

# November 2023



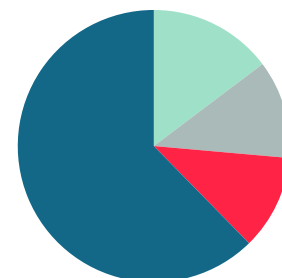
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	180,000	265,250	47.36%
Median Sale Price	180,000	257,500	43.06%
Median Percent of Selling Price to List Price	98.39%	95.72%	-2.71%
Median Days on Market to Sale	42.00	36.50	-13.10%
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.

#### 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 **43.06%** in November 2023 to \$257,500 versus the previous year at \$180,000.

#### Median Days on Market Shortens

The median number of **36.50** days that homes spent on the market before selling decreased by 5.50 days or **13.10%** in November 2023 compared to last year's same month at **42.00** DOM.

#### Sales Success for November 2023 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

### 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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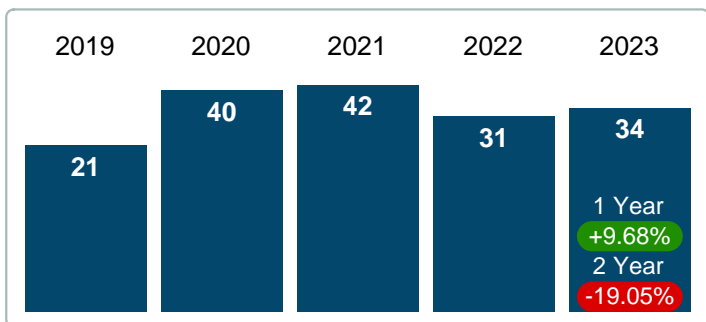
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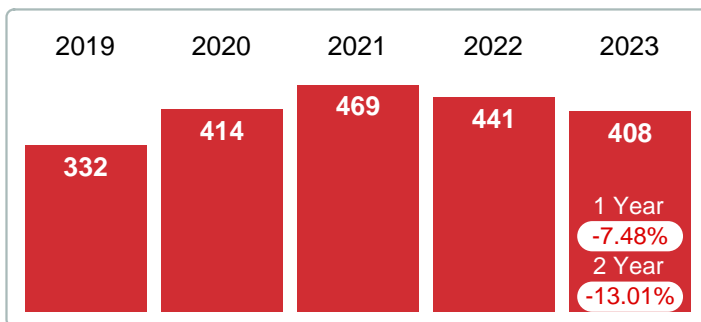
## CLOSED LISTINGS

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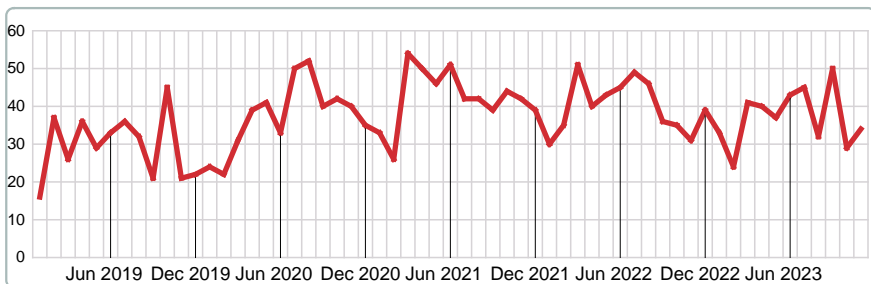
### NOVEMBER



### YEAR TO DATE (YTD)

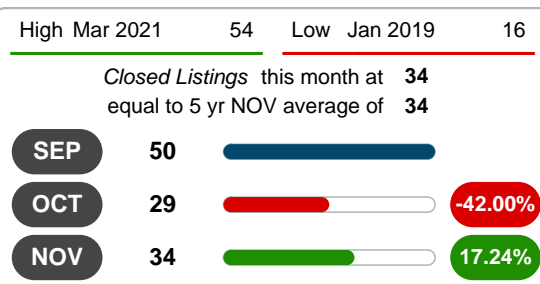


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	8.82%	5.0	2	1	0	0
\$100,001 - \$125,000	3	8.82%	39.0	3	0	0	0
\$125,001 - \$175,000	6	17.65%	32.0	0	5	1	0
\$175,001 - \$300,000	9	26.47%	54.0	0	7	2	0
\$300,001 - \$500,000	6	17.65%	38.5	0	4	2	0
\$500,001 - \$875,000	3	8.82%	5.0	0	3	0	0
\$875,001 and up	4	11.76%	38.5	0	3	0	1
<b>Total Closed Units</b>	<b>34</b>			<b>5</b>	<b>23</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>13,151,658</b>	<b>100%</b>	<b>36.5</b>	<b>452.75K</b>	<b>9.65M</b>	<b>1.55M</b>	<b>1.50M</b>
<b>Median Closed Price</b>	<b>\$257,500</b>			<b>\$106,000</b>	<b>\$262,000</b>	<b>\$300,000</b>	<b>\$1,500,000</b>

