

November 2022



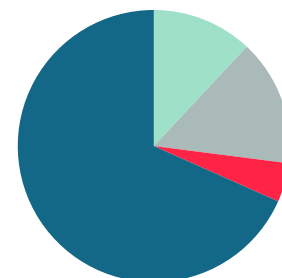
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	182,000	180,000	-1.10%
Median Sale Price	180,500	180,000	-0.28%
Median Percent of Selling Price to List Price	98.83%	98.39%	-0.45%
Median Days on Market to Sale	23.00	42.00	82.61%
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.

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 **0.28%** in November 2022 to \$180,000 versus the previous year at \$180,500.

Median Days on Market Lengthens

The median number of **42.00** days that homes spent on the market before selling increased by 19.00 days or **82.61%** in November 2022 compared to last year's same month at **23.00** DOM.

Sales Success for November 2022 is Positive

Overall, with Median 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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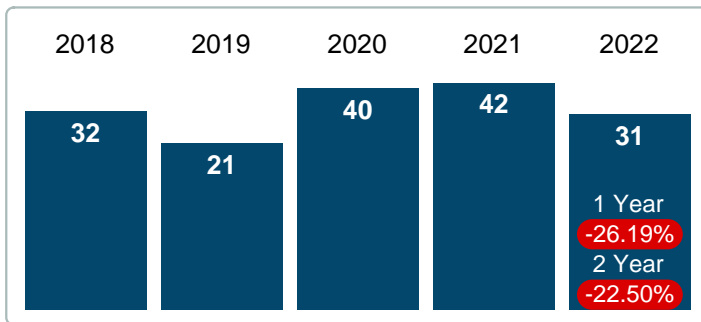
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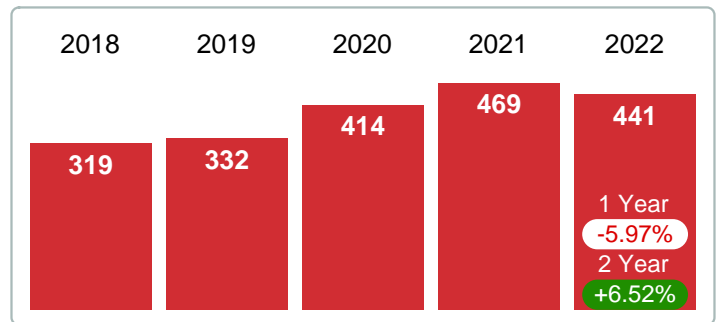
CLOSED LISTINGS

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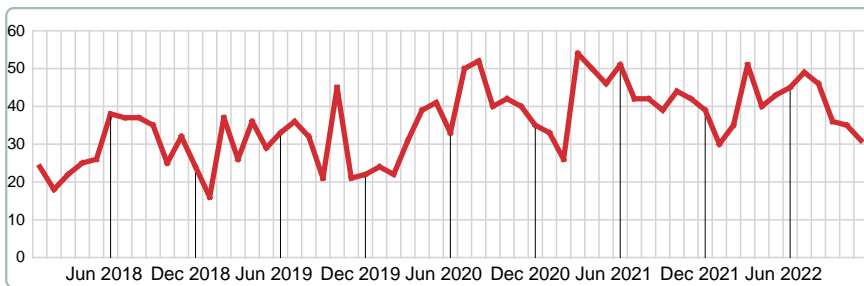
NOVEMBER



YEAR TO DATE (YTD)

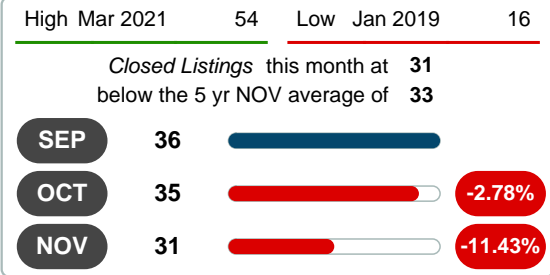


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 33



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	12.90%	39.5	4	0	0	0
\$100,001 - \$100,000	0	0.00%	39.5	0	0	0	0
\$100,001 - \$150,000	7	22.58%	31.0	3	3	1	0
\$150,001 - \$200,000	9	29.03%	40.0	2	6	1	0
\$200,001 - \$250,000	3	9.68%	63.0	0	2	1	0
\$250,001 - \$325,000	4	12.90%	54.0	1	2	1	0
\$325,001 and up	4	12.90%	73.5	0	3	1	0
Total Closed Units	31			10	16	5	0
Total Closed Volume	6,416,503	100%	42.0	1.27M	3.96M	1.19M	0.00B
Median Closed Price	\$180,000			\$112,500	\$191,000	\$209,000	\$0

