

November 2022



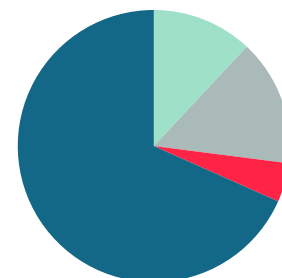
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	42	31	-26.19%
Pending Listings	36	39	8.33%
New Listings	46	44	-4.35%
Average List Price	233,607	214,800	-8.05%
Average Sale Price	223,967	206,984	-7.58%
Average Percent of Selling Price to List Price	95.88%	96.13%	0.25%
Average Days on Market to Sale	36.00	54.84	52.33%
End of Month Inventory	108	177	63.89%
Months Supply of Inventory	2.57	4.43	72.08%



■ Closed (11.97%)
■ Pending (15.06%)
■ Other OffMarket (4.63%)
■ Active (68.34%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of November 30, 2022 = **177**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **63.89%** to 177 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 **4.43** 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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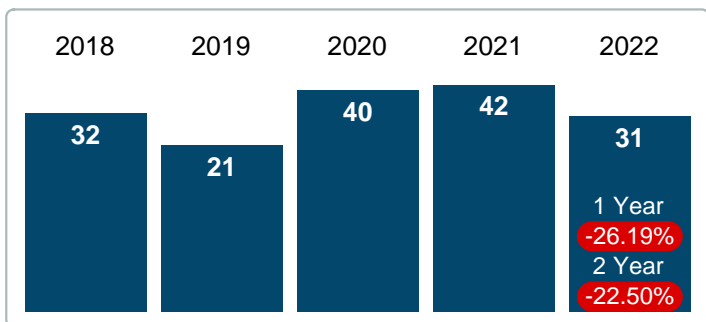
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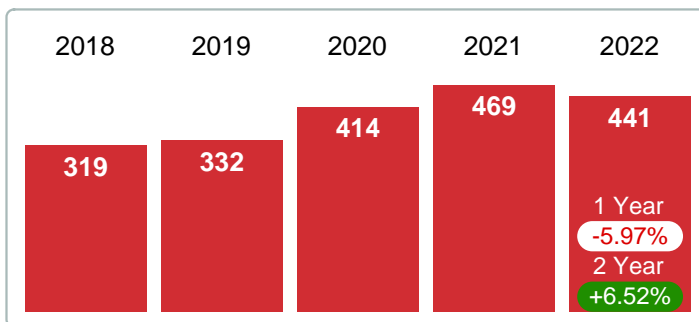
CLOSED LISTINGS

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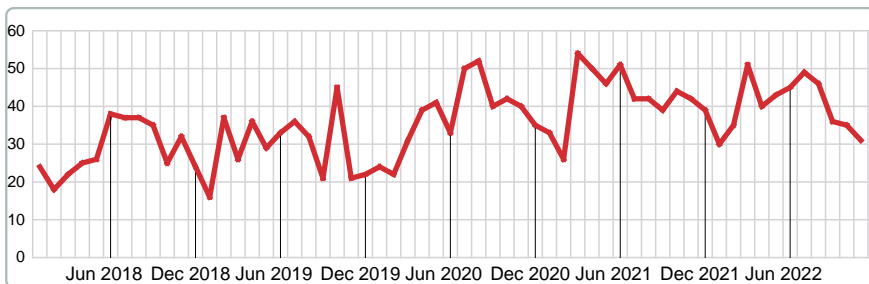
NOVEMBER



YEAR TO DATE (YTD)

