

November 2022



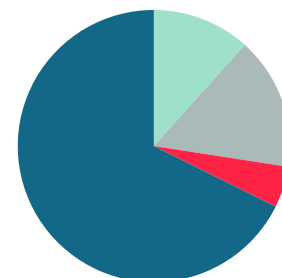
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	42	31	-26.19%
Pending Listings	36	42	16.67%
New Listings	46	44	-4.35%
Average List Price	233,607	200,284	-14.26%
Average Sale Price	223,967	206,984	-7.58%
Average Percent of Selling Price to List Price	95.88%	123.13%	28.41%
Average Days on Market to Sale	36.00	54.84	52.33%
End of Month Inventory	162	180	11.11%
Months Supply of Inventory	3.86	4.50	16.67%



■ Closed (11.65%)
■ Pending (15.79%)
■ Other OffMarket (4.89%)
■ Active (67.67%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of November 30, 2022 = **180**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **11.11%** to 180 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 **4.50** 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 **7.58%** in November 2022 to \$206,984 versus the previous year at \$223,967.

Average Days on Market Lengthens

The average number of **54.84** days that homes spent on the market before selling increased by 18.84 days or **52.33%** in November 2022 compared to last year's same month at **36.00** DOM.

Sales Success for November 2022 is Positive

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

There were 44 New Listings in November 2022, down **4.35%** from last year at 46. Furthermore, there were 31 Closed Listings this month versus last year at 42, a **-26.19%** decrease.

Closed versus Listed trends yielded a **70.5%** ratio, down from previous year's, November 2021, at **91.3%**, a **22.84%** downswing. This will certainly create pressure on an increasing 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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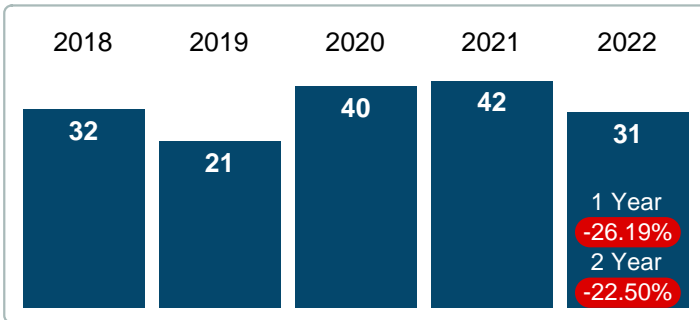
Area Delimited by County Of Mayes - Residential Property Type



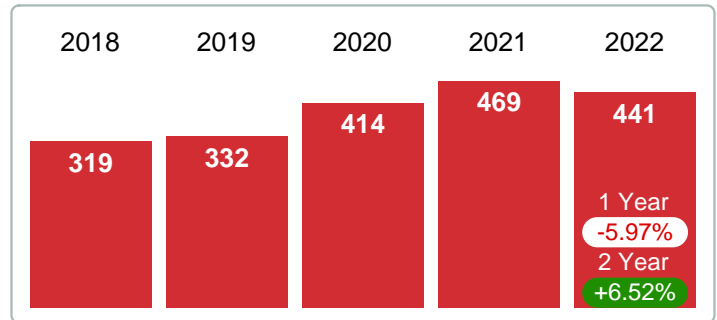
CLOSED LISTINGS

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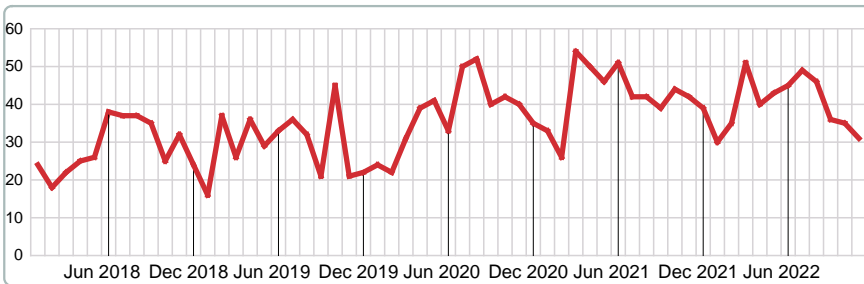
NOVEMBER



YEAR TO DATE (YTD)

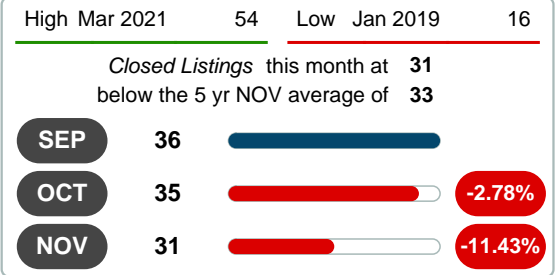


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	12.90%	64.3	4	0	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$150,000	7	22.58%	42.6	3	3	1	0
\$150,001 - \$200,000	9	29.03%	47.3	2	6	1	0
\$200,001 - \$250,000	3	9.68%	59.7	0	2	1	0
\$250,001 - \$325,000	4	12.90%	58.0	1	2	1	0
\$325,001 and up	4	12.90%	77.0	0	3	1	0
Total Closed Units	31			10	16	5	0
Total Closed Volume	6,416,503	100%	54.8	1.27M	3.96M	1.19M	0.00B
Average Closed Price	\$206,984			\$127,350	\$247,219	\$237,500	\$0

