



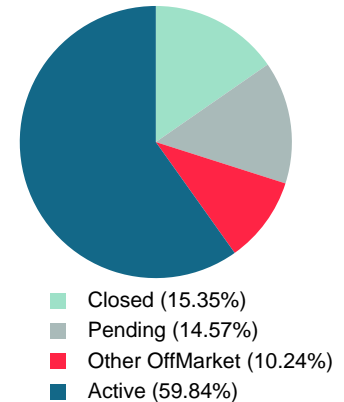
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	39	39	0.00%
Pending Listings	37	37	0.00%
New Listings	51	36	-29.41%
Average List Price	180,278	183,377	1.72%
Average Sale Price	179,615	178,931	-0.38%
Average Percent of Selling Price to List Price	98.34%	100.49%	2.18%
Average Days on Market to Sale	37.33	49.85	33.52%
End of Month Inventory	114	152	33.33%
Months Supply of Inventory	2.69	3.80	41.11%



Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of December 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **33.33%** to 152 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 **3.80** 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 **0.38%** in December 2022 to \$178,931 versus the previous year at \$179,615.

Average Days on Market Lengthens

The average number of **49.85** days that homes spent on the market before selling increased by 12.51 days or **33.52%** 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 39 Closed Listings this month versus last year at 39, a **0.00%** decrease.

Closed versus Listed trends yielded a **108.3%** ratio, up from previous year's, December 2021, at **76.5%**, a **41.67%** upswing. 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

December 2022



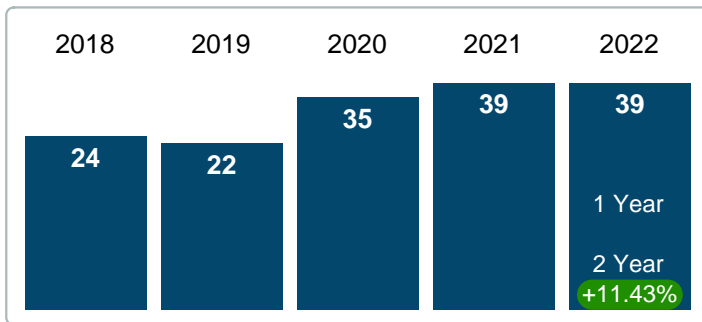
Area Delimited by County Of Mayes - Residential Property Type



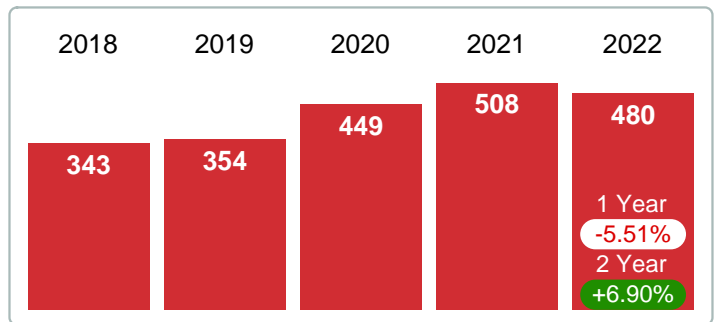
CLOSED LISTINGS

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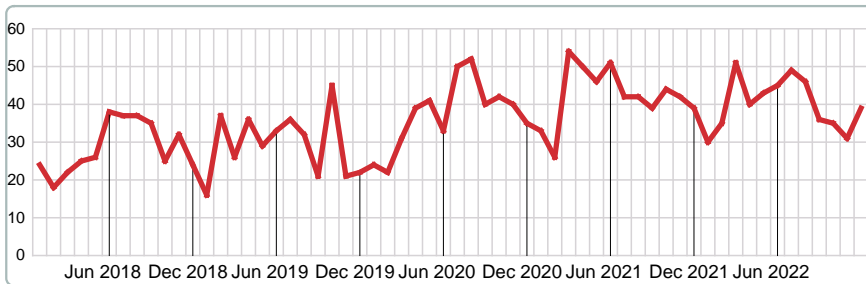
DECEMBER



YEAR TO DATE (YTD)