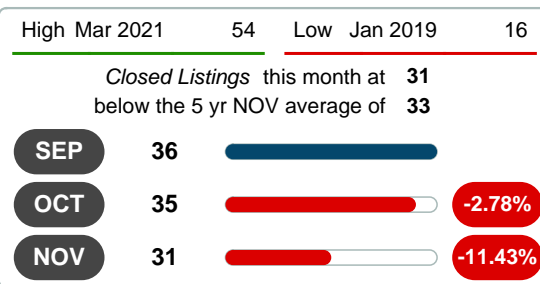


5 YEAR MARKET ACTIVITY TRENDS



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



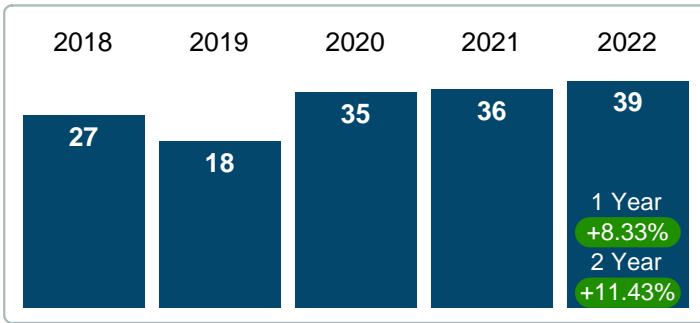
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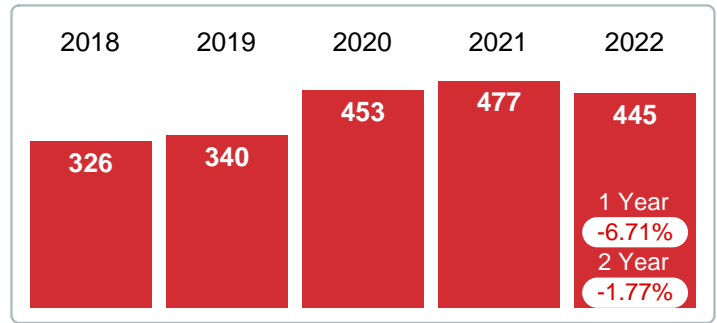
PENDING LISTINGS

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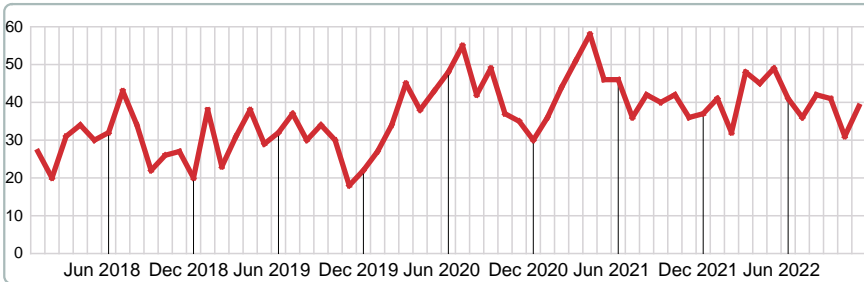
NOVEMBER



YEAR TO DATE (YTD)

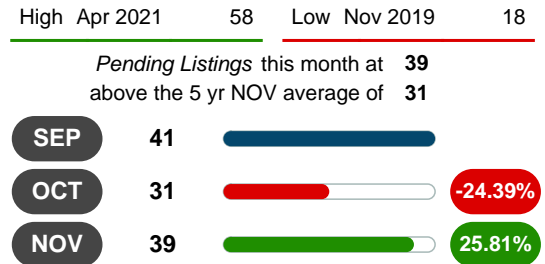


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31



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	4	10.26%	51.8	3	1	0	0
\$75,001 - \$125,000	4	10.26%	67.0	1	3	0	0
\$125,001 - \$150,000	6	15.38%	38.5	1	5	0	0
\$150,001 - \$250,000	9	23.08%	74.2	1	7	1	0
\$250,001 - \$275,000	7	17.95%	55.1	2	5	0	0
\$275,001 - \$425,000	5	12.82%	77.0	0	2	2	1
\$425,001 and up	4	10.26%	97.8	0	0	2	2
Total Pending Units	39			8	23	5	3
Total Pending Volume	9,215,695	100%	66.3	1.11M	4.44M	2.46M	1.21M
Average Listing Price	\$233,310			\$138,538	\$193,243	\$491,160	\$402,333

November 2022



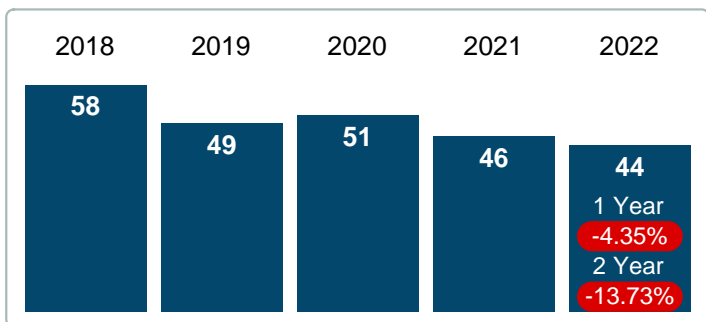
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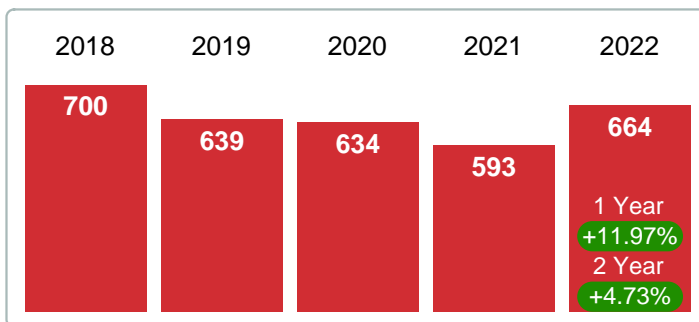
NEW LISTINGS

