

September 2022



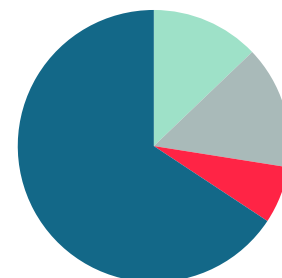
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	39	36	-7.69%
Pending Listings	40	41	2.50%
New Listings	45	71	57.78%
Average List Price	222,120	286,931	29.18%
Average Sale Price	205,423	277,857	35.26%
Average Percent of Selling Price to List Price	97.00%	98.01%	1.04%
Average Days on Market to Sale	47.87	31.53	-34.14%
End of Month Inventory	112	184	64.29%
Months Supply of Inventory	2.69	4.42	64.29%



■ Closed (12.86%)
■ Pending (14.64%)
■ Other OffMarket (6.79%)
■ Active (65.71%)

Absorption: Last 12 months, an Average of **42 Sales/Month**
Active Inventory as of September 30, 2022 = **184**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **64.29%** to 184 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **35.26%** in September 2022 to \$277,857 versus the previous year at \$205,423.

Average Days on Market Shortens

The average number of **31.53** days that homes spent on the market before selling decreased by 16.34 days or **34.14%** in September 2022 compared to last year's same month at **47.87** DOM.

Sales Success for September 2022 is Positive

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

There were 71 New Listings in September 2022, up **57.78%** from last year at 45. Furthermore, there were 36 Closed Listings this month versus last year at 39, a **-7.69%** decrease.

Closed versus Listed trends yielded a **50.7%** ratio, down from previous year's, September 2021, at **86.7%**, a **41.50%** 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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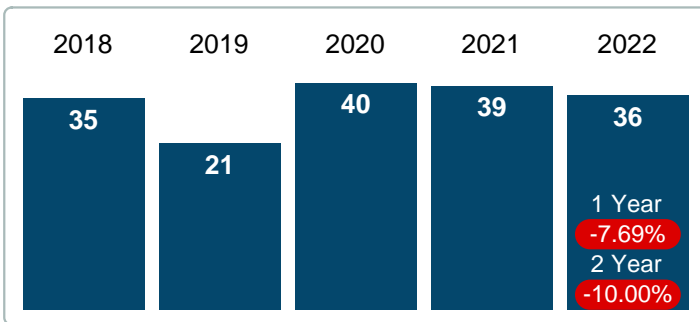
Area Delimited by County Of Mayes - Residential Property Type



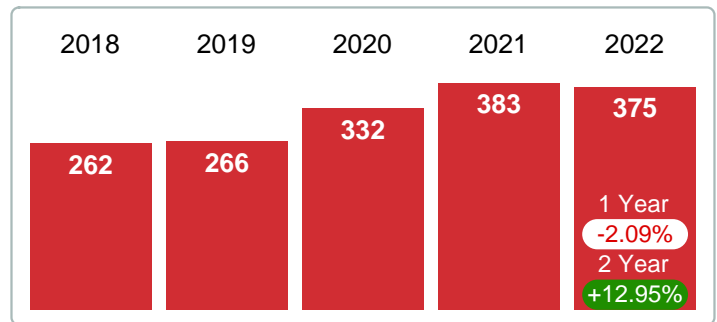
CLOSED LISTINGS

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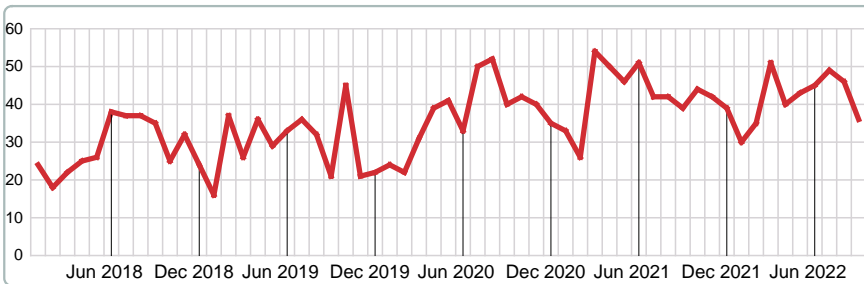
SEPTEMBER



YEAR TO DATE (YTD)

