

November 2023



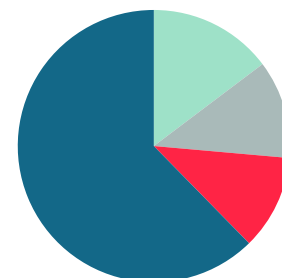
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	31	34	9.68%
Pending Listings	39	27	-30.77%
New Listings	44	45	2.27%
Average List Price	214,800	411,642	91.64%
Average Sale Price	206,984	386,813	86.88%
Average Percent of Selling Price to List Price	96.13%	94.52%	-1.67%
Average Days on Market to Sale	54.84	58.00	5.76%
End of Month Inventory	177	144	-18.64%
Months Supply of Inventory	4.43	3.87	-12.64%



■ Closed (14.72%)
■ Pending (11.69%)
■ Other OffMarket (11.26%)
■ Active (62.34%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of November 30, 2023 = **144**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2023 decreased **18.64%** to 144 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **3.87** 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 **86.88%** in November 2023 to \$386,813 versus the previous year at \$206,984.

Average Days on Market Lengthens

The average number of **58.00** days that homes spent on the market before selling increased by 3.16 days or **5.76%** in November 2023 compared to last year's same month at **54.84** DOM.

Sales Success for November 2023 is Positive

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

There were 45 New Listings in November 2023, up **2.27%** from last year at 44. Furthermore, there were 34 Closed Listings this month versus last year at 31, a **9.68%** increase.

Closed versus Listed trends yielded a **75.6%** ratio, up from previous year's, November 2022, at **70.5%**, a **7.24%** upswing. This will certainly create pressure on a decreasing 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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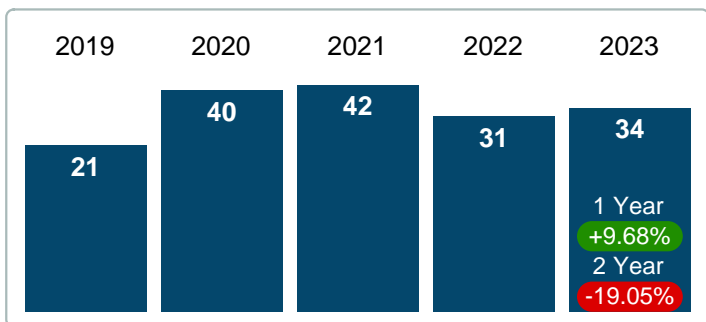
Area Delimited by County Of Mayes - Residential Property Type



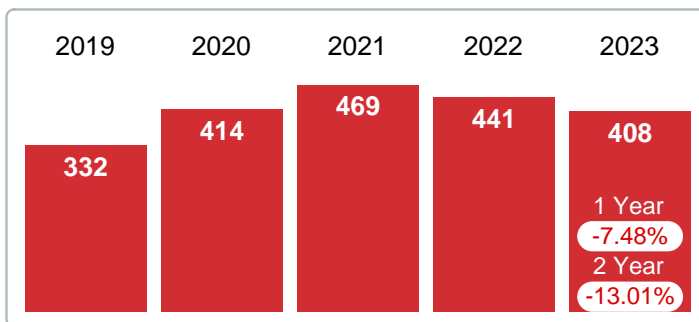
CLOSED LISTINGS

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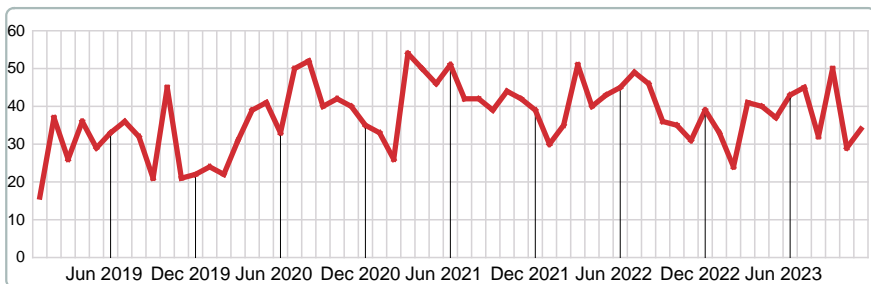
NOVEMBER



YEAR TO DATE (YTD)