November 2022



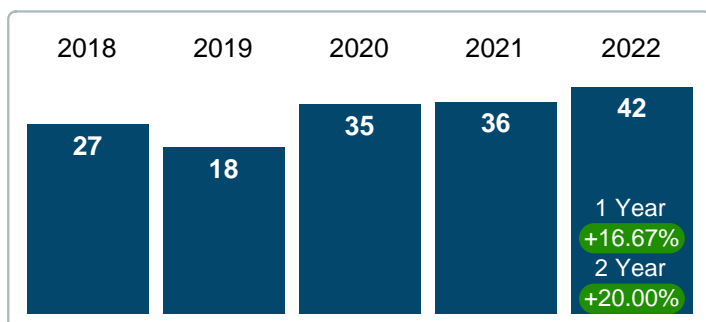
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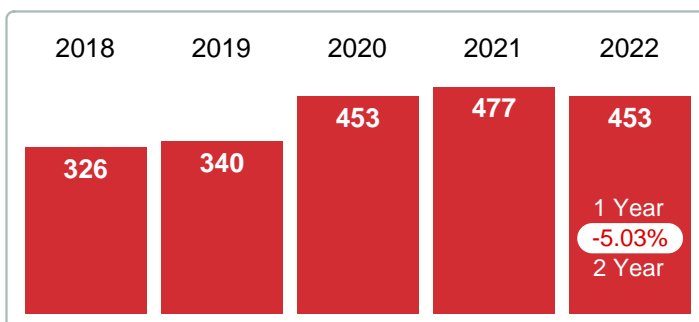
PENDING LISTINGS

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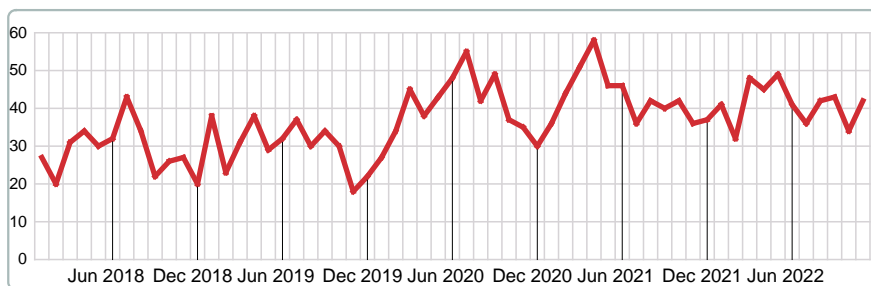
NOVEMBER



YEAR TO DATE (YTD)

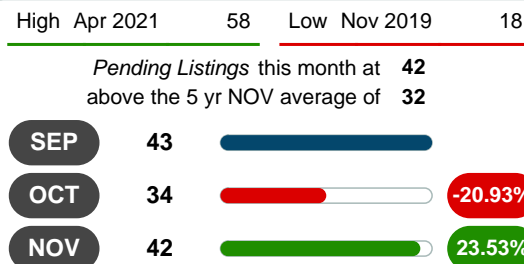


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 32



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	9.52%	51.8	3	1	0	0
\$100,001 - \$130,000	4	9.52%	67.0	1	3	0	0
\$130,001 - \$150,000	7	16.67%	55.4	1	6	0	0
\$150,001 - \$250,000	10	23.81%	77.6	1	8	1	0
\$250,001 - \$280,000	7	16.67%	55.1	2	5	0	0
\$280,001 - \$350,000	5	11.90%	86.2	0	2	2	1
\$350,001 and up	5	11.90%	83.0	0	0	3	2
Total Pending Units	42			8	25	6	3
Total Pending Volume	9,908,685	100%	102.0	1.11M	4.84M	2.75M	1.21M
Average Listing Price	\$101,750			\$138,538	\$193,784	\$458,132	\$402,333

November 2022



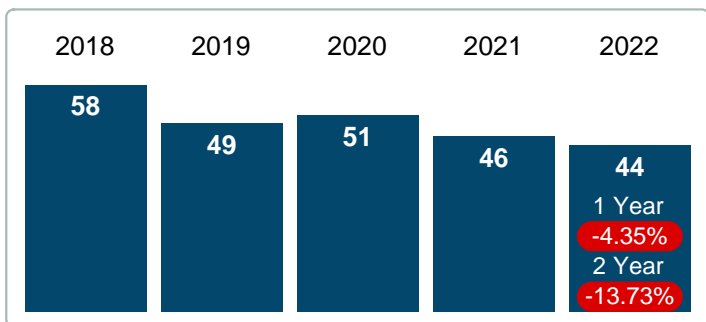
Area Delimited by County Of Mayes - Residential Property Type