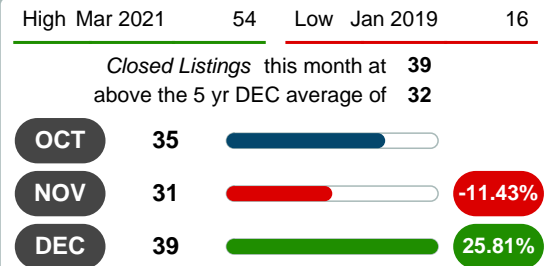


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 32



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	7.69%	20.0	2	1	0	0
\$50,001 - \$100,000	4	10.26%	23.5	1	3	0	0
\$100,001 - \$125,000	5	12.82%	57.8	3	2	0	0
\$125,001 - \$175,000	10	25.64%	43.1	2	8	0	0
\$175,001 - \$225,000	5	12.82%	55.6	0	5	0	0
\$225,001 - \$275,000	8	20.51%	57.1	1	7	0	0
\$275,001 and up	4	10.26%	83.8	1	0	0	3
Total Closed Units	39			10	26	0	3
Total Closed Volume	6,978,296	100%	49.8	1.43M	4.38M	0.00B	1.17M
Average Closed Price	\$178,931			\$143,190	\$168,438	\$0	\$389,000

December 2022



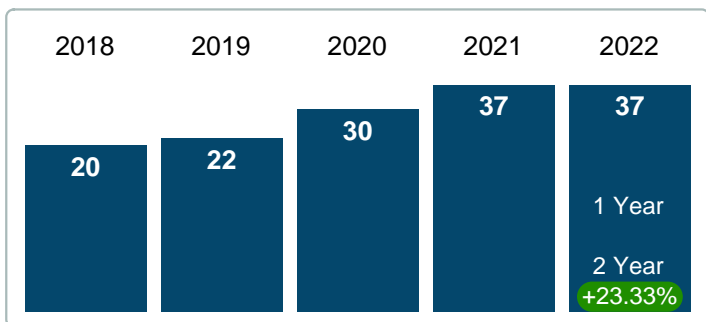
Area Delimited by County Of Mayes - Residential Property Type



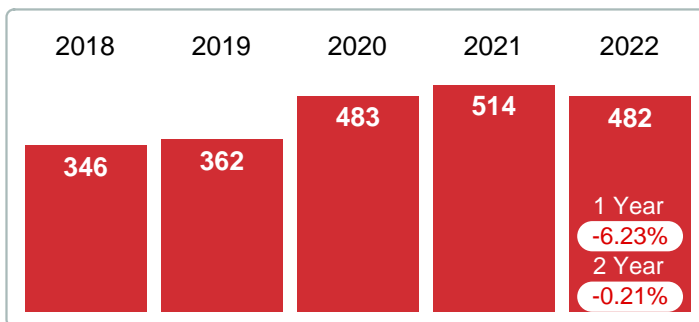
PENDING LISTINGS

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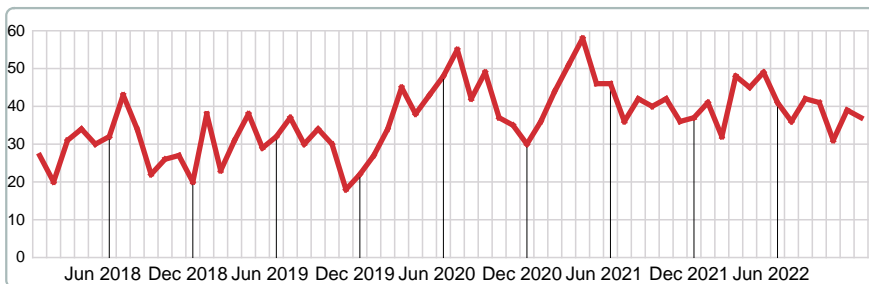
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 29

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at **37**
above the 5 yr DEC average of **29**

- OCT 31
- NOV 39 +25.81%
- DEC 37 -5.13%

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
Total Pending Units	37			4	26	7	0
Total Pending Volume	8,552,449	100%	59.8	674.80K	5.28M	2.60M	0.00B
Average Listing Price	\$235,013			\$168,700	\$203,025	\$371,286	\$0

December 2022



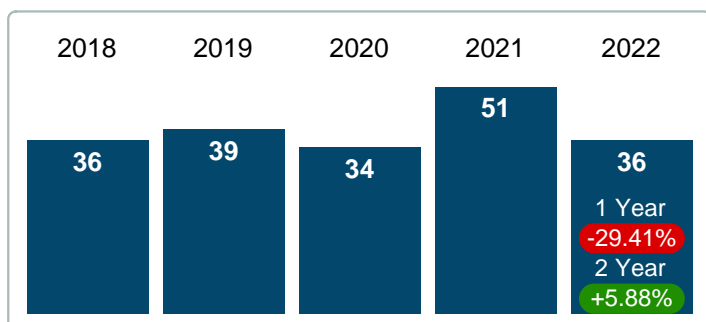
Area Delimited by County Of Mayes - Residential Property Type