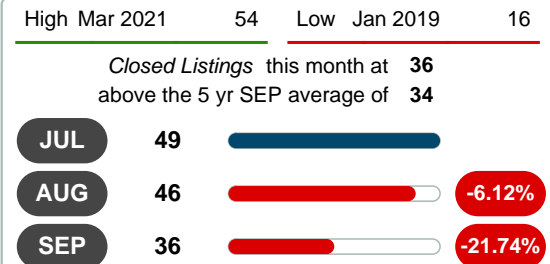


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



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	2	5.56%	3.5	1	1	0	0
\$50,001 - \$125,000	4	11.11%	42.3	2	1	1	0
\$125,001 - \$175,000	6	16.67%	30.5	0	6	0	0
\$175,001 - \$225,000	9	25.00%	36.0	3	3	1	2
\$225,001 - \$325,000	5	13.89%	27.8	1	4	0	0
\$325,001 - \$500,000	6	16.67%	35.5	0	2	3	1
\$500,001 and up	4	11.11%	25.0	0	2	2	0
Total Closed Units	36			7	19	7	3
Total Closed Volume	10,002,855	100%	31.5	1.02M	5.52M	2.69M	771.55K
Average Closed Price	\$277,857			\$145,143	\$290,711	\$384,543	\$257,185

September 2022



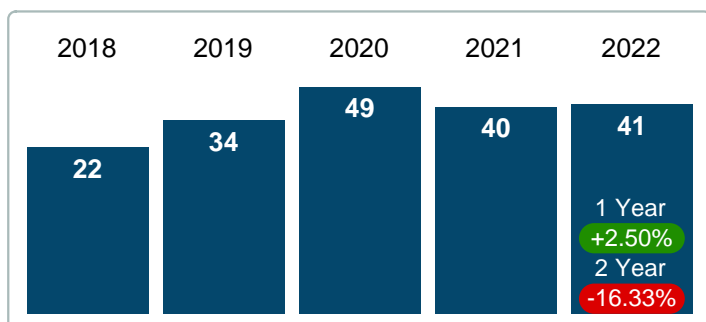
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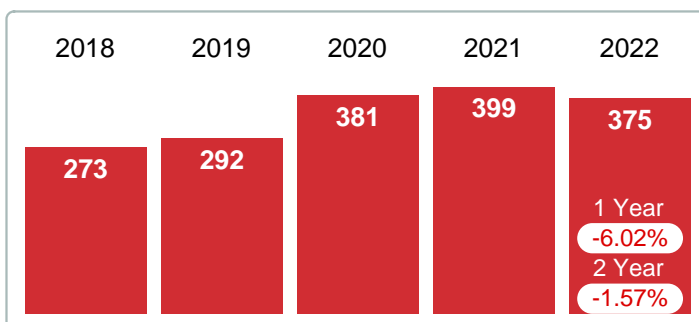
PENDING LISTINGS

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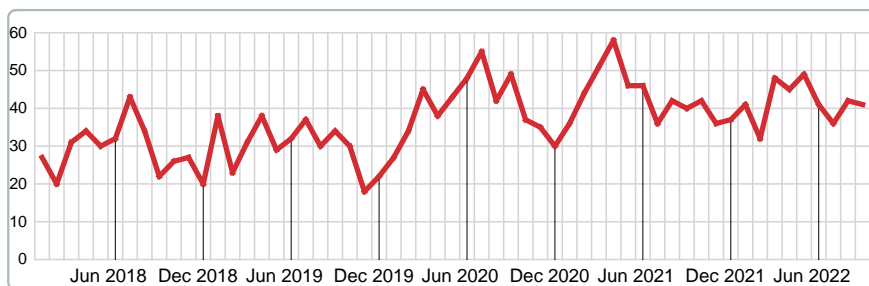
SEPTEMBER



YEAR TO DATE (YTD)

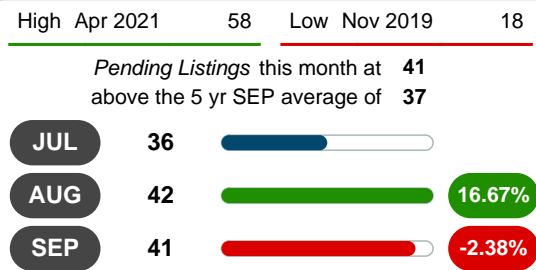


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.88%	27.5	0	2	0	0
\$50,001 - \$100,000	6	14.63%	15.0	4	2	0	0
\$100,001 - \$150,000	7	17.07%	62.6	3	4	0	0
\$150,001 - \$225,000	9	21.95%	62.6	1	8	0	0
\$225,001 - \$325,000	8	19.51%	60.6	1	4	2	1
\$325,001 - \$425,000	5	12.20%	52.2	1	2	2	0
\$425,001 and up	4	9.76%	36.3	0	2	2	0
Total Pending Units	41			10	24	6	1
Total Pending Volume	10,323,110	100%	50.9	1.44M	5.94M	2.64M	300.00K
Average Listing Price	\$238,703			\$143,965	\$247,461	\$440,733	\$300,000

