

# December 2022



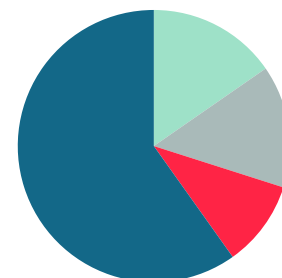
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	164,900	159,000	-3.58%
Median Sale Price	166,000	158,495	-4.52%
Median Percent of Selling Price to List Price	100.00%	97.96%	-2.04%
Median Days on Market to Sale	14.00	43.00	207.14%
End of Month Inventory	114	152	33.33%
Months Supply of Inventory	2.69	3.80	41.11%



■ Closed (15.35%)  
■ Pending (14.57%)  
■ Other OffMarket (10.24%)  
■ Active (59.84%)

**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.

#### 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 **4.52%** in December 2022 to \$158,495 versus the previous year at \$166,000.

#### Median Days on Market Lengthens

The median number of **43.00** days that homes spent on the market before selling increased by 29.00 days or **207.14%** 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 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.

### 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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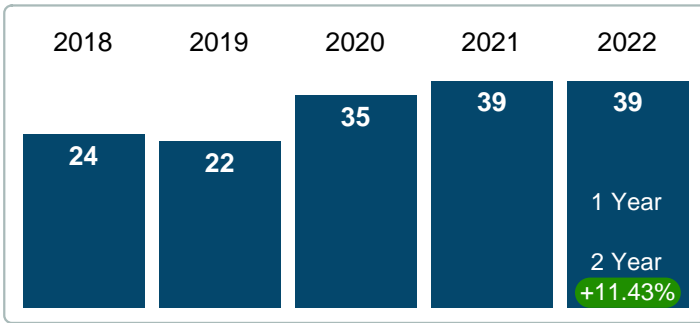
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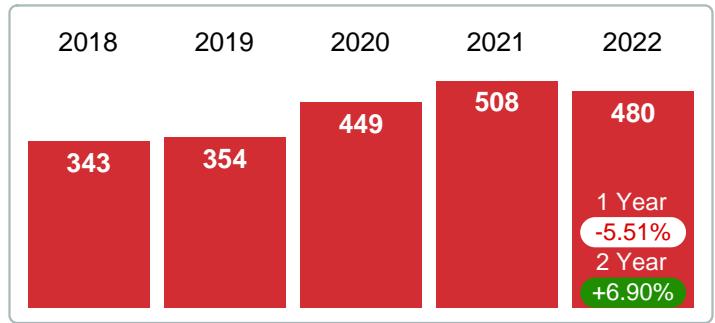
## CLOSED LISTINGS

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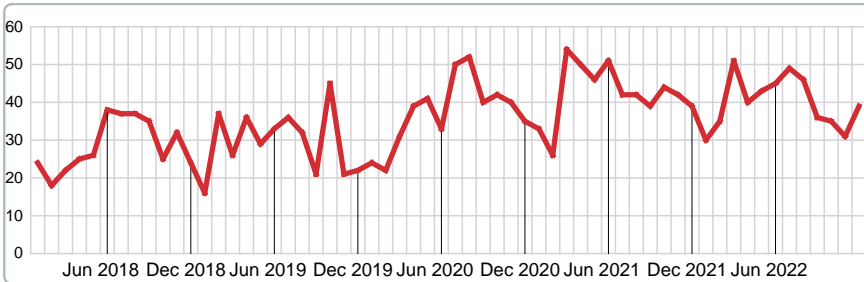
### DECEMBER



### YEAR TO DATE (YTD)

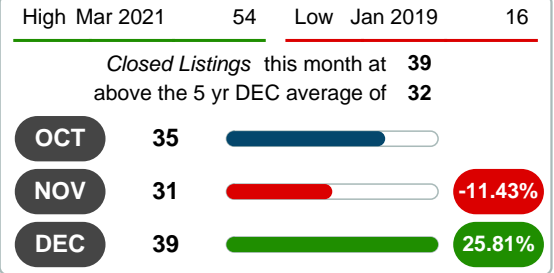


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	7.69%	9.0	2	1	0	0
\$50,001 - \$100,000	4	10.26%	7.5	1	3	0	0
\$100,001 - \$125,000	5	12.82%	62.0	3	2	0	0
\$125,001 - \$175,000	10	25.64%	36.5	2	8	0	0
\$175,001 - \$225,000	5	12.82%	46.0	0	5	0	0
\$225,001 - \$275,000	8	20.51%	40.5	1	7	0	0
\$275,001 and up	4	10.26%	94.5	1	0	0	3
<b>Total Closed Units</b>	<b>39</b>			<b>10</b>	<b>26</b>	<b>0</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,978,296</b>	<b>100%</b>	<b>43.0</b>	<b>1.43M</b>	<b>4.38M</b>	<b>0.00B</b>	<b>1.17M</b>
<b>Median Closed Price</b>	<b>\$158,495</b>			<b>\$125,000</b>	<b>\$158,748</b>	<b>\$0</b>	<b>\$437,000</b>

