



Area Delimited by County Of Mayes - Residential Property Type

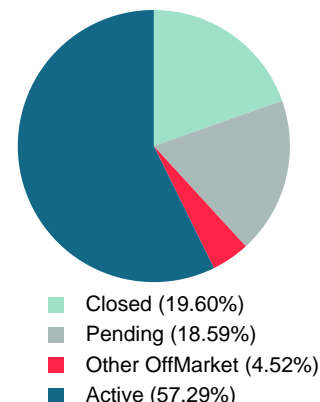


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	December 2021	+/- %
Closed Listings	35	39	11.43%
Pending Listings	30	37	23.33%
New Listings	34	51	50.00%
Average List Price	186,131	180,278	-3.14%
Average Sale Price	180,331	179,615	-0.40%
Average Percent of Selling Price to List Price	96.25%	98.34%	2.18%
Average Days on Market to Sale	38.74	37.33	-3.64%
End of Month Inventory	115	114	-0.87%
Months Supply of Inventory	3.07	2.69	-12.38%

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of December 31, 2021 = **114**



Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **0.87%** to 114 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 **2.69** 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 **0.40%** in December 2021 to \$179,615 versus the previous year at \$180,331.

Average Days on Market Shortens

The average number of **37.33** days that homes spent on the market before selling decreased by 1.41 days or **3.64%** in December 2021 compared to last year's same month at **38.74** DOM.

Sales Success for December 2021 is Positive

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

There were 51 New Listings in December 2021, up **50.00%** from last year at 34. Furthermore, there were 39 Closed Listings this month versus last year at 35, a **11.43%** increase.

Closed versus Listed trends yielded a **76.5%** ratio, down from previous year's, December 2020, at **102.9%**, a **25.71%** downswing. This will certainly create pressure on a decreasing 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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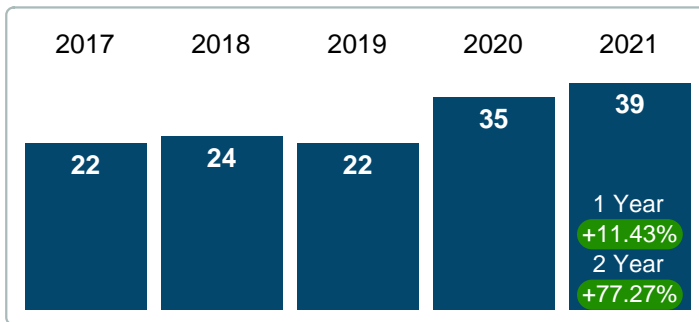


December 2021

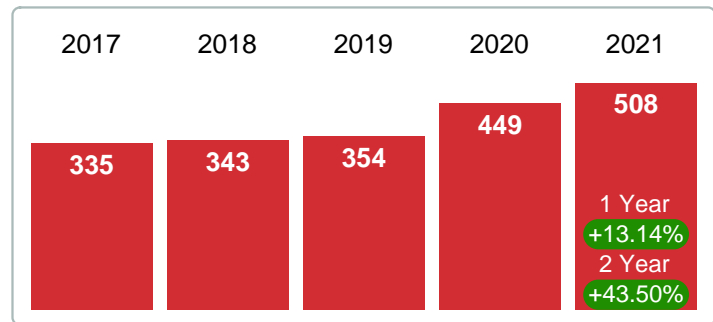
CLOSED LISTINGS

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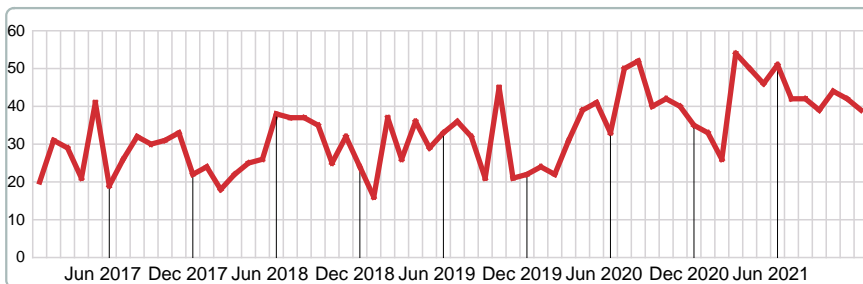
DECEMBER



YEAR TO DATE (YTD)