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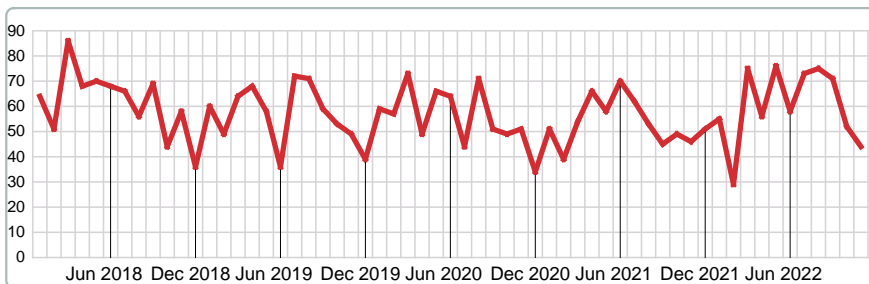
NOVEMBER



YEAR TO DATE (YTD)

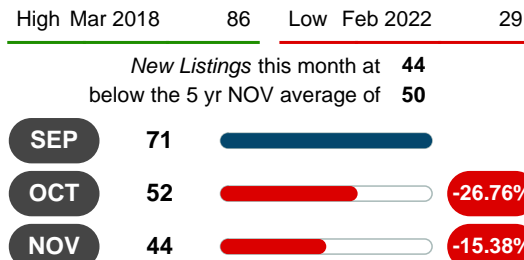


5 YEAR MARKET ACTIVITY TRENDS



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	4	9.09%	1	2	1	0
\$100,001 - \$125,000	3	6.82%	0	2	1	0
\$125,001 - \$175,000	7	15.91%	1	6	0	0
\$175,001 - \$250,000	11	25.00%	2	8	1	0
\$250,001 - \$350,000	8	18.18%	1	4	2	1
\$350,001 - \$450,000	6	13.64%	0	5	1	0
\$450,001 and up	5	11.36%	0	3	1	1
Total New Listed Units	44		5	30	7	2
Total New Listed Volume	15,540,500	100%	974.40K	8.55M	1.82M	4.20M
Average New Listed Listing Price	\$218,492		\$194,880	\$284,880	\$260,671	\$2,097,500

November 2022



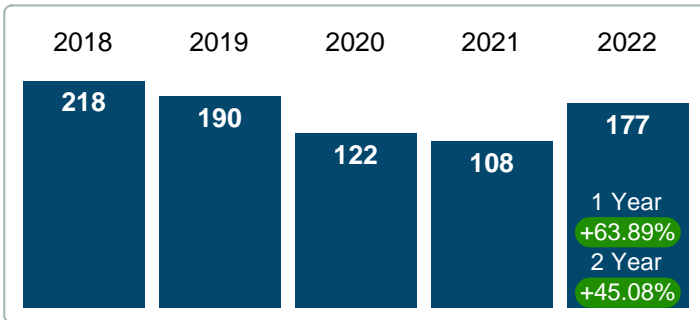
Area Delimited by County Of Mayes - Residential Property Type