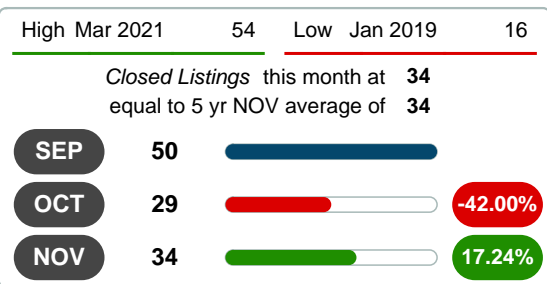


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$100,000 and less	3	8.82%	19.7	2	1	0	0
\$100,001 - \$125,000	3	8.82%	59.7	3	0	0	0
\$125,001 - \$175,000	6	17.65%	38.3	0	5	1	0
\$175,001 - \$300,000	9	26.47%	78.6	0	7	2	0
\$300,001 - \$500,000	6	17.65%	72.0	0	4	2	0
\$500,001 - \$875,000	3	8.82%	54.0	0	3	0	0
\$875,001 and up	4	11.76%	50.8	0	3	0	1
Total Closed Units	34			5	23	5	1
Total Closed Volume	13,151,658	100%	58.0	452.75K	9.65M	1.55M	1.50M
Average Closed Price	\$386,813			\$90,550	\$419,696	\$309,180	\$1,500,000

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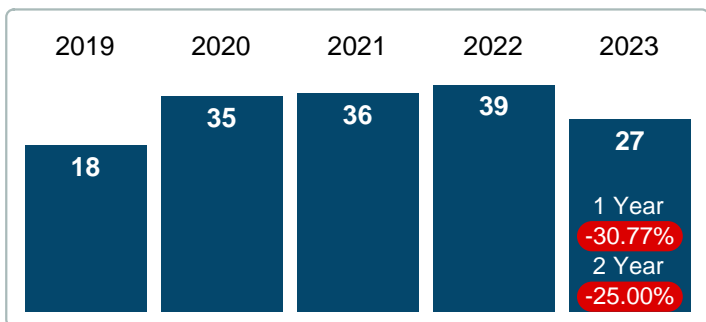
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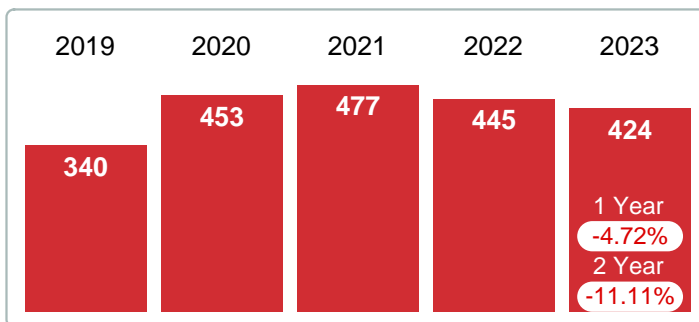
PENDING LISTINGS

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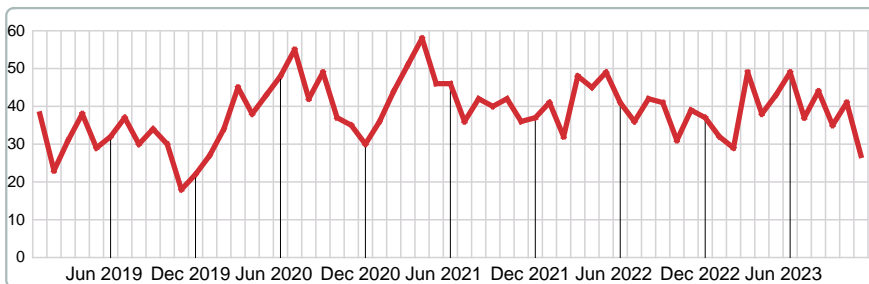
NOVEMBER



YEAR TO DATE (YTD)

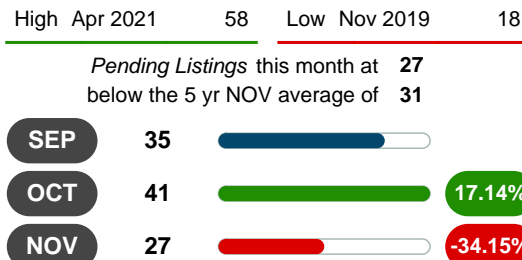


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	2	7.41%	8.0	1	1	0	0
\$50,001 - \$100,000	4	14.81%	43.0	0	4	0	0
\$100,001 - \$125,000	4	14.81%	44.0	4	0	0	0
\$125,001 - \$175,000	3	11.11%	83.0	0	3	0	0
\$175,001 - \$300,000	7	25.93%	51.1	1	4	2	0
\$300,001 - \$375,000	4	14.81%	24.3	0	3	1	0
\$375,001 and up	3	11.11%	58.0	0	1	2	0
Total Pending Units	27			6	16	5	0
Total Pending Volume	5,174,640	100%	48.7	674.50K	2.95M	1.55M	0.00B
Average Listing Price	\$209,447			\$112,417	\$184,156	\$310,728	\$0