# November 2023



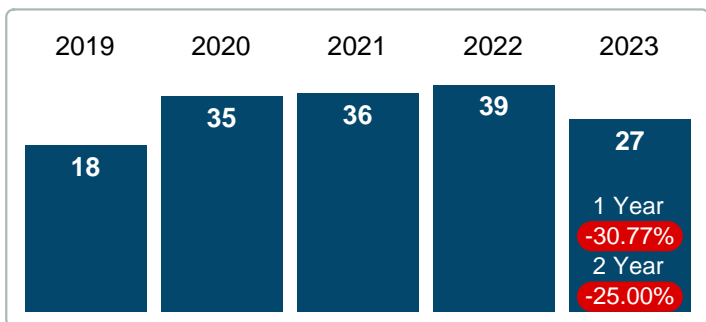
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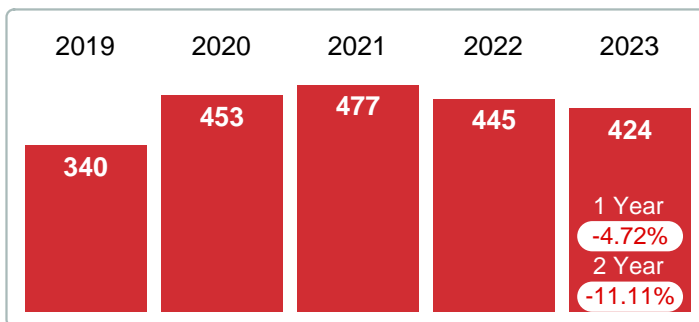
## PENDING LISTINGS

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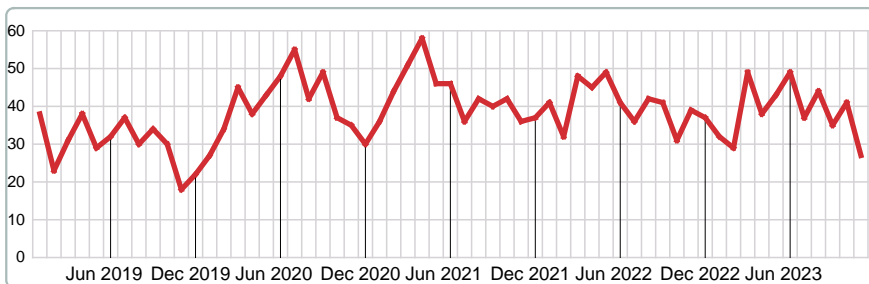
### NOVEMBER



### YEAR TO DATE (YTD)

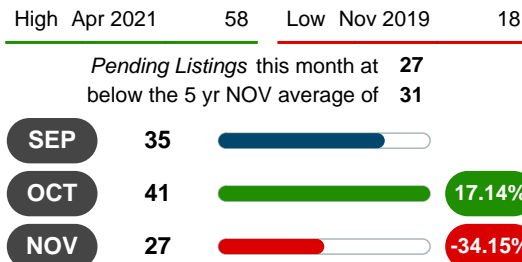


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$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%	14.5	4	0	0	0
\$125,001 - \$175,000	3	11.11%	119.0	0	3	0	0
\$175,001 - \$300,000	7	25.93%	41.0	1	4	2	0
\$300,001 - \$375,000	4	14.81%	17.5	0	3	1	0
\$375,001 and up	3	11.11%	34.0	0	1	2	0
<b>Total Pending Units</b>	<b>27</b>			<b>6</b>	<b>16</b>	<b>5</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,174,640</b>	<b>100%</b>	<b>27.0</b>	<b>674.50K</b>	<b>2.95M</b>	<b>1.55M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$178,500</b>			<b>\$120,000</b>	<b>\$177,450</b>	<b>\$329,840</b>	<b>\$0</b>

