

October 2022



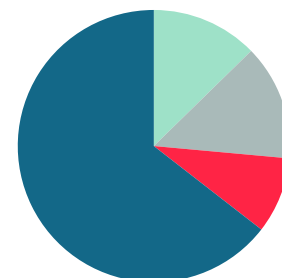
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	October 2022	+/-%
Closed Listings	44	35	-20.45%
Pending Listings	42	38	-9.52%
New Listings	49	52	6.12%
Median List Price	137,950	195,000	41.36%
Median Sale Price	138,000	190,000	37.68%
Median Percent of Selling Price to List Price	100.00%	97.70%	-2.30%
Median Days on Market to Sale	15.50	18.00	16.13%
End of Month Inventory	169	178	5.33%
Months Supply of Inventory	4.04	4.35	7.69%



■ Closed (12.68%)
■ Pending (13.77%)
■ Other OffMarket (9.06%)
■ Active (64.49%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of October 31, 2022 = **178**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **5.33%** to 178 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **4.35** 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 **37.68%** in October 2022 to \$190,000 versus the previous year at \$138,000.

Median Days on Market Lengthens

The median number of **18.00** days that homes spent on the market before selling increased by 2.50 days or **16.13%** in October 2022 compared to last year's same month at **15.50** DOM.

Sales Success for October 2022 is Positive

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

There were 52 New Listings in October 2022, up **6.12%** from last year at 49. Furthermore, there were 35 Closed Listings this month versus last year at 44, a **-20.45%** decrease.

Closed versus Listed trends yielded a **67.3%** ratio, down from previous year's, October 2021, at **89.8%**, a **25.04%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2022



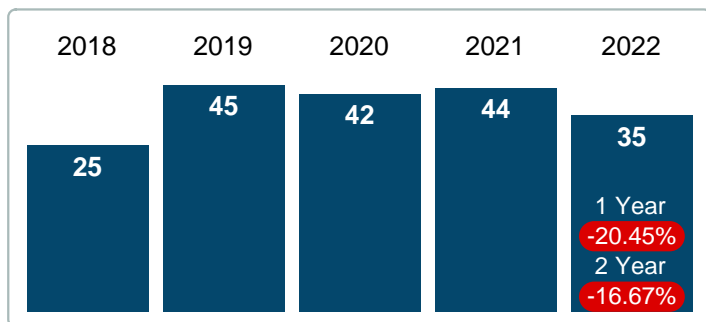
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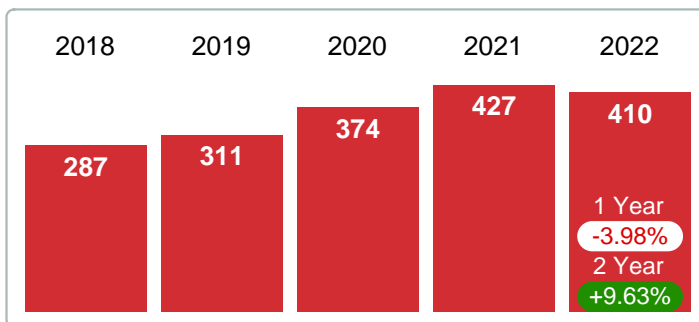
CLOSED LISTINGS

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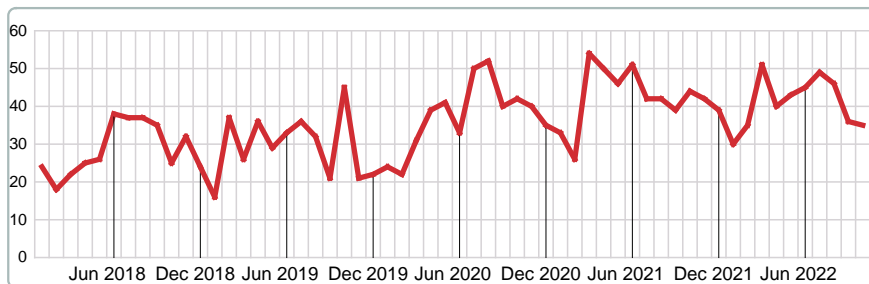
OCTOBER



YEAR TO DATE (YTD)