November 2022



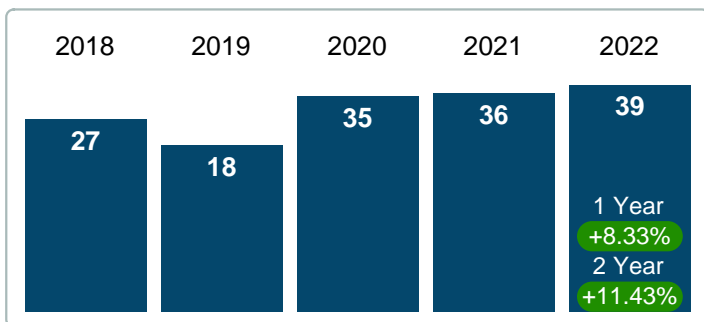
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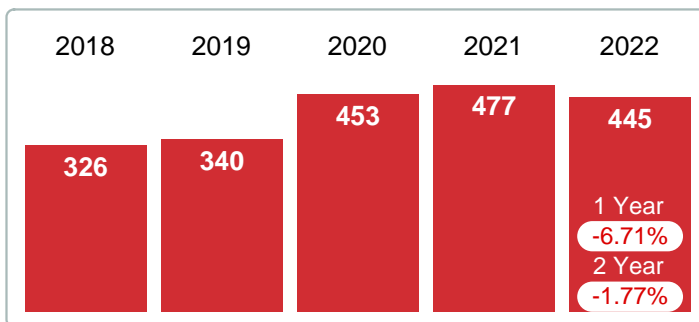
PENDING LISTINGS

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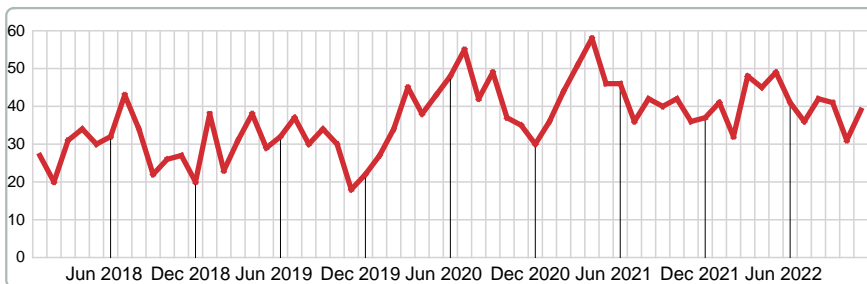
NOVEMBER



YEAR TO DATE (YTD)

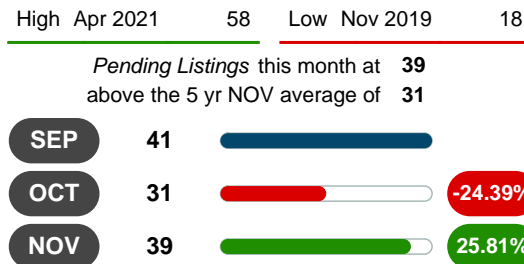


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.26%	17.0	3	1	0	0
\$75,001 - \$125,000	4	10.26%	66.5	1	3	0	0
\$125,001 - \$150,000	6	15.38%	33.0	1	5	0	0
\$150,001 - \$250,000	9	23.08%	75.0	1	7	1	0
\$250,001 - \$275,000	7	17.95%	6.0	2	5	0	0
\$275,001 - \$425,000	5	12.82%	91.0	0	2	2	1
\$425,001 and up	4	10.26%	95.5	0	0	2	2
Total Pending Units	39			8	23	5	3
Total Pending Volume	9,215,695	100%	56.0	1.11M	4.44M	2.46M	1.21M
Median Listing Price	\$199,000			\$127,750	\$194,000	\$359,000	\$442,000

