

# September 2022



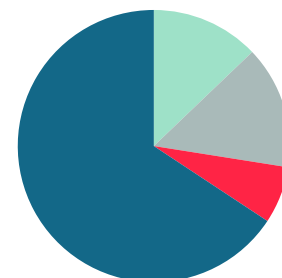
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	138,000	217,500	57.61%
Median Sale Price	135,000	211,000	56.30%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	26.00	18.50	-28.85%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **56.30%** in September 2022 to \$211,000 versus the previous year at \$135,000.

#### Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 7.50 days or **28.85%** in September 2022 compared to last year's same month at **26.00** DOM.

#### Sales Success for September 2022 is Positive

Overall, with Median 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.

### 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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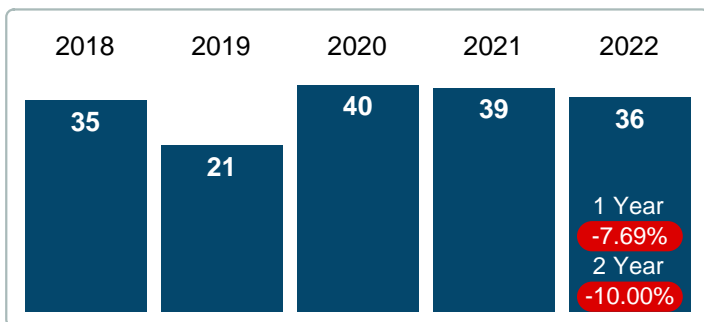
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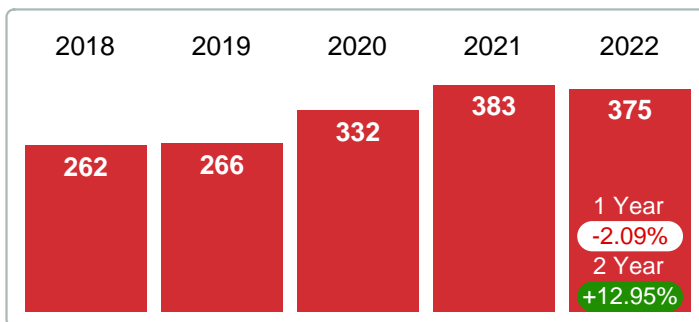
## CLOSED LISTINGS

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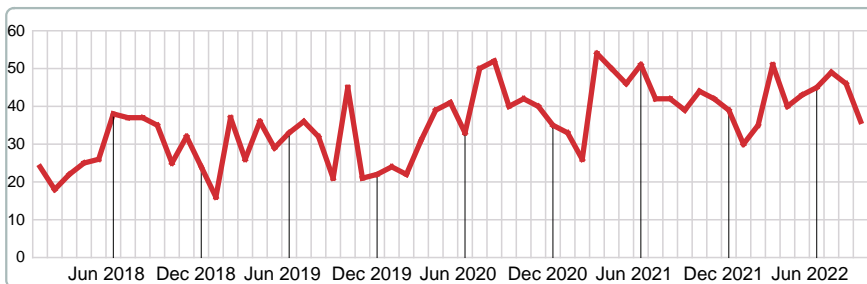
### SEPTEMBER



### YEAR TO DATE (YTD)

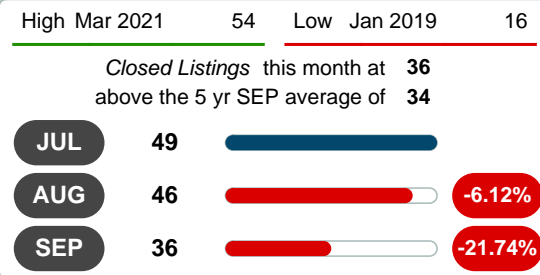


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	25.5	2	1	1	0
\$125,001 - \$175,000	6	16.67%	15.0	0	6	0	0
\$175,001 - \$225,000	9	25.00%	38.0	3	3	1	2
\$225,001 - \$325,000	5	13.89%	26.0	1	4	0	0
\$325,001 - \$500,000	6	16.67%	16.0	0	2	3	1
\$500,001 and up	4	11.11%	16.5	0	2	2	0
<b>Total Closed Units</b>	<b>36</b>			<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,002,855</b>	<b>100%</b>	<b>18.5</b>	<b>1.02M</b>	<b>5.52M</b>	<b>2.69M</b>	<b>771.55K</b>
<b>Median Closed Price</b>	<b>\$211,000</b>			<b>\$179,000</b>	<b>\$210,000</b>	<b>\$384,000</b>	<b>\$220,054</b>