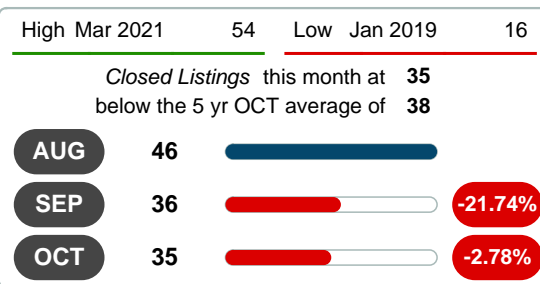


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	1	2.86%	30.0	1	0	0	0
\$50,001 - \$100,000	4	11.43%	21.0	3	1	0	0
\$100,001 - \$150,000	7	20.00%	10.0	1	6	0	0
\$150,001 - \$200,000	8	22.86%	20.0	1	6	1	0
\$200,001 - \$250,000	6	17.14%	14.0	0	5	1	0
\$250,001 - \$350,000	5	14.29%	3.0	2	3	0	0
\$350,001 and up	4	11.43%	30.0	1	3	0	0
Total Closed Units	35			9	24	2	0
Total Closed Volume	6,941,080	100%	18.0	1.41M	5.13M	404.00K	0.00B
Median Closed Price	\$190,000			\$105,000	\$197,500	\$202,000	\$0

October 2022



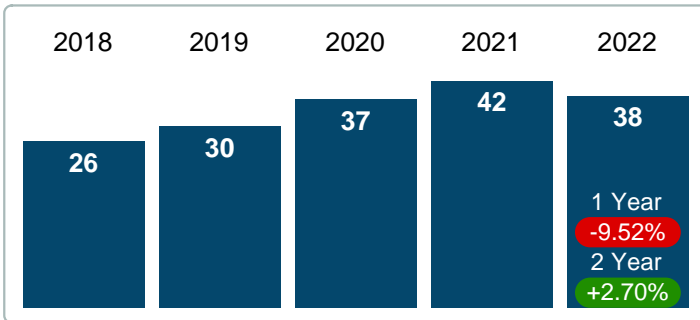
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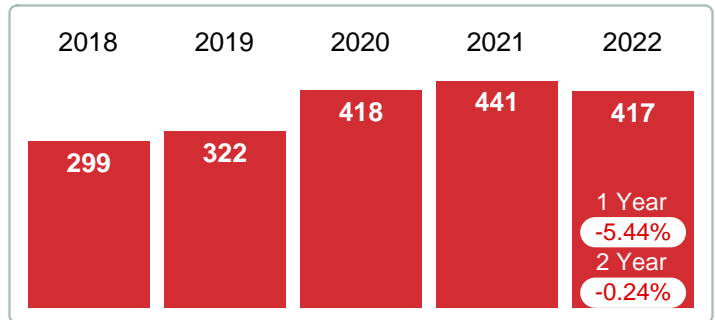
PENDING LISTINGS

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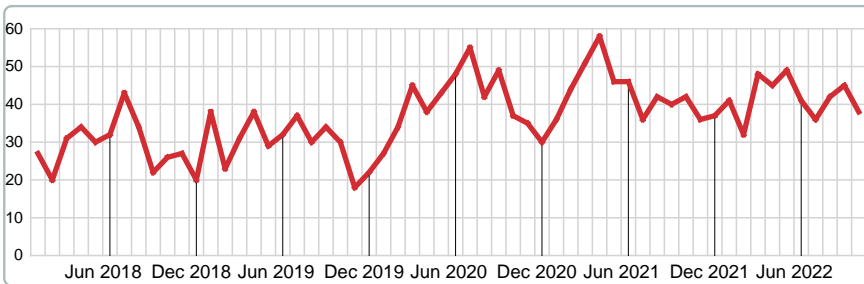
OCTOBER



YEAR TO DATE (YTD)

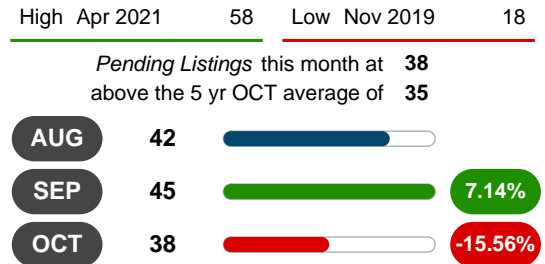


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 35



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	7.89%	26.0	2	1	0	0
\$75,001 - \$150,000	6	15.79%	12.5	2	4	0	0
\$150,001 - \$175,000	4	10.53%	36.5	2	2	0	0
\$175,001 - \$250,000	7	18.42%	70.0	0	7	0	0
\$250,001 - \$325,000	10	26.32%	37.5	2	7	1	0
\$325,001 - \$675,000	4	10.53%	37.5	1	3	0	0
\$675,001 and up	4	10.53%	27.5	0	2	1	1
Total Pending Units	38			9	26	2	1
Total Pending Volume	10,993,700	100%	37.5	1.75M	6.93M	1.09M	1.23M
Median Listing Price	\$232,500			\$159,000	\$232,500	\$542,500	\$1,225,000