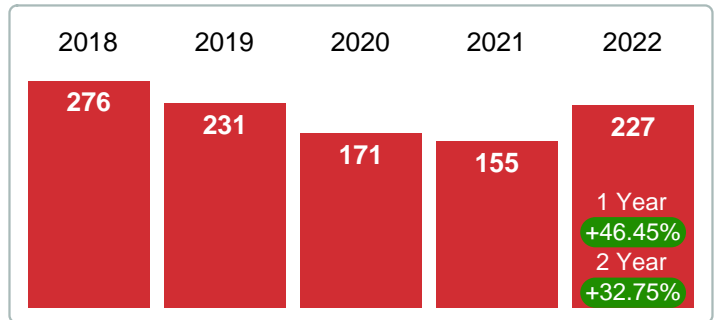
ACTIVE INVENTORY

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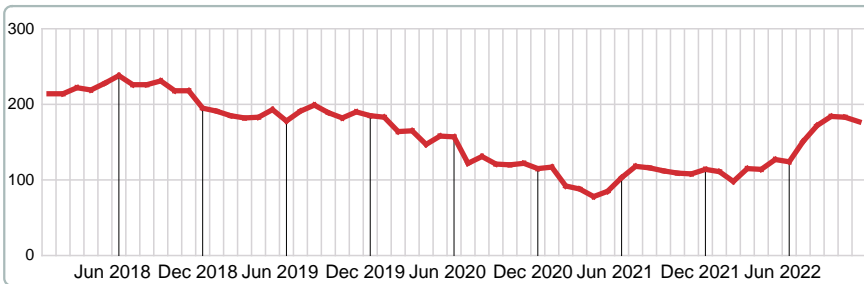
END OF NOVEMBER



ACTIVE DURING NOVEMBER

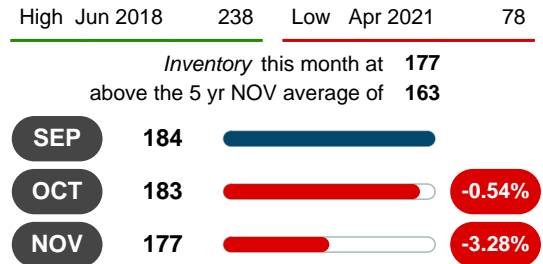


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163



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	16	9.04%	101.6	10	5	1	0
\$100,001 - \$150,000	17	9.60%	94.4	3	11	3	0
\$150,001 - \$225,000	32	18.08%	82.9	5	24	2	1
\$225,001 - \$325,000	38	21.47%	75.0	4	20	11	3
\$325,001 - \$425,000	33	18.64%	83.3	2	14	15	2
\$425,001 - \$575,000	22	12.43%	105.9	1	12	7	2
\$575,001 and up	19	10.73%	107.7	0	9	3	7
Total Active Inventory by Units	177			25	95	42	15
Total Active Inventory by Volume	67,827,039	100%	89.6	4.23M	30.46M	16.23M	16.90M
Average Active Inventory Listing Price	\$383,204			\$169,300	\$320,595	\$386,531	\$1,126,913

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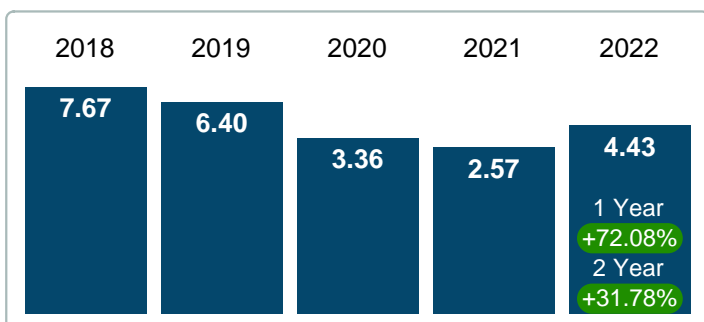
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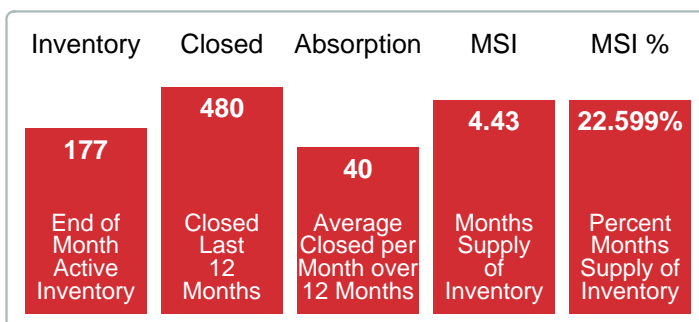
MONTHS SUPPLY of INVENTORY (MSI)