# September 2022



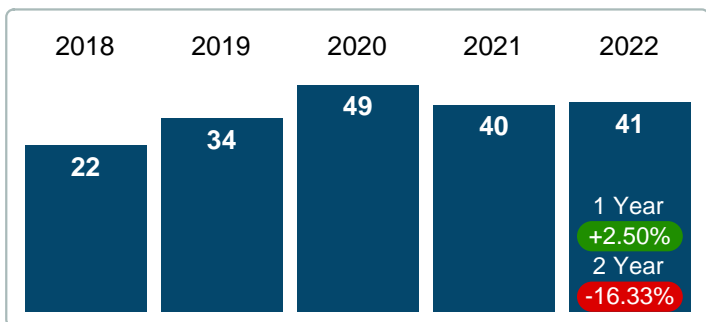
Area Delimited by County Of Mayes - Residential Property Type



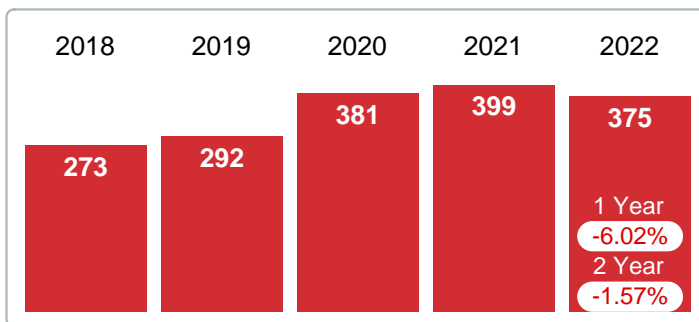
## PENDING LISTINGS

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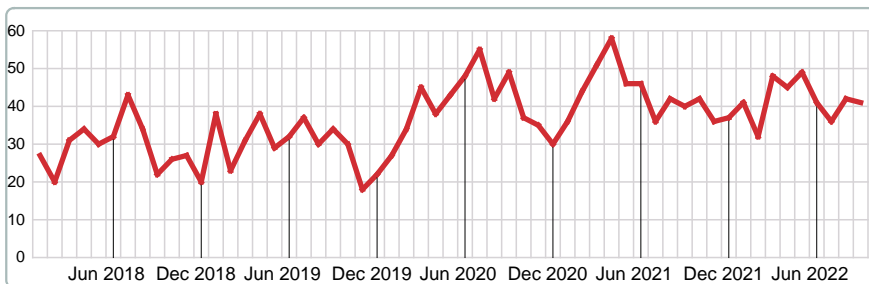
### SEPTEMBER



### YEAR TO DATE (YTD)

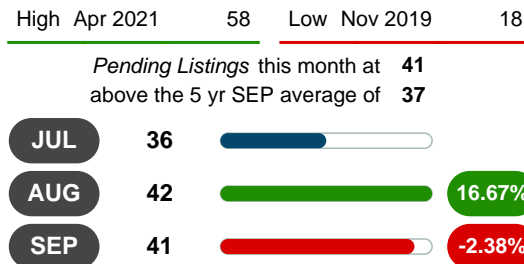


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 37



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	8.5	4	2	0	0
\$100,001 - \$150,000	7	17.07%	51.0	3	4	0	0
\$150,001 - \$225,000	9	21.95%	40.0	1	8	0	0
\$225,001 - \$325,000	8	19.51%	40.0	1	4	2	1
\$325,001 - \$425,000	5	12.20%	36.0	1	2	2	0
\$425,001 and up	4	9.76%	13.5	0	2	2	0
<b>Total Pending Units</b>	<b>41</b>			<b>10</b>	<b>24</b>	<b>6</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>10,323,110</b>	<b>100%</b>	<b>30.0</b>	<b>1.44M</b>	<b>5.94M</b>	<b>2.64M</b>	<b>300.00K</b>
<b>Median Listing Price</b>	<b>\$196,500</b>			<b>\$113,000</b>	<b>\$195,750</b>	<b>\$355,750</b>	<b>\$300,000</b>