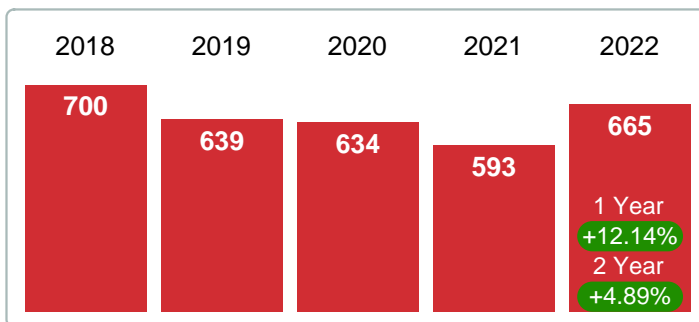
NEW LISTINGS

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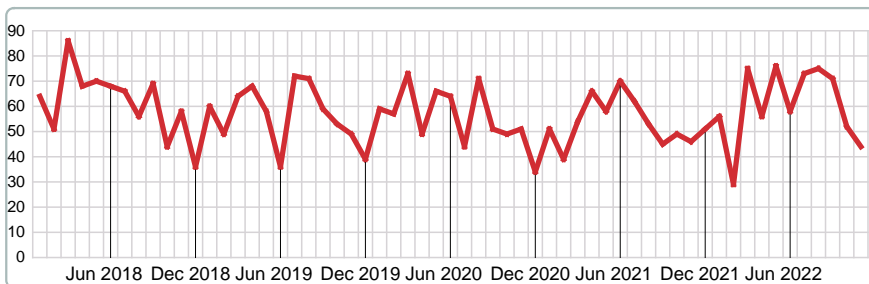
NOVEMBER



YEAR TO DATE (YTD)

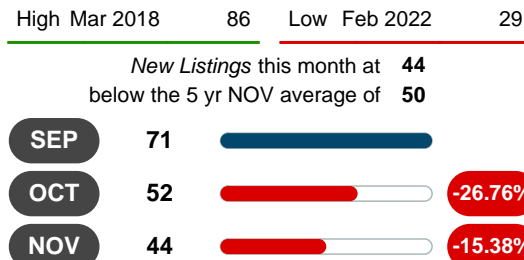


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	6.82%	1	2	0	0
\$100,001 - \$130,000	5	11.36%	0	3	2	0
\$130,001 - \$200,000	7	15.91%	1	5	1	0
\$200,001 - \$270,000	13	29.55%	2	11	0	0
\$270,001 - \$360,000	7	15.91%	1	3	2	1
\$360,001 - \$470,000	5	11.36%	0	3	2	0
\$470,001 and up	4	9.09%	0	3	0	1
Total New Listed Units	44		5	30	7	2
Total New Listed Volume	15,839,000	100%	994.40K	8.67M	1.95M	4.23M
Average New Listed Listing Price	\$0		\$198,880	\$288,960	\$278,686	\$2,112,500

November 2022



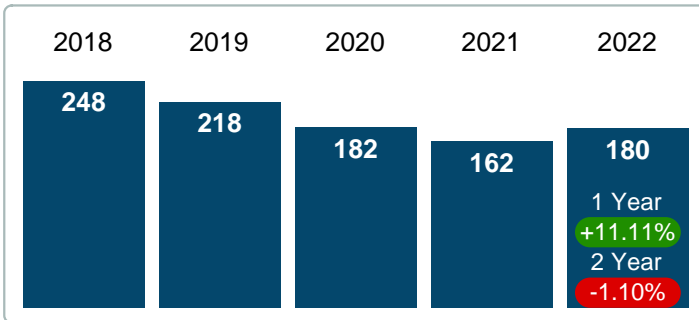
Area Delimited by County Of Mayes - Residential Property Type



