

October 2022



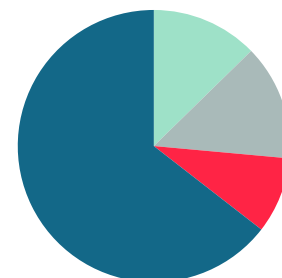
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	44	35	-20.45%
Pending Listings	42	38	-9.52%
New Listings	49	52	6.12%
Average List Price	178,975	208,966	16.76%
Average Sale Price	173,711	198,317	14.16%
Average Percent of Selling Price to List Price	97.66%	94.85%	-2.87%
Average Days on Market to Sale	29.16	37.91	30.03%
End of Month Inventory	169	178	5.33%
Months Supply of Inventory	4.04	4.35	7.69%



■ Closed (12.68%)
■ Pending (13.77%)
■ Other OffMarket (9.06%)
■ Active (64.49%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of October 31, 2022 = **178**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **5.33%** to 178 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **4.35** 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 **14.16%** in October 2022 to \$198,317 versus the previous year at \$173,711.

Average Days on Market Lengthens

The average number of **37.91** days that homes spent on the market before selling increased by 8.76 days or **30.03%** in October 2022 compared to last year's same month at **29.16** DOM.

Sales Success for October 2022 is Positive

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

There were 52 New Listings in October 2022, up **6.12%** from last year at 49. Furthermore, there were 35 Closed Listings this month versus last year at 44, a **-20.45%** decrease.

Closed versus Listed trends yielded a **67.3%** ratio, down from previous year's, October 2021, at **89.8%**, a **25.04%** 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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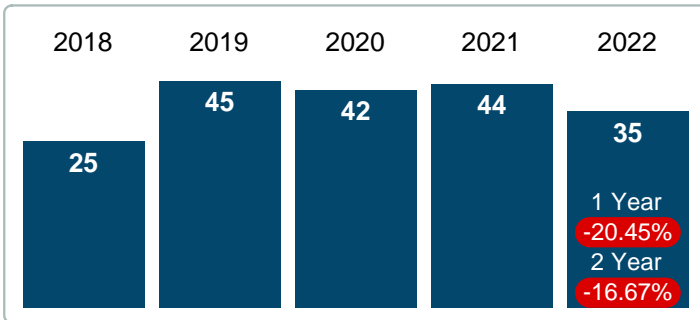
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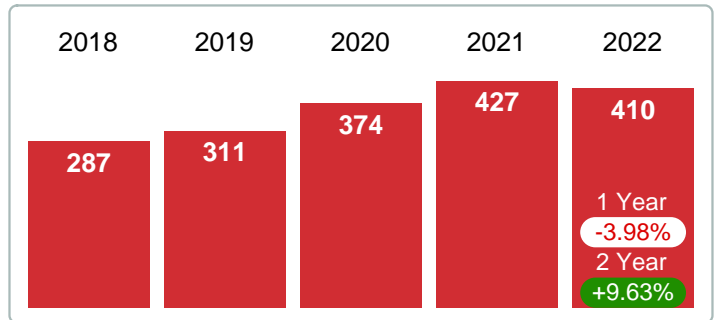
CLOSED LISTINGS

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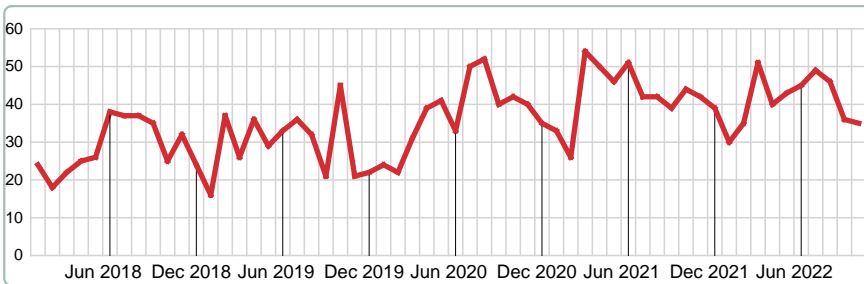
OCTOBER



YEAR TO DATE (YTD)

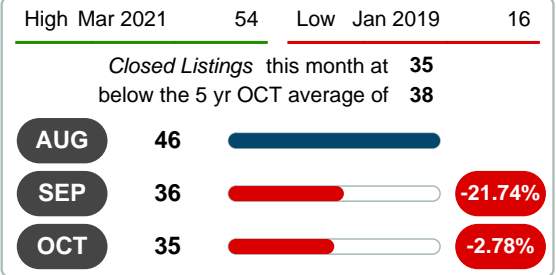


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	1	2.86%	30.0	1	0	0	0
\$50,001 - \$100,000	4	11.43%	21.5	3	1	0	0
\$100,001 - \$150,000	7	20.00%	30.0	1	6	0	0
\$150,001 - \$200,000	8	22.86%	45.4	1	6	1	0
\$200,001 - \$250,000	6	17.14%	56.7	0	5	1	0
\$250,001 - \$350,000	5	14.29%	29.0	2	3	0	0
\$350,001 and up	4	11.43%	38.3	1	3	0	0
Total Closed Units	35			9	24	2	0
Total Closed Volume	6,941,080	100%	37.9	1.41M	5.13M	404.00K	0.00B
Average Closed Price	\$198,317			\$156,500	\$213,691	\$202,000	\$0