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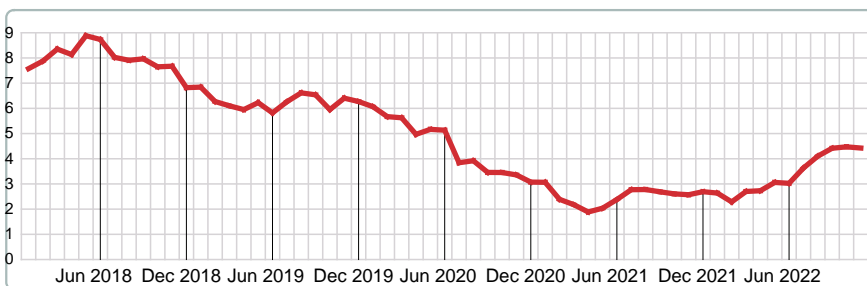
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

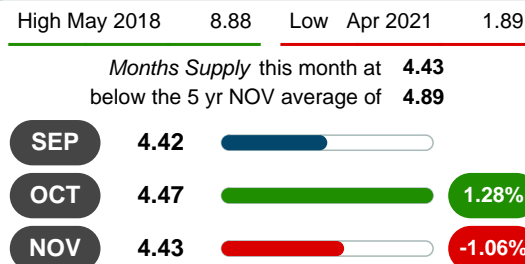


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.89



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	16	9.04%	2.26	2.40	1.82	6.00	0.00
\$100,001 - \$150,000	17	9.60%	2.46	1.44	2.54	6.00	0.00
\$150,001 - \$225,000	32	18.08%	3.25	3.53	3.39	2.18	2.40
\$225,001 - \$325,000	38	21.47%	4.34	3.20	3.58	6.60	12.00
\$325,001 - \$425,000	33	18.64%	7.76	6.00	6.22	10.59	8.00
\$425,001 - \$575,000	22	12.43%	17.60	0.00	16.00	21.00	12.00
\$575,001 and up	19	10.73%	9.91	0.00	9.82	12.00	14.00
Market Supply of Inventory (MSI)			4.43	2.63	4.01	8.00	9.47
Total Active Inventory by Units		100%	4.43	25	95	42	15

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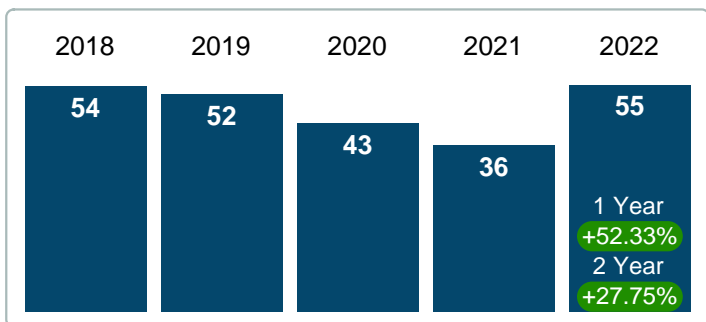
Area Delimited by County Of Mayes - Residential Property Type



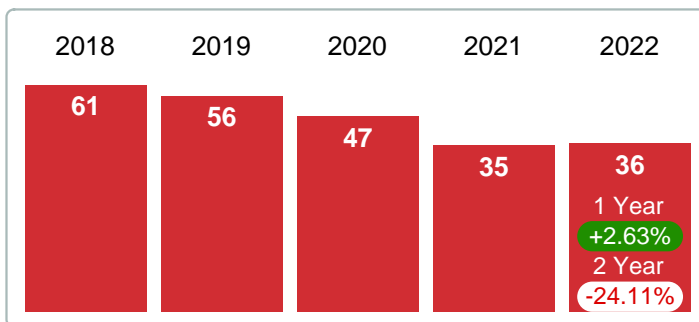
AVERAGE DAYS ON MARKET TO SALE

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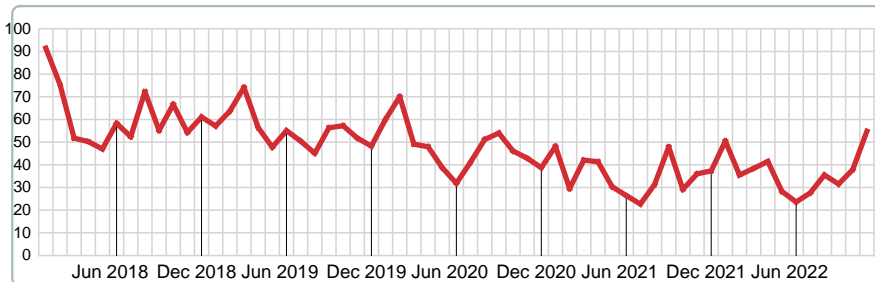
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