September 2022



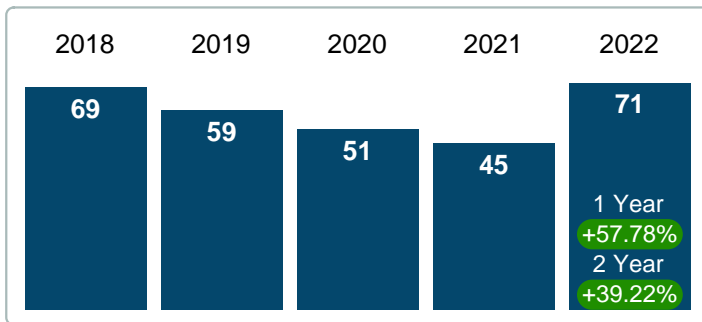
Area Delimited by County Of Mayes - Residential Property Type



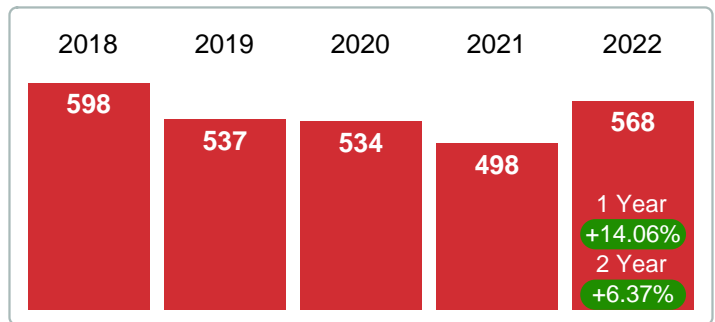
NEW LISTINGS

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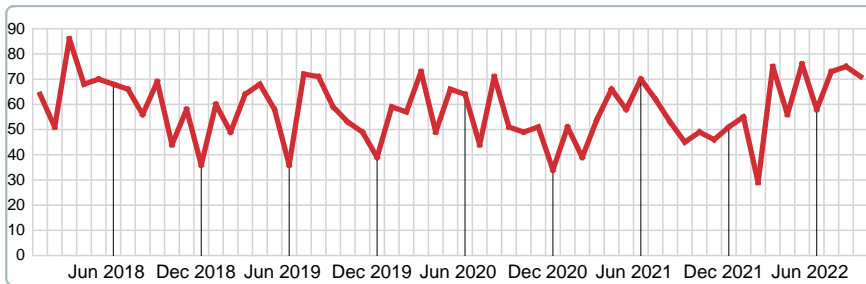
SEPTEMBER



YEAR TO DATE (YTD)

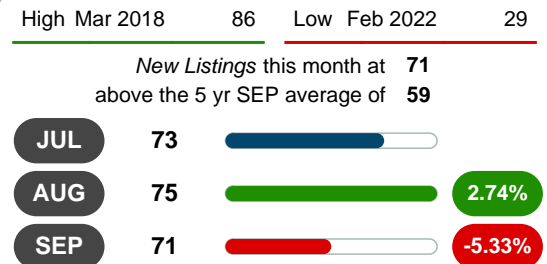


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 59



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	7.04%	3	2	0	0
\$75,001 - \$150,000	10	14.08%	4	4	2	0
\$150,001 - \$200,000	10	14.08%	3	7	0	0
\$200,001 - \$325,000	20	28.17%	3	12	5	0
\$325,001 - \$375,000	10	14.08%	0	2	8	0
\$375,001 - \$550,000	8	11.27%	2	5	1	0
\$550,001 and up	8	11.27%	0	1	5	2
Total New Listed Units	71		15	33	21	2
Total New Listed Volume	21,998,615	100%	2.76M	9.03M	8.33M	1.88M
Average New Listed Listing Price	\$279,719		\$183,960	\$273,776	\$396,649	\$937,500

September 2022



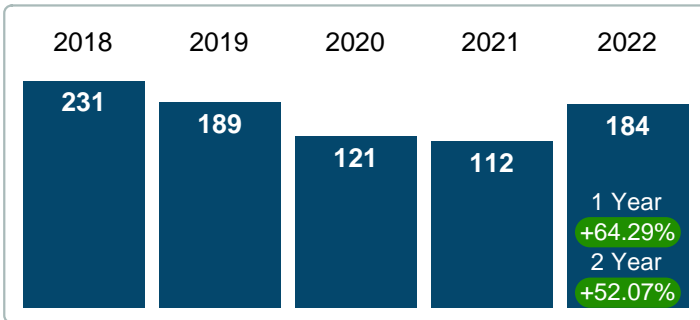
Area Delimited by County Of Mayes - Residential Property Type