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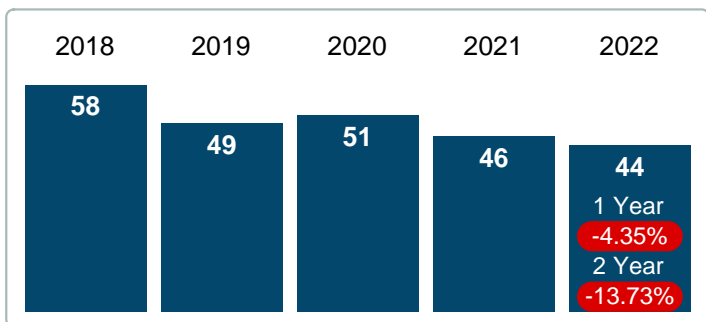
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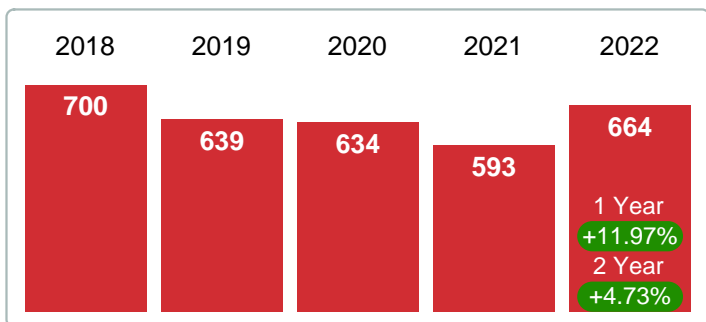
NEW LISTINGS

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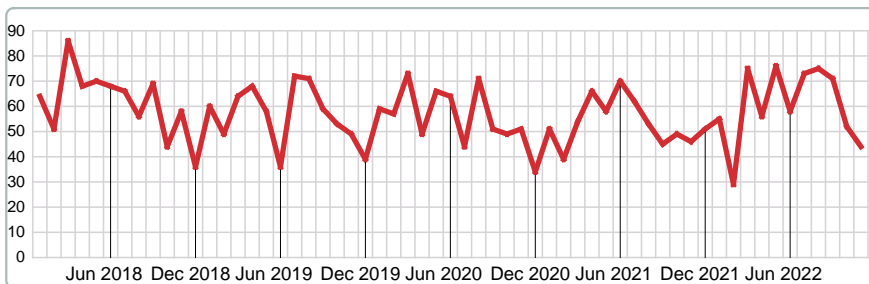
NOVEMBER



YEAR TO DATE (YTD)

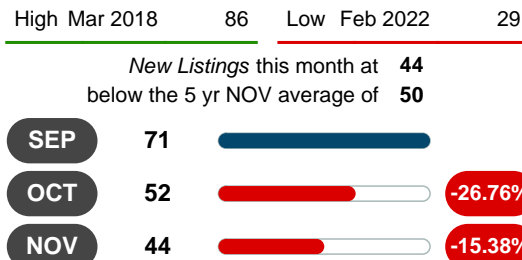


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 50



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	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
Median New Listed Listing Price	\$237,000		\$190,000	\$237,000	\$275,000	\$2,097,500

November 2022



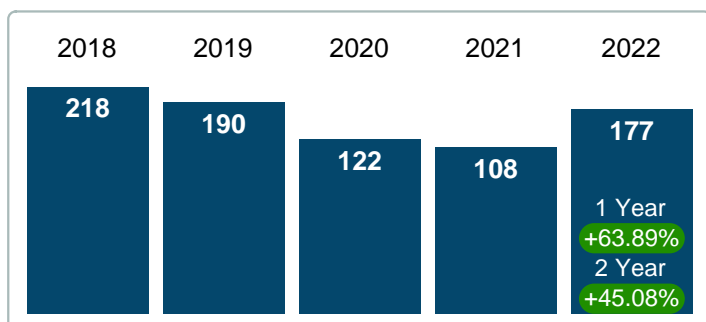
Area Delimited by County Of Mayes - Residential Property Type



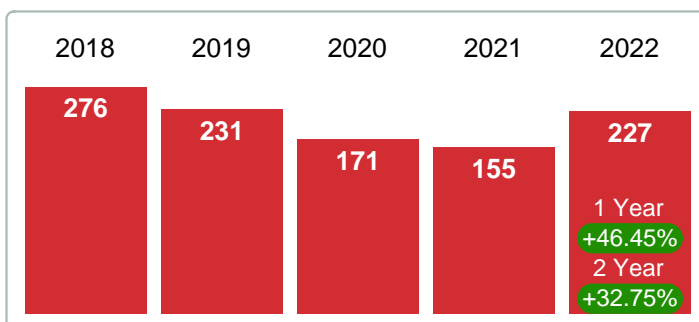
ACTIVE INVENTORY

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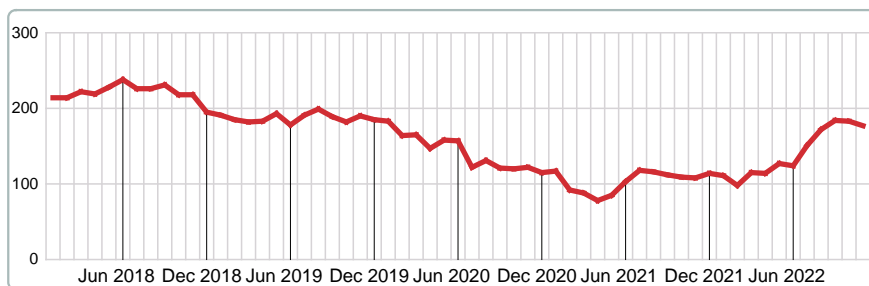
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