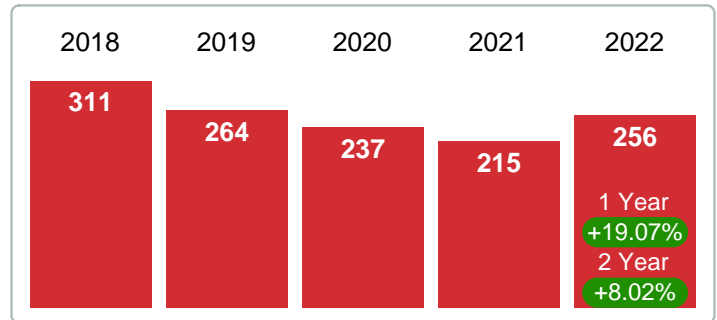
ACTIVE INVENTORY

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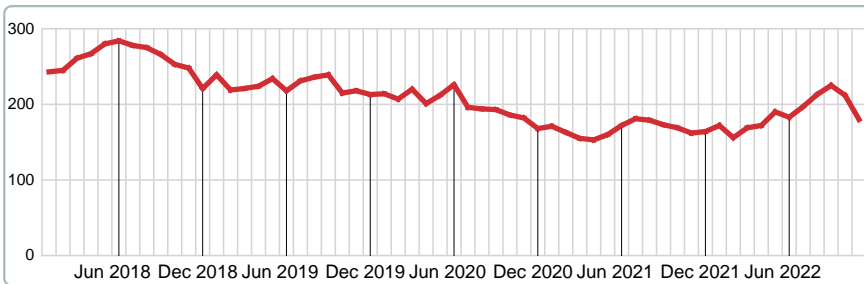
END OF NOVEMBER



ACTIVE DURING NOVEMBER

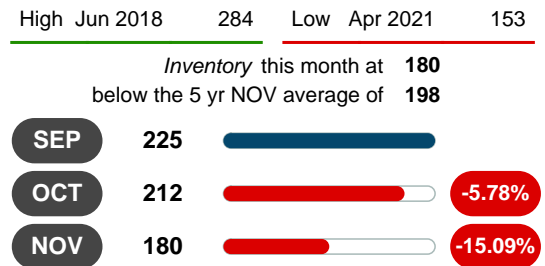


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 198



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	17	9.44%	90.8	11	6	0	0
\$100,001 - \$150,000	17	9.44%	82.9	3	10	4	0
\$150,001 - \$200,000	25	13.89%	95.5	3	19	2	1
\$200,001 - \$325,000	50	27.78%	71.4	8	28	10	4
\$325,001 - \$425,000	29	16.11%	86.0	1	11	15	2
\$425,001 - \$650,000	26	14.44%	103.7	2	15	7	2
\$650,001 and up	16	8.89%	111.6	0	6	3	7
Total Active Inventory by Units	180			28	95	41	16
Total Active Inventory by Volume	68,518,749	100%	88.3	4.80M	29.84M	16.45M	17.43M
Average Active Inventory Listing Price	\$380,660			\$171,268	\$314,119	\$401,151	\$1,089,669

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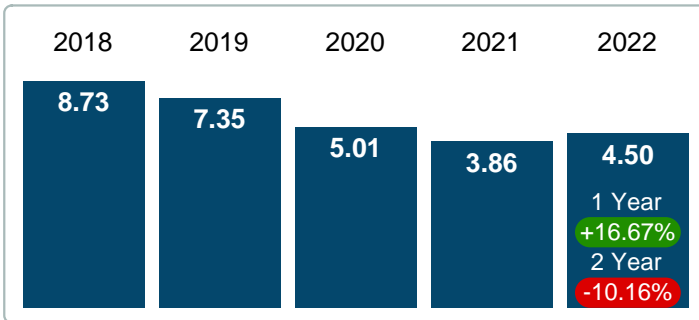
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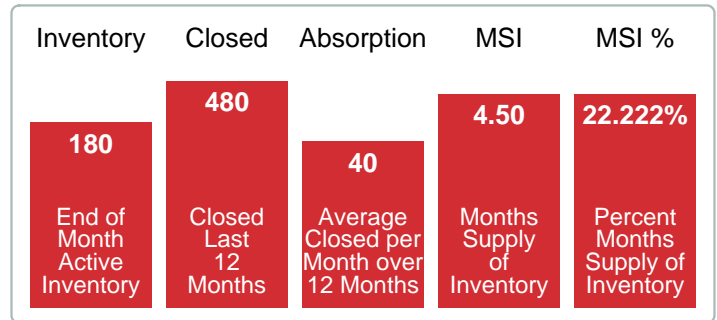
MONTHS SUPPLY of INVENTORY (MSI)

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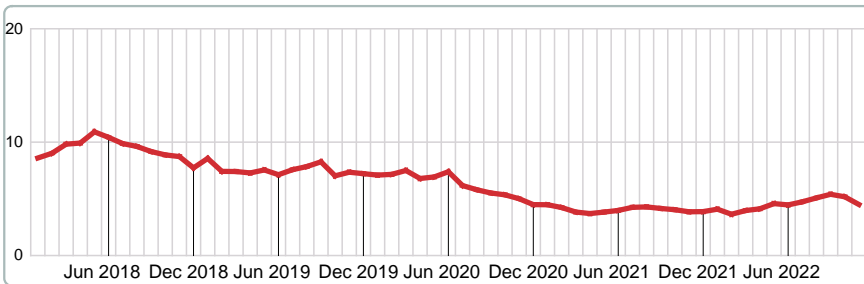
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