October 2022



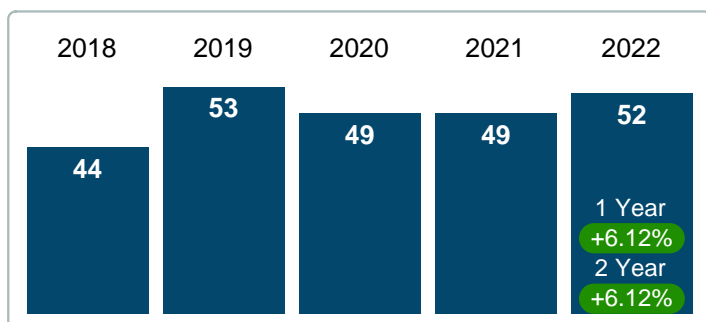
Area Delimited by County Of Mayes - Residential Property Type



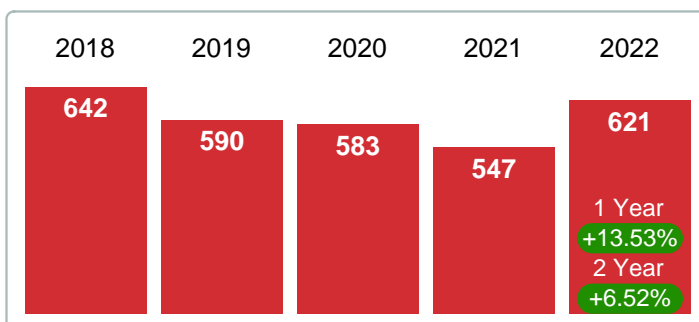
NEW LISTINGS

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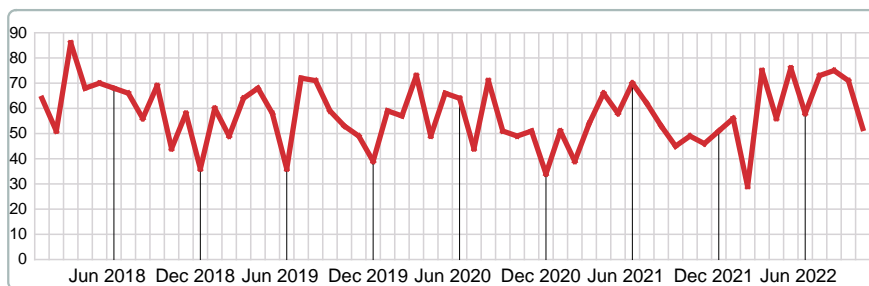
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 49

High Mar 2018 86 Low Feb 2022 29

New Listings this month at **52**
above the 5 yr OCT average of **49**

- AUG** 75
- SEP** 71 (-5.33%)
- OCT** 52 (-26.76%)

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	4	7.69%	3	1	0	0
\$75,001 - \$125,000	5	9.62%	3	2	0	0
\$125,001 - \$150,000	7	13.46%	0	7	0	0
\$150,001 - \$250,000	13	25.00%	1	9	1	2
\$250,001 - \$325,000	12	23.08%	1	7	4	0
\$325,001 - \$550,000	6	11.54%	0	3	3	0
\$550,001 and up	5	9.62%	0	2	3	0
Total New Listed Units	52		8	31	11	2
Total New Listed Volume	13,622,079	100%	1.04M	7.60M	4.57M	409.80K
Median New Listed Listing Price	\$207,500		\$96,500	\$190,000	\$359,000	\$204,900

October 2022



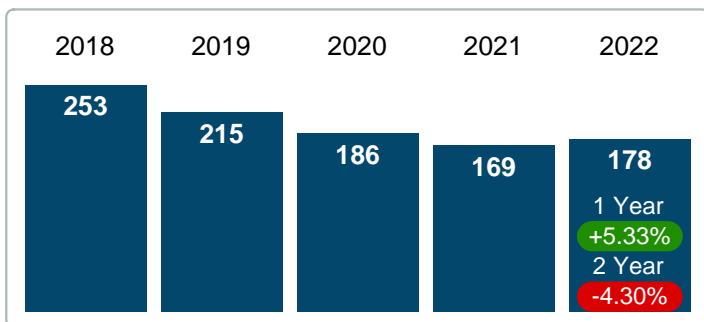
Area Delimited by County Of Mayes - Residential Property Type