# November 2023



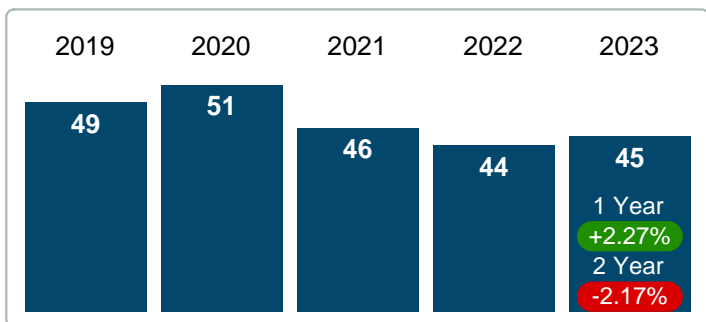
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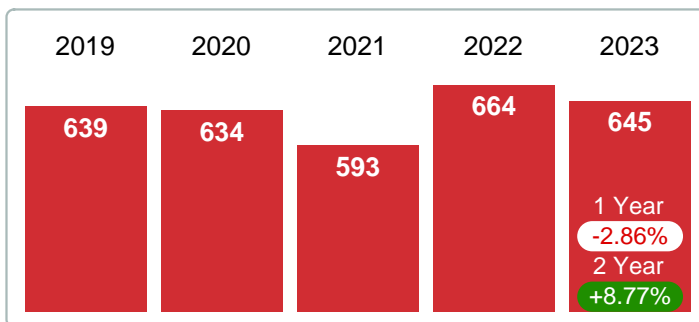
## NEW LISTINGS

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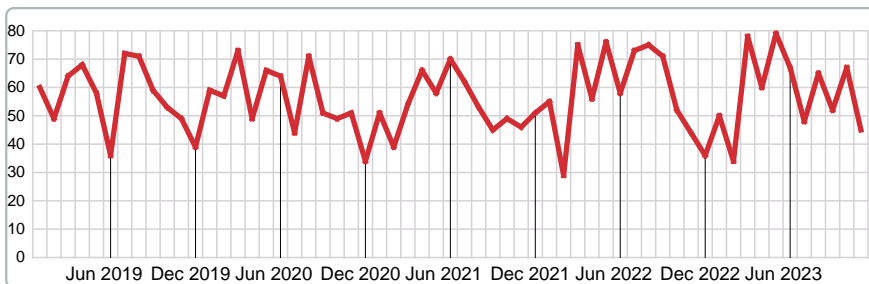
### NOVEMBER



### YEAR TO DATE (YTD)

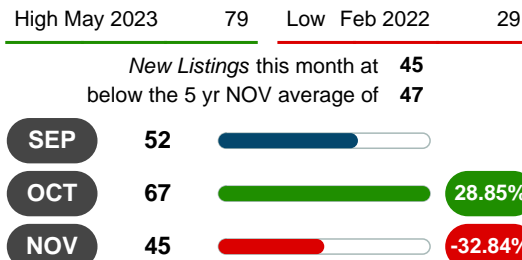


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.89%	1	3	0	0
\$50,001 - \$100,000	4	8.89%	2	2	0	0
\$100,001 - \$150,000	5	11.11%	5	0	0	0
\$150,001 - \$300,000	19	42.22%	2	11	6	0
\$300,001 - \$325,000	3	6.67%	0	1	2	0
\$325,001 - \$425,000	4	8.89%	0	1	3	0
\$425,001 and up	6	13.33%	0	5	1	0
<b>Total New Listed Units</b>	<b>45</b>		<b>10</b>	<b>23</b>	<b>12</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>10,859,600</b>	<b>100%</b>	<b>1.27M</b>	<b>5.85M</b>	<b>3.74M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$212,500</b>		<b>\$119,500</b>	<b>\$200,000</b>	<b>\$307,000</b>	<b>\$0</b>

# November 2023



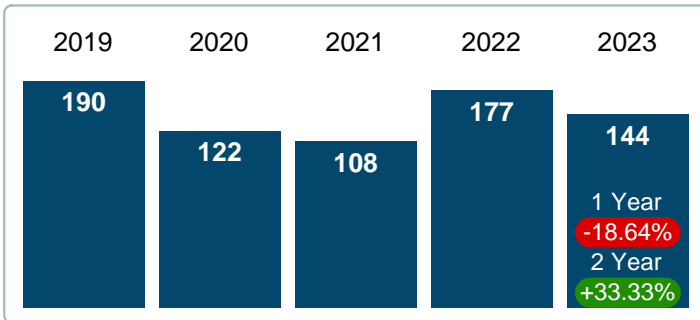
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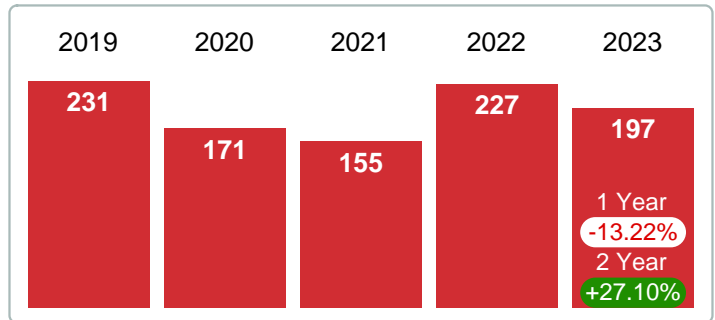
## ACTIVE INVENTORY