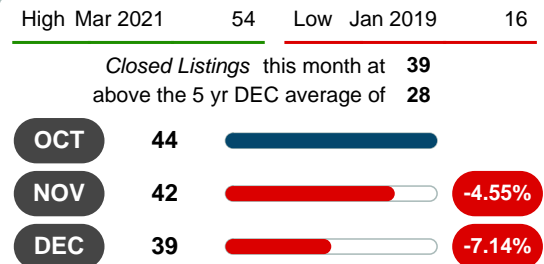


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0			0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	8			20.51%	58.5	5	3	0	0
\$75,001 - \$100,000	6			15.38%	48.2	3	3	0	0
\$100,001 - \$200,000	10			25.64%	23.6	1	9	0	0
\$200,001 - \$275,000	6			15.38%	10.2	1	4	1	0
\$275,001 - \$350,000	5			12.82%	23.2	0	5	0	0
\$350,001 and up	4			10.26%	71.5	0	4	0	0
Total Closed Units					39	10	28	1	0
Total Closed Volume					7,005,000	889.90K	5.90M	220.00K	0.00B
Average Closed Price					\$179,615	\$88,990	\$210,539	\$220,000	\$0

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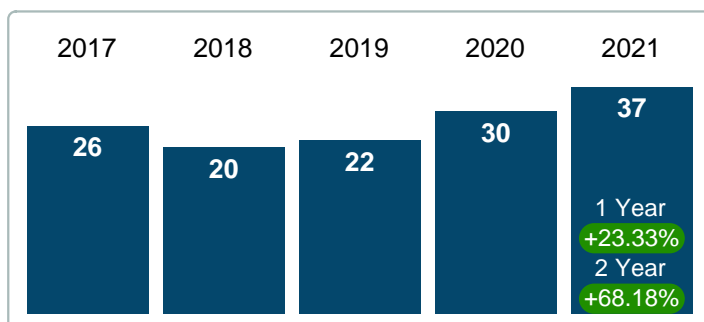


December 2021

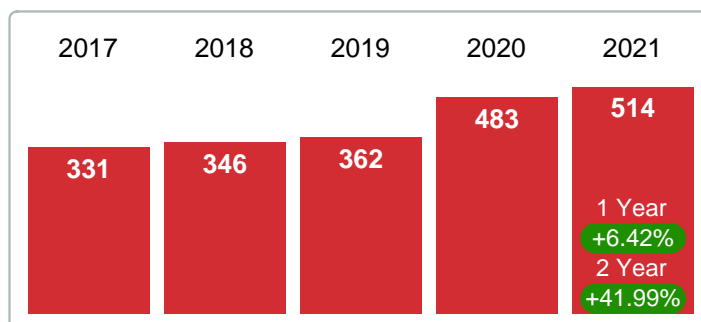
PENDING LISTINGS

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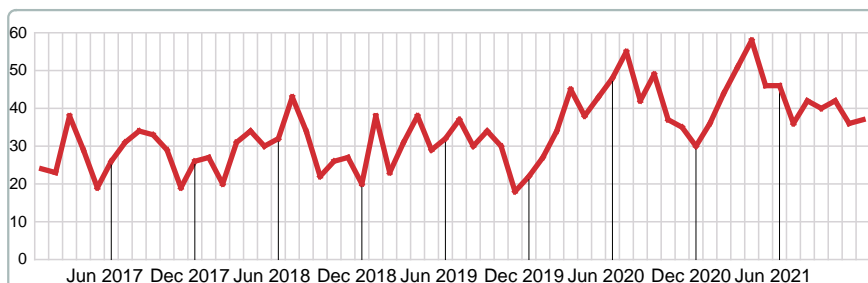
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at **37**
above the 5 yr DEC average of **27**

OCT	42		
NOV	36		-14.29%
DEC	37		2.78%

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%	40.7	0	3	0	0
\$75,001 - \$125,000	4	10.81%	25.8	4	0	0	0
\$125,001 - \$175,000	6	16.22%	22.2	3	3	0	0
\$175,001 - \$250,000	10	27.03%	79.1	1	8	1	0
\$250,001 - \$300,000	5	13.51%	42.0	1	2	2	0
\$300,001 - \$375,000	5	13.51%	53.4	1	2	2	0
\$375,001 and up	4	10.81%	94.8	0	3	1	0
Total Pending Units		37		10	21	6	0
Total Pending Volume		8,580,700	100%	1.63M	5.11M	1.84M	0.00B
Average Listing Price		\$223,769		\$163,180	\$243,429	\$306,150	\$0

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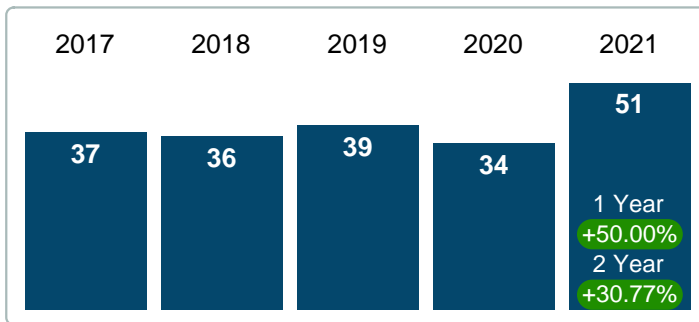