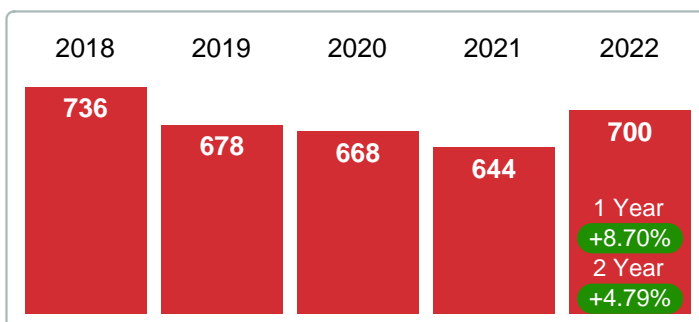
NEW LISTINGS

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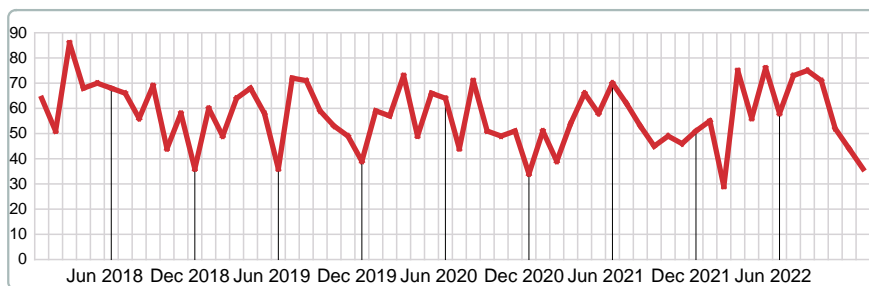
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

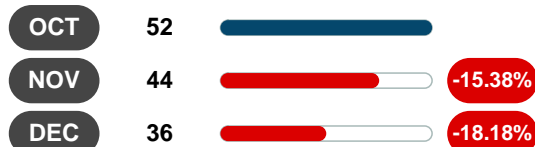


3 MONTHS

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



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	8.33%	2	1	0	0
\$50,001 - \$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
Total New Listed Units	36		6	23	7	0
Total New Listed Volume	10,823,835	100%	717.90K	7.43M	2.67M	0.00B
Average New Listed Listing Price	\$212,927		\$119,650	\$323,137	\$381,971	\$0

December 2022



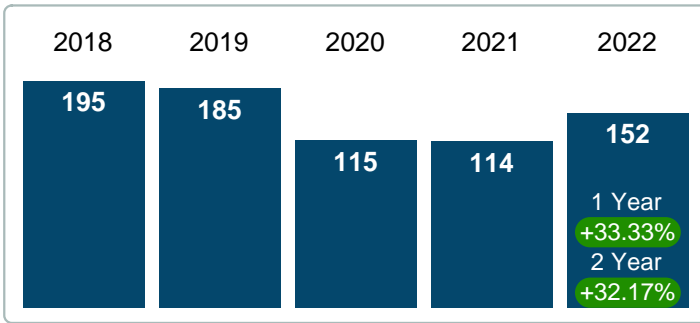
Area Delimited by County Of Mayes - Residential Property Type



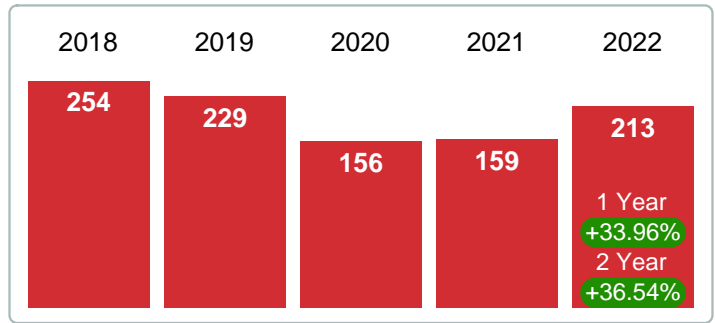
ACTIVE INVENTORY

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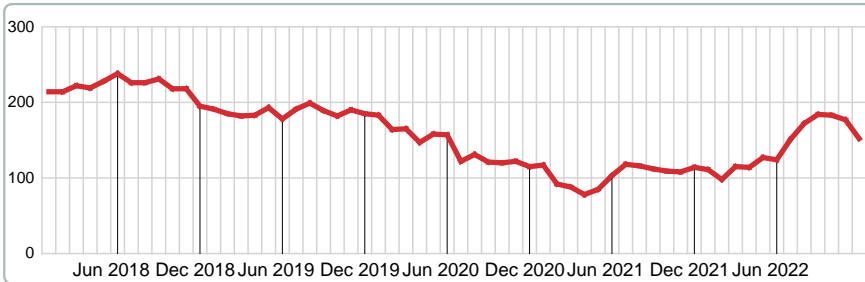
END OF DECEMBER