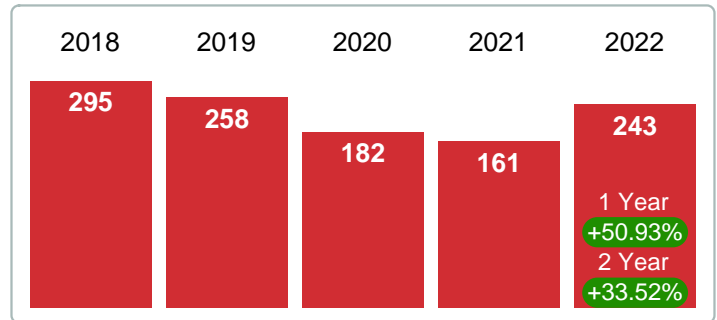
ACTIVE INVENTORY

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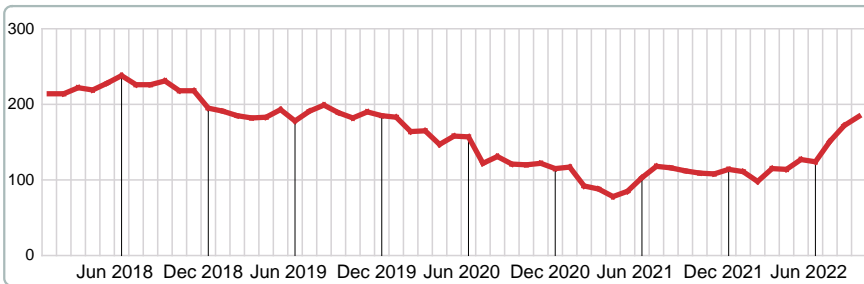
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

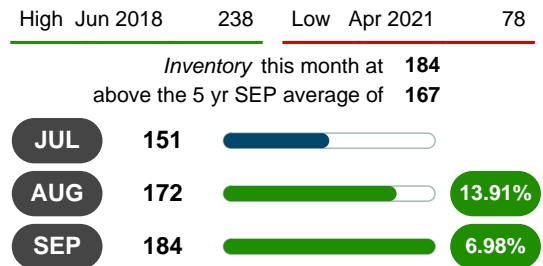


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 167



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	8.70%	84.0	11	3	2	0
\$100,001 - \$150,000	19	10.33%	91.1	4	11	4	0
\$150,001 - \$225,000	32	17.39%	52.2	7	24	1	0
\$225,001 - \$325,000	38	20.65%	58.3	5	22	9	2
\$325,001 - \$450,000	38	20.65%	60.4	3	17	15	3
\$450,001 - \$675,000	21	11.41%	88.6	1	11	5	4
\$675,001 and up	20	10.87%	85.2	0	8	6	6
Total Active Inventory by Units	184			31	96	42	15
Total Active Inventory by Volume	71,698,552	100%	69.7	5.58M	34.64M	17.47M	14.01M
Average Active Inventory Listing Price	\$389,666			\$180,074	\$360,809	\$416,016	\$933,727

September 2022



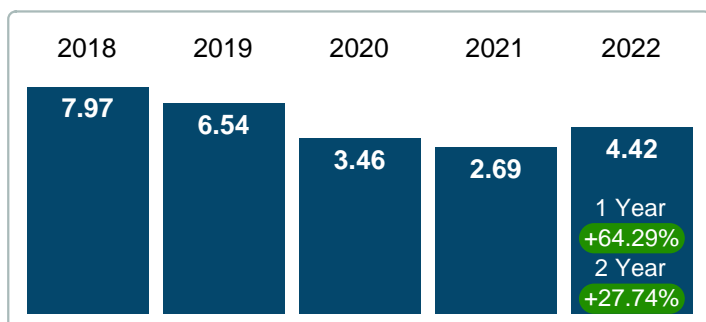
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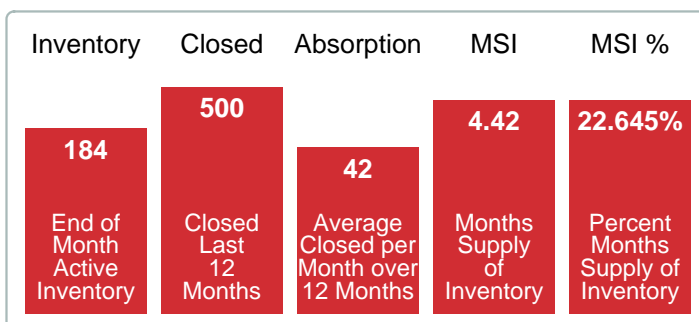
MONTHS SUPPLY of INVENTORY (MSI)

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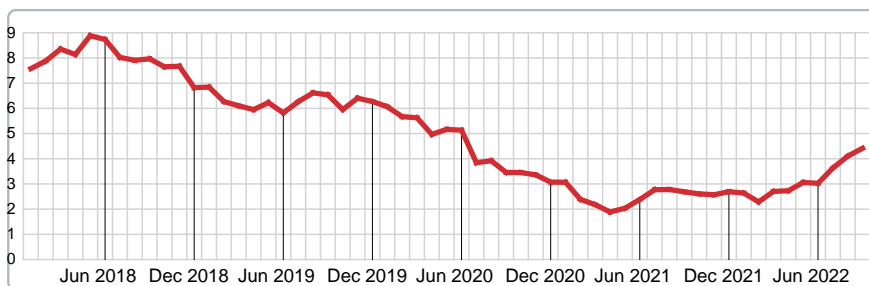
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