December 2021

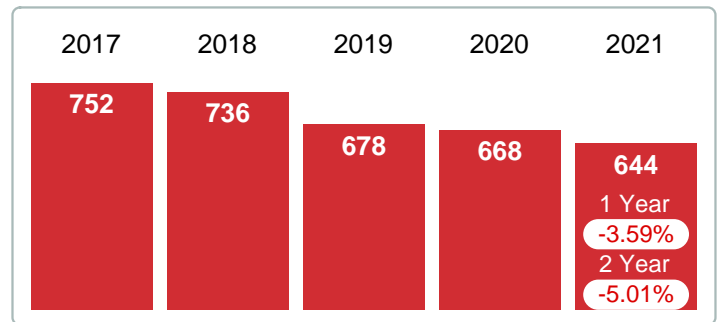
NEW LISTINGS

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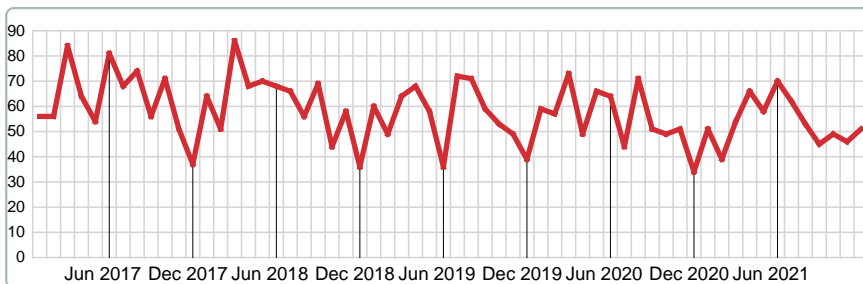
DECEMBER



YEAR TO DATE (YTD)

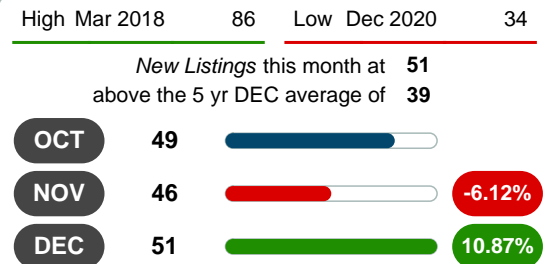


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$75,000 and less	5	9.80%
\$75,001 - \$100,000	4	7.84%
\$100,001 - \$150,000	7	13.73%
\$150,001 - \$225,000	14	27.45%
\$225,001 - \$275,000	8	15.69%
\$275,001 - \$375,000	7	13.73%
\$375,001 and up	6	11.76%
Total New Listed Units	51	
Total New Listed Volume	11,510,925	100%
Average New Listed Listing Price	\$194,458	

1-2 Beds	3 Beds	4 Beds	5+ Beds
3	2	0	0
4	0	0	0
2	5	0	0
2	11	1	0
1	5	2	0
2	2	1	2
0	2	2	2
14	27	6	4
2.01M	5.55M	2.26M	1.69M
\$143,657	\$205,493	\$376,150	\$423,631



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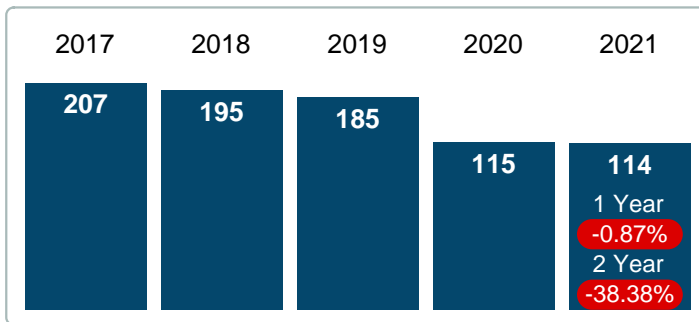