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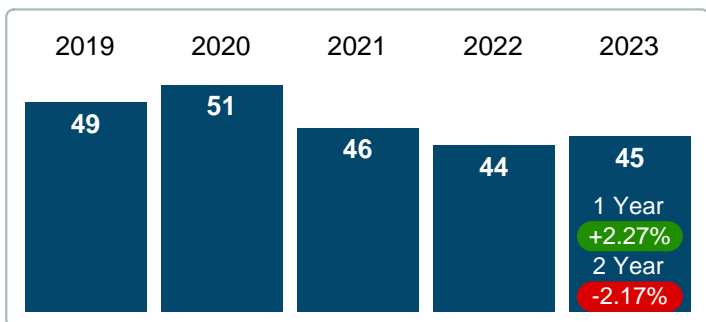
Area Delimited by County Of Mayes - Residential Property Type



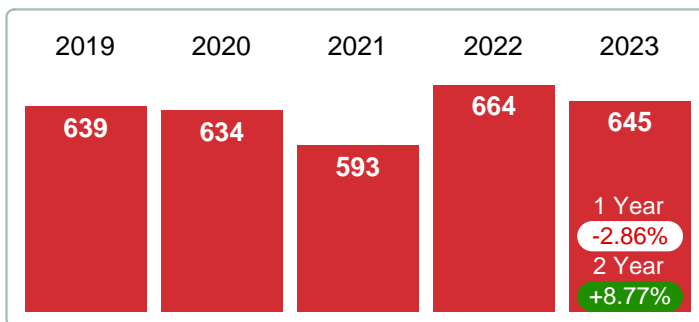
NEW LISTINGS

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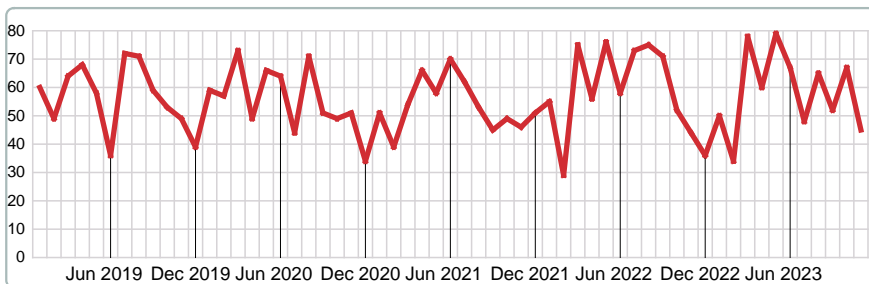
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 47

High May 2023: 79 | Low Feb 2022: 29

New Listings this month at **45**
below the 5 yr NOV average of **47**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	8.89%	1	3	0	0
\$60,001 - \$120,000	7	15.56%	5	2	0	0
\$120,001 - \$160,000	5	11.11%	2	2	1	0
\$160,001 - \$300,000	16	35.56%	2	9	5	0
\$300,001 - \$320,000	2	4.44%	0	0	2	0
\$320,001 - \$440,000	5	11.11%	0	2	3	0
\$440,001 and up	6	13.33%	0	5	1	0
Total New Listed Units	45		10	23	12	0
Total New Listed Volume	10,859,600	100%	1.27M	5.85M	3.74M	0.00B
Average New Listed Listing Price	\$106,000		\$127,390	\$254,322	\$311,358	\$0

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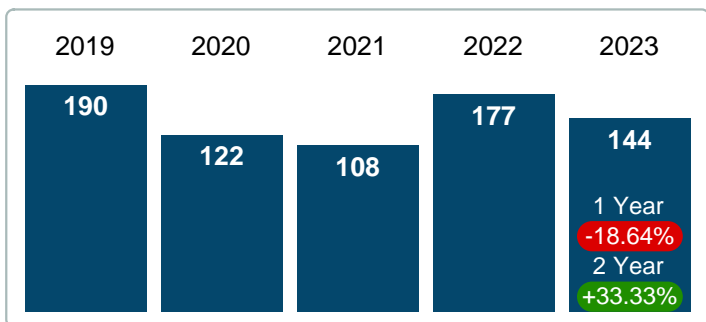
Area Delimited by County Of Mayes - Residential Property Type