# September 2022



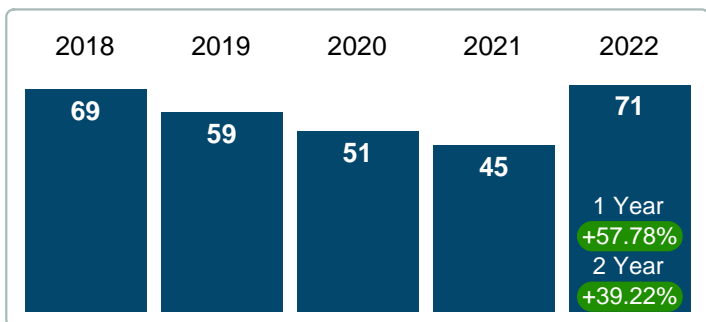
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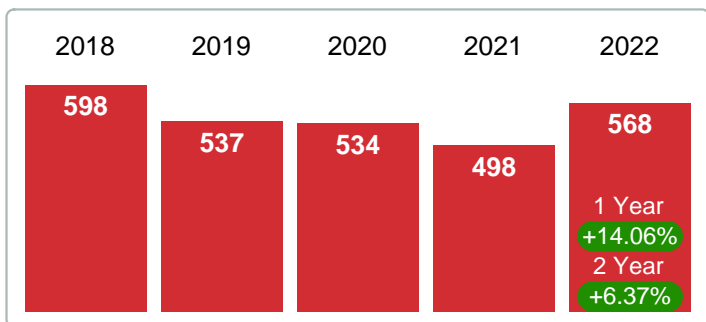
## NEW LISTINGS

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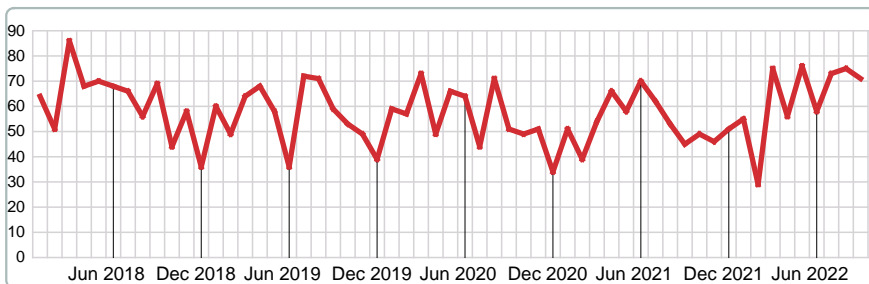
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 59

High Mar 2018 86 Low Feb 2022 29

New Listings this month at 71 above the 5 yr SEP average of 59

- JUL 73
- AUG 75 +2.74%
- SEP 71 -5.33%

### 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
<b>Total New Listed Units</b>	<b>71</b>		<b>15</b>	<b>33</b>	<b>21</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>21,998,615</b>	<b>100%</b>	<b>2.76M</b>	<b>9.03M</b>	<b>8.33M</b>	<b>1.88M</b>
<b>Median New Listed Listing Price</b>	<b>\$249,900</b>		<b>\$159,000</b>	<b>\$219,000</b>	<b>\$342,500</b>	<b>\$937,500</b>

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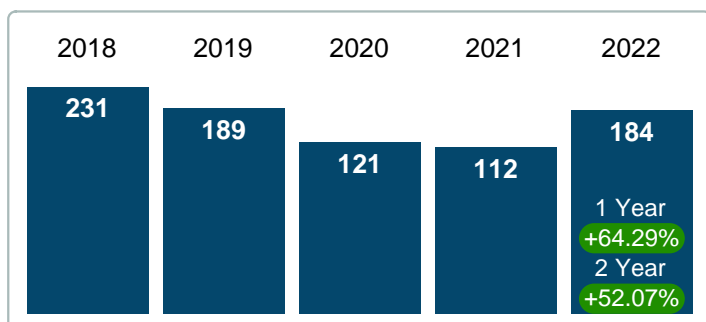
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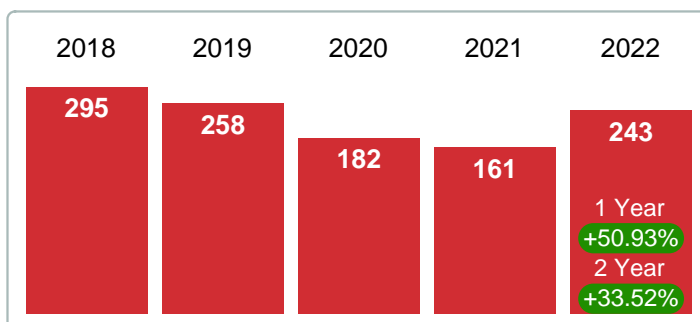
## ACTIVE INVENTORY