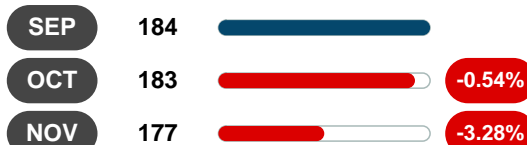


3 MONTHS

5 year NOV AVG = 163

High Jun 2018 238 Low Apr 2021 78

Inventory this month at 177
above the 5 yr NOV average of 163



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	16	9.04%	78.0	10	5	1	0
\$100,001 - \$150,000	17	9.60%	72.0	3	11	3	0
\$150,001 - \$225,000	32	18.08%	68.0	5	24	2	1
\$225,001 - \$325,000	38	21.47%	66.5	4	20	11	3
\$325,001 - \$425,000	33	18.64%	72.0	2	14	15	2
\$425,001 - \$575,000	22	12.43%	104.5	1	12	7	2
\$575,001 and up	19	10.73%	94.0	0	9	3	7
Total Active Inventory by Units	177			25	95	42	15
Total Active Inventory by Volume	67,827,039	100%	75.0	4.23M	30.46M	16.23M	16.90M
Median Active Inventory Listing Price	\$276,000			\$134,500	\$250,000	\$336,950	\$509,500

November 2022



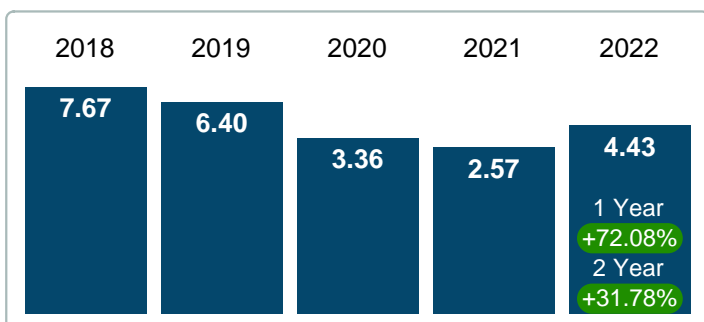
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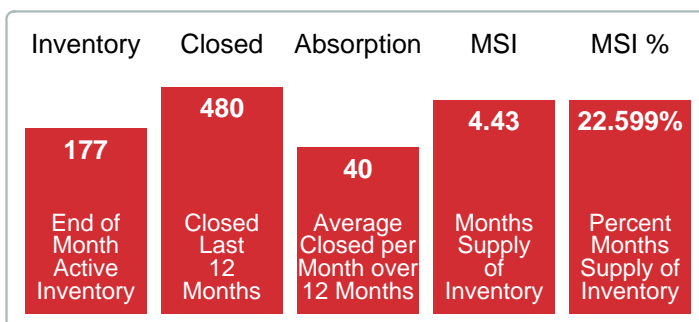
MONTHS SUPPLY of INVENTORY (MSI)

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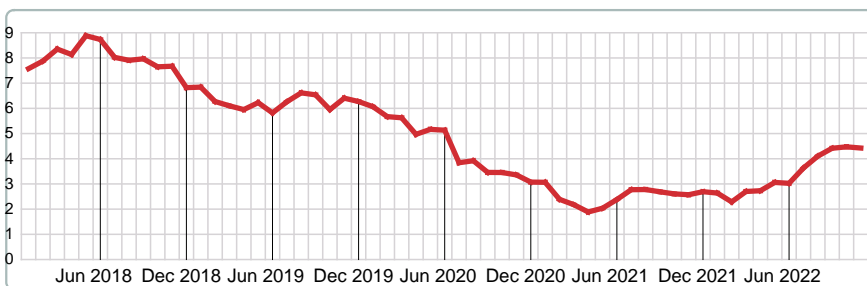
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