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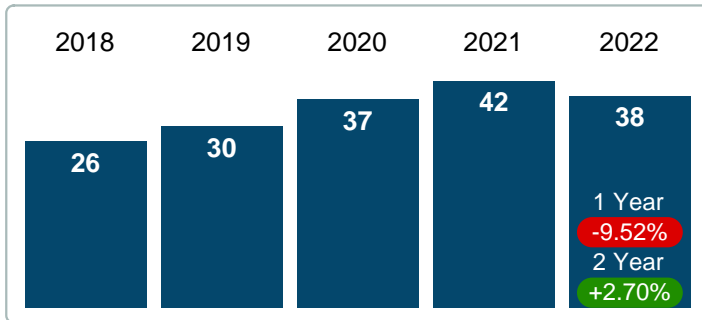
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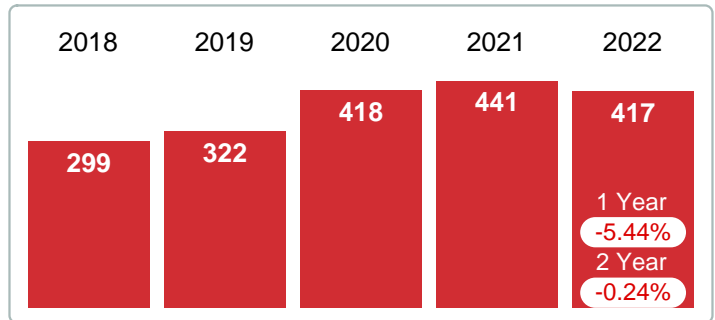
PENDING LISTINGS

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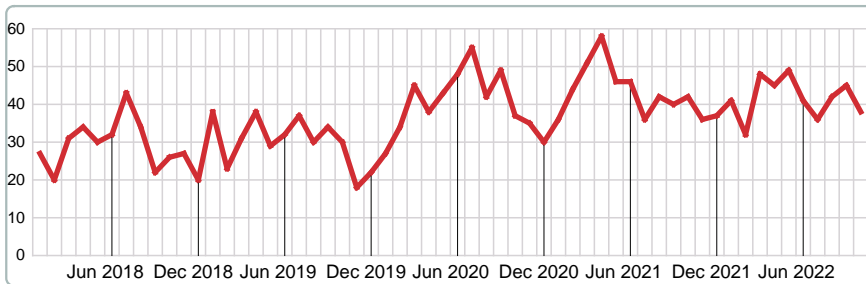
OCTOBER



YEAR TO DATE (YTD)

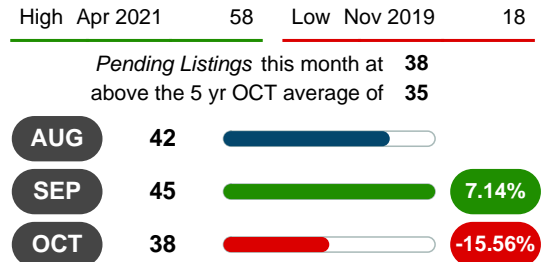


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 35



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	7.89%	40.3	2	1	0	0
\$75,001 - \$150,000	6	15.79%	44.3	2	4	0	0
\$150,001 - \$175,000	4	10.53%	36.5	2	2	0	0
\$175,001 - \$250,000	7	18.42%	60.4	0	7	0	0
\$250,001 - \$325,000	10	26.32%	39.5	2	7	1	0
\$325,001 - \$675,000	4	10.53%	33.0	1	3	0	0
\$675,001 and up	4	10.53%	47.5	0	2	1	1
Total Pending Units	38			9	26	2	1
Total Pending Volume	10,993,700	100%	31.5	1.75M	6.93M	1.09M	1.23M
Average Listing Price	\$258,000			\$194,378	\$266,704	\$542,500	\$1,225,000

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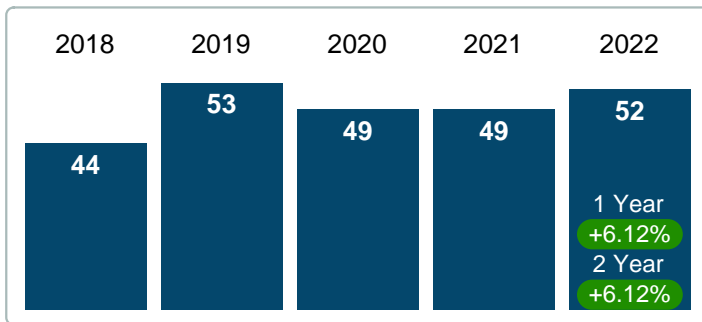
Area Delimited by County Of Mayes - Residential Property Type