# December 2022



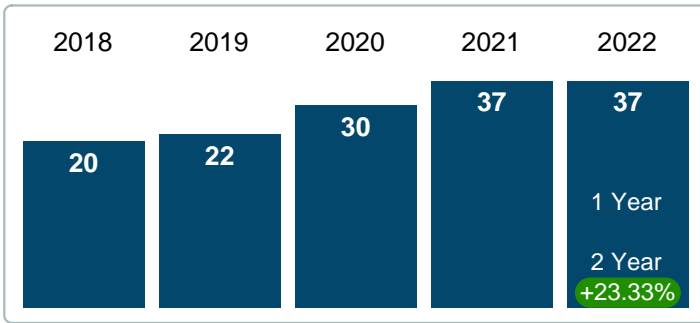
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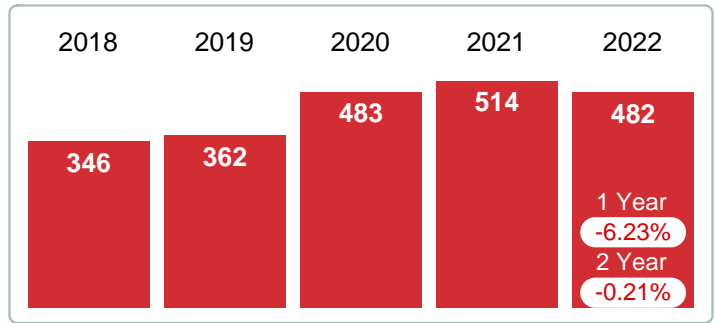
## PENDING LISTINGS

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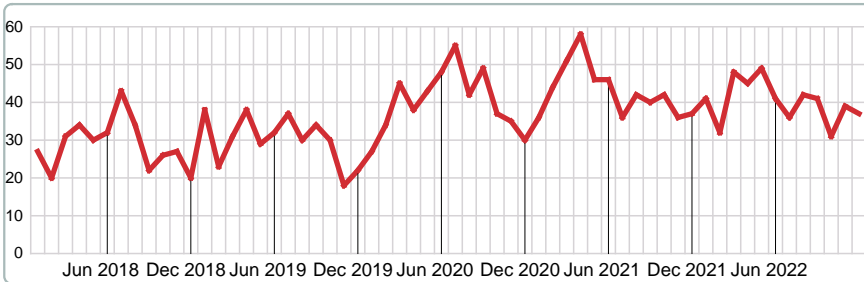
### DECEMBER



### YEAR TO DATE (YTD)

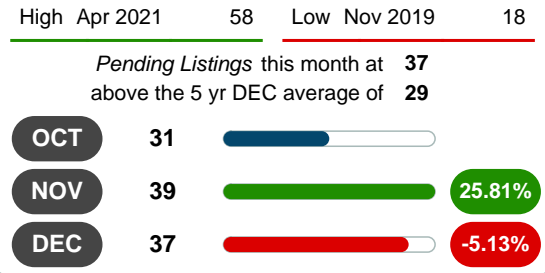


### 5 YEAR MARKET ACTIVITY TRENDS



### 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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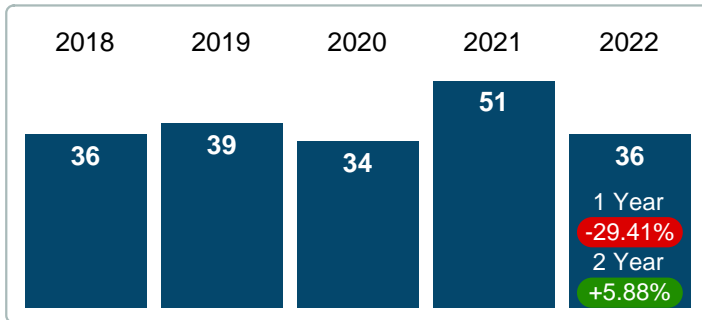
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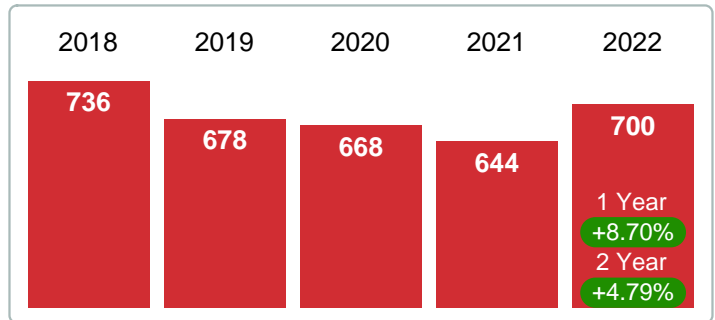
## NEW LISTINGS