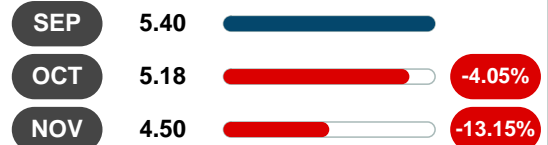


3 MONTHS

5 year NOV AVG = 5.89

High May 2018 10.91 Low Feb 2022 3.64

Months Supply this month at **4.50**
below the 5 yr NOV average of **5.89**



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	17	9.44%	2.40	2.64	2.18	0.00	0.00
\$100,001 - \$150,000	17	9.44%	2.46	1.44	2.31	8.00	0.00
\$150,001 - \$200,000	25	13.89%	3.53	2.40	3.62	4.00	12.00
\$200,001 - \$325,000	50	27.78%	4.35	5.65	3.78	4.80	6.86
\$325,001 - \$425,000	29	16.11%	6.82	3.00	4.89	10.59	8.00
\$425,001 - \$650,000	26	14.44%	16.42	24.00	16.36	16.80	12.00
\$650,001 and up	16	8.89%	10.11	0.00	8.00	18.00	14.00
Market Supply of Inventory (MSI)			4.50	2.95	4.01	7.81	10.11
Total Active Inventory by Units		100%	4.50	28	95	41	16

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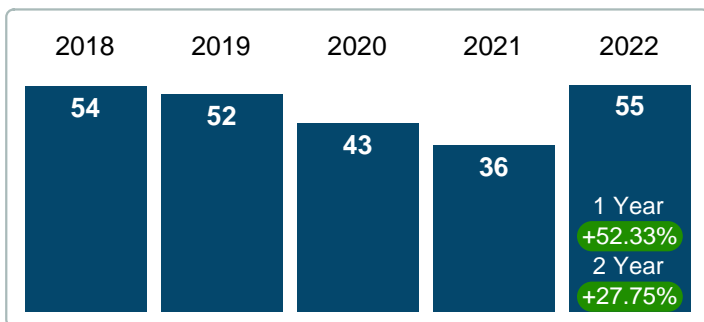
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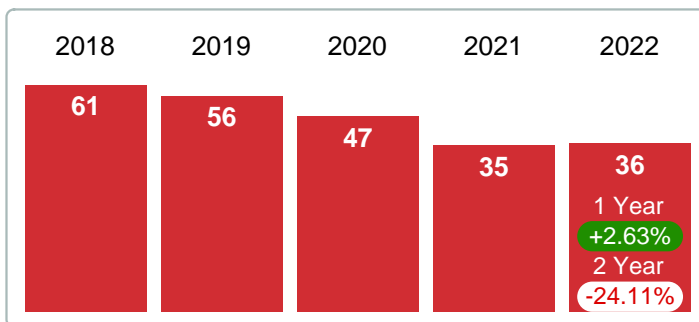
AVERAGE DAYS ON MARKET TO SALE

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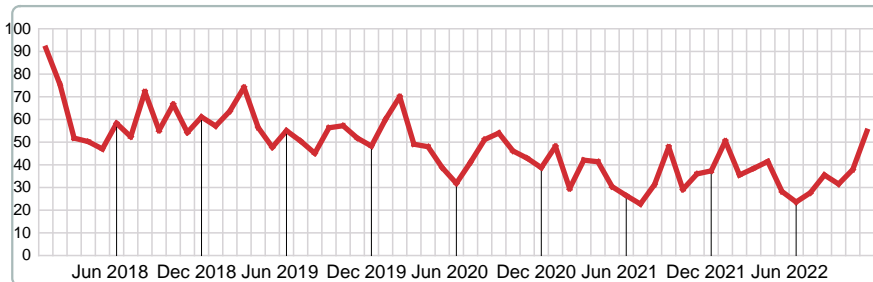
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

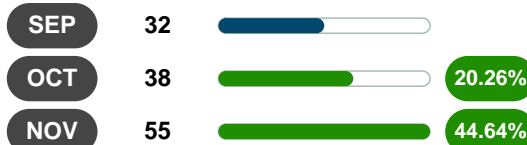


3 MONTHS

5 year NOV AVG = 48

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 55 above the 5 yr NOV average of 48



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
\$100,000 and less	12.90%	64	64	0	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	22.58%	43	32	57	31	0
\$150,001 - \$200,000	29.03%	47	33	60	1	0
\$200,001 - \$250,000	9.68%	60	0	76	28	0
\$250,001 - \$325,000	12.90%	58	59	70	34	0
\$325,001 and up	12.90%	77	0	67	108	0
Average Closed DOM		55	48	64	40	0
Total Closed Units	100%	55	10	16	5	
Total Closed Volume		6,416,503	1.27M	3.96M	1.19M	0.00B