December 2021

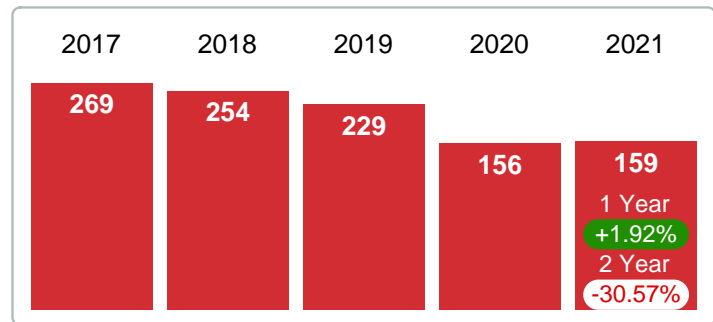
ACTIVE INVENTORY

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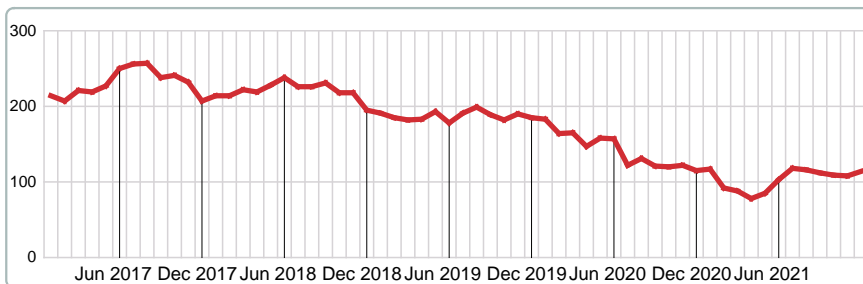
END OF DECEMBER



ACTIVE DURING DECEMBER

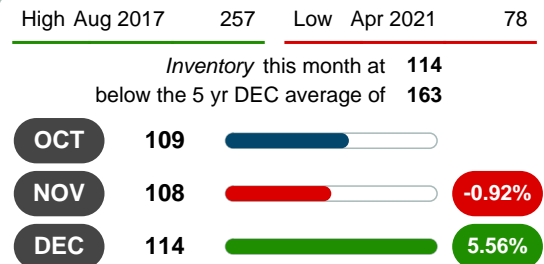


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 163



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	10.53%	71.1	7	5	0	0
\$75,001 - \$125,000	12	10.53%	75.6	3	8	1	0
\$125,001 - \$175,000	13	11.40%	99.4	2	10	1	0
\$175,001 - \$325,000	33	28.95%	51.8	2	24	4	3
\$325,001 - \$475,000	18	15.79%	94.2	2	9	5	2
\$475,001 - \$825,000	13	11.40%	88.9	1	3	5	4
\$825,001 and up	13	11.40%	113.8	0	4	4	5
Total Active Inventory by Units		114		17	63	20	14
Total Active Inventory by Volume		49,494,602	100%	2.89M	20.30M	12.46M	13.85M
Average Active Inventory Listing Price		\$434,163		\$169,799	\$322,185	\$622,905	\$989,448

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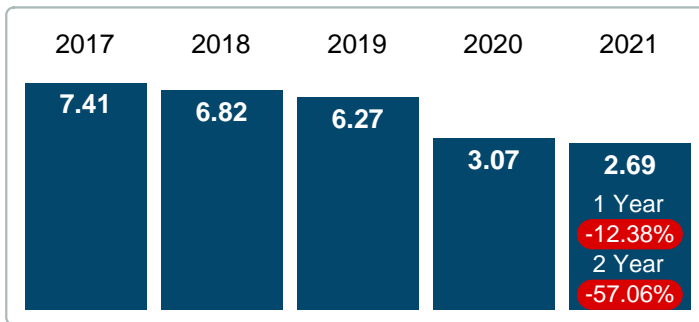


December 2021

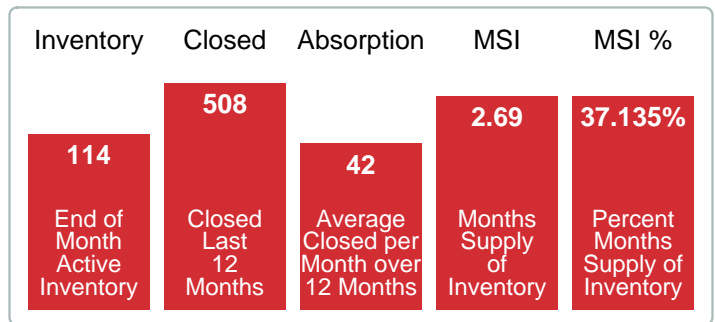
MONTHS SUPPLY of INVENTORY (MSI)

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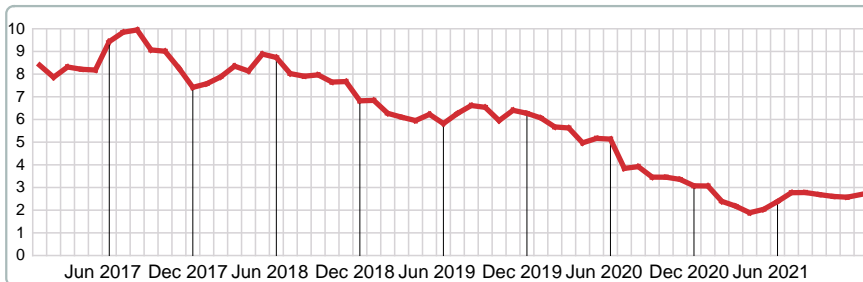
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.25