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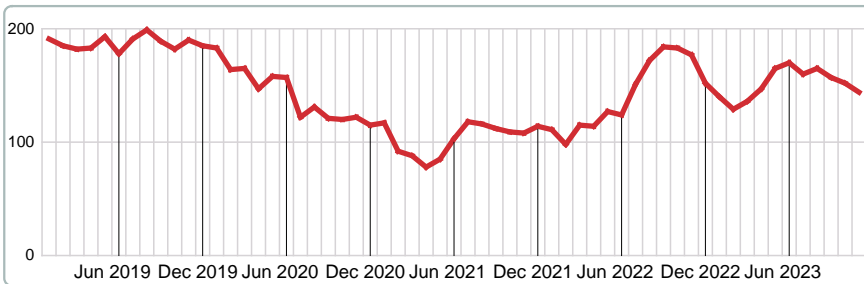
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

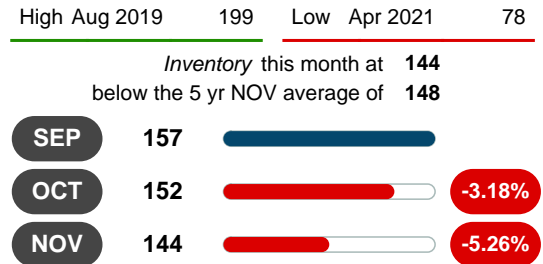


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 148



### 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	10	6.94%	30.0	6	4	0	0
\$100,001 - \$150,000	16	11.11%	61.0	4	11	0	1
\$150,001 - \$225,000	26	18.06%	51.0	3	19	4	0
\$225,001 - \$300,000	36	25.00%	58.0	4	19	13	0
\$300,001 - \$425,000	22	15.28%	46.5	0	10	11	1
\$425,001 - \$625,000	19	13.19%	64.0	2	8	6	3
\$625,001 and up	15	10.42%	93.0	1	4	3	7
<b>Total Active Inventory by Units</b>	<b>144</b>			<b>20</b>	<b>75</b>	<b>37</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>56,662,300</b>	<b>100%</b>	<b>58.0</b>	<b>4.79M</b>	<b>21.98M</b>	<b>13.77M</b>	<b>16.12M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$269,495</b>			<b>\$154,450</b>	<b>\$244,900</b>	<b>\$319,000</b>	<b>\$824,450</b>

# November 2023



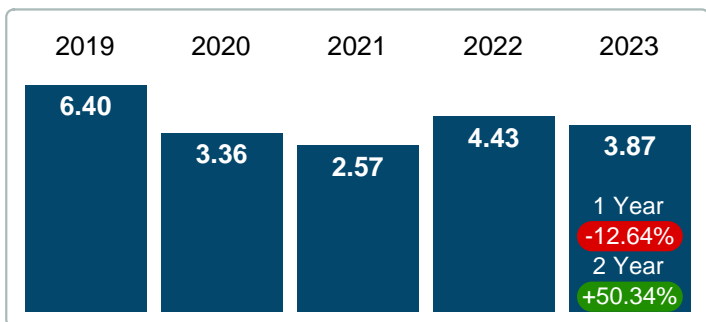
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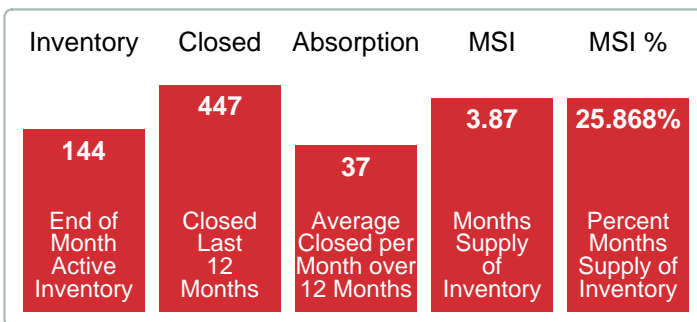
## MONTHS SUPPLY of INVENTORY (MSI)

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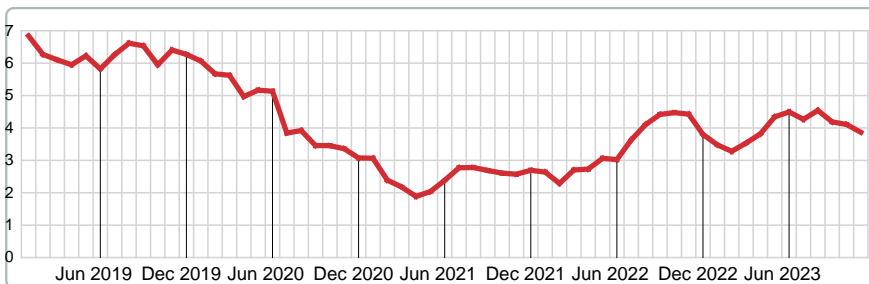
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