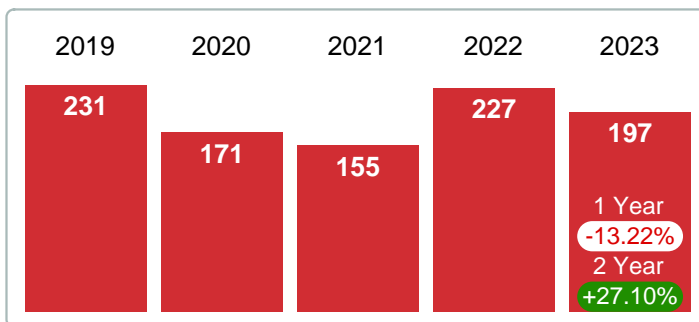
ACTIVE INVENTORY

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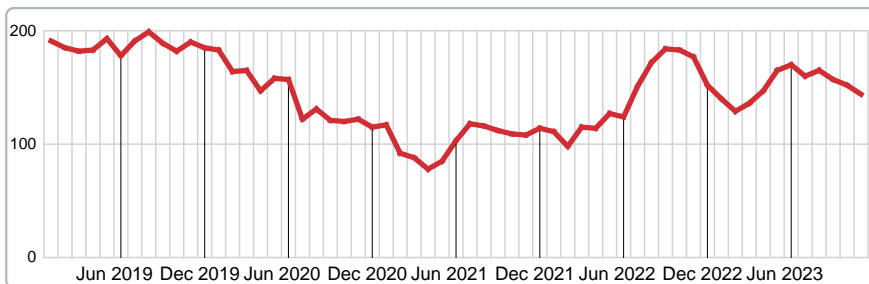
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 148

High Aug 2019 199 Low Apr 2021 78

Inventory this month at 144
below the 5 yr NOV average of 148



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	10	6.94%	50.7	6	4	0	0
\$100,001 - \$150,000	16	11.11%	69.4	4	11	0	1
\$150,001 - \$225,000	26	18.06%	72.7	3	19	4	0
\$225,001 - \$300,000	36	25.00%	76.7	4	19	13	0
\$300,001 - \$425,000	22	15.28%	70.9	0	10	11	1
\$425,001 - \$625,000	19	13.19%	75.6	2	8	6	3
\$625,001 and up	15	10.42%	97.7	1	4	3	7
Total Active Inventory by Units	144			20	75	37	12
Total Active Inventory by Volume	56,662,300	100%	74.5	4.79M	21.98M	13.77M	16.12M
Average Active Inventory Listing Price	\$393,488			\$239,330	\$293,119	\$372,243	\$1,343,233

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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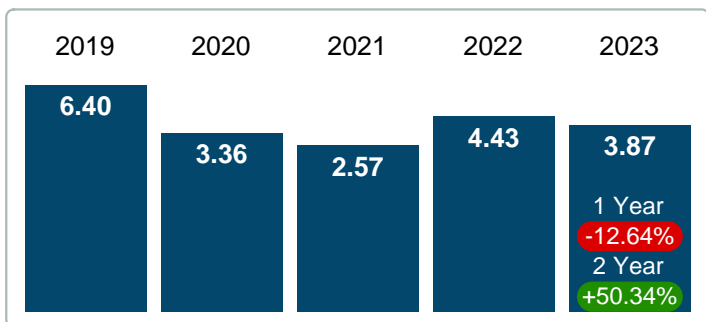
Area Delimited by County Of Mayes - Residential Property Type



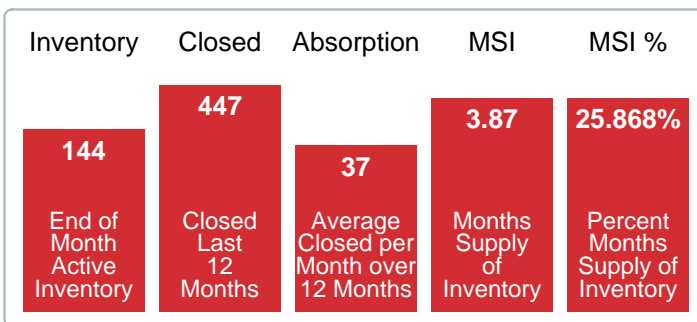
MONTHS SUPPLY of INVENTORY (MSI)

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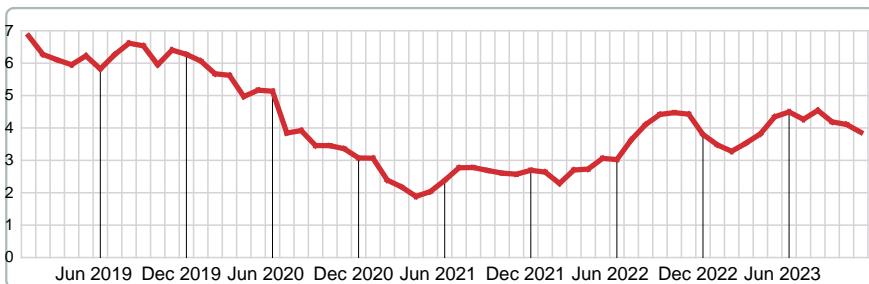
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.12

High Jan 2019 6.84 Low Apr 2021 1.89

Months Supply this month at **3.87**
below the 5 yr NOV average of **4.12**



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	10	6.94%	1.97	2.77	1.66	0.00	0.00
\$100,001 - \$150,000	16	11.11%	2.63	1.85	3.14	0.00	0.00
\$150,001 - \$225,000	26	18.06%	2.56	2.40	2.35	5.33	0.00
\$225,001 - \$300,000	36	25.00%	4.91	5.33	4.22	6.78	0.00
\$300,001 - \$425,000	22	15.28%	4.63	0.00	4.29	5.50	12.00
\$425,001 - \$625,000	19	13.19%	6.91	24.00	5.65	6.00	12.00
\$625,001 and up	15	10.42%	13.85	0.00	8.00	12.00	21.00
Market Supply of Inventory (MSI)			3.87	2.96	3.30	5.41	13.09
Total Active Inventory by Units		100%	3.87	20	75	37	12