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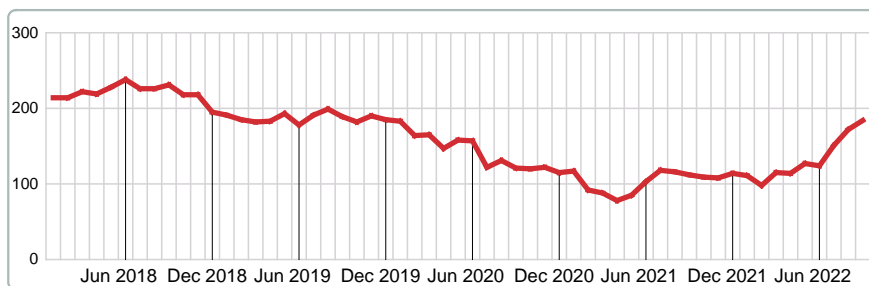
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

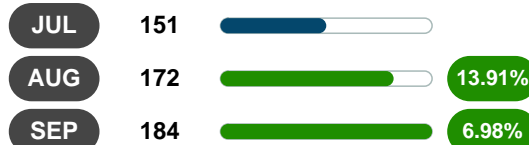


### 3 MONTHS

5 year SEP AVG = 167

High Jun 2018 238 Low Apr 2021 78

Inventory this month at **184**  
above the 5 yr SEP average of **167**



### 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	8.70%	89.0	11	3	2	0
\$100,001 - \$150,000	19	10.33%	82.0	4	11	4	0
\$150,001 - \$225,000	32	17.39%	44.5	7	24	1	0
\$225,001 - \$325,000	38	20.65%	53.5	5	22	9	2
\$325,001 - \$450,000	38	20.65%	52.0	3	17	15	3
\$450,001 - \$675,000	21	11.41%	74.0	1	11	5	4
\$675,001 and up	20	10.87%	93.5	0	8	6	6
<b>Total Active Inventory by Units</b>	<b>184</b>			<b>31</b>	<b>96</b>	<b>42</b>	<b>15</b>
<b>Total Active Inventory by Volume</b>	<b>71,698,552</b>	<b>100%</b>	<b>59.0</b>	<b>5.58M</b>	<b>34.64M</b>	<b>17.47M</b>	<b>14.01M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$284,750</b>			<b>\$159,000</b>	<b>\$258,900</b>	<b>\$340,490</b>	<b>\$499,000</b>

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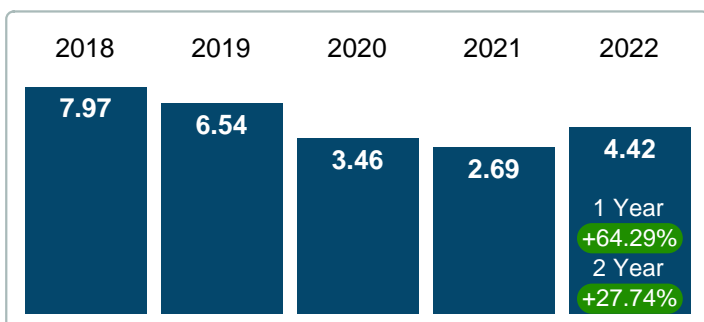
Area Delimited by County Of Mayes - Residential Property Type



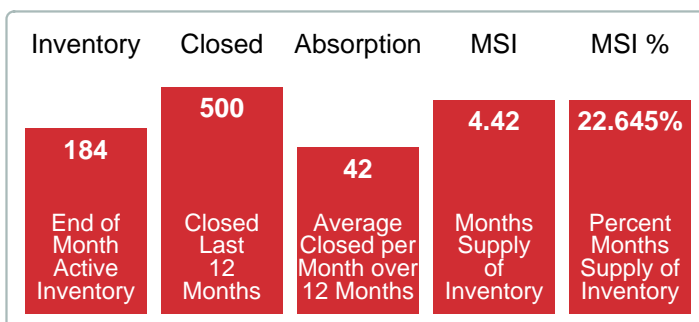
## MONTHS SUPPLY of INVENTORY (MSI)

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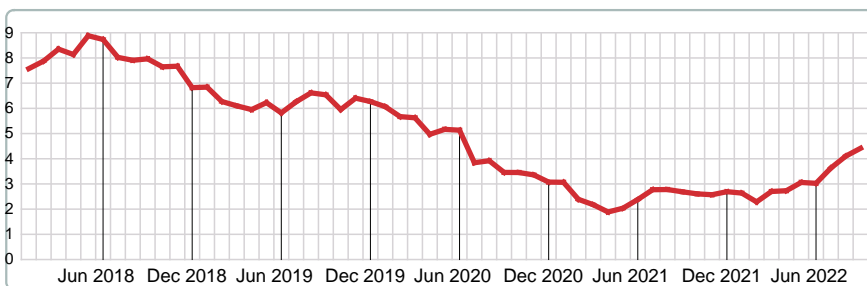
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