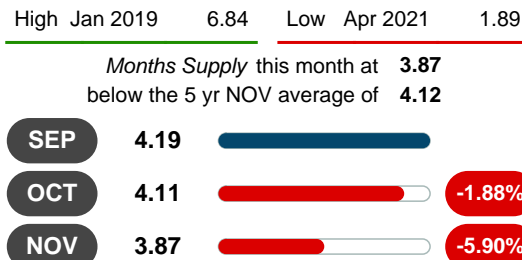


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.12



### 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

# November 2023



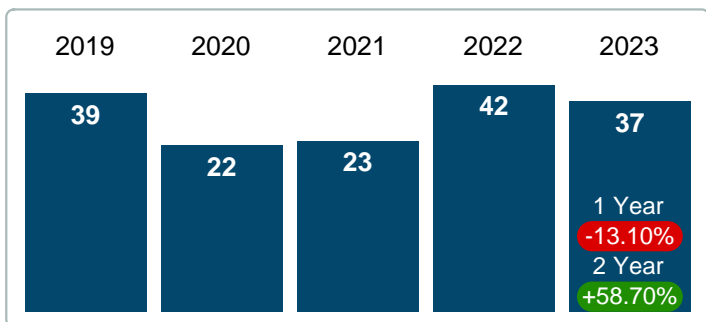
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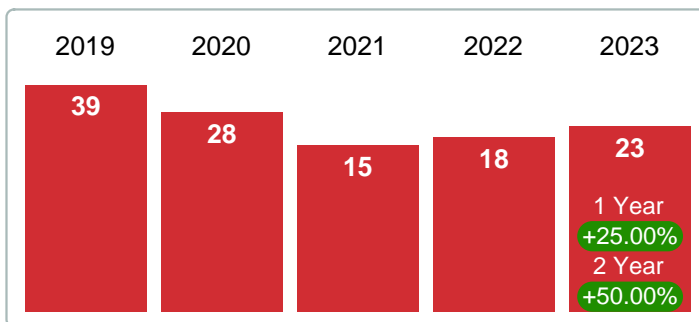
## MEDIAN DAYS ON MARKET TO SALE

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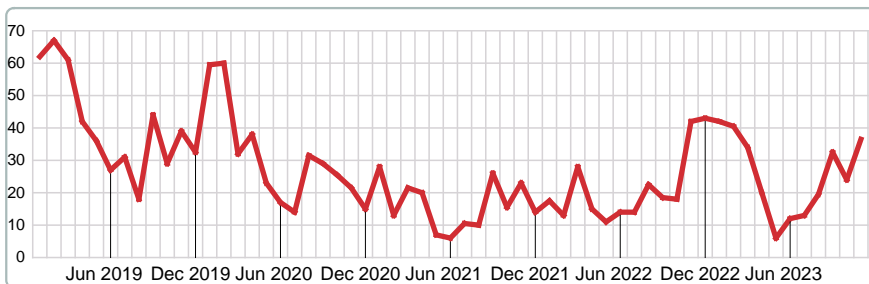
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

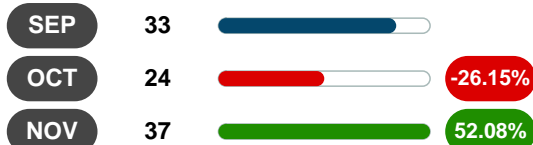


### 3 MONTHS

5 year NOV AVG = 32

High Feb 2019 67 Low May 2023 6

Median Days on Market to Sale this month at 37 above the 5 yr NOV average of 32



### 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	8.82%	5	29	1	0	0
\$100,001 - \$125,000	8.82%	39	39	0	0	0
\$125,001 - \$175,000	17.65%	32	0	36	5	0
\$175,001 - \$300,000	26.47%	54	0	54	40	0
\$300,001 - \$500,000	17.65%	39	0	23	161	0
\$500,001 - \$875,000	8.82%	5	0	5	0	0
\$875,001 and up	11.76%	39	0	35	0	42
Median Closed DOM		37	39	35	54	42
Total Closed Units	100%	34	5	23	5	1
Total Closed Volume		13,151,658	452.75K	9.65M	1.55M	1.50M