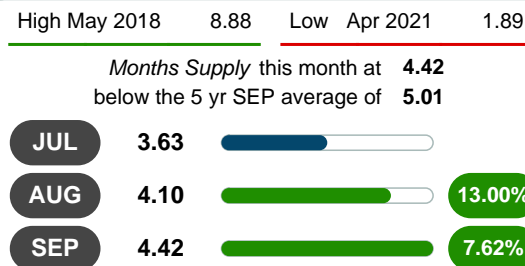


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.01



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	8.70%	1.98	2.54	0.84	12.00	0.00
\$100,001 - \$150,000	19	10.33%	2.56	2.00	2.28	6.86	0.00
\$150,001 - \$225,000	32	17.39%	3.34	5.25	3.43	1.20	0.00
\$225,001 - \$325,000	38	20.65%	4.26	4.62	3.72	5.40	8.00
\$325,001 - \$450,000	38	20.65%	8.14	12.00	6.58	10.00	9.00
\$450,001 - \$675,000	21	11.41%	14.82	4.00	18.86	12.00	24.00
\$675,001 and up	20	10.87%	12.63	0.00	10.67	24.00	12.00
Market Supply of Inventory (MSI)			4.42	3.32	3.80	7.75	9.00
Total Active Inventory by Units		100%	4.42	31	96	42	15

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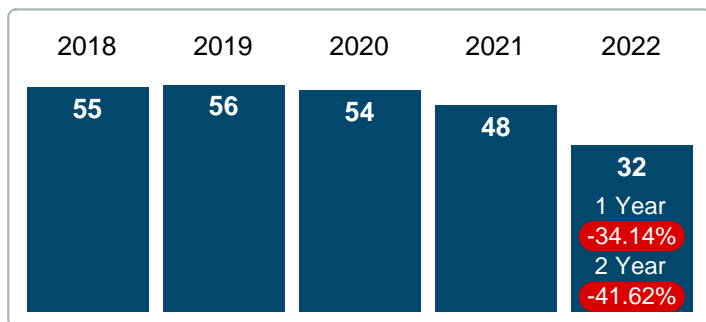
Area Delimited by County Of Mayes - Residential Property Type



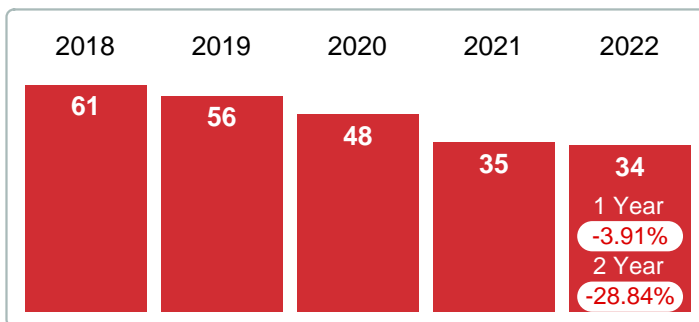
AVERAGE DAYS ON MARKET TO SALE

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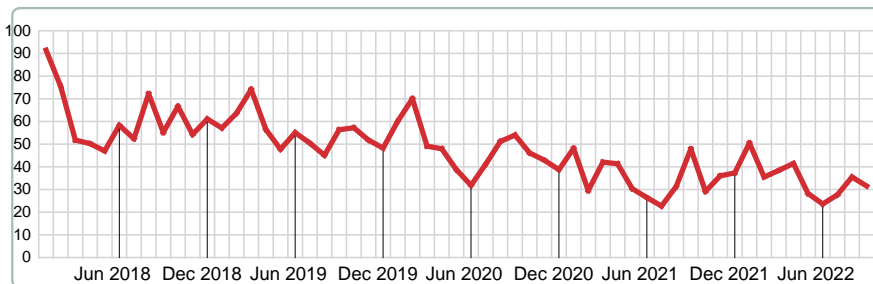
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 32 below the 5 yr SEP average of 49

Month	Days	% Change
JUL	28	
AUG	36	28.38%
SEP	32	-11.19%

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	5.56%	4	5	2	0	0
\$50,001 - \$125,000	11.11%	42	12	113	32	0
\$125,001 - \$175,000	16.67%	31	0	31	0	0
\$175,001 - \$225,000	25.00%	36	31	38	65	26
\$225,001 - \$325,000	13.89%	28	60	20	0	0
\$325,001 - \$500,000	16.67%	36	0	63	21	24
\$500,001 and up	11.11%	25	0	5	45	0
Average Closed DOM		32	26	33	36	25
Total Closed Units	100%	32	7	19	7	3
Total Closed Volume		10,002,855	1.02M	5.52M	2.69M	771.55K