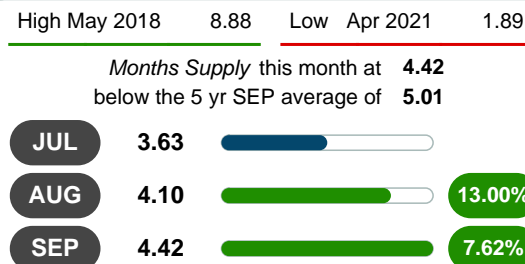


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2022



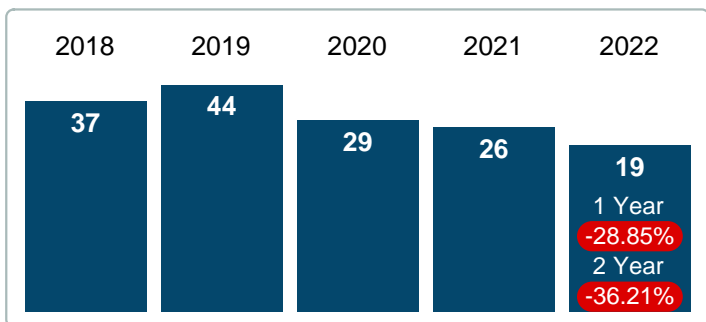
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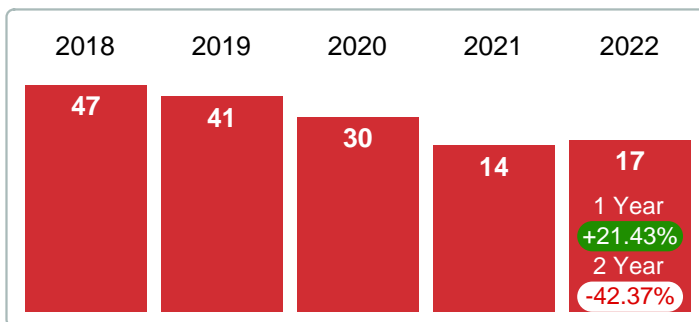
## MEDIAN DAYS ON MARKET TO SALE

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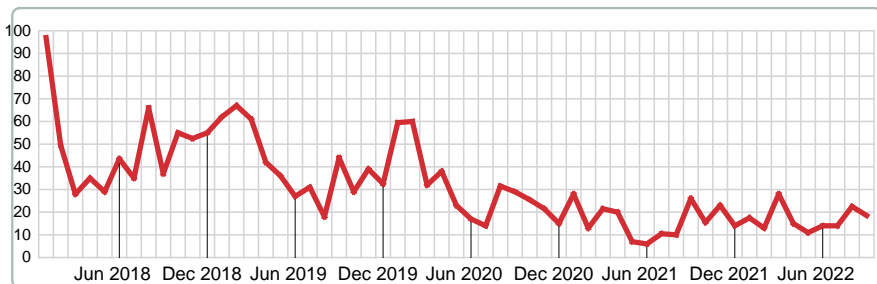
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

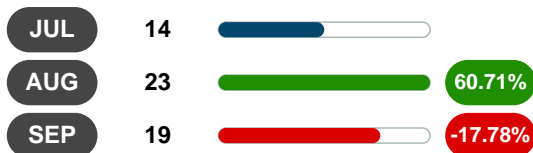


### 3 MONTHS

5 year SEP AVG = 31

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 19 below the 5 yr SEP average of 31



### 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	5.56%	4	5	2	0	0
\$50,001 - \$125,000	11.11%	26	12	113	32	0
\$125,001 - \$175,000	16.67%	15	0	15	0	0
\$175,001 - \$225,000	25.00%	38	2	47	65	26
\$225,001 - \$325,000	13.89%	26	60	19	0	0
\$325,001 - \$500,000	16.67%	16	0	63	3	24
\$500,001 and up	11.11%	17	0	5	45	0
<b>Median Closed DOM</b>		<b>19</b>	<b>5</b>	<b>18</b>	<b>32</b>	<b>24</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>18.5</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,002,855</b>	<b>1.02M</b>	<b>5.52M</b>	<b>2.69M</b>	<b>771.55K</b>