# November 2023



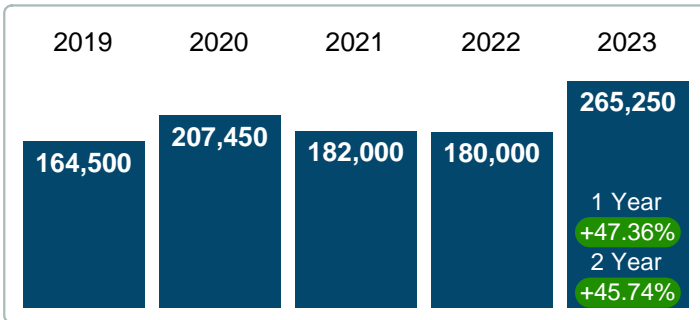
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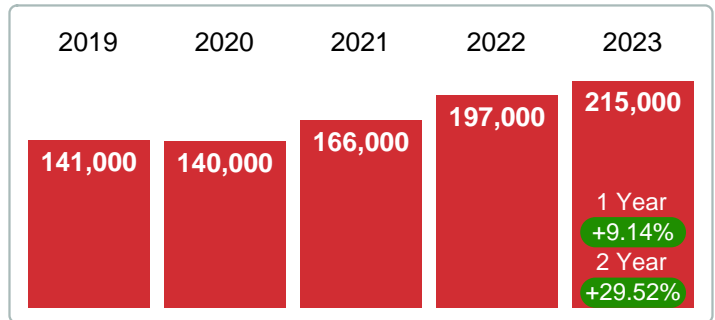
## MEDIAN LIST PRICE AT CLOSING

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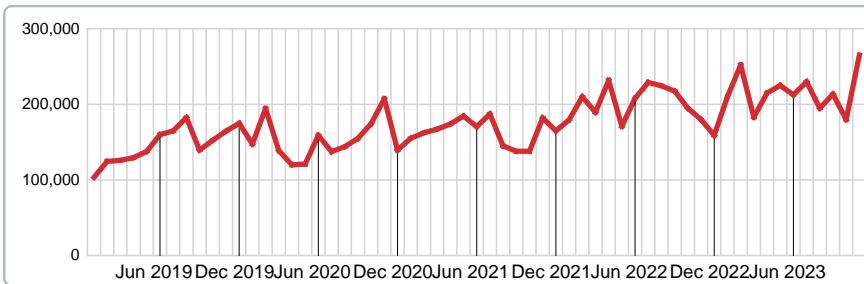
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 199,840

High Nov 2023 265,250 Low Jan 2019 103,500

Median List Price at Closing this month at **265,250**  
above the 5 yr NOV average of **199,840**



### 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	2	5.88%	59,950	59,950	0	0	0
\$100,001 - \$125,000	3	8.82%	117,500	111,750	125,000	0	0
\$125,001 - \$175,000	5	14.71%	155,000	168,000	149,900	165,000	0
\$175,001 - \$300,000	9	26.47%	209,900	0	201,200	255,000	0
\$300,001 - \$500,000	6	17.65%	334,420	0	340,750	322,420	0
\$500,001 - \$875,000	5	14.71%	565,000	0	581,000	550,000	0
\$875,001 and up	4	11.76%	1,524,950		01,299,900		01,750,000
Median List Price			265,250	106,000	275,000	315,000	1,750,000
Total Closed Units		100%	265,250	5	23	5	1
Total Closed Volume			13,995,840	511.40K	10.12M	1.61M	1.75M



# November 2023



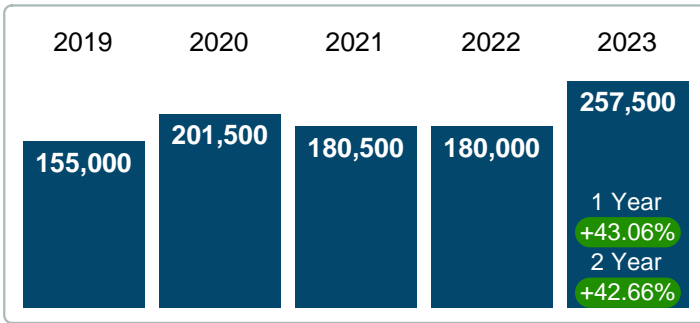
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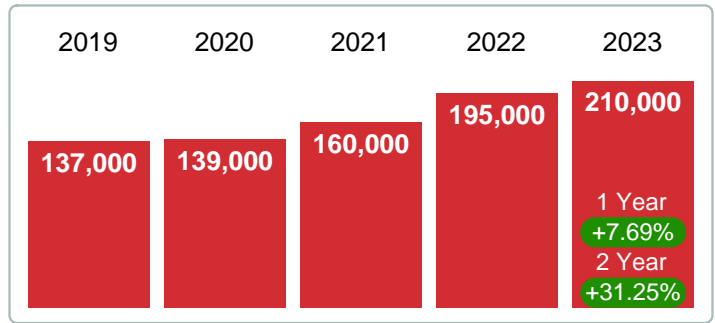
## MEDIAN SOLD PRICE AT CLOSING