September 2022



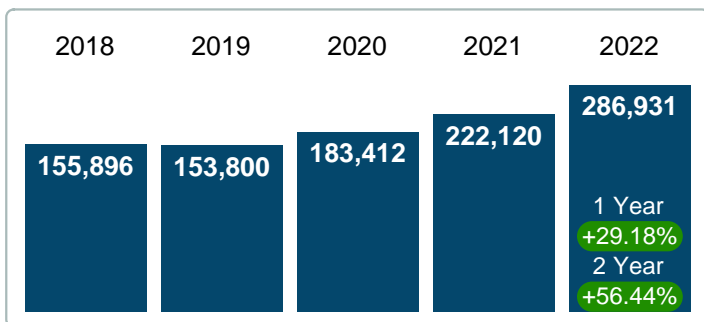
Area Delimited by County Of Mayes - Residential Property Type



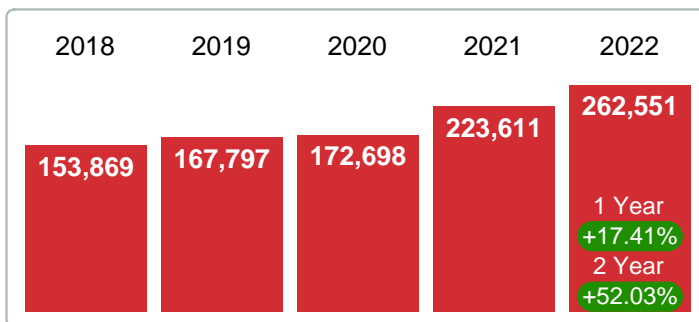
AVERAGE LIST PRICE AT CLOSING

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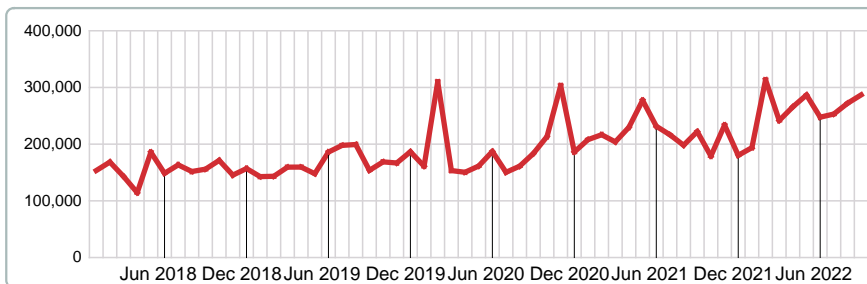
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 200,432

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

Average List Price at Closing this month at **286,931**
above the 5 yr SEP average of **200,432**

- JUL** 253,099
- AUG** 272,063 7.49%
- SEP** 286,931 5.46%

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	2	5.56%	32,000	27,000	37,000	0	0
\$50,001 - \$125,000	3	8.33%	81,633	87,500	69,900	132,500	0
\$125,001 - \$175,000	5	13.89%	141,600	0	159,950	0	0
\$175,001 - \$225,000	9	25.00%	199,356	196,833	204,833	295,000	220,000
\$225,001 - \$325,000	8	22.22%	262,375	240,000	257,250	0	0
\$325,001 - \$500,000	5	13.89%	423,080	0	447,000	407,133	300,000
\$500,001 and up	4	11.11%	826,000		01,047,500	604,500	0
Average List Price			286,931	147,500	299,953	408,271	246,667
Total Closed Units		100%	286,931	7	19	7	3
Total Closed Volume			10,329,500	1.03M	5.70M	2.86M	740.00K

September 2022



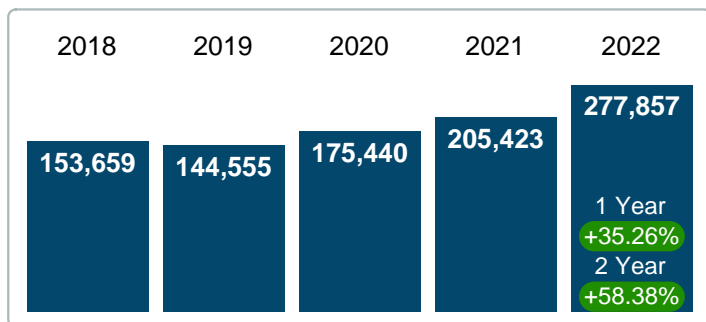
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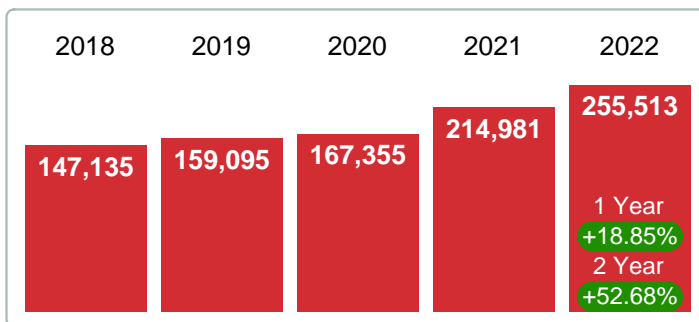
AVERAGE SOLD PRICE AT CLOSING