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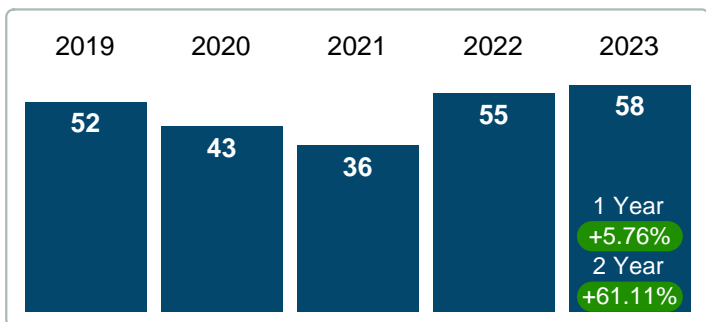
Area Delimited by County Of Mayes - Residential Property Type



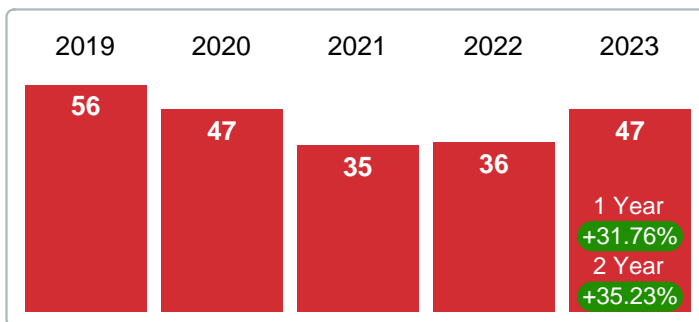
AVERAGE DAYS ON MARKET TO SALE

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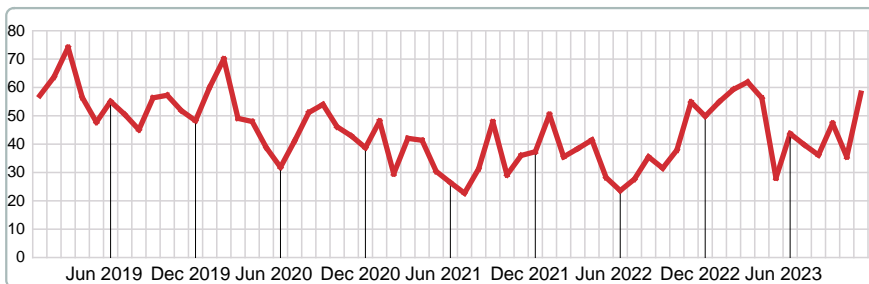
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

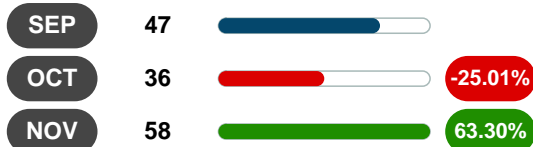


3 MONTHS

5 year NOV AVG = 49

High Mar 2019 74 Low Jul 2021 23

Average Days on Market to Sale this month at 58 above the 5 yr NOV average of 49



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	8.82%	20	29	1	0	0
\$100,001 - \$125,000	8.82%	60	60	0	0	0
\$125,001 - \$175,000	17.65%	38	0	45	5	0
\$175,001 - \$300,000	26.47%	79	0	90	40	0
\$300,001 - \$500,000	17.65%	72	0	28	161	0
\$500,001 - \$875,000	8.82%	54	0	54	0	0
\$875,001 and up	11.76%	51	0	54	0	42
Average Closed DOM		58	47	56	81	42
Total Closed Units	100%	58	5	23	5	1
Total Closed Volume		13,151,658	452.75K	9.65M	1.55M	1.50M

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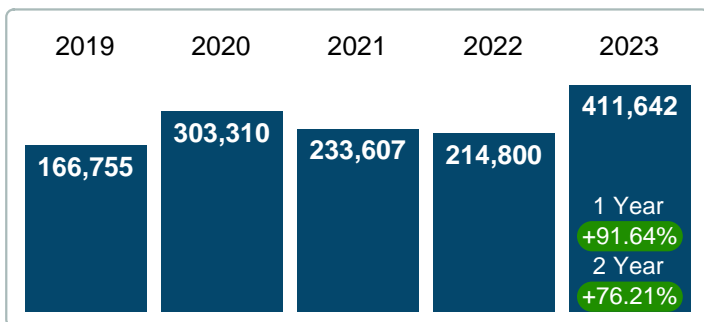
Area Delimited by County Of Mayes - Residential Property Type