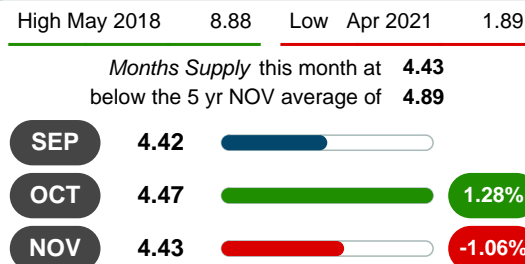


5 YEAR MARKET ACTIVITY TRENDS



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



Area Delimited by County Of Mayes - Residential Property Type

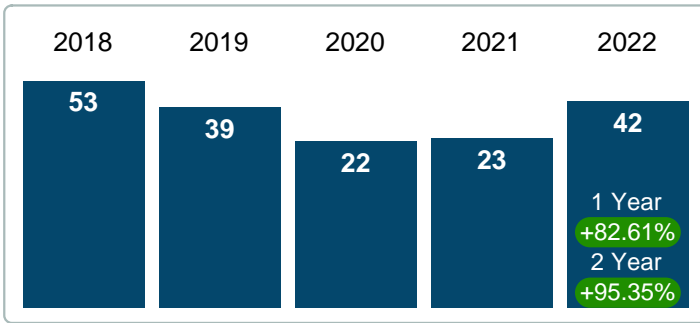


November 2022

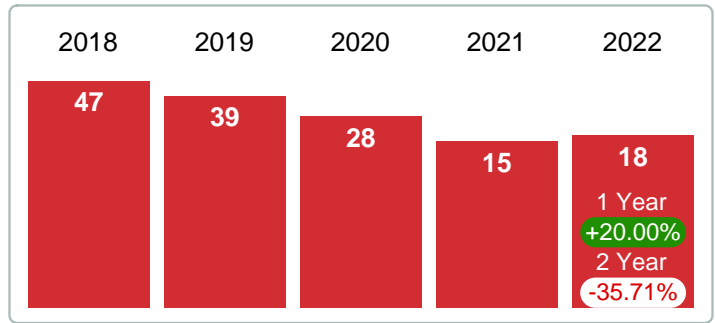
MEDIAN DAYS ON MARKET TO SALE

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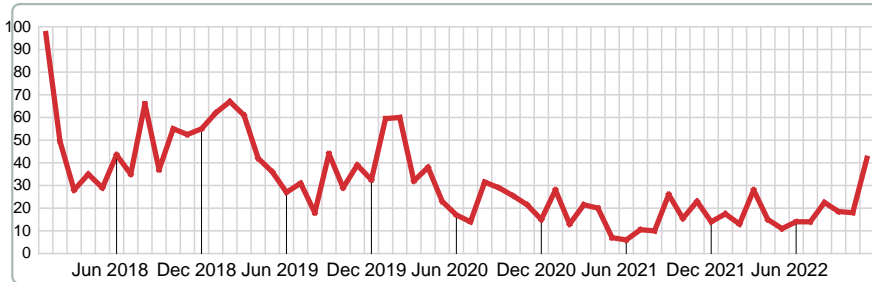
NOVEMBER



YEAR TO DATE (YTD)

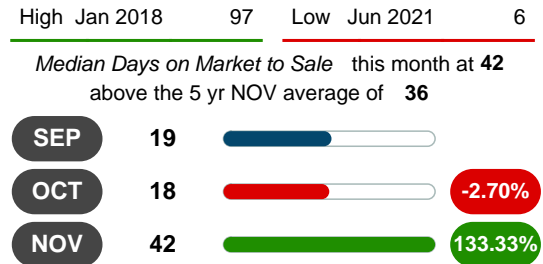


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 36



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
\$100,000 and less	4	12.90%	40	40	0	0	0
\$100,001 - \$100,000	0	0.00%	40	0	0	0	0
\$100,001 - \$150,000	7	22.58%	31	42	17	31	0
\$150,001 - \$200,000	9	29.03%	40	33	66	1	0
\$200,001 - \$250,000	3	9.68%	63	0	76	28	0
\$250,001 - \$325,000	4	12.90%	54	59	70	34	0
\$325,001 and up	4	12.90%	74	0	39	108	0
Median Closed DOM			42	41	56	31	0
Total Closed Units		100%	31	10	16	5	
Total Closed Volume			6,416,503	1.27M	3.96M	1.19M	0.00B

November 2022



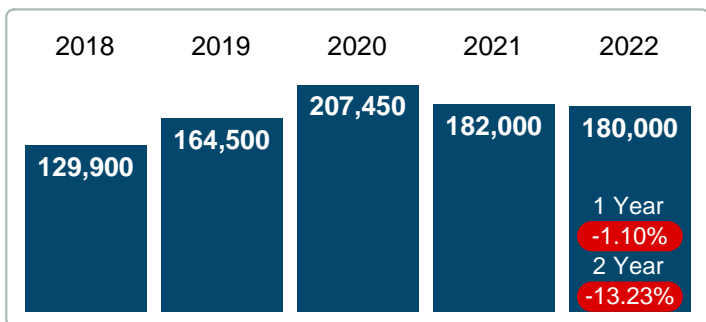
Area Delimited by County Of Mayes - Residential Property Type