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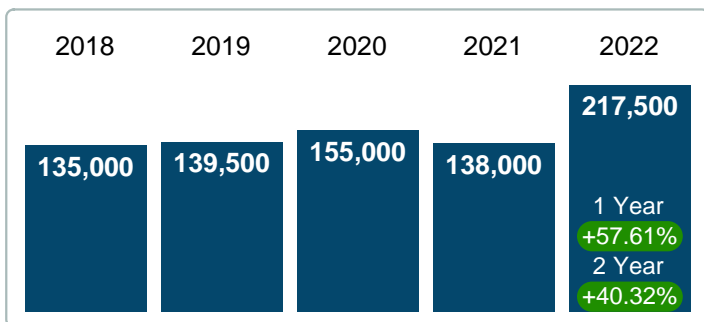
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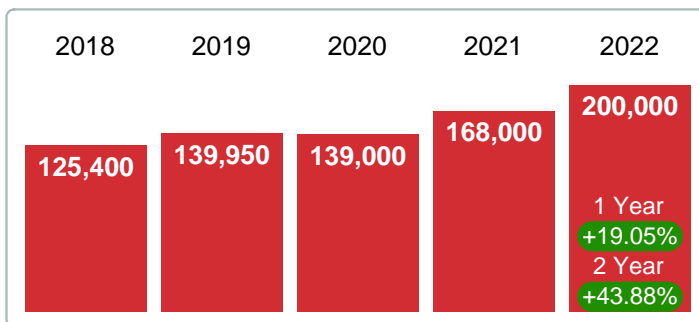
## MEDIAN LIST PRICE AT CLOSING

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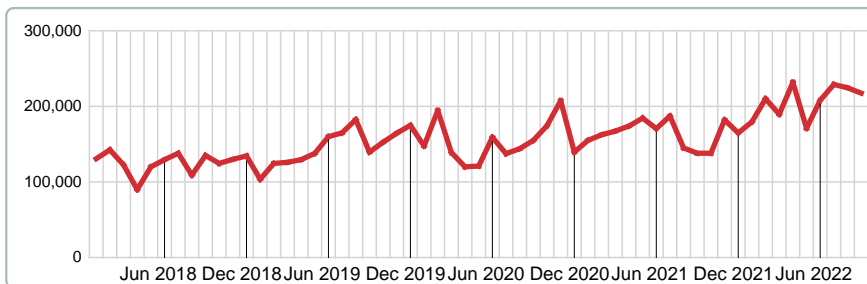
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

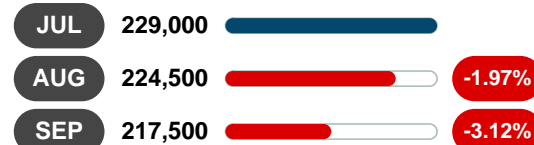


### 3 MONTHS

5 year SEP AVG = 157,000

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

Median List Price at Closing this month at **217,500**  
above the 5 yr SEP average of **157,000**



### 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	5.56%	32,000	27,000	37,000	0	0
\$50,001 - \$125,000	8.33%	69,900	87,500	69,900	0	0
\$125,001 - \$175,000	13.89%	135,000	0	144,000	132,500	0
\$175,001 - \$225,000	25.00%	200,000	189,000	200,000	0	205,000
\$225,001 - \$325,000	22.22%	250,000	240,000	250,000	295,000	267,500
\$325,001 - \$500,000	13.89%	425,000	0	447,000	379,900	0
\$500,001 and up	11.11%	792,000		01,047,500	604,500	0
<b>Median List Price</b>		<b>217,500</b>	<b>181,500</b>	<b>204,300</b>	<b>379,900</b>	<b>235,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>217,500</b>	<b>7</b>	<b>19</b>	<b>7</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>1.03M</b>	<b>5.70M</b>	<b>2.86M</b>	<b>740.00K</b>