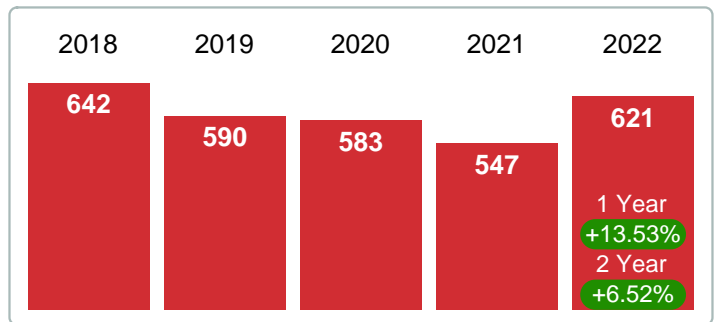
NEW LISTINGS

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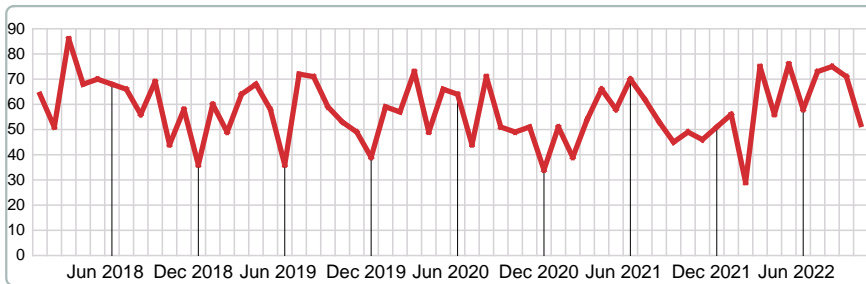
OCTOBER



YEAR TO DATE (YTD)

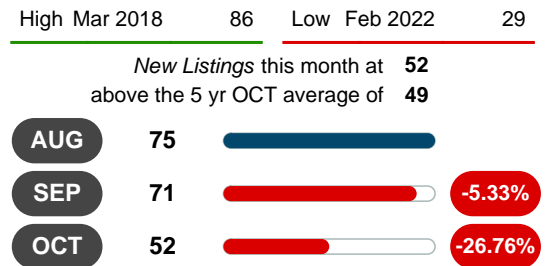


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49



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	4	7.69%	3	1	0	0
\$75,001 - \$125,000	5	9.62%	3	2	0	0
\$125,001 - \$150,000	7	13.46%	0	7	0	0
\$150,001 - \$250,000	13	25.00%	1	9	1	2
\$250,001 - \$325,000	12	23.08%	1	7	4	0
\$325,001 - \$550,000	6	11.54%	0	3	3	0
\$550,001 and up	5	9.62%	0	2	3	0
Total New Listed Units	52		8	31	11	2
Total New Listed Volume	13,622,079	100%	1.04M	7.60M	4.57M	409.80K
Average New Listed Listing Price	\$236,250		\$129,688	\$245,245	\$415,653	\$204,900

October 2022



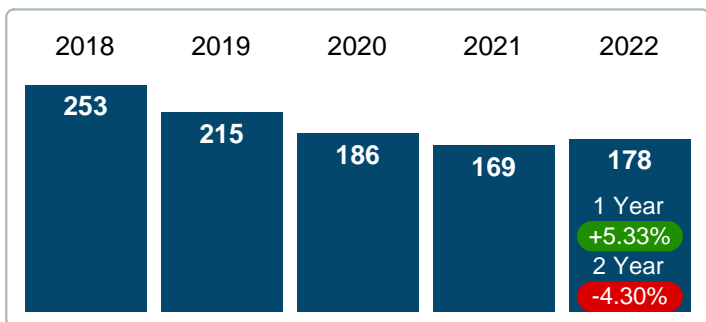
Area Delimited by County Of Mayes - Residential Property Type