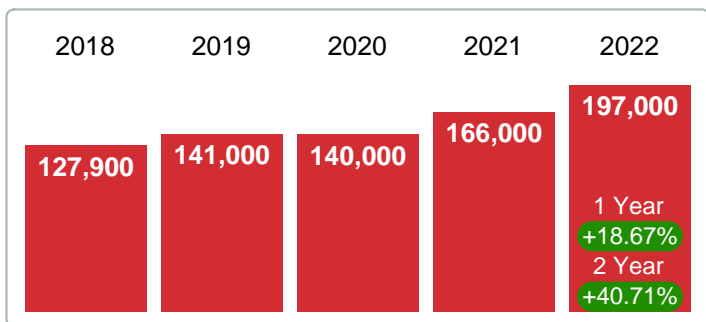
MEDIAN LIST PRICE AT CLOSING

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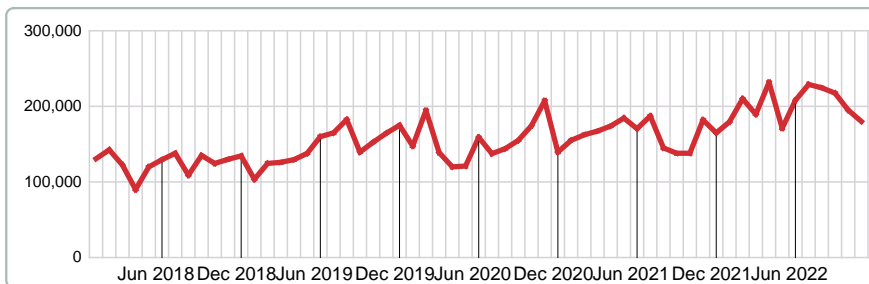
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

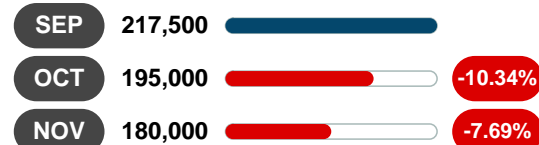


3 MONTHS

5 year NOV AVG = 172,770

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

Median List Price at Closing this month at **180,000**
above the 5 yr NOV average of **172,770**



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
\$100,000 and less	12.90%	76,700	76,700	0	0	0
\$100,001 - \$100,000	0.00%	76,700	0	0	0	0
\$100,001 - \$150,000	19.35%	132,250	117,500	150,000	0	0
\$150,001 - \$200,000	29.03%	180,000	177,000	180,000	177,000	0
\$200,001 - \$250,000	12.90%	237,000	0	235,000	239,000	0
\$250,001 - \$325,000	12.90%	274,450	289,000	258,450	310,000	0
\$325,001 and up	12.90%	434,500	0	500,000	369,000	0
Median List Price		180,000	116,750	210,000	239,000	0
Total Closed Units	100%	180,000	10	16	5	
Total Closed Volume		6,658,800	1.30M	4.08M	1.27M	0.00B

November 2022



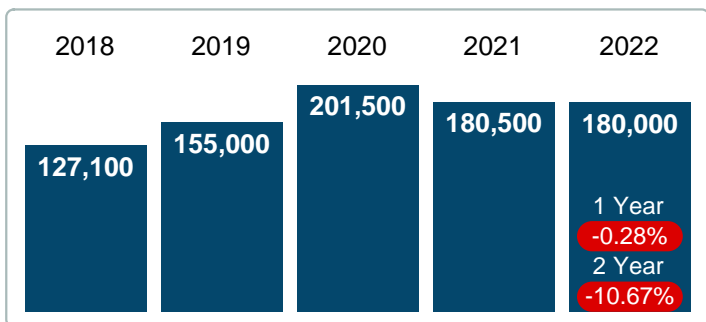
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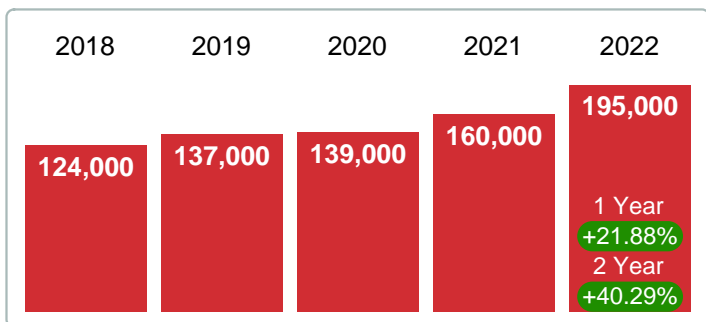
MEDIAN SOLD PRICE AT CLOSING