November 2022



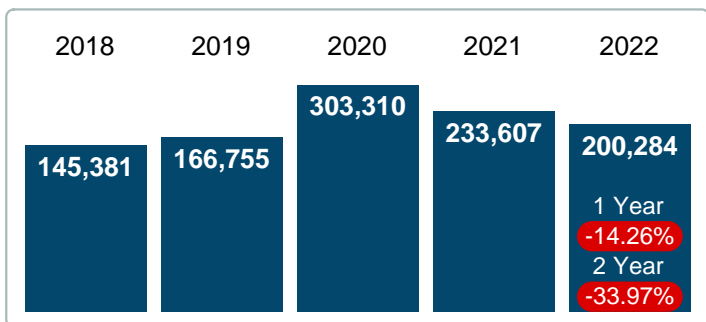
Area Delimited by County Of Mayes - Residential Property Type



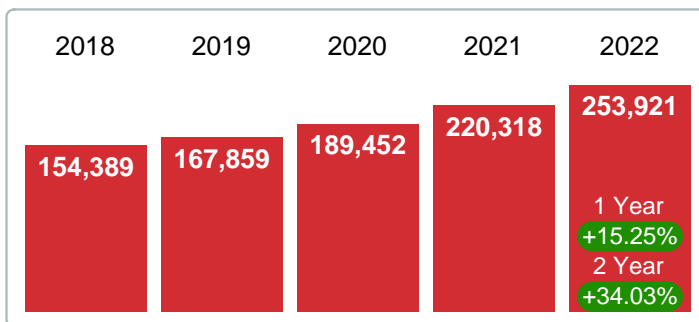
AVERAGE LIST PRICE AT CLOSING

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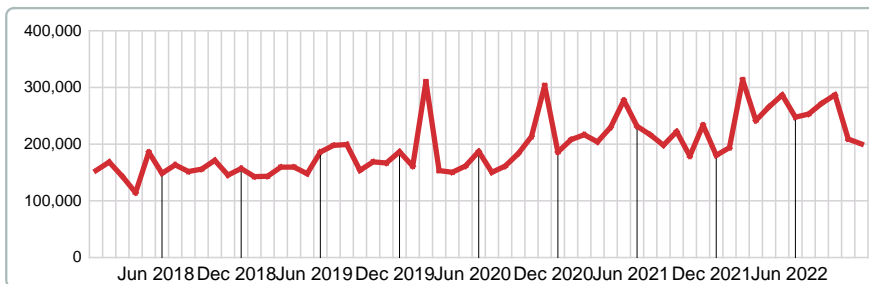
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

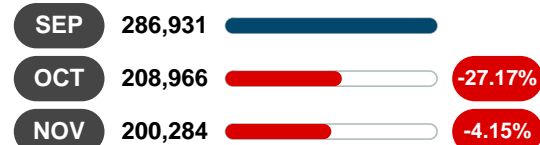


3 MONTHS

5 year NOV AVG = 209,867

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

Average List Price at Closing this month at **200,284**
 below the 5 yr NOV average of **209,867**



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
\$100,000 and less	16.13%	69,380	74,225	0	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	19.35%	133,000	121,000	151,333	160,000	0
\$150,001 - \$200,000	29.03%	177,889	177,000	184,000	194,000	0
\$200,001 - \$250,000	12.90%	237,250	0	240,000	239,000	0
\$250,001 - \$325,000	12.90%	278,975	289,000	258,450	310,000	0
\$325,001 and up	9.68%	466,000	0	359,667	369,000	0
Average List Price		200,284	130,290	227,119	254,400	0
Total Closed Units	100%	200,284	10	16	5	0
Total Closed Volume		6,208,800	1.30M	3.63M	1.27M	0.00B

November 2022



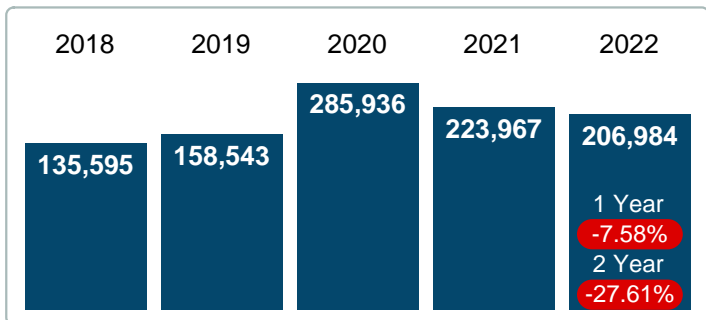
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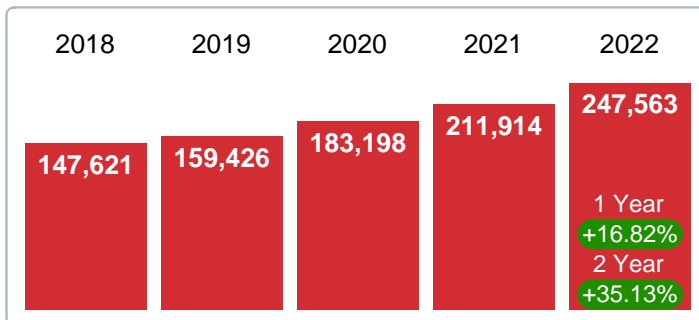
AVERAGE SOLD PRICE AT CLOSING