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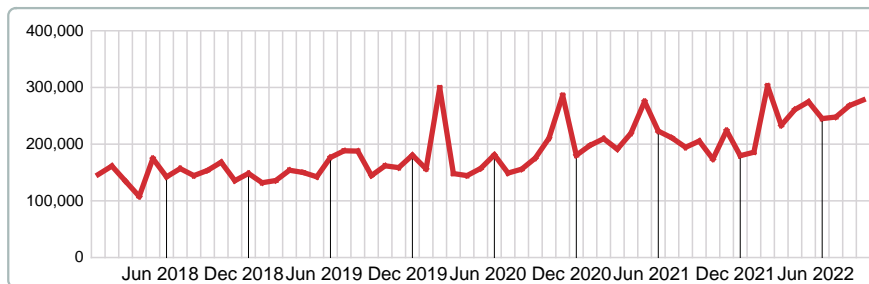
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

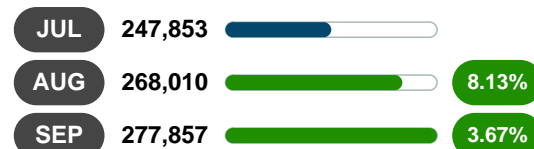


3 MONTHS

5 year SEP AVG = 191,387

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

Average Sold Price at Closing this month at **277,857** above the 5 yr SEP average of **191,387**



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	5.56%	39,501	34,000	45,001	0	0
\$50,001 - \$125,000	11.11%	83,375	86,500	58,000	102,500	0
\$125,001 - \$175,000	16.67%	152,833	0	152,833	0	0
\$175,001 - \$225,000	25.00%	203,762	189,667	205,667	222,800	212,527
\$225,001 - \$325,000	13.89%	251,300	240,000	254,125	0	0
\$325,001 - \$500,000	16.67%	398,833	0	422,500	400,500	346,500
\$500,001 and up	11.11%	797,500	0	0	01,012,500	582,500
Average Sold Price		277,857	145,143	290,711	384,543	257,185
Total Closed Units	100%	277,857	7	19	7	3
Total Closed Volume		10,002,855	1.02M	5.52M	2.69M	771.55K

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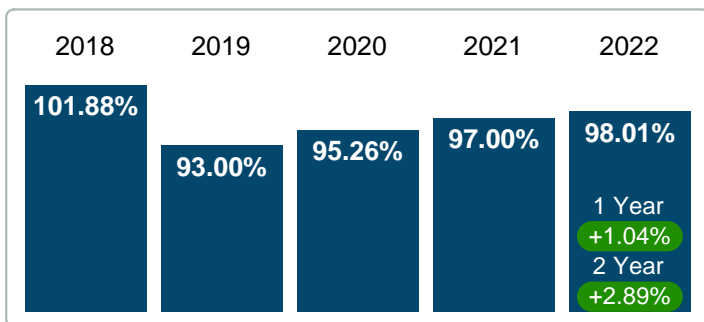
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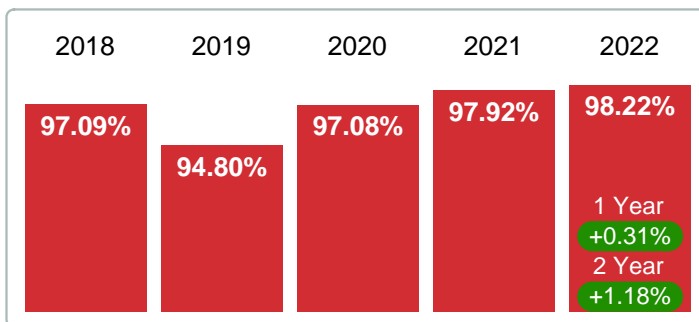
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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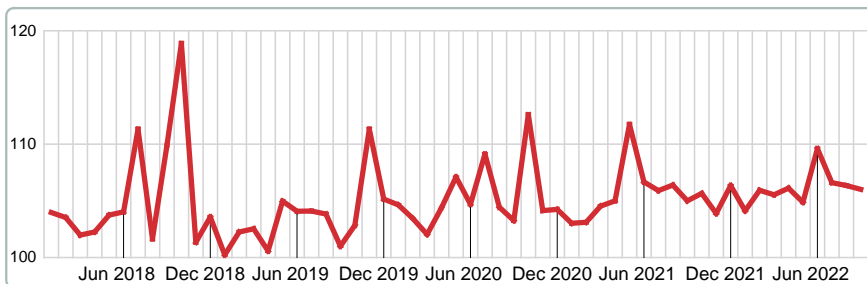
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