ACTIVE DURING DECEMBER

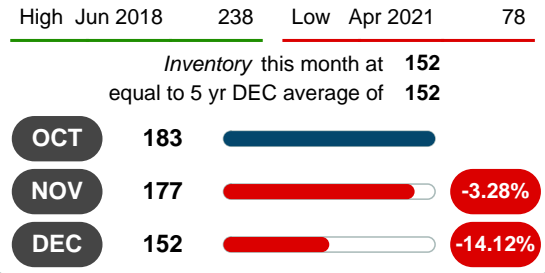


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 152



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	8.55%	119.2	9	3	1	0
\$100,001 - \$175,000	21	13.82%	92.2	4	14	2	1
\$175,001 - \$225,000	20	13.16%	82.4	2	15	3	0
\$225,001 - \$325,000	33	21.71%	93.3	4	18	8	3
\$325,001 - \$400,000	31	20.39%	101.3	0	12	17	2
\$400,001 - \$550,000	18	11.84%	134.1	2	11	4	1
\$550,001 and up	16	10.53%	97.9	0	8	3	5
Total Active Inventory by Units	152			21	81	38	12
Total Active Inventory by Volume	58,449,925	100%	100.9	3.37M	27.15M	14.54M	13.39M
Average Active Inventory Listing Price	\$384,539			\$160,295	\$335,165	\$382,663	\$1,116,183

December 2022



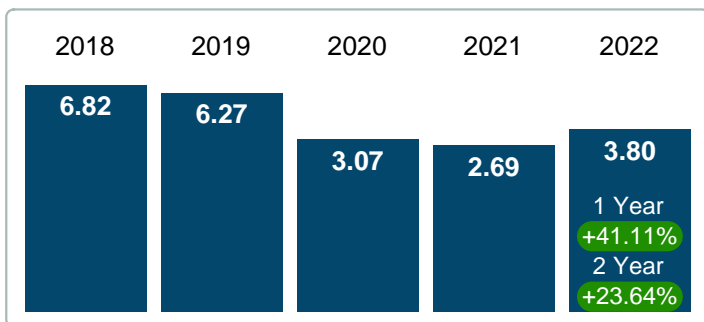
Area Delimited by County Of Mayes - Residential Property Type



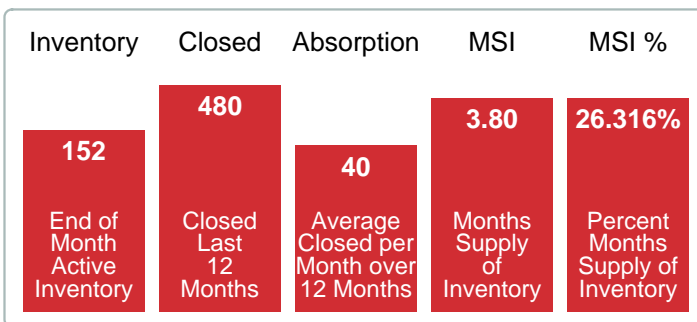
MONTHS SUPPLY of INVENTORY (MSI)

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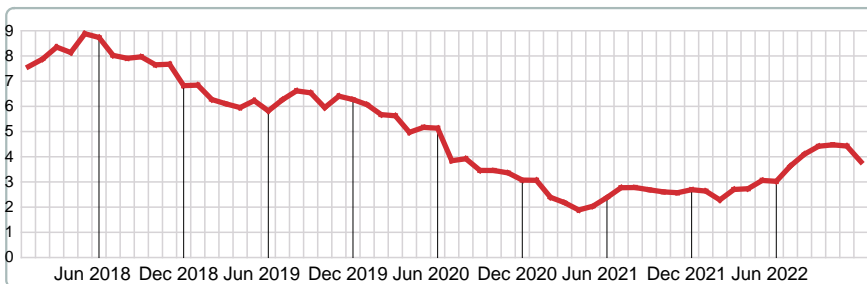
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.53