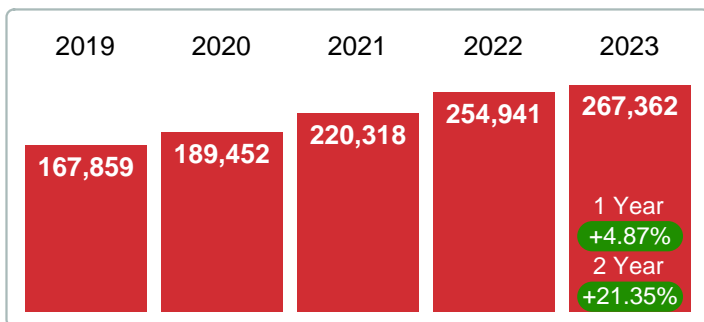
AVERAGE LIST PRICE AT CLOSING

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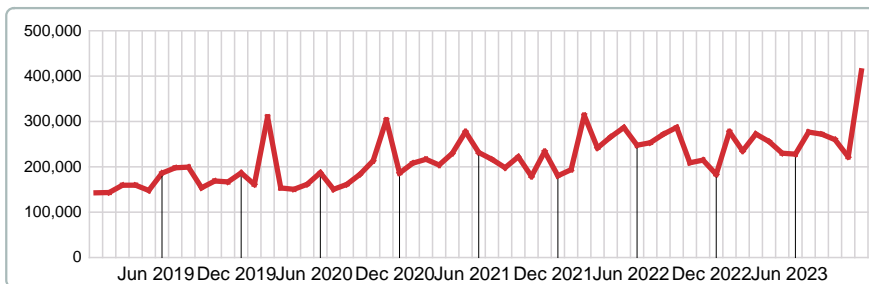
NOVEMBER



YEAR TO DATE (YTD)

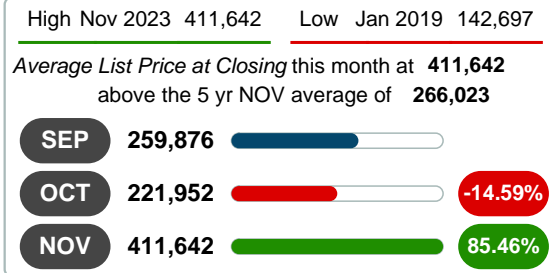


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 266,023



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	2	5.88%	59,950	59,950	125,000	0	0
\$100,001 - \$125,000	3	8.82%	116,167	130,500	0	0	0
\$125,001 - \$175,000	5	14.71%	153,380	0	161,180	165,000	0
\$175,001 - \$300,000	9	26.47%	224,433	0	242,986	285,000	0
\$300,001 - \$500,000	6	17.65%	336,557	0	404,125	439,920	0
\$500,001 - \$875,000	5	14.71%	584,300	0	607,167	0	0
\$875,001 and up	4	11.76%	1,449,950		01,349,933		01,750,000
Average List Price			411,642	102,280	439,983	322,968	1,750,000
Total Closed Units		100%	411,642	5	23	5	1
Total Closed Volume			13,995,840	511.40K	10.12M	1.61M	1.75M

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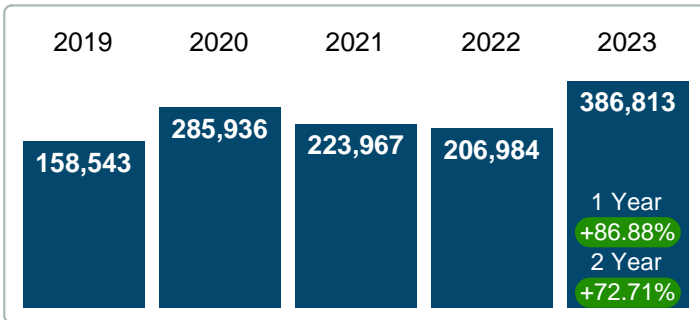
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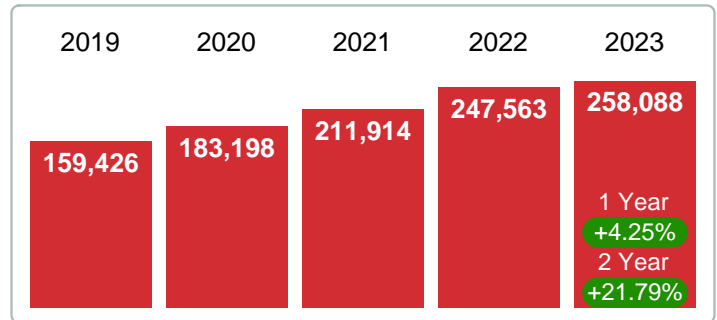
AVERAGE SOLD PRICE AT CLOSING