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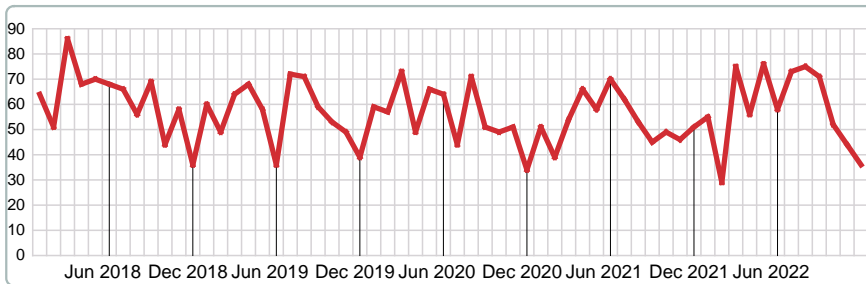
### DECEMBER



### YEAR TO DATE (YTD)

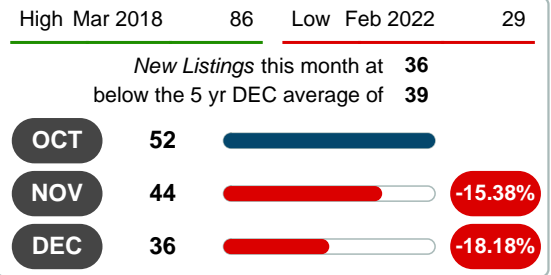


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	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
<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>10,823,835</b>	<b>100%</b>	<b>717.90K</b>	<b>7.43M</b>	<b>2.67M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$205,000</b>		<b>\$84,000</b>	<b>\$197,000</b>	<b>\$349,995</b>	<b>\$0</b>

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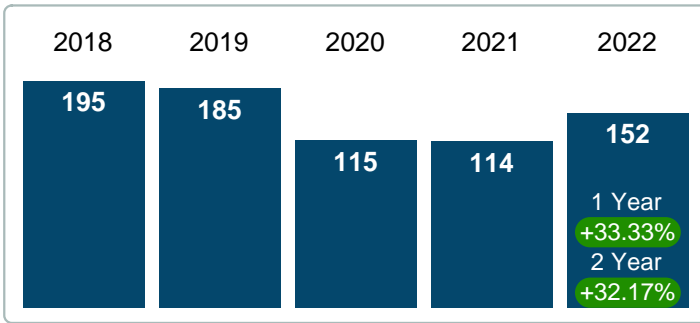
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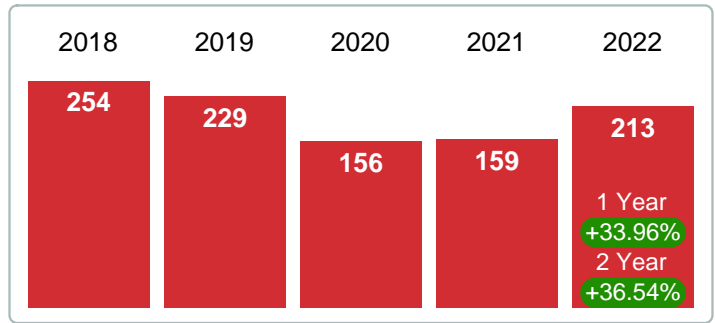
## ACTIVE INVENTORY