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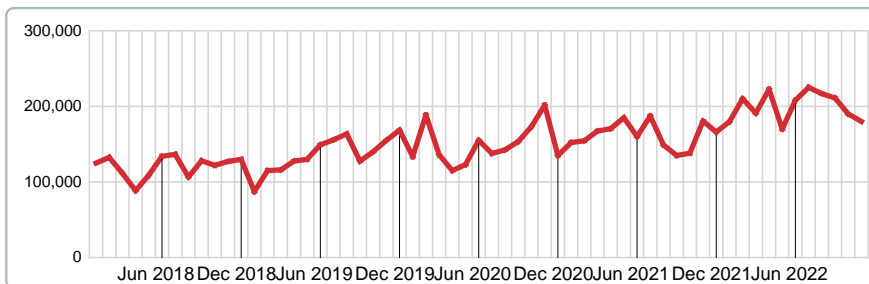
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

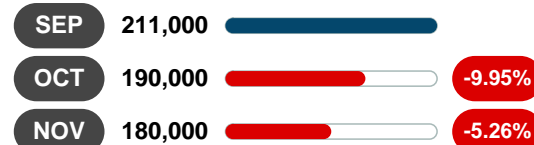


3 MONTHS

5 year NOV AVG = 168,820

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

Median Sold Price at Closing this month at 180,000 above the 5 yr NOV average of 168,820



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
\$100,000 and less	12.90%	74,000	74,000	0	0	0
\$100,001 - \$100,000	0.00%	74,000	0	0	0	0
\$100,001 - \$150,000	22.58%	129,500	117,500	150,000	148,500	0
\$150,001 - \$200,000	29.03%	180,000	179,502	178,500	195,000	0
\$200,001 - \$250,000	9.68%	230,000	0	232,500	209,000	0
\$250,001 - \$325,000	12.90%	271,000	279,000	261,500	305,000	0
\$325,001 and up	12.90%	402,000	0	465,000	330,000	0
Median Sold Price		180,000	112,500	191,000	209,000	0
Total Closed Units	100%	31	10	16	5	
Total Closed Volume		6,416,503	1.27M	3.96M	1.19M	0.00B

November 2022



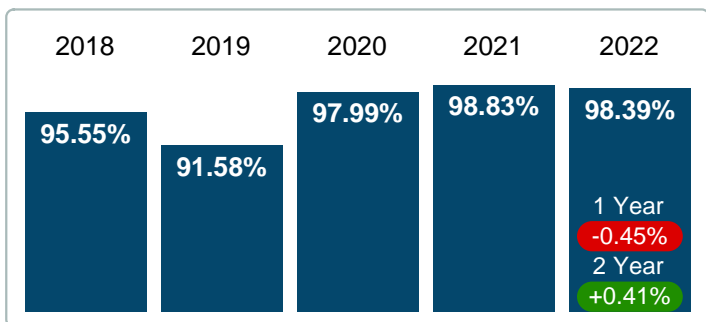
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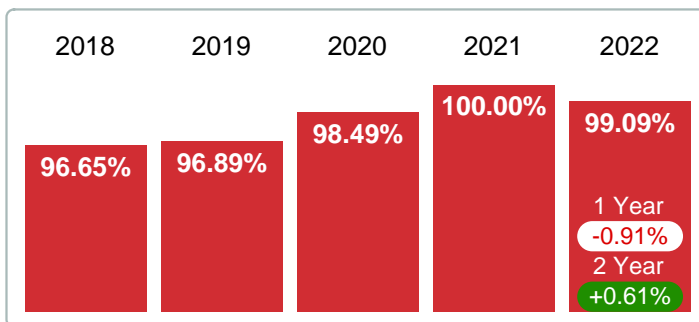
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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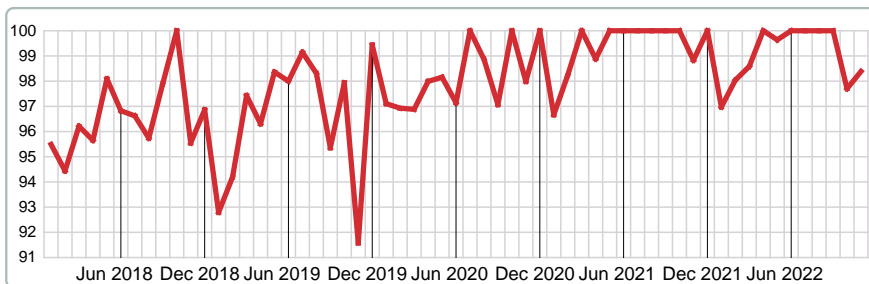
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