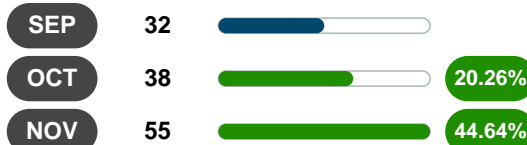


3 MONTHS

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	0
Total Closed Volume		6,416,503	1.27M	3.96M	1.19M	0.00B

November 2022



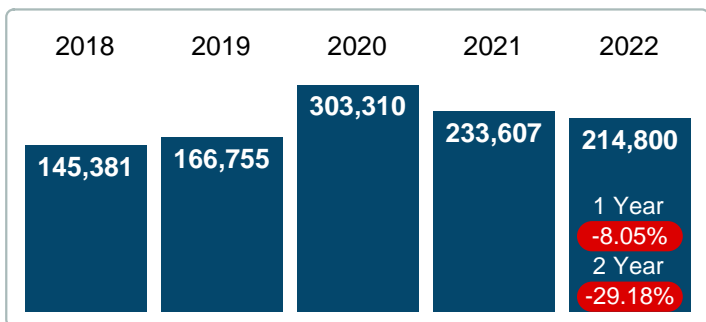
Area Delimited by County Of Mayes - Residential Property Type



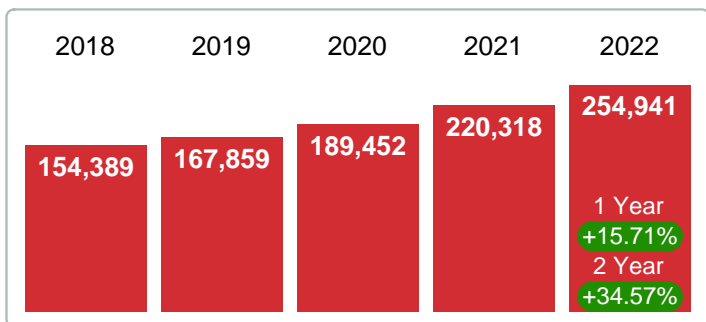
AVERAGE LIST PRICE AT CLOSING

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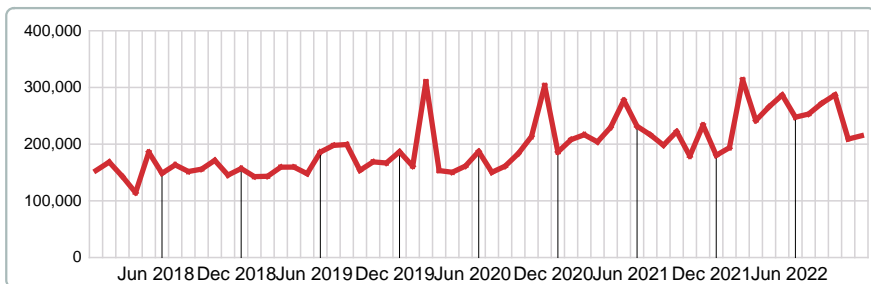
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

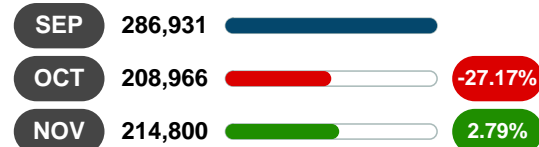


3 MONTHS

5 year NOV AVG = 212,770

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

Average List Price at Closing this month at **214,800**
above the 5 yr NOV average of **212,770**



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	12.90%	74,225	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	12.90%	474,500	0	509,667	369,000	0
Average List Price		214,800	130,290	255,244	254,400	0
Total Closed Units	100%	214,800	10	16	5	0
Total Closed Volume		6,658,800	1.30M	4.08M	1.27M	0.00B