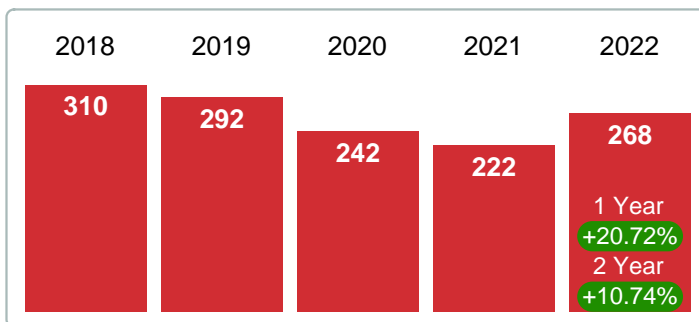
ACTIVE INVENTORY

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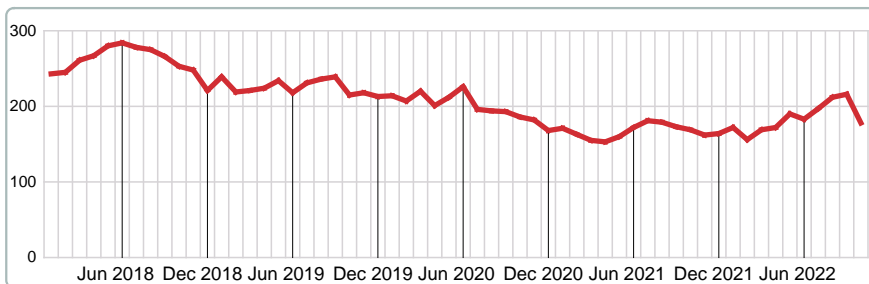
END OF OCTOBER



ACTIVE DURING OCTOBER

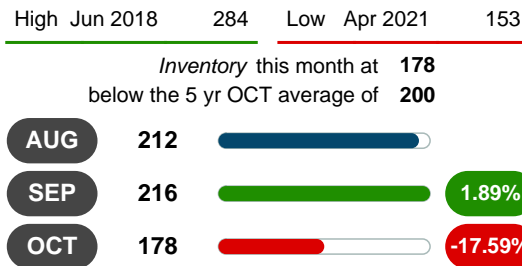


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 200



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	9.55%	86.4	12	3	2	0
\$100,001 - \$150,000	18	10.11%	79.0	4	12	2	0
\$150,001 - \$200,000	27	15.17%	75.8	3	21	2	1
\$200,001 - \$325,000	48	26.97%	74.1	7	26	12	3
\$325,001 - \$425,000	25	14.04%	80.3	0	9	14	2
\$425,001 - \$650,000	26	14.61%	89.9	2	13	7	4
\$650,001 and up	17	9.55%	102.8	0	6	6	5
Total Active Inventory by Units			178	28	90	45	15
Total Active Inventory by Volume			66,986,901	4.44M	30.45M	19.02M	13.08M
Average Active Inventory Listing Price			\$376,331	\$158,589	\$338,312	\$422,602	\$872,080

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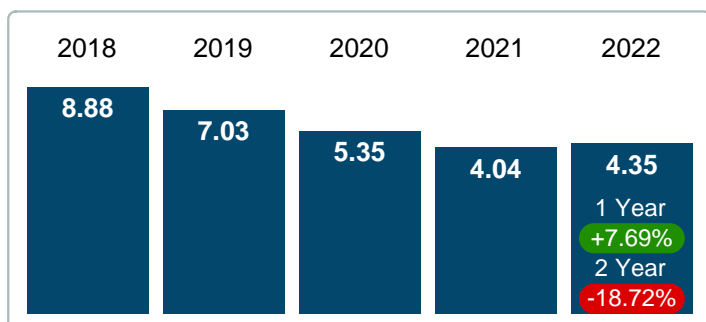
Area Delimited by County Of Mayes - Residential Property Type



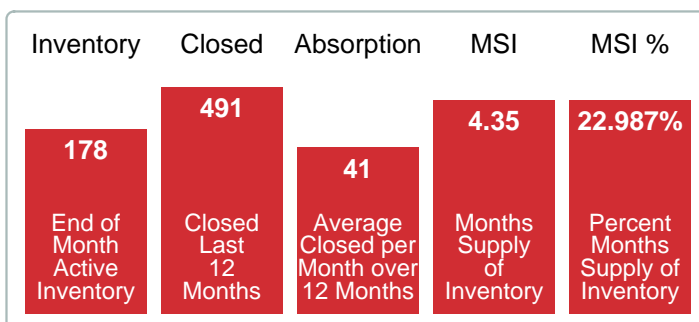
MONTHS SUPPLY of INVENTORY (MSI)

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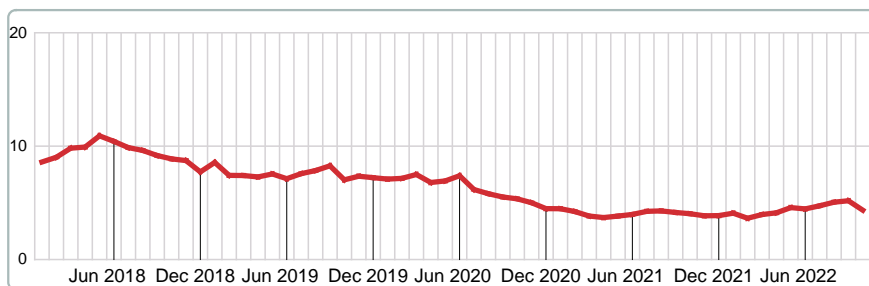
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