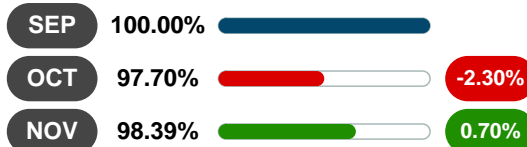


3 MONTHS

5 year NOV AVG = 96.47%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.39%**
above the 5 yr NOV average of **96.47%**



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
\$100,000 and less	4	12.90%	96.33%	96.33%	0.00%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	96.33%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	7	22.58%	92.81%	100.00%	88.89%	92.81%	0.00%
\$150,001 - \$200,000	9	29.03%	100.29%	101.28%	100.14%	100.52%	0.00%
\$200,001 - \$250,000	3	9.68%	93.88%	0.00%	96.94%	87.45%	0.00%
\$250,001 - \$325,000	4	12.90%	99.78%	96.54%	101.18%	98.39%	0.00%
\$325,001 and up	4	12.90%	94.78%	0.00%	96.57%	89.43%	0.00%
Median Sold/List Ratio		98.39%		98.88%	100.00%	92.81%	0.00%
Total Closed Units		31	100%	10	16	5	
Total Closed Volume		6,416,503		1.27M	3.96M	1.19M	0.00B

November 2022



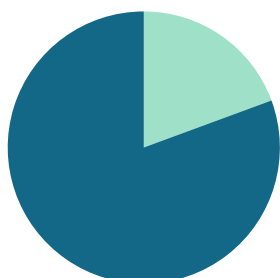
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

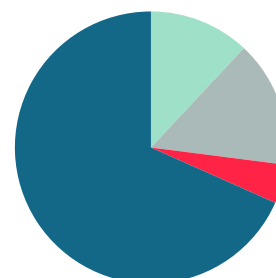


Inventory
 New Listings
44 = 19.38%
 Start Inventory
183
 Total Inventory Units
227
 Volume
\$84,185,201

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%
Median List Price	182,000	180,000	-1.10%	166,000	197,000	18.67%
Median Sale Price	180,500	180,000	-0.28%	160,000	195,000	21.88%
Median Percent of Selling Price to List Price	98.83%	98.39%	-0.45%	100.00%	99.09%	-0.91%
Median Days on Market to Sale	23.00	42.00	82.61%	15.00	18.00	20.00%
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

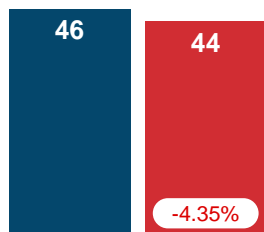
Inventory on November 30, 2022 = **177**

2021 **2022**

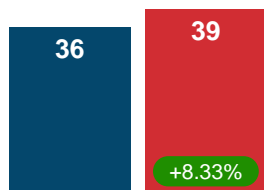
NOVEMBER MARKET

MEDIAN PRICES

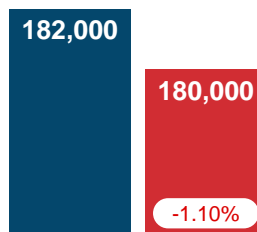
New Listings



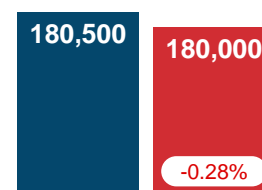
Pending Listings



List Price



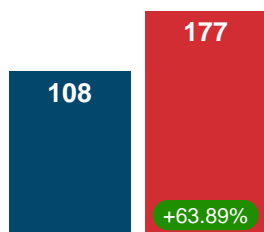
Sale Price



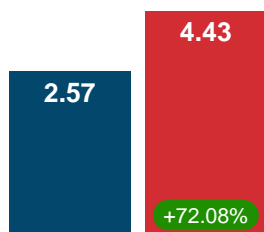
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

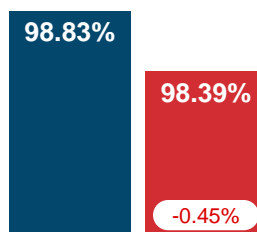
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