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at **2.69**
below the 5 yr DEC average of **5.25**



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
\$75,000 and less	12	10.53%	2.12	2.55	1.82	0.00	0.00
\$75,001 - \$125,000	12	10.53%	1.43	1.13	1.57	1.71	0.00
\$125,001 - \$175,000	13	11.40%	1.38	4.80	1.33	0.75	0.00
\$175,001 - \$325,000	33	28.95%	2.57	1.33	2.69	1.92	9.00
\$325,001 - \$475,000	18	15.79%	5.54	24.00	4.50	4.62	24.00
\$475,001 - \$825,000	13	11.40%	5.78	4.00	3.60	7.50	8.00
\$825,001 and up	13	11.40%	26.00	0.00	48.00	24.00	20.00
Market Supply of Inventory (MSI)			2.69	2.22	2.32	3.29	9.88
Total Active Inventory by Units		100%	2.69	17	63	20	14



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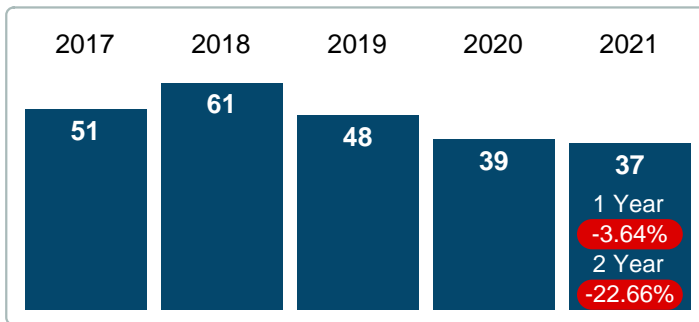


December 2021

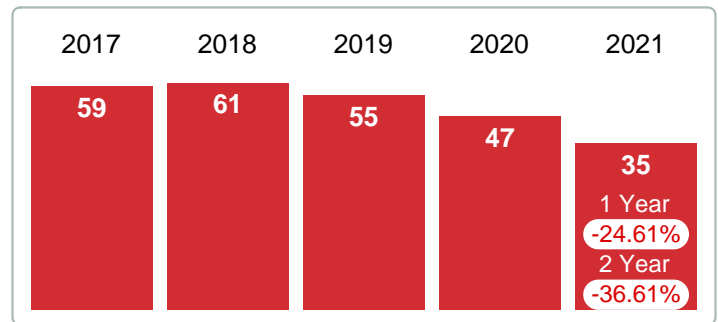
AVERAGE DAYS ON MARKET TO SALE

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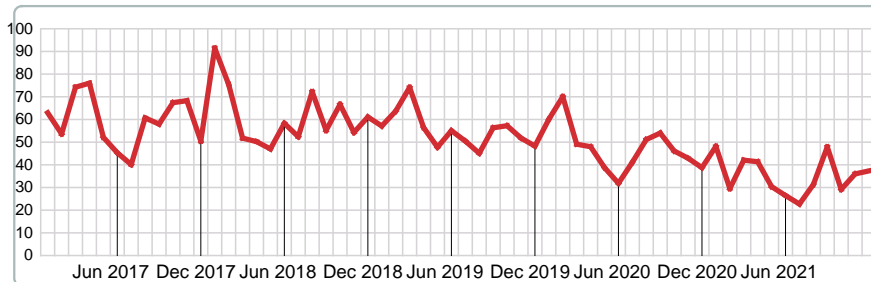
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 47

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 37
below the 5 yr DEC average of 47

OCT	29	
NOV	36	23.46%
DEC	37	3.70%

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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	8	20.51%	59	37	95	0	0
\$75,001 - \$100,000	6	15.38%	48	25	72	0	0
\$100,001 - \$200,000	10	25.64%	24	96	16	0	0
\$200,001 - \$275,000	6	15.38%	10	1	13	7	0
\$275,001 - \$350,000	5	12.82%	23	0	23	0	0
\$350,001 and up	4	10.26%	72	0	72	0	0
Average Closed DOM	37			35	39	7	0
Total Closed Units	39	100%	37	10	28	1	
Total Closed Volume	7,005,000			889.90K	5.90M	220.00K	0.00B