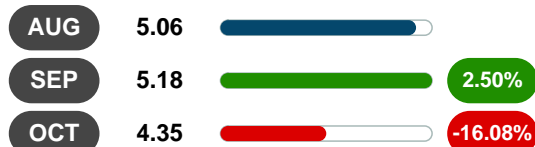


3 MONTHS

5 year OCT AVG = 5.93

High May 2018 10.91 Low Feb 2022 3.64

Months Supply this month at 4.35 below the 5 yr OCT average of 5.93



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	9.55%	2.29	3.00	0.92	12.00	0.00
\$100,001 - \$150,000	18	10.11%	2.51	2.09	2.57	3.43	0.00
\$150,001 - \$200,000	27	15.17%	3.95	2.77	4.00	4.80	12.00
\$200,001 - \$325,000	48	26.97%	4.11	4.94	3.43	5.76	5.14
\$325,001 - \$425,000	25	14.04%	5.45	0.00	3.60	9.88	6.00
\$425,001 - \$650,000	26	14.61%	15.60	12.00	15.60	14.00	24.00
\$650,001 and up	17	9.55%	10.74	0.00	8.00	36.00	10.00
Market Supply of Inventory (MSI)			4.35	3.08	3.62	8.44	9.00
Total Active Inventory by Units		100%	4.35	28	90	45	15

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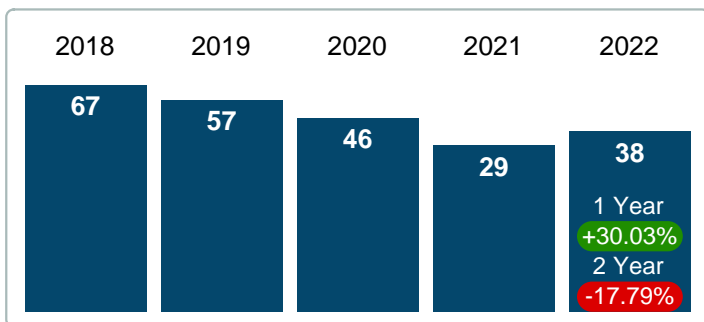
Area Delimited by County Of Mayes - Residential Property Type



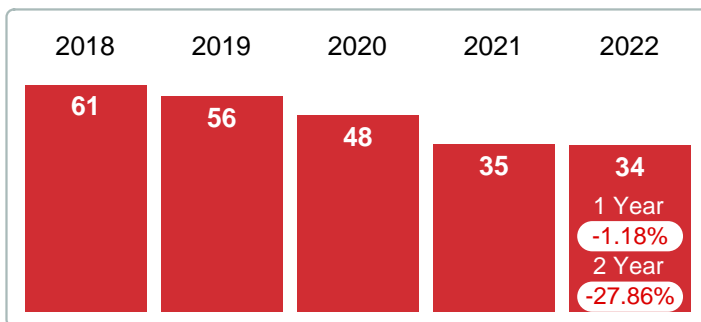
AVERAGE DAYS ON MARKET TO SALE

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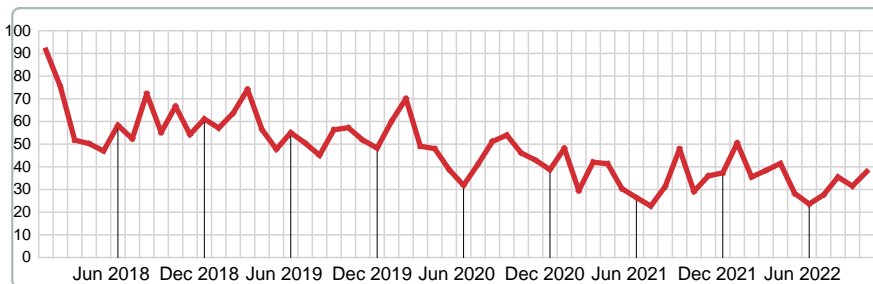
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

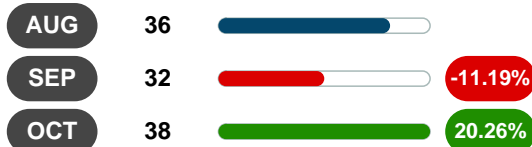


3 MONTHS

5 year OCT AVG = 47

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 38 below the 5 yr OCT 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	2.86%	30	30	0	0	0
\$50,001 - \$100,000	11.43%	22	17	36	0	0
\$100,001 - \$150,000	20.00%	30	4	34	0	0
\$150,001 - \$200,000	22.86%	45	2	50	59	0
\$200,001 - \$250,000	17.14%	57	0	67	4	0
\$250,001 - \$350,000	14.29%	29	70	2	0	0
\$350,001 and up	11.43%	38	24	43	0	0
Average Closed DOM		38	28	42	32	0
Total Closed Units	100%	38	9	24	2	0
Total Closed Volume		6,941,080	1.41M	5.13M	404.00K	0.00B