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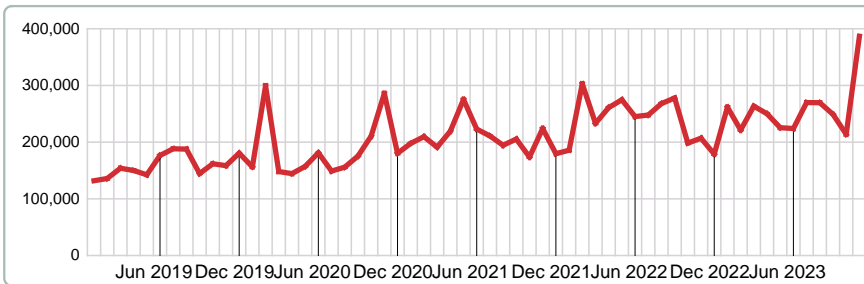
NOVEMBER



YEAR TO DATE (YTD)

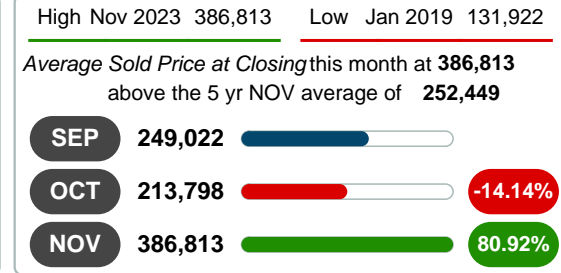


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 252,449



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	8.82%	68,917	58,375	90,000	0	0
\$100,001 - \$125,000	8.82%	112,000	112,000	0	0	0
\$125,001 - \$175,000	17.65%	157,817	0	155,580	169,000	0
\$175,001 - \$300,000	26.47%	244,901	0	235,587	277,500	0
\$300,001 - \$500,000	17.65%	378,650	0	362,500	410,950	0
\$500,001 - \$875,000	8.82%	570,000	0	570,000	0	0
\$875,001 and up	11.76%	1,369,000		01,325,333		01,500,000
Average Sold Price		386,813	90,550	419,696	309,180	1,500,000
Total Closed Units	100%	34	5	23	5	1
Total Closed Volume		13,151,658	452.75K	9.65M	1.55M	1.50M

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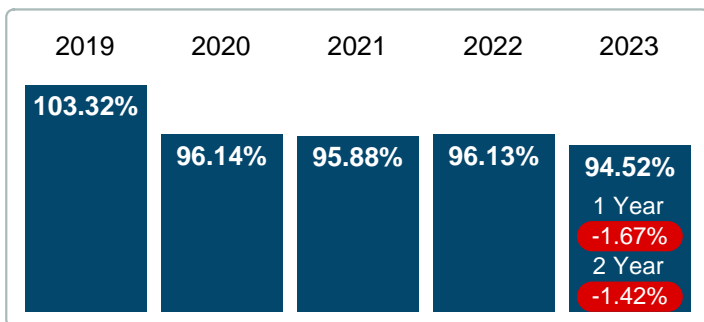
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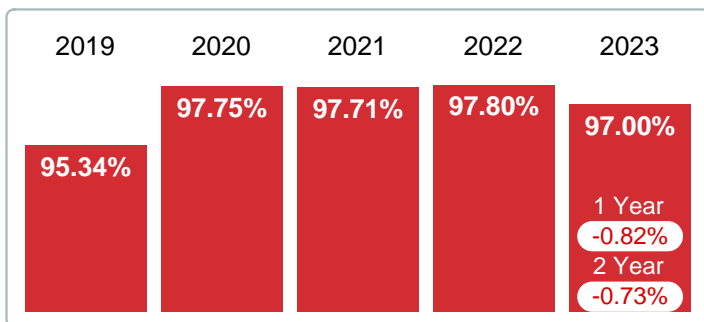
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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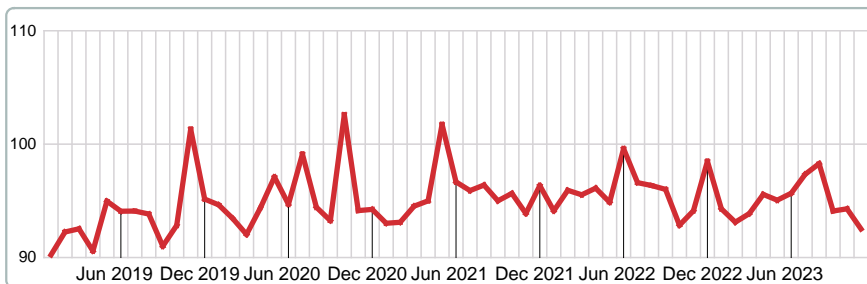
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