Area Delimited by County Of Mayes - Residential Property Type

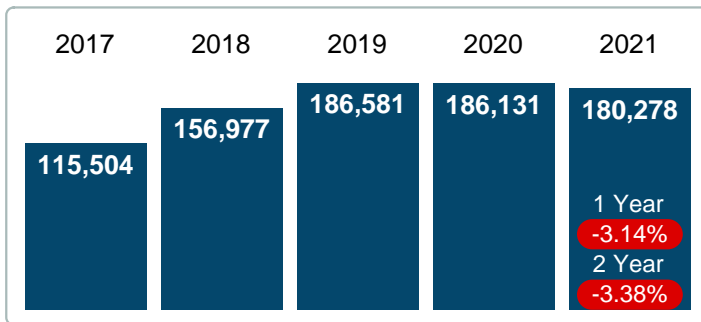


December 2021

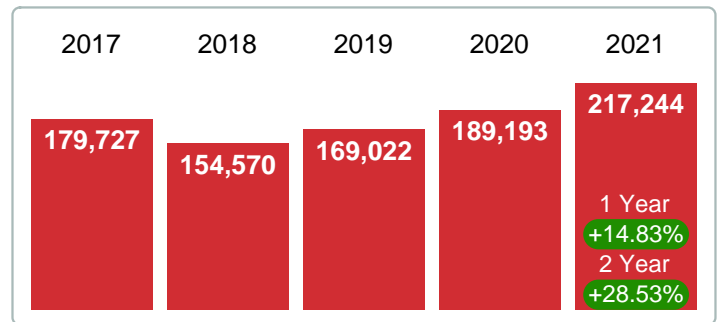
AVERAGE LIST PRICE AT CLOSING

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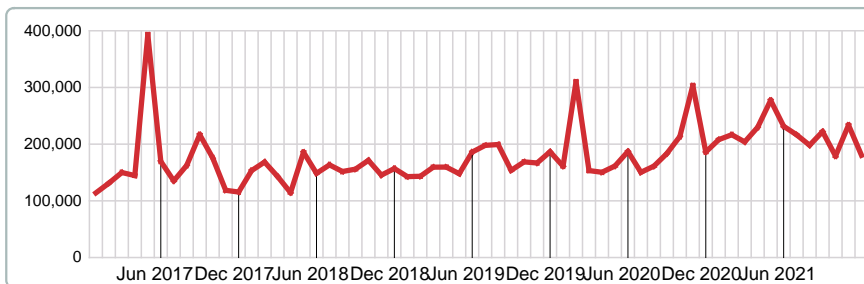
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 165,094

High May 2017 393,277 Low Jan 2017 114,044

Average List Price at Closing this month at **180,278**
above the 5 yr DEC average of **165,094**

OCT	178,975	
NOV	233,607	30.52%
DEC	180,278	-22.83%

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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	8	20.51%	52,354	53,786	49,967	0	0
\$75,001 - \$100,000	4	10.26%	90,850	98,000	96,967	0	0
\$100,001 - \$200,000	12	30.77%	142,067	105,000	153,144	0	0
\$200,001 - \$275,000	5	12.82%	243,480	250,000	258,725	217,500	0
\$275,001 - \$350,000	7	17.95%	293,914	0	294,680	0	0
\$350,001 and up	3	7.69%	423,000	0	392,000	0	0
Average List Price			180,278	91,793	210,550	217,500	0
Total Closed Units		100%	180,278	10	28	1	
Total Closed Volume			7,030,830	917.93K	5.90M	217.50K	0.00B



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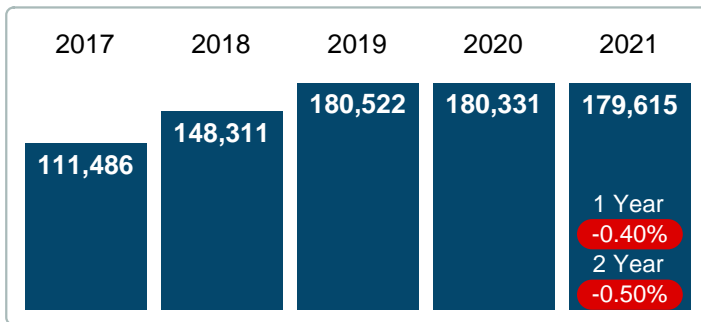