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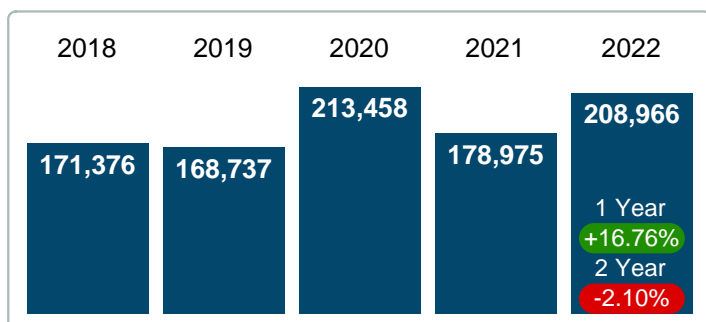
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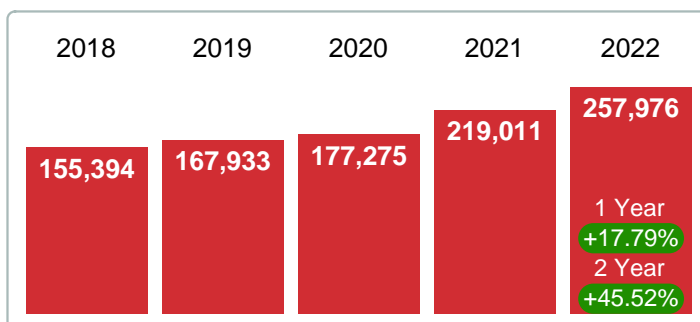
AVERAGE LIST PRICE AT CLOSING

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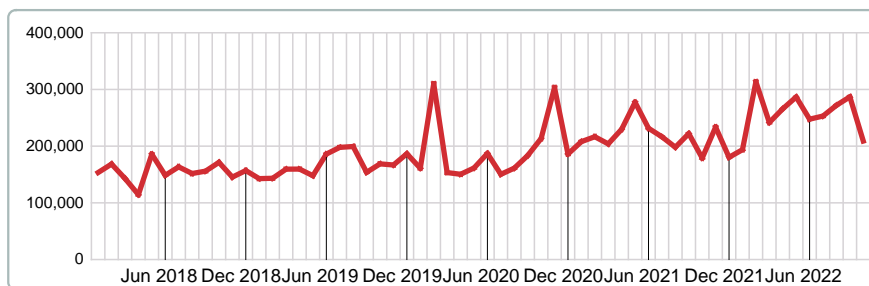
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

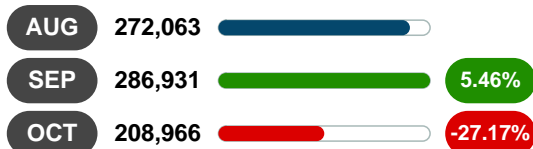


3 MONTHS

5 year OCT AVG = 188,303

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

Average List Price at Closing this month at **208,966** above the 5 yr OCT average of **188,303**



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	0.00%	0	62,500	0	0	0
\$50,001 - \$100,000	14.29%	71,240	64,567	100,000	0	0
\$100,001 - \$150,000	20.00%	129,886	110,000	133,200	0	0
\$150,001 - \$200,000	22.86%	175,925	173,000	181,483	159,000	0
\$200,001 - \$250,000	14.29%	224,812	0	231,532	229,900	0
\$250,001 - \$350,000	17.14%	297,825	301,225	302,500	0	0
\$350,001 and up	11.43%	432,500	490,000	413,333	0	0
Average List Price		208,966	181,294	220,552	194,450	0
Total Closed Units	100%	208,966	9	24	2	
Total Closed Volume		7,313,809	1.63M	5.29M	388.90K	0.00B

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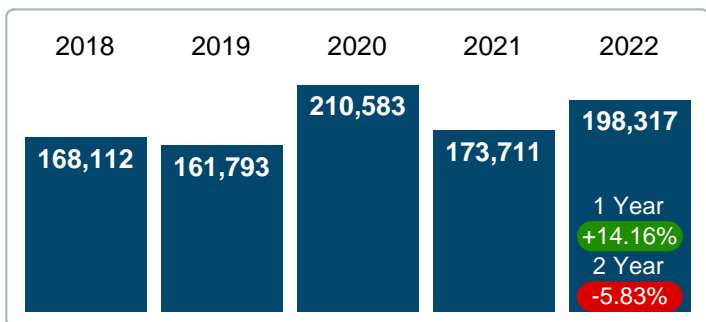
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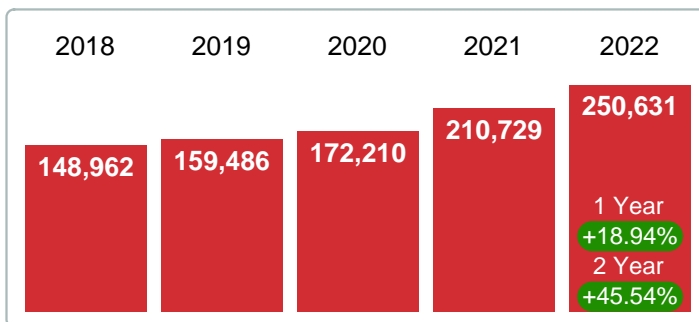
AVERAGE SOLD PRICE AT CLOSING