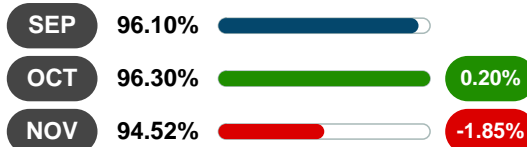


3 MONTHS

5 year NOV AVG = 97.20%

High Oct 2020 104.60% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **94.52%**
below the 5 yr NOV average of **97.20%**



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	3	8.82%	89.05%	97.57%	72.00%	0.00%	0.00%
\$100,001 - \$125,000	3	8.82%	88.35%	88.35%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	6	17.65%	98.12%	0.00%	97.25%	102.42%	0.00%
\$175,001 - \$300,000	9	26.47%	97.28%	0.00%	97.18%	97.62%	0.00%
\$300,001 - \$500,000	6	17.65%	92.73%	0.00%	91.97%	94.25%	0.00%
\$500,001 - \$875,000	3	8.82%	93.87%	0.00%	93.87%	0.00%	0.00%
\$875,001 and up	4	11.76%	94.80%	0.00%	97.84%	0.00%	85.71%
Average Sold/List Ratio			94.50%	92.04%	94.85%	97.23%	85.71%
Total Closed Units		100%	94.50%	5	23	5	1
Total Closed Volume				452.75K	9.65M	1.55M	1.50M

November 2023



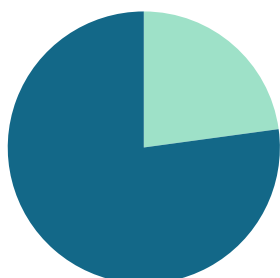
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Dec 11, 2023 for MLS Technology Inc.

INVENTORY

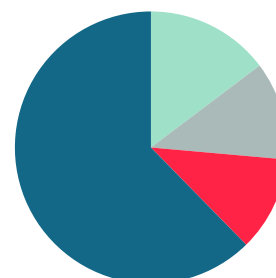


Inventory
 New Listings
45 = 22.84%
 Start Inventory
152
 Total Inventory Units
197
 Volume
\$69,313,040

Market Activity

Closed Sales
34 = 14.72%
 Pending Sales
27 = 11.69%
 Other Off Market
26 = 11.26%
 Active Inventory
144 = 62.34%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	31	34	9.68%	441	408	-7.48%
Pending Sales	39	27	-30.77%	445	424	-4.72%
New Listings	44	45	2.27%	664	645	-2.86%
Average List Price	214,800	411,642	91.64%	254,941	267,362	4.87%
Average Sale Price	206,984	386,813	86.88%	247,563	258,088	4.25%
Average Percent of Selling Price to List Price	96.13%	94.52%	-1.67%	97.80%	97.00%	-0.82%
Average Days on Market to Sale	54.84	58.00	5.76%	35.83	47.21	31.76%
Monthly Inventory	177	144	-18.64%	177	144	-18.64%
Months Supply of Inventory	4.43	3.87	-12.64%	4.43	3.87	-12.64%

Absorption: Last 12 months, an Average of **37** Sales/Month

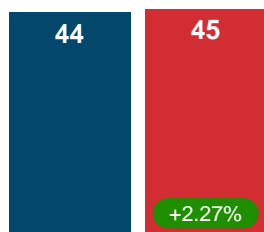
Inventory on November 30, 2023 = **144**

2022 **2023**

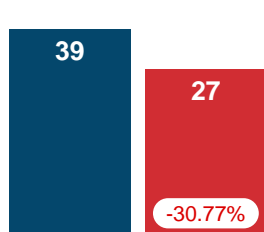
NOVEMBER MARKET

AVERAGE PRICES

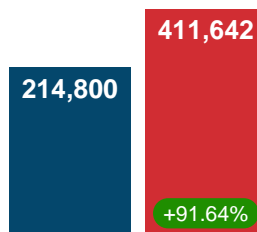
New Listings



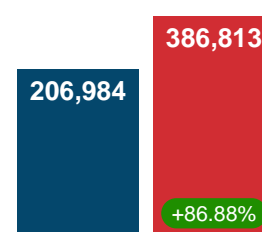
Pending Listings



List Price



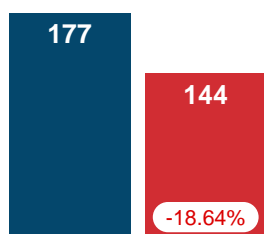
Sale Price



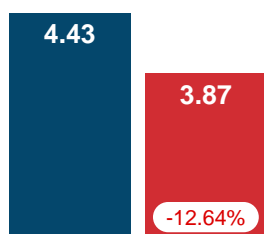
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

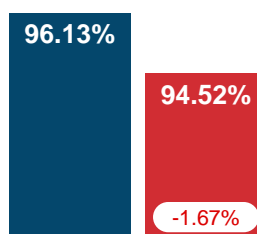
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