# September 2022



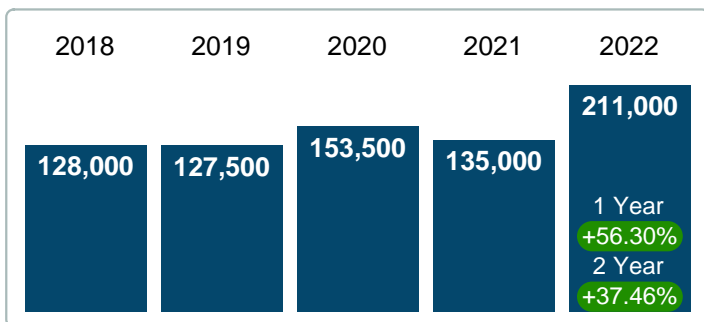
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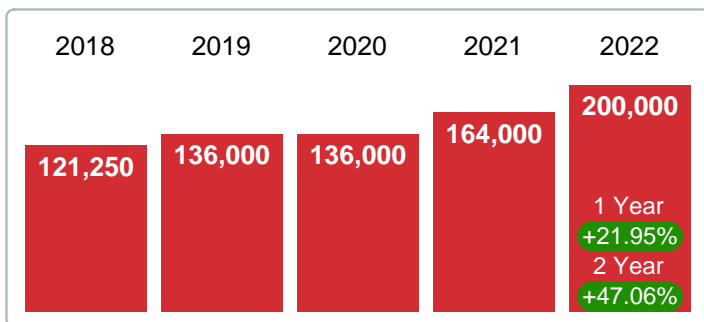
## MEDIAN SOLD PRICE AT CLOSING

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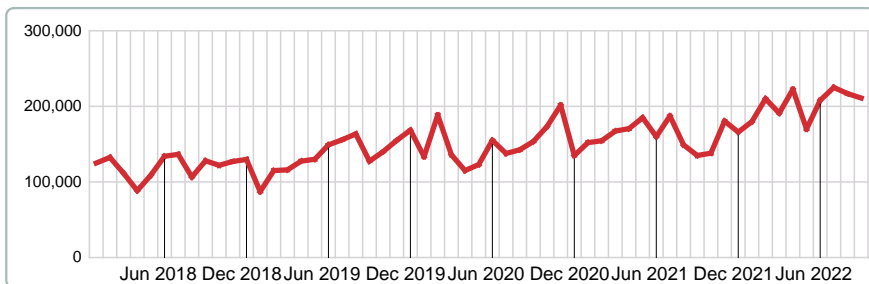
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

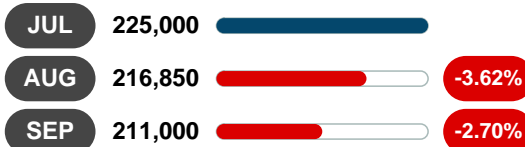


### 3 MONTHS

5 year SEP AVG = 151,000

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

Median Sold Price at Closing this month at 211,000 above the 5 yr SEP average of 151,000



### 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	2	5.56%	39,501	34,000	45,001	0	0
\$50,001 - \$125,000	4	11.11%	80,250	86,500	58,000	102,500	0
\$125,001 - \$175,000	6	16.67%	156,000	0	156,000	0	0
\$175,001 - \$225,000	9	25.00%	205,000	190,000	210,000	222,800	212,527
\$225,001 - \$325,000	5	13.89%	250,000	240,000	254,750	0	0
\$325,001 - \$500,000	6	16.67%	392,000	0	422,500	384,000	346,500
\$500,001 and up	4	11.11%	735,000		01,012,500	582,500	0
Median Sold Price			211,000	179,000	210,000	384,000	220,054
Total Closed Units		100%	211,000	7	19	7	3
Total Closed Volume			10,002,855	1.02M	5.52M	2.69M	771.55K

# September 2022



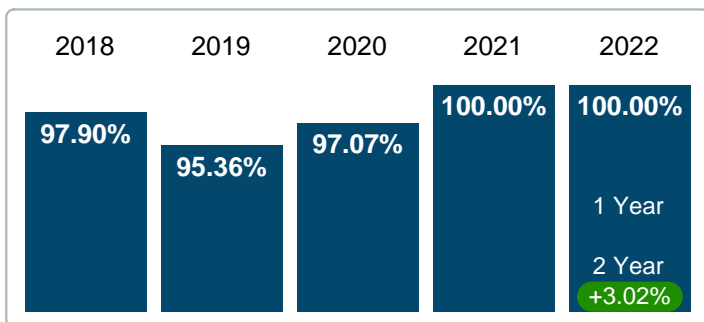
Area Delimited by County Of Mayes - Residential Property Type



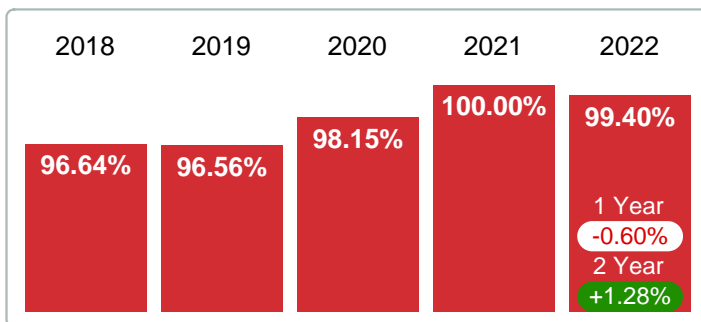
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