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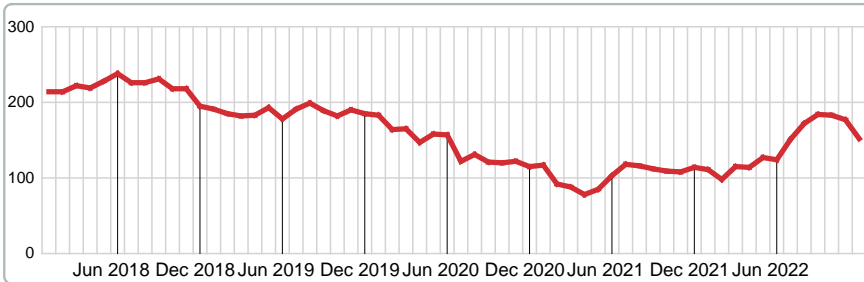
### END OF DECEMBER



### ACTIVE DURING DECEMBER

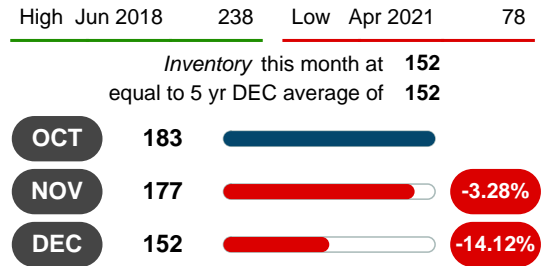


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 152



### 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	8.55%	108.0	9	3	1	0
\$100,001 - \$175,000	21	13.82%	67.0	4	14	2	1
\$175,001 - \$225,000	20	13.16%	46.5	2	15	3	0
\$225,001 - \$325,000	33	21.71%	95.0	4	18	8	3
\$325,001 - \$400,000	31	20.39%	103.0	0	12	17	2
\$400,001 - \$550,000	18	11.84%	139.0	2	11	4	1
\$550,001 and up	16	10.53%	96.5	0	8	3	5
<b>Total Active Inventory by Units</b>	<b>152</b>			<b>21</b>	<b>81</b>	<b>38</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>58,449,925</b>	<b>100%</b>	<b>94.5</b>	<b>3.37M</b>	<b>27.15M</b>	<b>14.54M</b>	<b>13.39M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$288,995</b>			<b>\$109,000</b>	<b>\$259,900</b>	<b>\$339,945</b>	<b>\$439,500</b>

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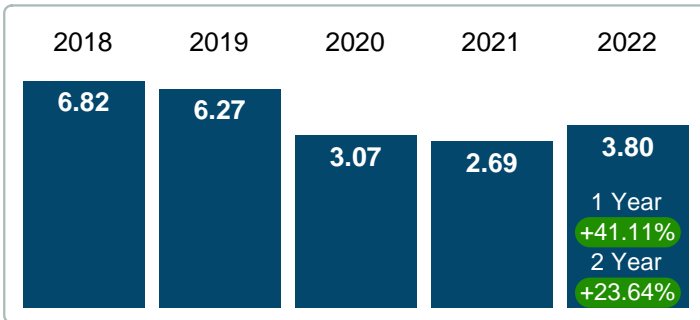
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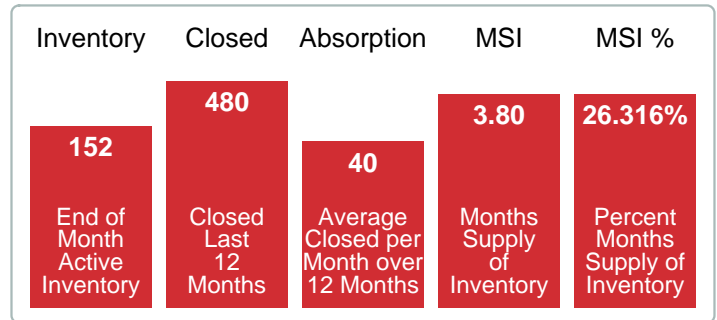
## MONTHS SUPPLY of INVENTORY (MSI)

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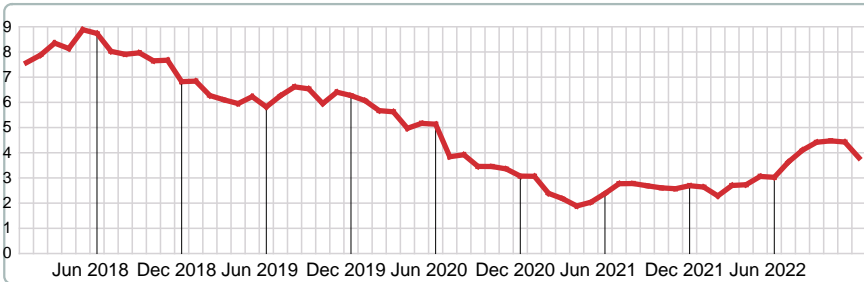
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