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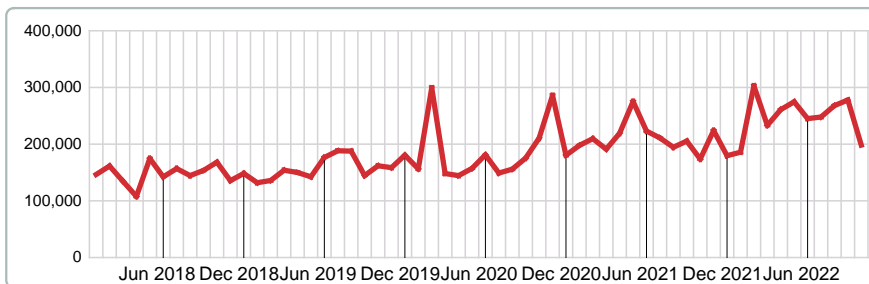
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

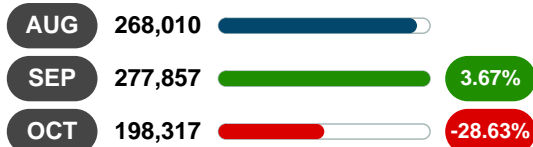


3 MONTHS

5 year OCT AVG = 182,503

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

Average Sold Price at Closing this month at 198,317 above the 5 yr OCT average of 182,503



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	2.86%	40,000	40,000	0	0	0
\$50,001 - \$100,000	11.43%	68,625	58,167	100,000	0	0
\$100,001 - \$150,000	20.00%	123,929	105,000	127,083	0	0
\$150,001 - \$200,000	22.86%	173,115	159,000	177,820	159,000	0
\$200,001 - \$250,000	17.14%	225,193	0	221,232	245,000	0
\$250,001 - \$350,000	14.29%	290,600	277,500	299,333	0	0
\$350,001 and up	11.43%	392,500	375,000	398,333	0	0
Average Sold Price		198,317	156,500	213,691	202,000	0
Total Closed Units	100%	198,317	9	24	2	0
Total Closed Volume		6,941,080	1.41M	5.13M	404.00K	0.00B

October 2022



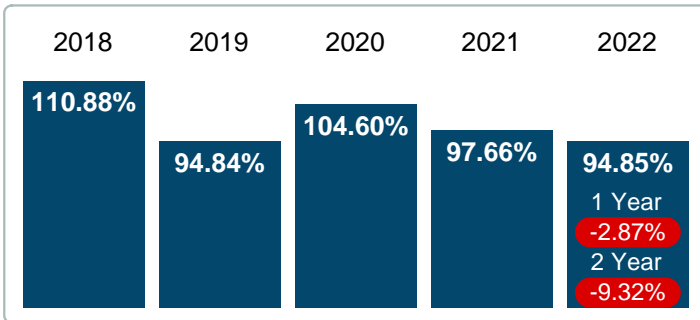
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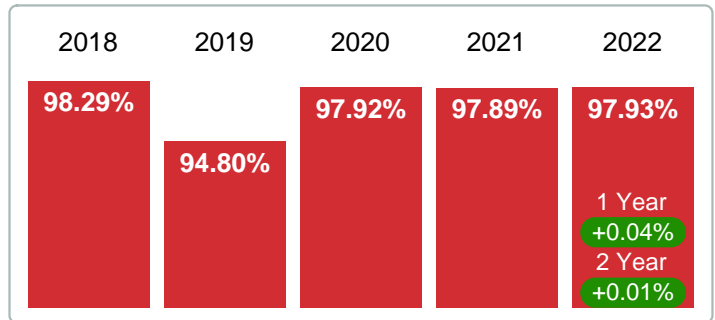
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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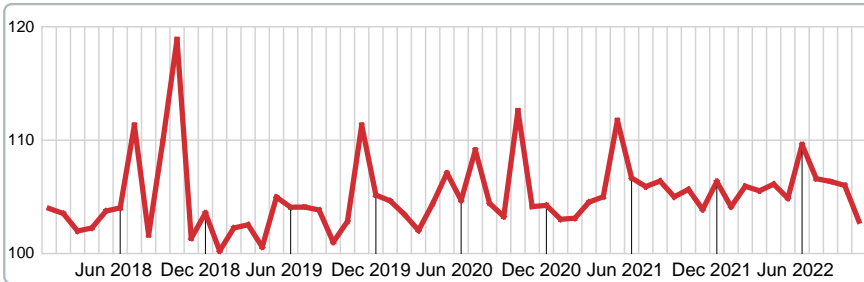
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

