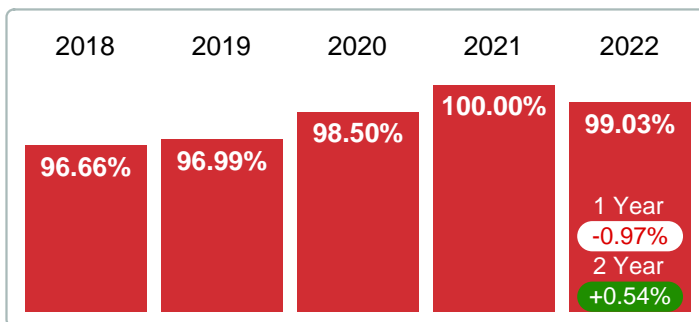
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

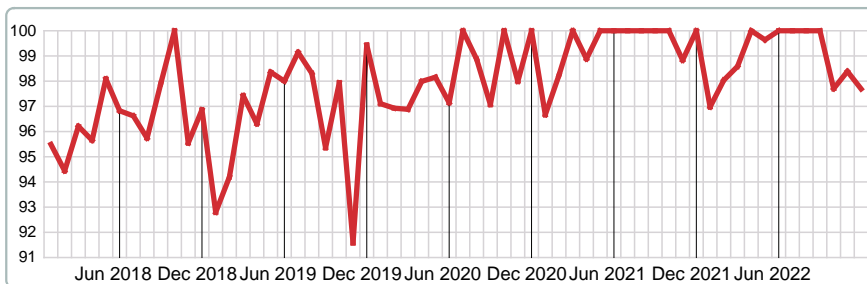
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

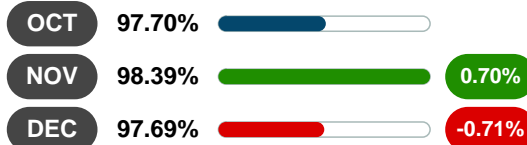


### 3 MONTHS

5 year DEC AVG = 98.80%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.69%**  
below the 5 yr DEC average of **98.80%**



### 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	3	7.89%	87.27%	86.74%	97.96%	0.00%	0.00%
\$50,001 - \$100,000	4	10.53%	101.50%	103.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	5	13.16%	100.00%	102.46%	98.23%	0.00%	0.00%
\$125,001 - \$175,000	10	26.32%	98.36%	97.37%	98.66%	0.00%	0.00%
\$175,001 - \$225,000	5	13.16%	97.42%	0.00%	97.42%	0.00%	0.00%
\$225,001 - \$250,000	6	15.79%	92.21%	93.50%	90.91%	0.00%	0.00%
\$250,001 and up	5	13.16%	100.00%	100.00%	100.00%	0.00%	96.35%
Median Sold/List Ratio		97.69%		97.37%	97.69%	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



Area Delimited by County Of Mayes - Residential Property Type

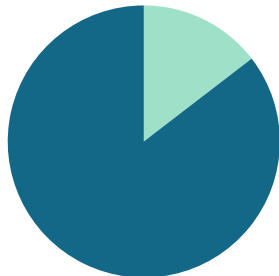


# December 2022

## MARKET SUMMARY

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

### INVENTORY

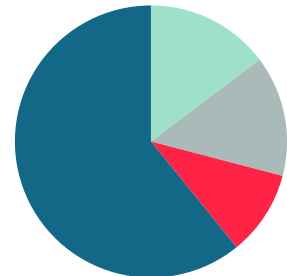


**Inventory**  
 New Listings  
**36 = 14.57%**  
 Start Inventory  
**211**  
 Total Inventory Units  
**247**  
 Volume  
**\$85,699,168**

### 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%
Median List Price	164,900	158,748	-3.73%	165,950	195,000	17.51%
Median Sale Price	166,000	157,898	-4.88%	160,000	193,000	20.63%
Median Percent of Selling Price to List Price	100.00%	97.69%	-2.31%	100.00%	99.03%	-0.97%
Median Days on Market to Sale	14.00	41.50	196.43%	15.00	19.00	26.67%
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

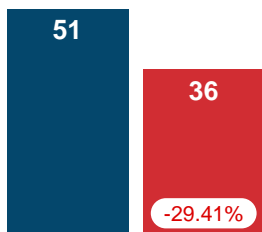
**Inventory** on December 31, 2022 = **157**

**2021** **2022**

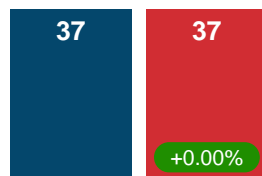
### DECEMBER MARKET

### MEDIAN PRICES

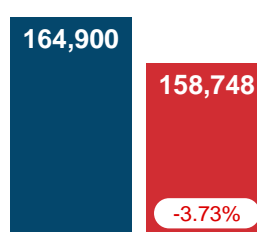
#### New Listings



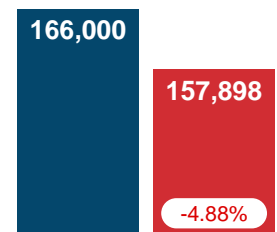
#### Pending Listings



#### List Price



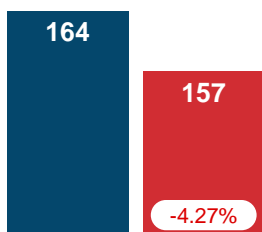
#### Sale Price



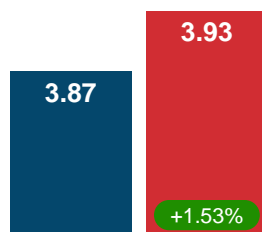
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

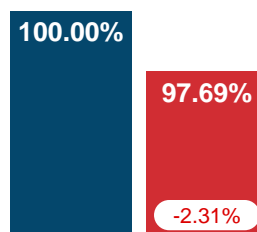
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