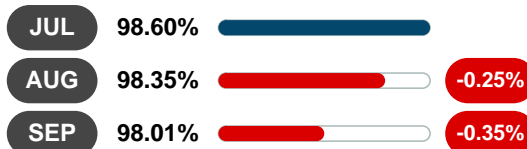


3 MONTHS

5 year SEP AVG = 97.03%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.01%**
above the 5 yr SEP average of **97.03%**



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	2	5.56%	123.78%	125.93%	121.62%	0.00%	0.00%
\$50,001 - \$125,000	4	11.11%	88.85%	97.54%	82.98%	77.36%	0.00%
\$125,001 - \$175,000	6	16.67%	96.81%	0.00%	96.81%	0.00%	0.00%
\$175,001 - \$225,000	9	25.00%	95.71%	96.77%	100.65%	75.53%	96.82%
\$225,001 - \$325,000	5	13.89%	99.33%	100.00%	99.16%	0.00%	0.00%
\$325,001 - \$500,000	6	16.67%	100.13%	0.00%	94.50%	98.76%	115.50%
\$500,001 and up	4	11.11%	96.45%	0.00%	96.09%	96.81%	0.00%
Average Sold/List Ratio		98.00%		101.61%	98.17%	91.82%	103.05%
Total Closed Units		36	100%	7	19	7	3
Total Closed Volume		10,002,855		1.02M	5.52M	2.69M	771.55K

September 2022



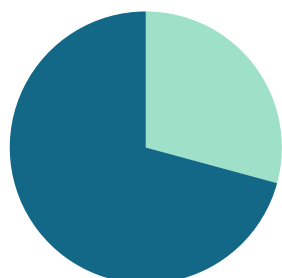
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

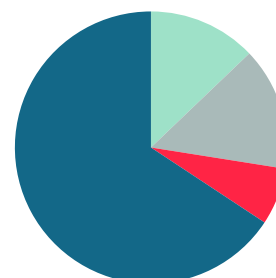


Inventory
 New Listings
71 = 29.22%
 Start Inventory
172
 Total Inventory Units
243
 Volume
\$90,734,550

Market Activity

Closed Sales
36 = 12.86%
 Pending Sales
41 = 14.64%
 Other Off Market
19 = 6.79%
 Active Inventory
184 = 65.71%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	36	-7.69%	383	375	-2.09%
Pending Sales	40	41	2.50%	399	375	-6.02%
New Listings	45	71	57.78%	498	568	14.06%
Average List Price	222,120	286,931	29.18%	223,611	262,551	17.41%
Average Sale Price	205,423	277,857	35.26%	214,981	255,513	18.85%
Average Percent of Selling Price to List Price	97.00%	98.01%	1.04%	97.92%	98.22%	0.31%
Average Days on Market to Sale	47.87	31.53	-34.14%	35.45	34.06	-3.91%
Monthly Inventory	112	184	64.29%	112	184	64.29%
Months Supply of Inventory	2.69	4.42	64.29%	2.69	4.42	64.29%

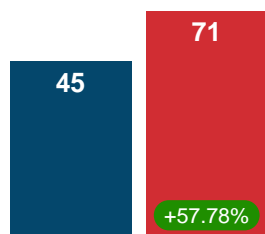
Absorption: Last 12 months, an Average of **42** Sales/Month

Inventory on September 30, 2022 = **184** 2021 2022

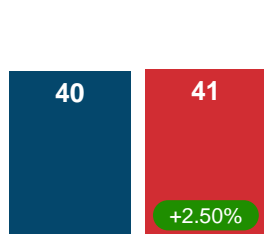
SEPTEMBER MARKET

AVERAGE PRICES

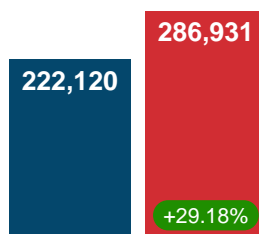
New Listings



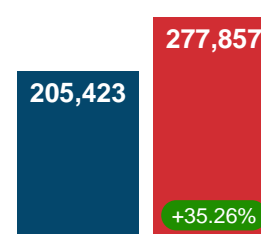
Pending Listings



List Price



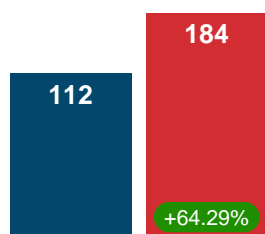
Sale Price



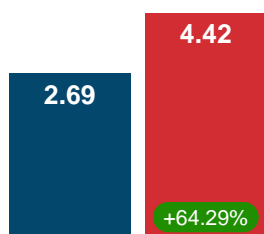
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

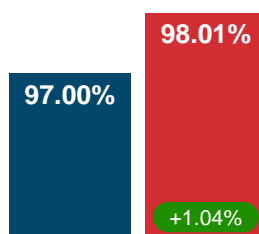
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