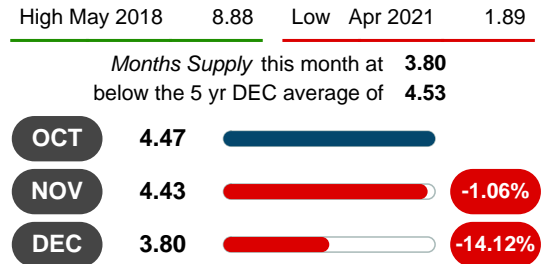


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.53



### 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



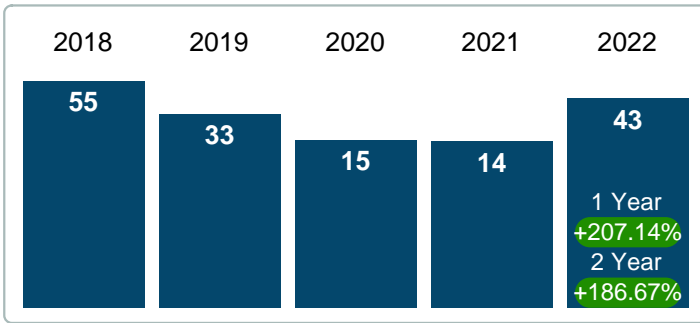
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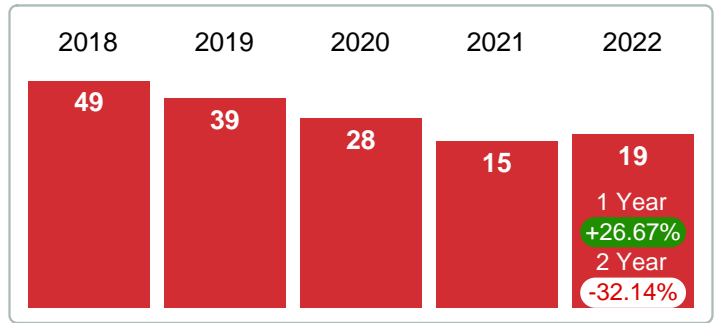
## MEDIAN DAYS ON MARKET TO SALE

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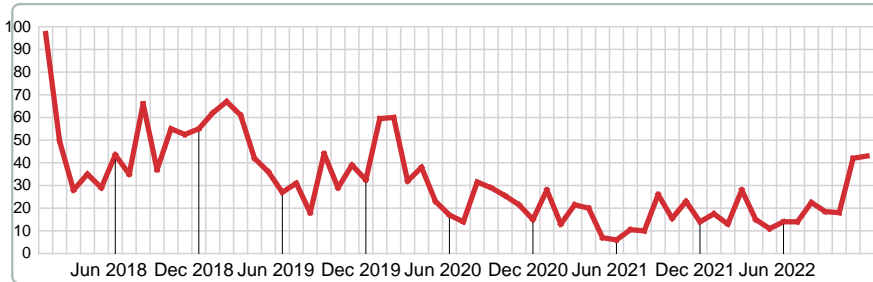
### DECEMBER



### 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 43 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	7.69%	9	9	43	0	0
\$50,001 - \$100,000	10.26%	8	78	6	0	0
\$100,001 - \$125,000	12.82%	62	95	37	0	0
\$125,001 - \$175,000	25.64%	37	77	27	0	0
\$175,001 - \$225,000	12.82%	46	0	46	0	0
\$225,001 - \$275,000	20.51%	41	108	7	0	0
\$275,001 and up	10.26%	95	5	0	0	128
Median Closed DOM		43	59	27	0	128
Total Closed Units	100%	39	10	26		3
Total Closed Volume		6,978,296	1.43M	4.38M	0.00B	1.17M