December 2021

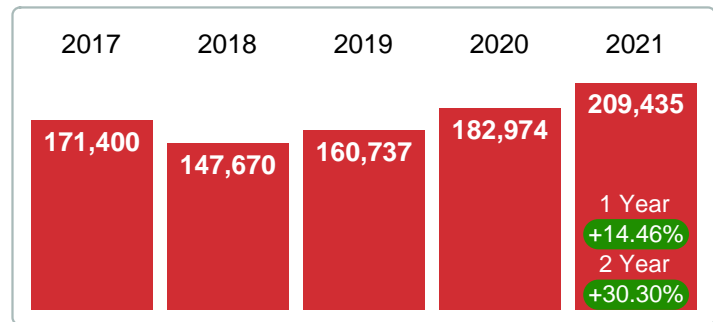
AVERAGE SOLD PRICE AT CLOSING

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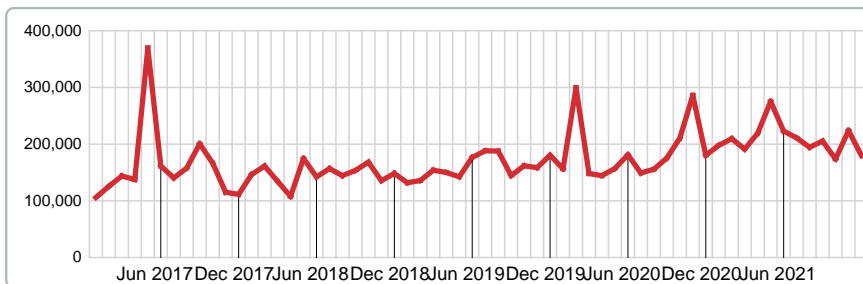
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 160,053

High May 2017 369,501 Low Jan 2017 105,899

Average Sold Price at Closing this month at **179,615**
above the 5 yr DEC average of **160,053**

OCT	173,711	
NOV	223,967	28.93%
DEC	179,615	-19.80%

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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$75,000	8	20.51%	48,538	50,980	44,467	0	0
\$75,001 - \$100,000	6	15.38%	92,733	93,333	92,133	0	0
\$100,001 - \$200,000	10	25.64%	148,590	105,000	153,433	0	0
\$200,001 - \$275,000	6	15.38%	247,167	250,000	253,250	220,000	0
\$275,001 - \$350,000	5	12.82%	299,180	0	299,180	0	0
\$350,001 and up	4	10.26%	398,875	0	398,875	0	0
Average Sold Price			179,615	88,990	210,539	220,000	0
Total Closed Units		100%	179,615	10	28	1	
Total Closed Volume			7,005,000	889.90K	5.90M	220.00K	0.00B



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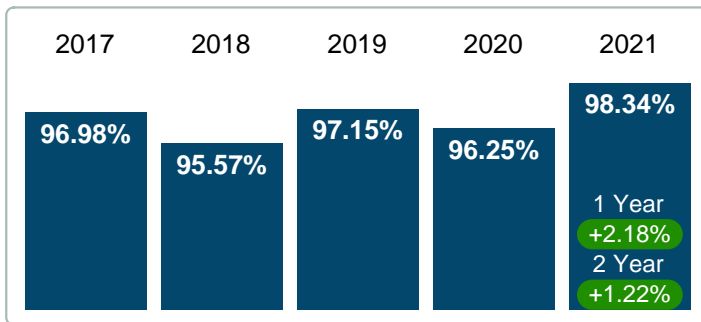


December 2021

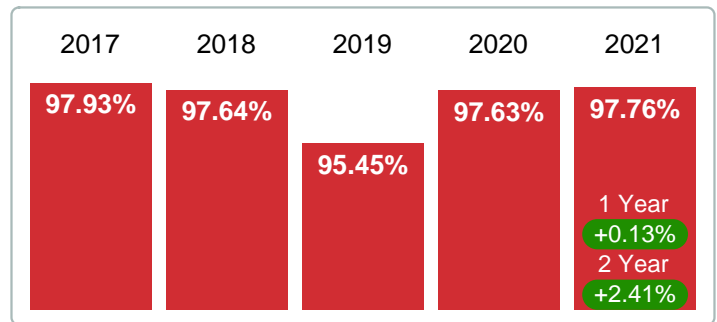
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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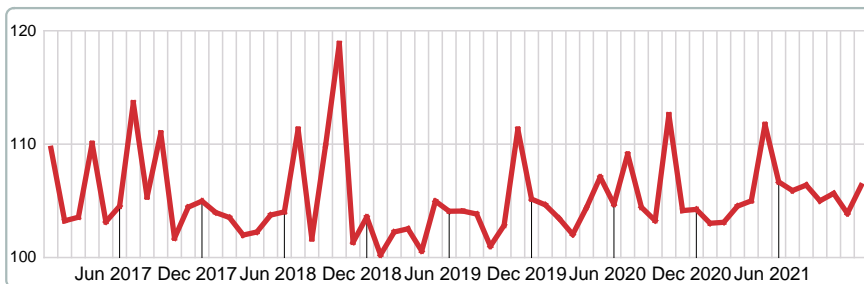
DECEMBER



YEAR TO DATE (YTD)