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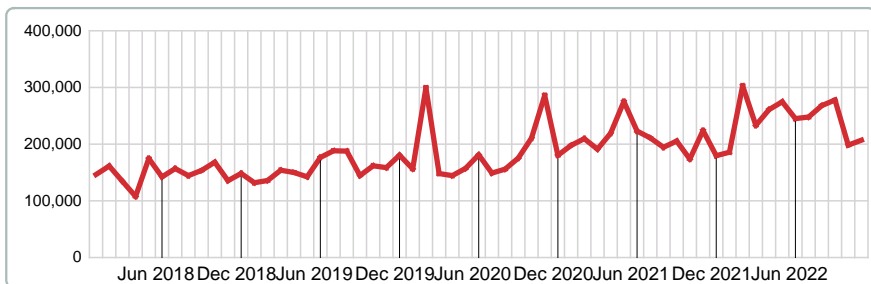
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

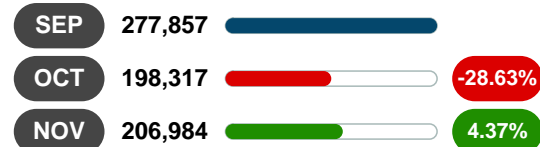


3 MONTHS

5 year NOV AVG = 202,205

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

Average Sold Price at Closing this month at **206,984** above the 5 yr NOV average of **202,205**



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
\$100,000 and less	12.90%	70,250	70,250	0	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	22.58%	131,857	118,167	140,000	148,500	0
\$150,001 - \$200,000	29.03%	180,278	179,502	178,083	195,000	0
\$200,001 - \$250,000	9.68%	224,667	0	232,500	209,000	0
\$250,001 - \$325,000	12.90%	276,750	279,000	261,500	305,000	0
\$325,001 and up	12.90%	452,250	0	493,000	330,000	0
Average Sold Price		206,984	127,350	247,219	237,500	0
Total Closed Units		31	10	16	5	0
Total Closed Volume		6,416,503	1.27M	3.96M	1.19M	0.00B

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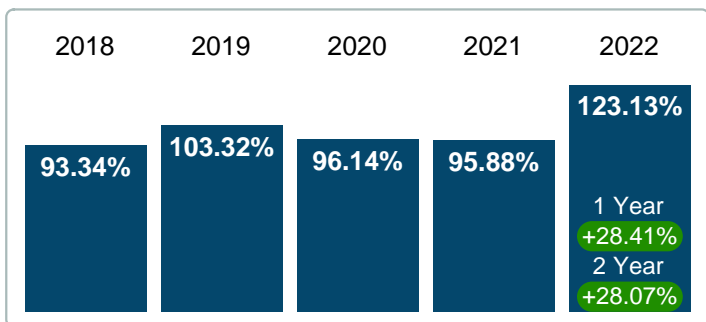
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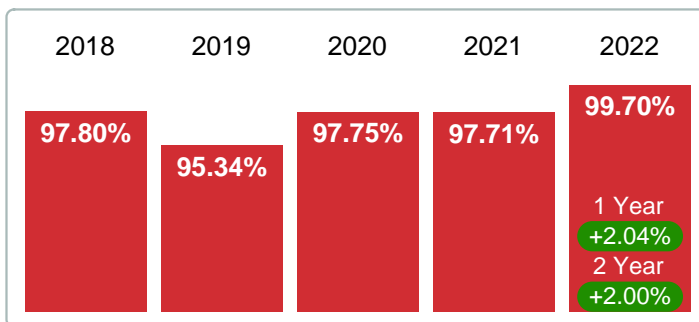
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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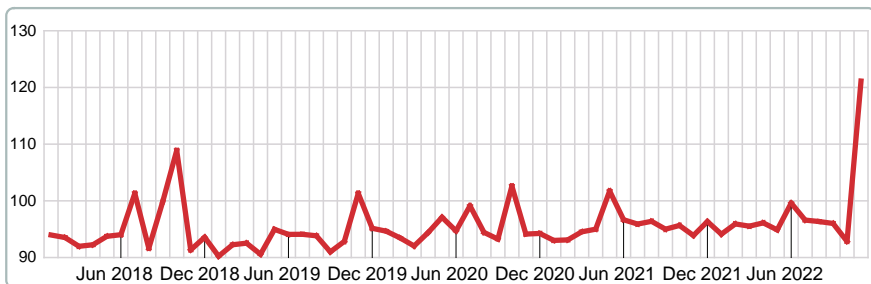
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