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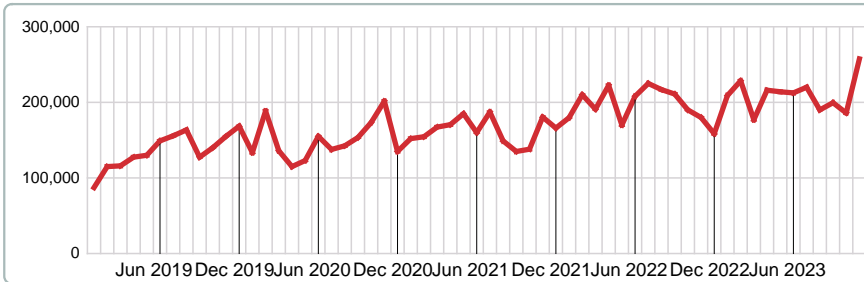
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

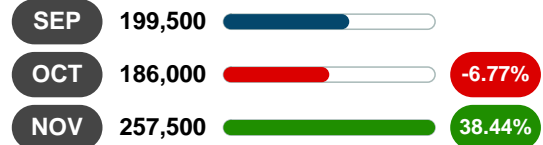


### 3 MONTHS

5 year NOV AVG = 194,900

High Nov 2023 257,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **257,500** above the 5 yr NOV average of **194,900**



### 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	3	8.82%	61,750	58,375	90,000	0	0
\$100,001 - \$125,000	3	8.82%	110,000	110,000	0	0	0
\$125,001 - \$175,000	6	17.65%	159,450	0	149,900	169,000	0
\$175,001 - \$300,000	9	26.47%	255,000	0	248,000	277,500	0
\$300,001 - \$500,000	6	17.65%	360,000	0	360,000	410,950	0
\$500,001 - \$875,000	3	8.82%	560,000	0	560,000	0	0
\$875,001 and up	4	11.76%	1,375,000		01,250,000		01,500,000
Median Sold Price			257,500	106,000	262,000	300,000	1,500,000
Total Closed Units		100%	257,500	5	23	5	1
Total Closed Volume			13,151,658	452.75K	9.65M	1.55M	1.50M

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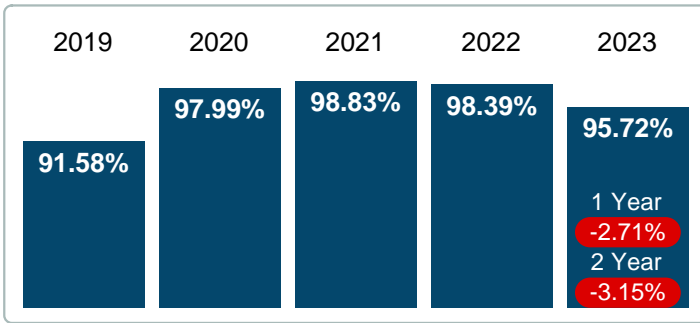
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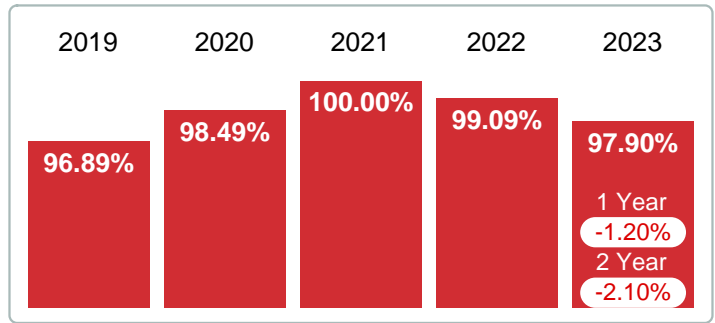
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

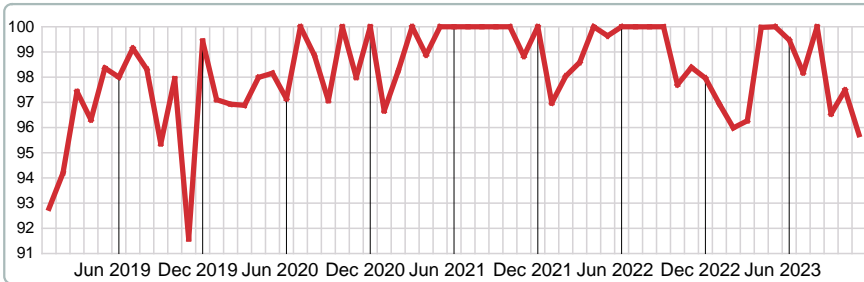
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