# December 2022



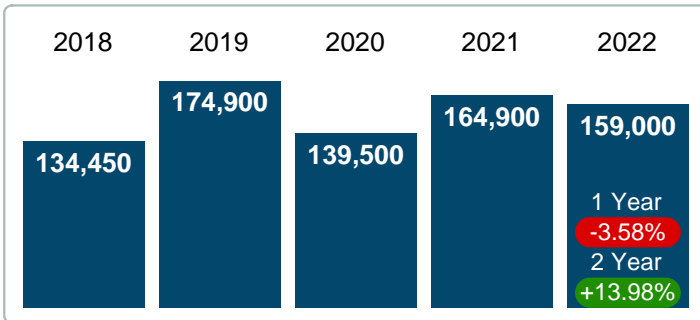
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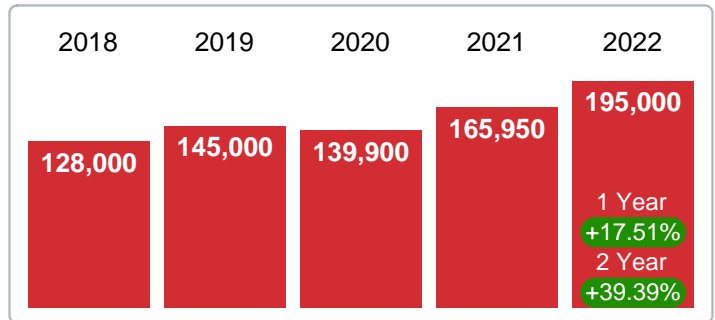
## MEDIAN LIST PRICE AT CLOSING

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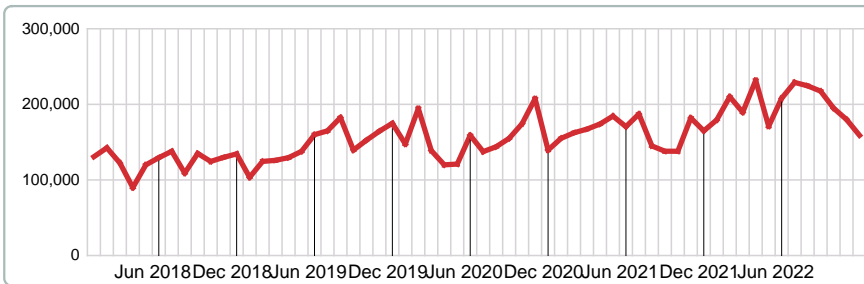
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

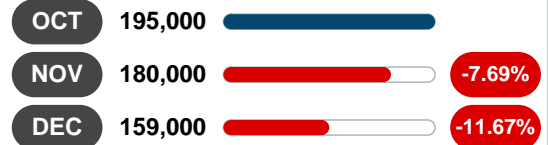


### 3 MONTHS

5 year DEC AVG = 154,550

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

Median List Price at Closing this month at **159,000**  
above the 5 yr DEC average of **154,550**



### 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	3	7.69%	49,000	50,000	46,950	0	0
\$50,001 - \$100,000	5	12.82%	75,000	58,000	86,250	0	0
\$100,001 - \$125,000	3	7.69%	120,000	122,000	114,950	0	0
\$125,001 - \$175,000	11	28.21%	149,900	165,000	149,900	0	0
\$175,001 - \$225,000	5	12.82%	199,000	0	199,000	0	0
\$225,001 - \$275,000	8	20.51%	265,650	266,300	265,000	0	0
\$275,001 and up	4	10.26%	373,500	305,000	0	0	442,000
Median List Price			159,000	127,750	158,748	0	442,000
Total Closed Units		100%	159,000	10	26		3
Total Closed Volume			7,151,695	1.41M	4.53M	0.00B	1.21M



# December 2022



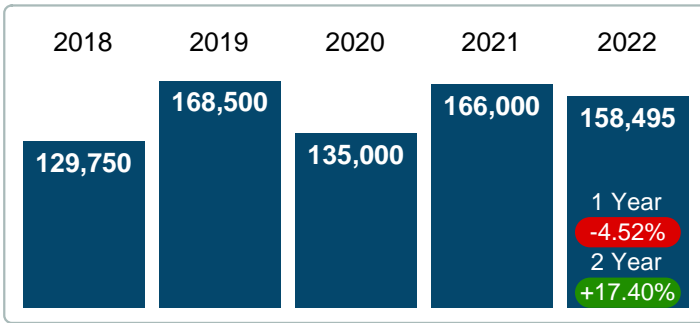
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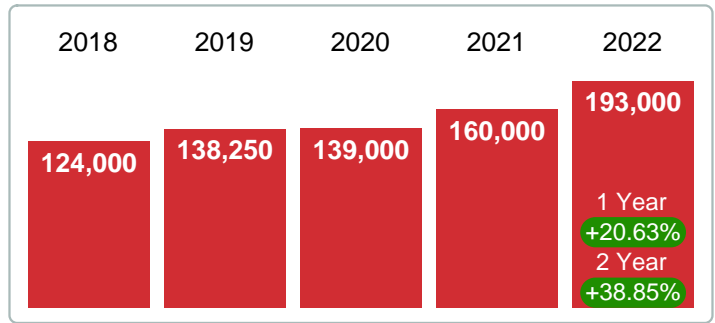
## MEDIAN SOLD PRICE AT CLOSING