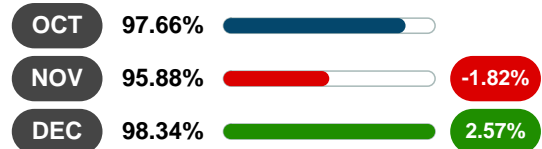
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 96.86%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.34%**
above the 5 yr DEC average of **96.86%**

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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	20.51%	92.92%	94.43%	90.42%	0.00%	0.00%
\$75,001 - \$100,000	6	15.38%	95.64%	95.58%	95.70%	0.00%	0.00%
\$100,001 - \$200,000	10	25.64%	100.50%	100.00%	100.56%	0.00%	0.00%
\$200,001 - \$275,000	6	15.38%	98.89%	100.00%	98.04%	101.15%	0.00%
\$275,001 - \$350,000	5	12.82%	101.60%	0.00%	101.60%	0.00%	0.00%
\$350,001 and up	4	10.26%	102.97%	0.00%	102.97%	0.00%	0.00%
Average Sold/List Ratio		98.30%		95.89%	99.12%	101.15%	0.00%
Total Closed Units		39	100%	10	28	1	
Total Closed Volume		7,005,000		889.90K	5.90M	220.00K	0.00B



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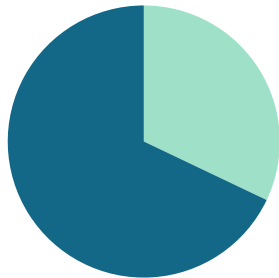


December 2021

MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY



Inventory

New Listings
51 = 32.08%

Start Inventory
108

Total Inventory Units
159

Volume
\$61,786,502

Market Activity

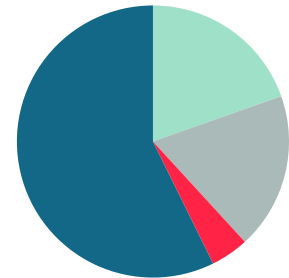
Closed Sales
39 = 19.60%

Pending Sales
37 = 18.59%

Other Off Market
9 = 4.52%

Active Inventory
114 = 57.29%

MARKET ACTIVITY



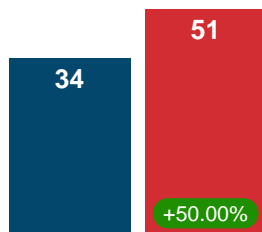
Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	35	39	11.43%	449	508	13.14%
Pending Sales	30	37	23.33%	483	514	6.42%
New Listings	34	51	50.00%	668	644	-3.59%
Average List Price	186,131	180,278	-3.14%	189,193	217,244	14.83%
Average Sale Price	180,331	179,615	-0.40%	182,974	209,435	14.46%
Average Percent of Selling Price to List Price	96.25%	98.34%	2.18%	97.63%	97.76%	0.13%
Average Days on Market to Sale	38.74	37.33	-3.64%	46.55	35.10	-24.61%
Monthly Inventory	115	114	-0.87%	115	114	-0.87%
Months Supply of Inventory	3.07	2.69	-12.38%	3.07	2.69	-12.38%

Absorption: Last 12 months, an Average of **42** Sales/MonthInventory on December 31, 2021 = **114**
2020 2021

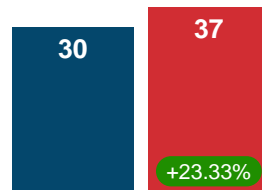
DECEMBER MARKET

AVERAGE PRICES

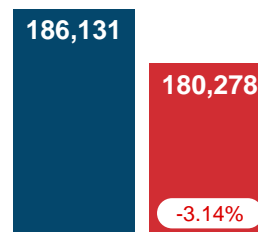
New Listings



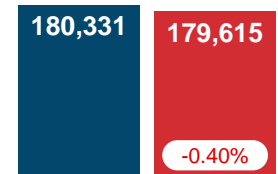
Pending Listings



List Price



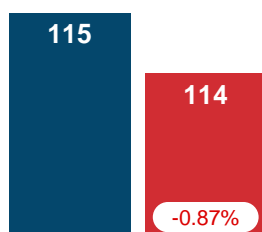
Sale Price



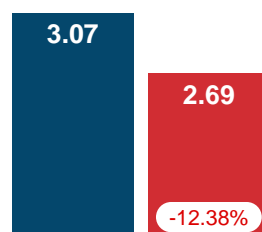
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

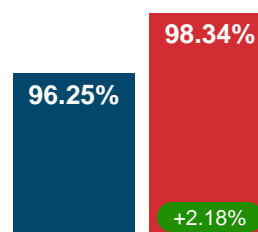
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