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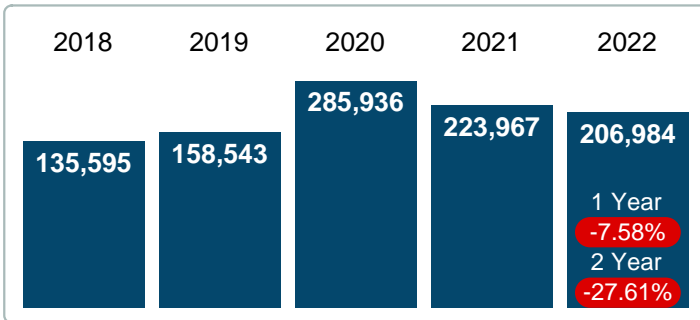
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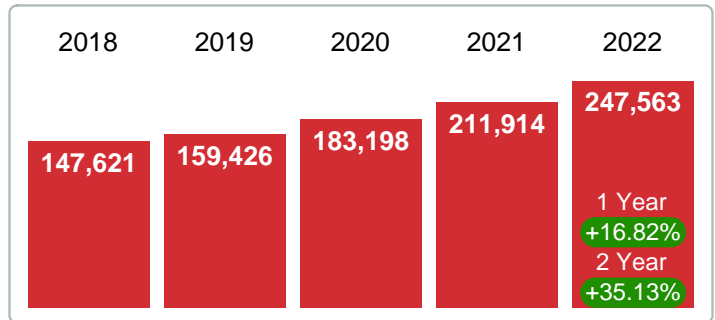
AVERAGE SOLD PRICE AT CLOSING

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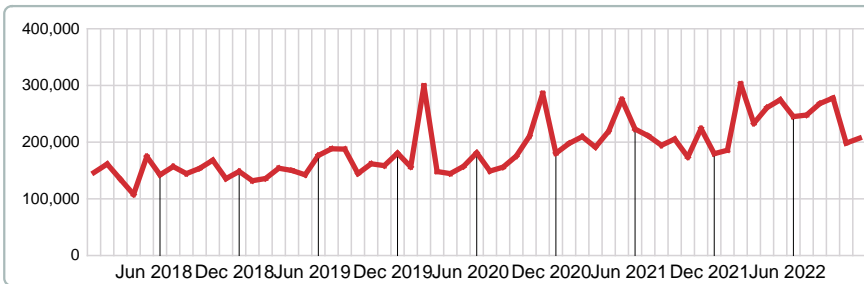
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

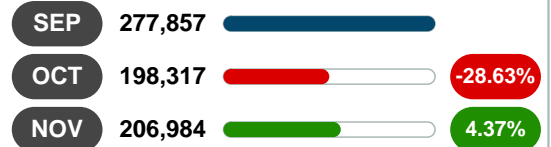


3 MONTHS

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	100%	206,984	10	16	5	0
Total Closed Volume		6,416,503	1.27M	3.96M	1.19M	0.00B

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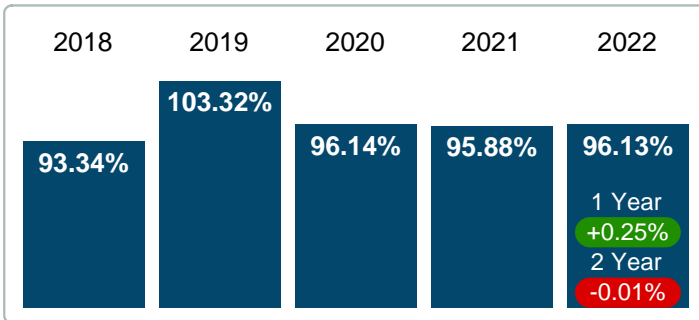
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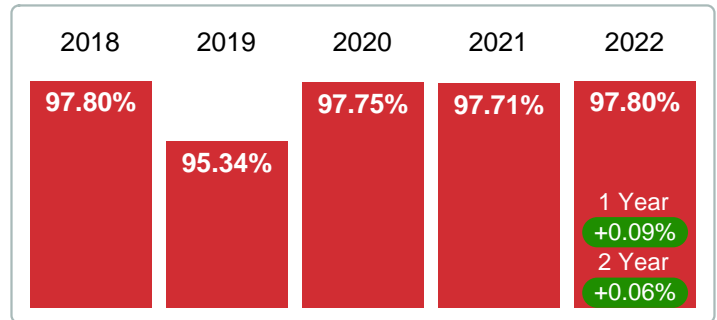
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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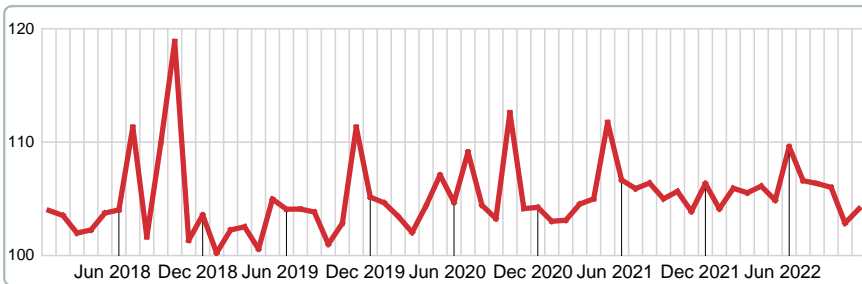
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