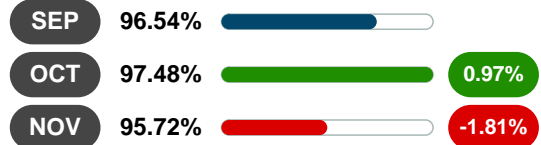


### 3 MONTHS

5 year NOV AVG = 96.50%

High Aug 2023 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **95.72%**  
below the 5 yr NOV average of **96.50%**



### 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	3	8.82%	95.15%	97.57%	72.00%	0.00%	0.00%
\$100,001 - \$125,000	3	8.82%	93.62%	93.62%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	6	17.65%	97.30%	0.00%	94.59%	102.42%	0.00%
\$175,001 - \$300,000	9	26.47%	97.06%	0.00%	97.06%	97.62%	0.00%
\$300,001 - \$500,000	6	17.65%	96.97%	0.00%	97.59%	94.25%	0.00%
\$500,001 - \$875,000	3	8.82%	93.81%	0.00%	93.81%	0.00%	0.00%
\$875,001 and up	4	11.76%	96.75%	0.00%	97.34%	0.00%	85.71%
Median Sold/List Ratio		95.72%		95.15%	96.16%	97.59%	85.71%
Total Closed Units		34	100%	5	23	5	1
Total Closed Volume		13,151,658		452.75K	9.65M	1.55M	1.50M



Area Delimited by County Of Mayes - Residential Property Type

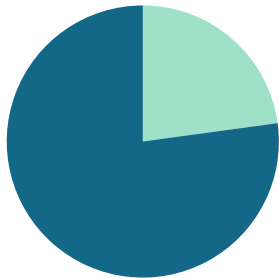


# November 2023

## MARKET SUMMARY

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

### INVENTORY

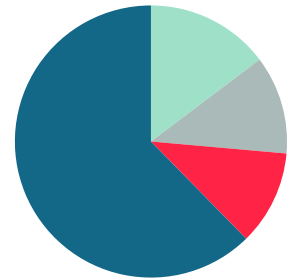


**Inventory**  
 New Listings  
**45 = 22.84%**  
 Start Inventory  
**152**  
 Total Inventory Units  
**197**  
 Volume  
**\$69,313,040**

### 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%
Median List Price	180,000	265,250	47.36%	197,000	215,000	9.14%
Median Sale Price	180,000	257,500	43.06%	195,000	210,000	7.69%
Median Percent of Selling Price to List Price	98.39%	95.72%	-2.71%	99.09%	97.90%	-1.20%
Median Days on Market to Sale	42.00	36.50	-13.10%	18.00	22.50	25.00%
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

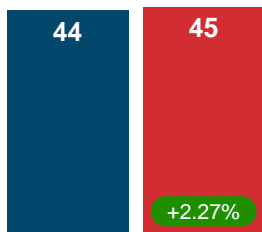
**Inventory** on November 30, 2023 = **144**

**2022** **2023**

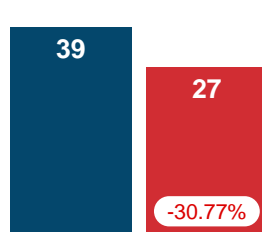
### NOVEMBER MARKET

### MEDIAN PRICES

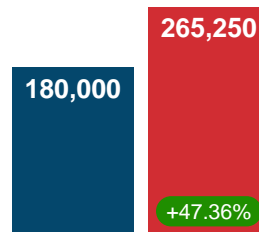
#### New Listings



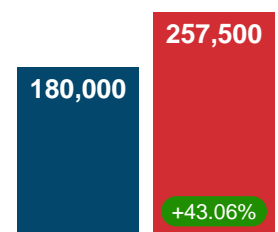
#### Pending Listings



#### List Price



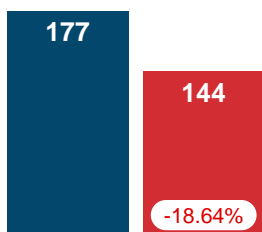
#### Sale Price



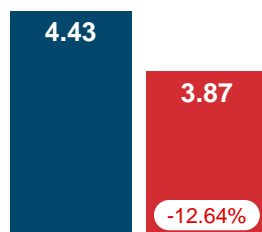
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

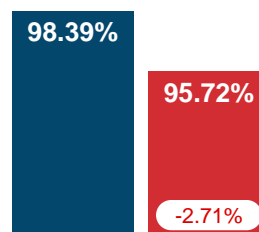
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