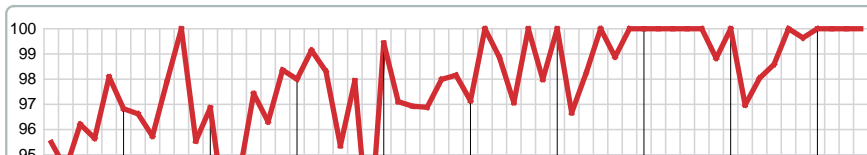
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 98.07%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.07%**

JUL 100.00%  
AUG 100.00%  
SEP 100.00%

0.00%  
0.00%

### 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	2	5.56%	123.78%	125.93%	121.62%	0.00%	0.00%	
\$50,001 - \$125,000	4	11.11%	88.15%	97.54%	82.98%	77.36%	0.00%	
\$125,001 - \$175,000	6	16.67%	98.78%	0.00%	98.78%	0.00%	0.00%	
\$175,001 - \$225,000	9	25.00%	94.71%	94.71%	105.26%	75.53%	96.82%	
\$225,001 - \$325,000	5	13.89%	100.00%	100.00%	100.43%	0.00%	0.00%	
\$325,001 - \$500,000	6	16.67%	97.60%	0.00%	94.50%	100.00%	115.50%	
\$500,001 and up	4	11.11%	96.81%	0.00%	96.09%	96.81%	0.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	95.19%	100.00%	
Total Closed Units		36	100%	100.00%	7	19	7	3
Total Closed Volume		10,002,855			1.02M	5.52M	2.69M	771.55K

# September 2022



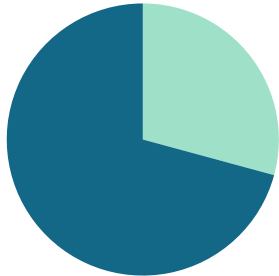
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

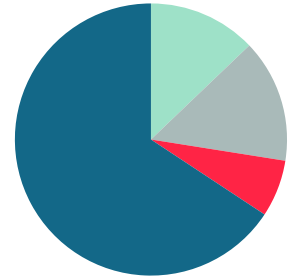


**Inventory**  
 New Listings  
**71 = 29.22%**  
 Start Inventory  
**172**  
 Total Inventory Units  
**243**  
 Volume  
**\$90,734,550**

### 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%
Median List Price	138,000	217,500	57.61%	168,000	200,000	19.05%
Median Sale Price	135,000	211,000	56.30%	164,000	200,000	21.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.40%	-0.60%
Median Days on Market to Sale	26.00	18.50	-28.85%	14.00	17.00	21.43%
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

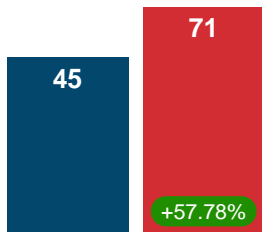
**Inventory** on September 30, 2022 = **184**

**2021** **2022**

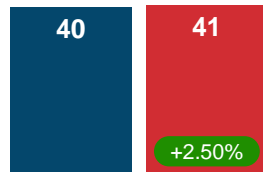
### SEPTEMBER MARKET

### MEDIAN PRICES

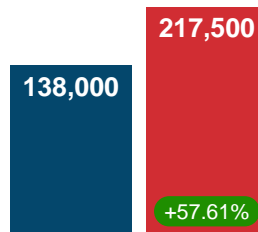
#### New Listings



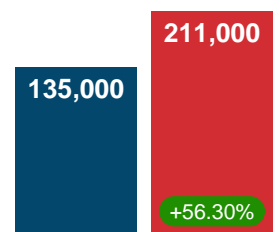
#### Pending Listings



#### List Price



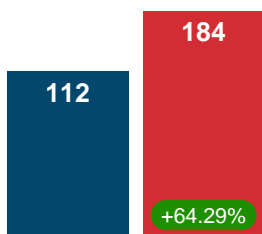
#### Sale Price



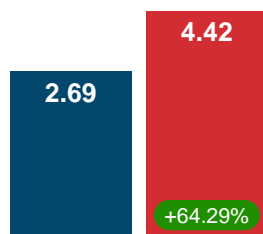
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