High May 2018 8.88 Low Apr 2021 1.89

Months Supply this month at **3.80**
below the 5 yr DEC average of **4.53**



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	8.55%	2.00	2.40	1.16	6.00	0.00
\$100,001 - \$175,000	21	13.82%	1.87	1.20	1.95	2.67	0.00
\$175,001 - \$225,000	20	13.16%	3.24	4.00	3.21	5.14	0.00
\$225,001 - \$325,000	33	21.71%	3.74	3.00	3.27	4.80	9.00
\$325,001 - \$400,000	31	20.39%	9.54	0.00	7.20	17.00	8.00
\$400,001 - \$550,000	18	11.84%	9.39	0.00	12.00	5.33	4.00
\$550,001 and up	16	10.53%	7.68	0.00	8.00	12.00	8.57
Market Supply of Inventory (MSI)			3.80	2.21	3.45	7.35	6.55
Total Active Inventory by Units		100%	3.80	21	81	38	12

December 2022



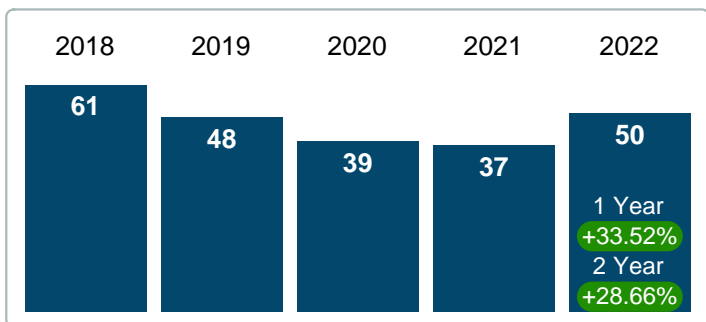
Area Delimited by County Of Mayes - Residential Property Type



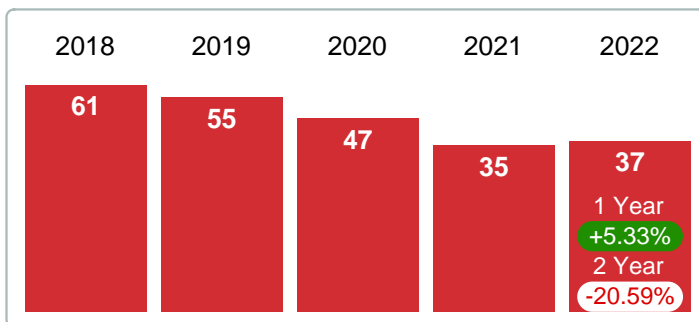
AVERAGE DAYS ON MARKET TO SALE

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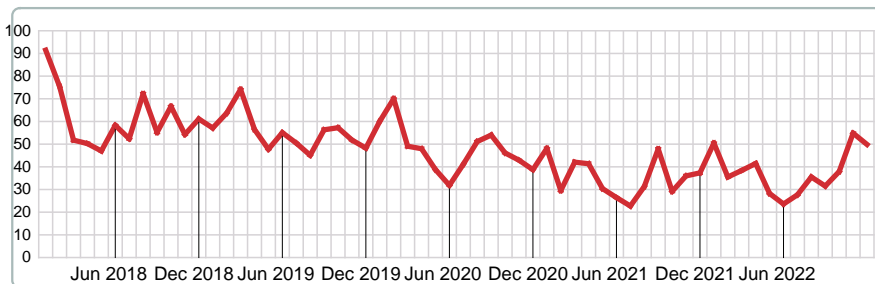
DECEMBER



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 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	7.69%	20	9	43	0	0
\$50,001 - \$100,000	10.26%	24	78	5	0	0
\$100,001 - \$125,000	12.82%	58	72	37	0	0
\$125,001 - \$175,000	25.64%	43	77	35	0	0
\$175,001 - \$225,000	12.82%	56	0	56	0	0
\$225,001 - \$275,000	20.51%	57	108	50	0	0
\$275,001 and up	10.26%	84	5	0	0	110
Average Closed DOM		50	58	40	0	110
Total Closed Units	100%	50	10	26	0	3
Total Closed Volume		6,978,296	1.43M	4.38M	0.00B	1.17M

December 2022



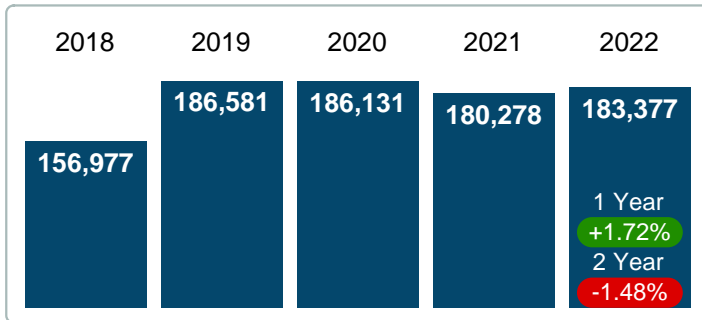
Area Delimited by County Of Mayes - Residential Property Type