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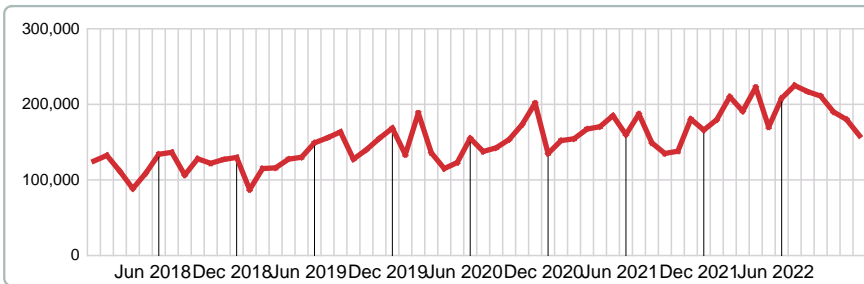
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

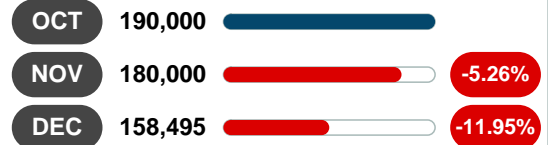


### 3 MONTHS

5 year DEC AVG = 151,549

High Jul 2022 225,000 Low Jan 2019 87,250

Median Sold Price at Closing this month at 158,495 above the 5 yr DEC average of 151,549



### 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	7.69%	48,000	49,000	48,000	0	0
\$50,001 - \$100,000	4	10.26%	80,800	92,600	69,000	0	0
\$100,001 - \$125,000	5	12.82%	120,000	125,000	113,000	0	0
\$125,001 - \$175,000	10	25.64%	150,500	161,150	145,000	0	0
\$175,001 - \$225,000	5	12.82%	190,000	0	190,000	0	0
\$225,001 - \$275,000	8	20.51%	248,500	249,000	248,000	0	0
\$275,001 and up	4	10.26%	371,000	305,000	0	0	437,000
Median Sold Price			158,495	125,000	158,748	0	437,000
Total Closed Units		100%	158,495	10	26		3
Total Closed Volume			6,978,296	1.43M	4.38M	0.00B	1.17M

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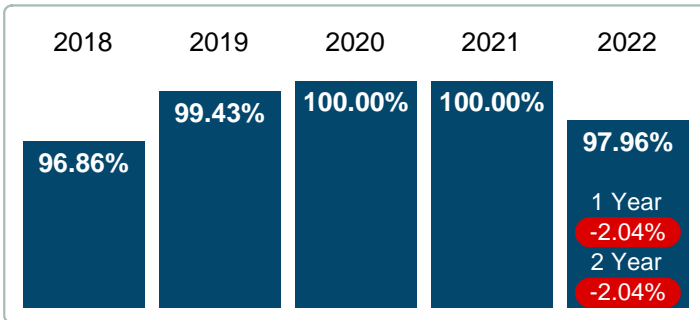
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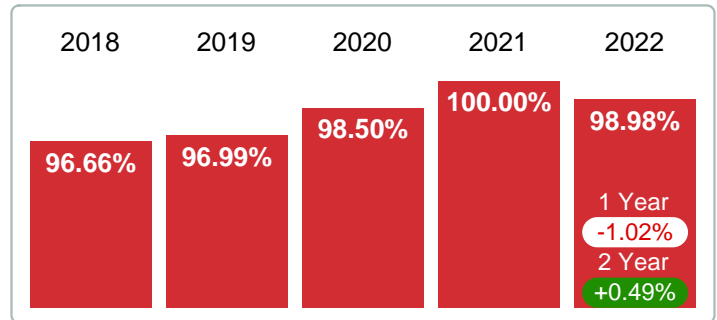
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

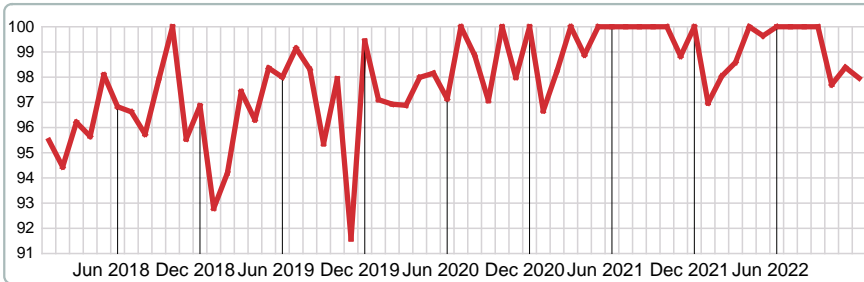
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