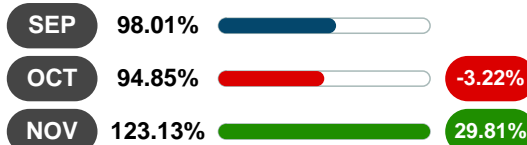


3 MONTHS

5 year NOV AVG = 102.36%

High Nov 2022 123.13% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **123.13%** above the 5 yr NOV average of **102.36%**



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
\$100,000 and less	4	12.90%	92.13%	92.13%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	7	22.58%	94.73%	97.56%	92.55%	92.81%	0.00%
\$150,001 - \$200,000	9	29.03%	98.66%	101.28%	97.47%	100.52%	0.00%
\$200,001 - \$250,000	3	9.68%	93.78%	0.00%	96.94%	87.45%	0.00%
\$250,001 - \$325,000	4	12.90%	99.32%	96.54%	101.18%	98.39%	0.00%
\$325,001 and up	4	12.90%	304.68%	0.00%	376.43%	89.43%	0.00%
Average Sold/List Ratio		123.10%		96.03%	149.25%	93.72%	0.00%
Total Closed Units		31	100%	10	16	5	
Total Closed Volume		6,416,503		1.27M	3.96M	1.19M	0.00B

November 2022



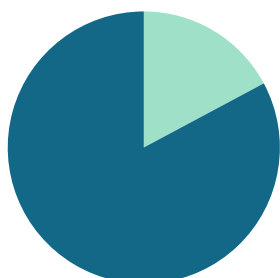
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

INVENTORY



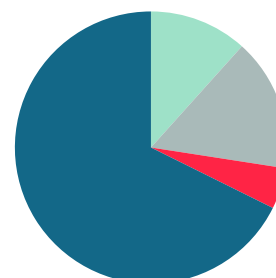
Inventory

- New Listings **44 = 17.19%**
- Start Inventory **212**
- Total Inventory Units **256**
- Volume **\$90,588,601**

Market Activity

- Closed Sales **31 = 11.65%**
- Pending Sales **42 = 15.79%**
- Other Off Market **13 = 4.89%**
- Active Inventory **180 = 67.67%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	42	31	-26.19%	469	441	-5.97%
Pending Sales	36	42	16.67%	477	453	-5.03%
New Listings	46	44	-4.35%	593	665	12.14%
Average List Price	233,607	200,284	-14.26%	220,318	253,921	15.25%
Average Sale Price	223,967	206,984	-7.58%	211,914	247,563	16.82%
Average Percent of Selling Price to List Price	95.88%	123.13%	28.41%	97.71%	99.70%	2.04%
Average Days on Market to Sale	36.00	54.84	52.33%	34.91	35.83	2.63%
Monthly Inventory	162	180	11.11%	162	180	11.11%
Months Supply of Inventory	3.86	4.50	16.67%	3.86	4.50	16.67%

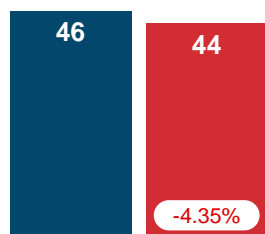
Absorption: Last 12 months, an Average of **40** Sales/Month

Inventory on November 30, 2022 = **180** 2021 2022

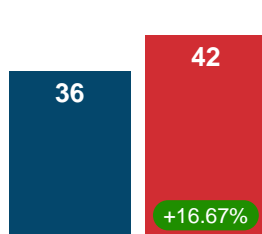
NOVEMBER MARKET

AVERAGE PRICES

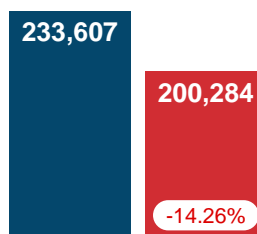
New Listings



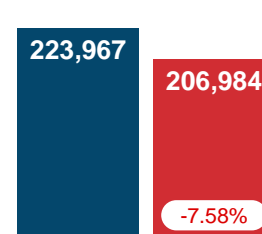
Pending Listings



List Price



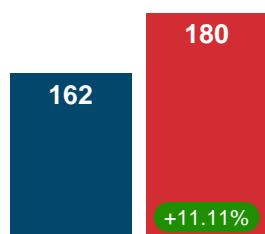
Sale Price



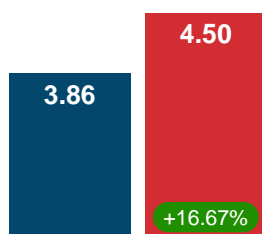
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

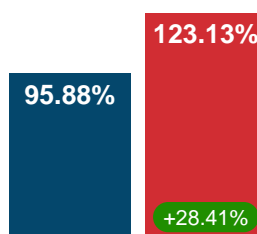
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