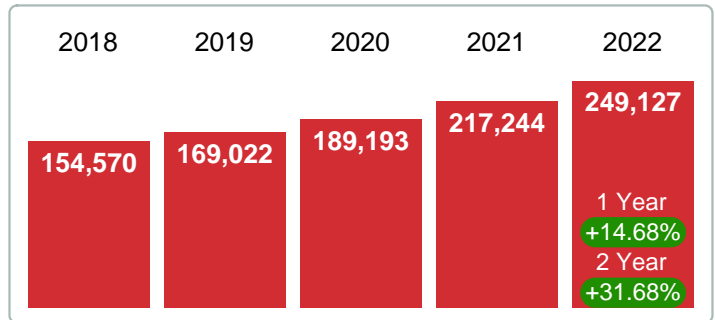
AVERAGE LIST PRICE AT CLOSING

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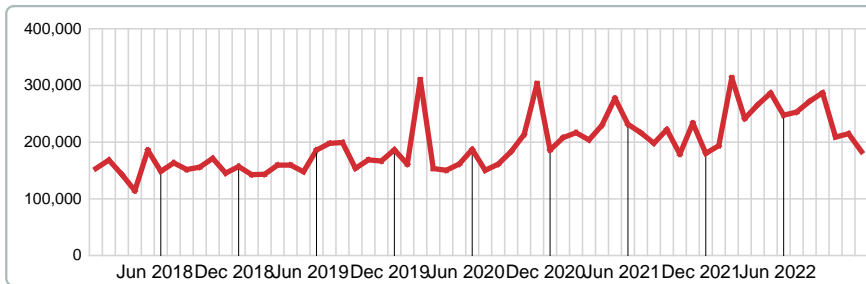
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

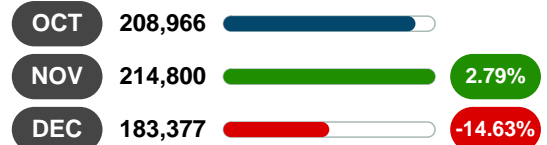


3 MONTHS

5 year DEC AVG = 178,669

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

Average List Price at Closing this month at **183,377**
above the 5 yr DEC average of **178,669**



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	7.69%	47,967	56,500	49,000	0	0
\$50,001 - \$100,000	5	12.82%	75,080	89,900	72,467	0	0
\$100,001 - \$125,000	3	7.69%	117,300	101,833	114,950	0	0
\$125,001 - \$175,000	11	28.21%	150,618	165,500	149,037	0	0
\$175,001 - \$225,000	5	12.82%	200,800	0	200,800	0	0
\$225,001 - \$275,000	8	20.51%	263,463	266,300	263,057	0	0
\$275,001 and up	4	10.26%	378,000	305,000	0	0	402,333
Average List Price			183,377	141,070	174,384	0	402,333
Total Closed Units		100%	183,377	10	26		3
Total Closed Volume			7,151,695	1.41M	4.53M	0.00B	1.21M

December 2022



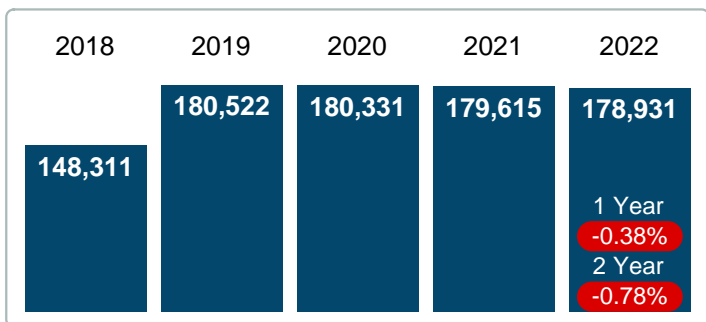
Area Delimited by County Of Mayes - Residential Property Type