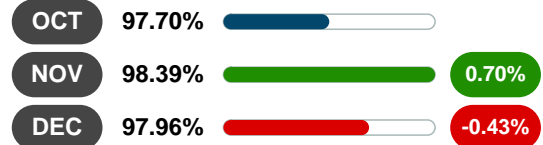


### 3 MONTHS

5 year DEC AVG = 98.85%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.96%**  
below the 5 yr DEC average of **98.85%**



### 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	7.69%	87.27%	86.74%	97.96%	0.00%	0.00%
\$50,001 - \$100,000	4	10.26%	101.50%	103.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	5	12.82%	100.00%	102.46%	98.23%	0.00%	0.00%
\$125,001 - \$175,000	10	25.64%	98.36%	97.37%	98.66%	0.00%	0.00%
\$175,001 - \$225,000	5	12.82%	97.42%	0.00%	97.42%	0.00%	0.00%
\$225,001 - \$275,000	8	20.51%	94.83%	93.50%	96.16%	0.00%	0.00%
\$275,001 and up	4	10.26%	99.43%	100.00%	0.00%	0.00%	98.87%
Median Sold/List Ratio		97.96%		97.37%	97.69%	0.00%	98.87%
Total Closed Units		39	100%	10	26		3
Total Closed Volume		6,978,296		1.43M	4.38M	0.00B	1.17M

# December 2022



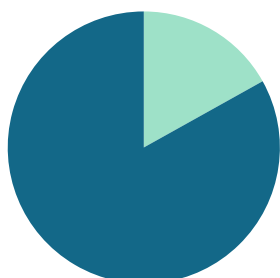
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

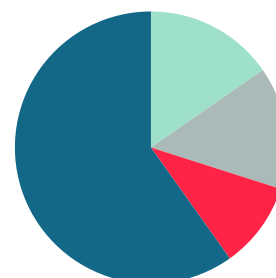
- New Listings **36 = 16.90%**
- Start Inventory **177**
- Total Inventory Units **213**
- Volume **\$78,650,874**

### Market Activity

**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%
Median List Price	164,900	159,000	-3.58%	165,950	195,000	17.51%
Median Sale Price	166,000	158,495	-4.52%	160,000	193,000	20.63%
Median Percent of Selling Price to List Price	100.00%	97.96%	-2.04%	100.00%	98.98%	-1.02%
Median Days on Market to Sale	14.00	43.00	207.14%	15.00	19.00	26.67%
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%

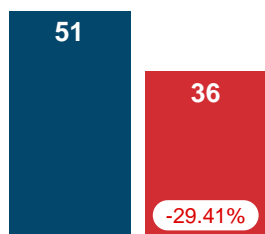
**Absorption:** Last 12 months, an Average of **40** Sales/Month

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

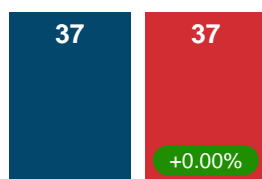
### DECEMBER MARKET

### MEDIAN PRICES

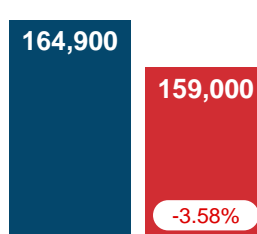
#### New Listings



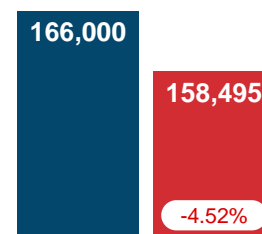
#### Pending Listings



#### List Price



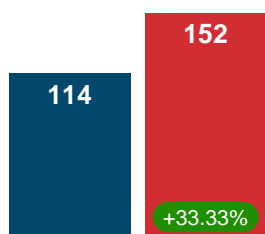
#### Sale Price



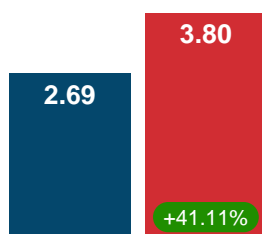
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

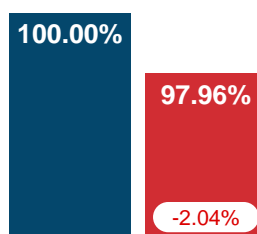
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