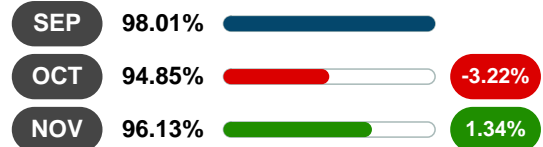


3 MONTHS

5 year NOV AVG = 96.96%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.13%**
below the 5 yr NOV average of **96.96%**



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%	95.43%	0.00%	97.43%	89.43%	0.00%
Average Sold/List Ratio		96.10%		96.03%	96.94%	93.72%	0.00%
Total Closed Units		31	100%	96.10%	10	16	5
Total Closed Volume		6,416,503			1.27M	3.96M	1.19M



Area Delimited by County Of Mayes - Residential Property Type

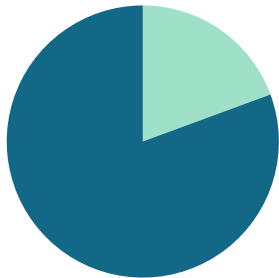


November 2022

MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

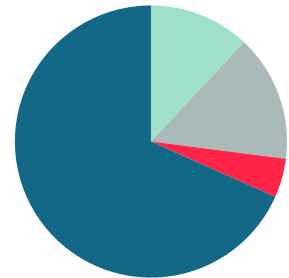


Inventory
 New Listings
44 = 19.38%
 Start Inventory
183
 Total Inventory Units
227
 Volume
\$84,185,201

Market Activity

Closed Sales
31 = 11.97%
 Pending Sales
39 = 15.06%
 Other Off Market
12 = 4.63%
 Active Inventory
177 = 68.34%

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	39	8.33%	477	445	-6.71%
New Listings	46	44	-4.35%	593	664	11.97%
Average List Price	233,607	214,800	-8.05%	220,318	254,941	15.71%
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%	96.13%	0.25%	97.71%	97.80%	0.09%
Average Days on Market to Sale	36.00	54.84	52.33%	34.91	35.83	2.63%
Monthly Inventory	108	177	63.89%	108	177	63.89%
Months Supply of Inventory	2.57	4.43	72.08%	2.57	4.43	72.08%

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

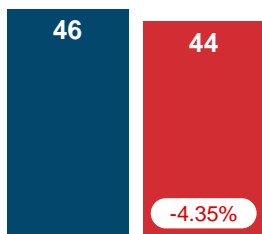
Inventory on November 30, 2022 = **177**

2021 **2022**

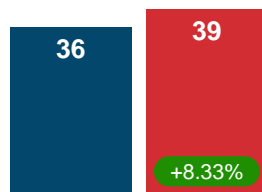
NOVEMBER MARKET

AVERAGE PRICES

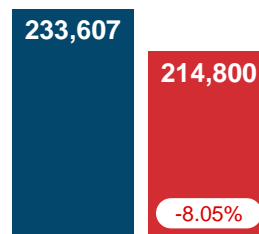
New Listings



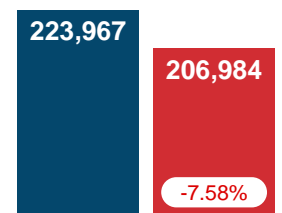
Pending Listings



List Price



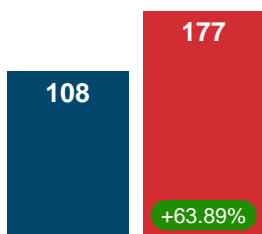
Sale Price



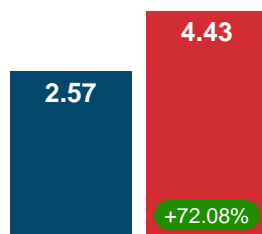
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

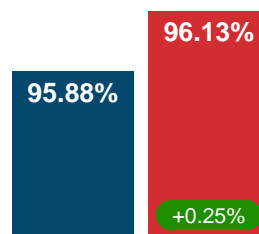
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