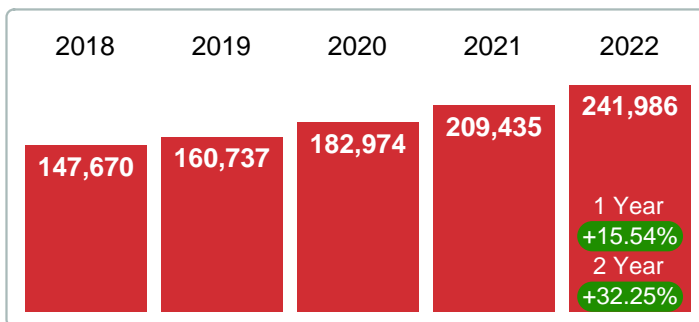
AVERAGE SOLD PRICE AT CLOSING

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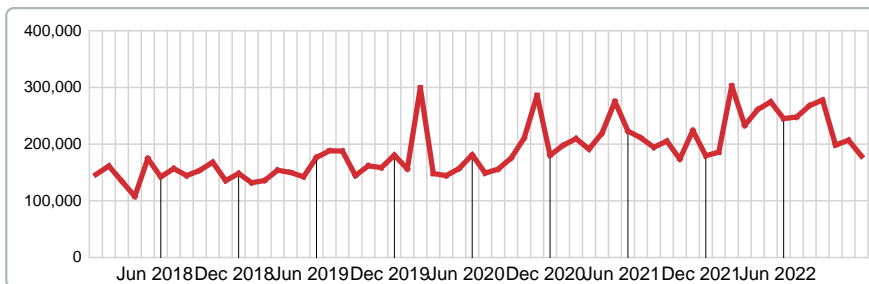
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

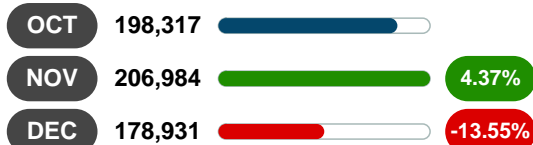


3 MONTHS

5 year DEC AVG = 173,542

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

Average Sold Price at Closing this month at **178,931** above the 5 yr DEC average of **173,542**



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	7.69%	48,667	49,000	48,000	0	0
\$50,001 - \$100,000	10.26%	77,900	92,600	73,000	0	0
\$100,001 - \$125,000	12.82%	118,200	121,667	113,000	0	0
\$125,001 - \$175,000	25.64%	148,970	161,150	145,924	0	0
\$175,001 - \$225,000	12.82%	195,400	0	195,400	0	0
\$225,001 - \$275,000	20.51%	248,875	249,000	248,857	0	0
\$275,001 and up	10.26%	368,000	305,000	0	0	389,000
Average Sold Price		178,931	143,190	168,438	0	389,000
Total Closed Units	100%	178,931	10	26		3
Total Closed Volume		6,978,296	1.43M	4.38M	0.00B	1.17M

December 2022



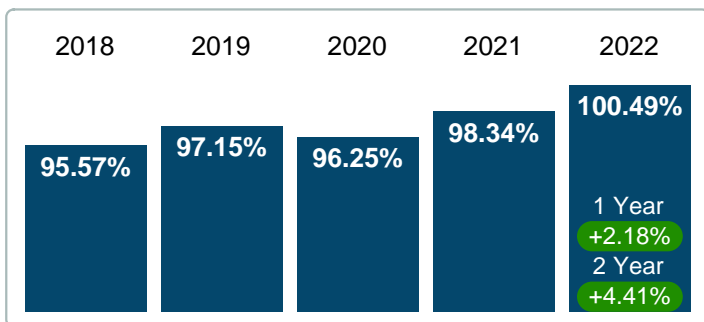
Area Delimited by County Of Mayes - Residential Property Type



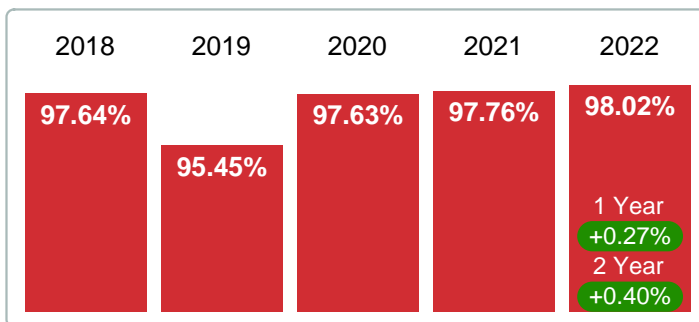
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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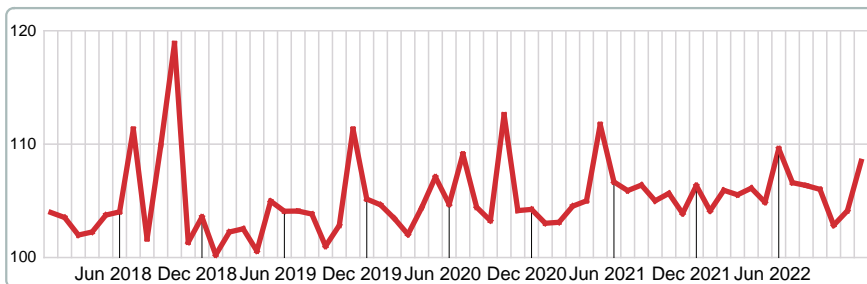
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