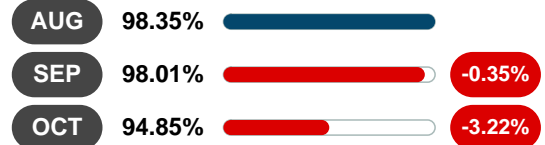


3 MONTHS

5 year OCT AVG = 100.57%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **94.85%**
below the 5 yr OCT average of **100.57%**



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	1	2.86%	64.00%	64.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	4	11.43%	92.78%	90.38%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	7	20.00%	95.43%	95.45%	95.43%	0.00%	0.00%
\$150,001 - \$200,000	8	22.86%	97.53%	91.91%	98.05%	100.00%	0.00%
\$200,001 - \$250,000	6	17.14%	97.98%	0.00%	96.26%	106.57%	0.00%
\$250,001 - \$350,000	5	14.29%	96.62%	93.00%	99.03%	0.00%	0.00%
\$350,001 and up	4	11.43%	91.37%	76.53%	96.32%	0.00%	0.00%
Average Sold/List Ratio		94.90%		87.23%	97.01%	103.28%	0.00%
Total Closed Units		35	100%	9	24	2	
Total Closed Volume		6,941,080		1.41M	5.13M	404.00K	0.00B

October 2022



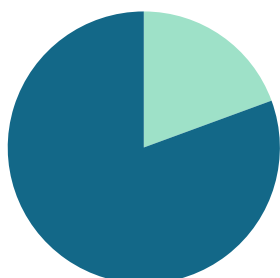
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

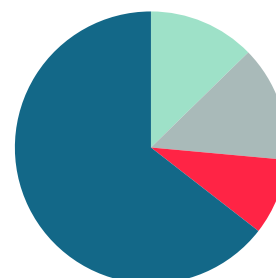


Inventory
 New Listings
52 = 19.40%
 Start Inventory
216
 Total Inventory Units
268
 Volume
\$92,536,640

Market Activity

Closed Sales
35 = 12.68%
 Pending Sales
38 = 13.77%
 Other Off Market
25 = 9.06%
 Active Inventory
178 = 64.49%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	44	35	-20.45%	427	410	-3.98%
Pending Sales	42	38	-9.52%	441	417	-5.44%
New Listings	49	52	6.12%	547	621	13.53%
Average List Price	178,975	208,966	16.76%	219,011	257,976	17.79%
Average Sale Price	173,711	198,317	14.16%	210,729	250,631	18.94%
Average Percent of Selling Price to List Price	97.66%	94.85%	-2.87%	97.89%	97.93%	0.04%
Average Days on Market to Sale	29.16	37.91	30.03%	34.80	34.39	-1.18%
Monthly Inventory	169	178	5.33%	169	178	5.33%
Months Supply of Inventory	4.04	4.35	7.69%	4.04	4.35	7.69%

Absorption: Last 12 months, an Average of **41** Sales/Month

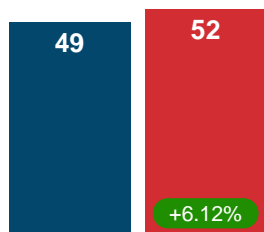
Inventory on October 31, 2022 = **178**

2021 **2022**

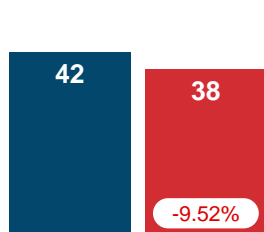
OCTOBER MARKET

AVERAGE PRICES

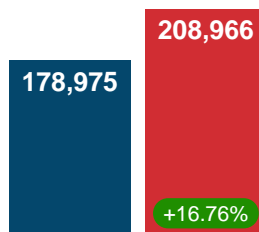
New Listings



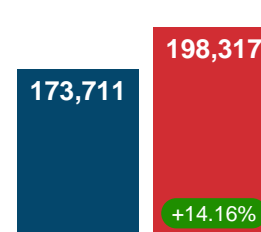
Pending Listings



List Price



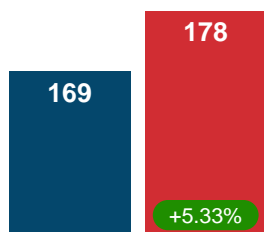
Sale Price



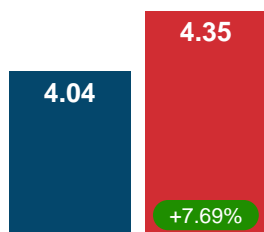
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

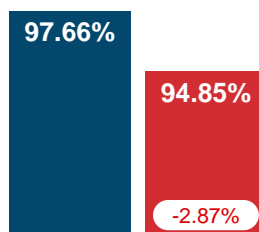
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