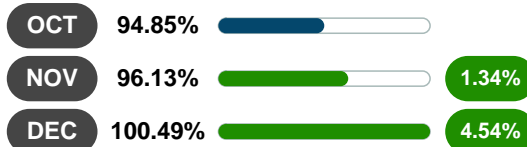


3 MONTHS

5 year DEC AVG = 97.56%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **100.49%**
above the 5 yr DEC average of **97.56%**



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	7.69%	90.48%	86.74%	97.96%	0.00%	0.00%
\$50,001 - \$100,000	4	10.26%	102.98%	103.00%	102.98%	0.00%	0.00%
\$100,001 - \$125,000	5	12.82%	124.51%	142.03%	98.23%	0.00%	0.00%
\$125,001 - \$175,000	10	25.64%	97.84%	97.37%	97.96%	0.00%	0.00%
\$175,001 - \$225,000	5	12.82%	97.31%	0.00%	97.31%	0.00%	0.00%
\$225,001 - \$275,000	8	20.51%	94.56%	93.50%	94.71%	0.00%	0.00%
\$275,001 and up	4	10.26%	97.89%	100.00%	0.00%	0.00%	97.19%
Average Sold/List Ratio		100.50%		109.08%	97.56%	0.00%	97.19%
Total Closed Units		39	100%	10	26		3
Total Closed Volume		6,978,296		1.43M	4.38M	0.00B	1.17M

December 2022



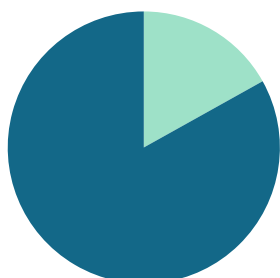
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

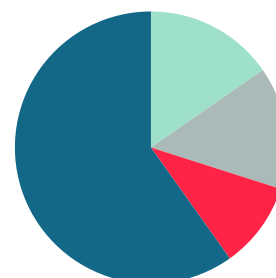


Inventory
 New Listings
36 = 16.90%
 Start Inventory
177
 Total Inventory Units
213
 Volume
\$78,650,874

Market Activity

Closed Sales
39 = 15.35%
 Pending Sales
37 = 14.57%
 Other Off Market
26 = 10.24%
 Active Inventory
152 = 59.84%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	39	0.00%	508	480	-5.51%
Pending Sales	37	37	0.00%	514	482	-6.23%
New Listings	51	36	-29.41%	644	700	8.70%
Average List Price	180,278	183,377	1.72%	217,244	249,127	14.68%
Average Sale Price	179,615	178,931	-0.38%	209,435	241,986	15.54%
Average Percent of Selling Price to List Price	98.34%	100.49%	2.18%	97.76%	98.02%	0.27%
Average Days on Market to Sale	37.33	49.85	33.52%	35.10	36.97	5.33%
Monthly Inventory	114	152	33.33%	114	152	33.33%
Months Supply of Inventory	2.69	3.80	41.11%	2.69	3.80	41.11%

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

Inventory on December 31, 2022 = **152** 2021 2022

DECEMBER MARKET

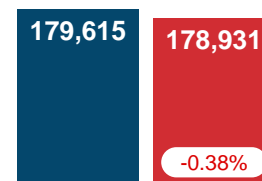
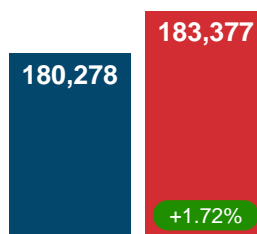
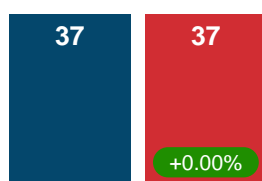
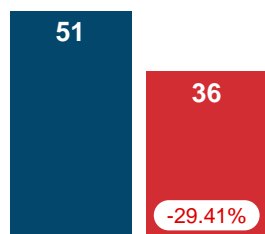
AVERAGE PRICES

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