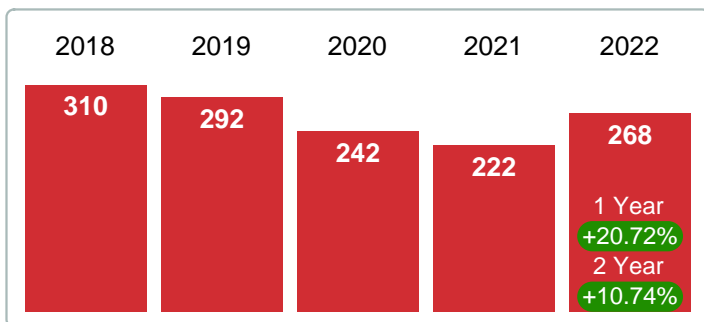
ACTIVE INVENTORY

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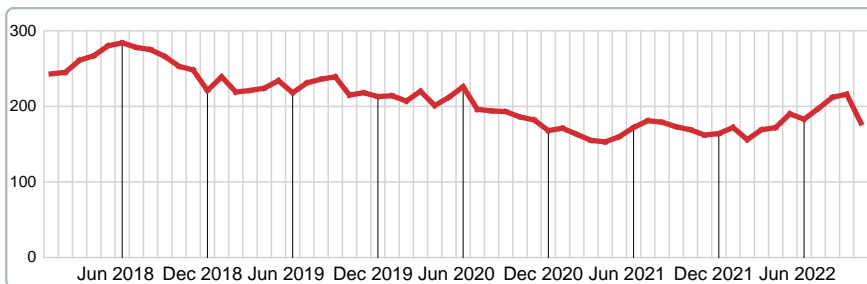
END OF OCTOBER



ACTIVE DURING OCTOBER

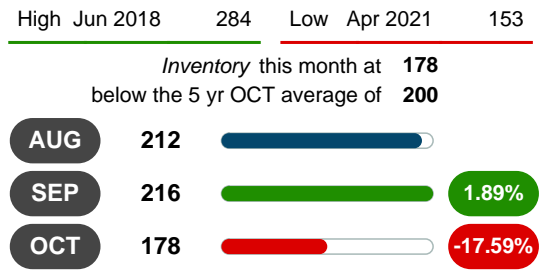


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 200



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	17	9.55%	49.0	12	3	2	0	
\$100,001 - \$150,000	18	10.11%	60.5	4	12	2	0	
\$150,001 - \$200,000	27	15.17%	77.0	3	21	2	1	
\$200,001 - \$325,000	48	26.97%	66.0	7	26	12	3	
\$325,001 - \$425,000	25	14.04%	66.0	0	9	14	2	
\$425,001 - \$650,000	26	14.61%	81.5	2	13	7	4	
\$650,001 and up	17	9.55%	105.0	0	6	6	5	
Total Active Inventory by Units		178		28	90	45	15	
Total Active Inventory by Volume		66,986,901	100%	70.0	4.44M	30.45M	19.02M	13.08M
Median Active Inventory Listing Price		\$272,500			\$118,000	\$242,450	\$339,990	\$495,000

October 2022



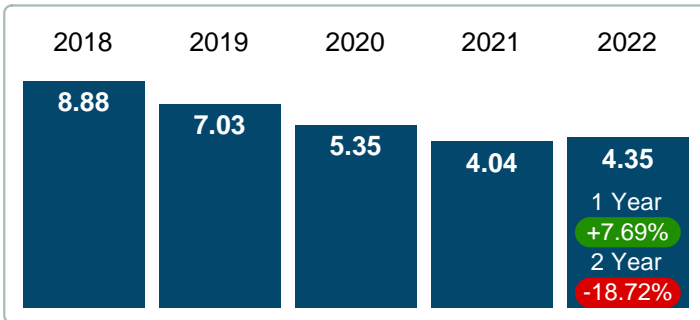
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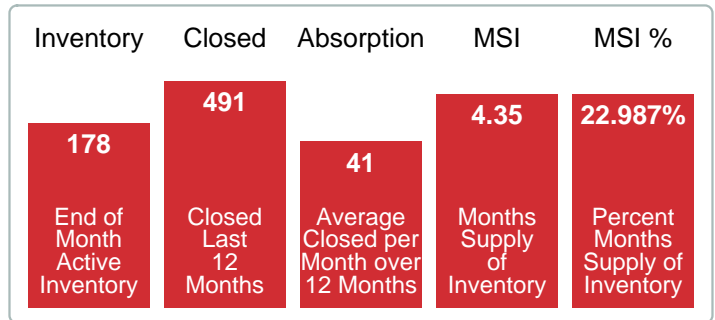
MONTHS SUPPLY of INVENTORY (MSI)

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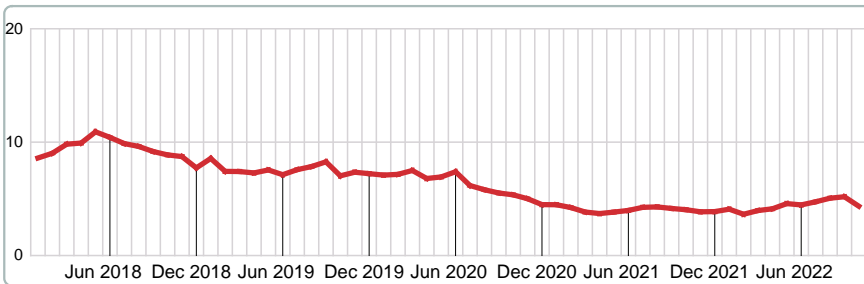
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

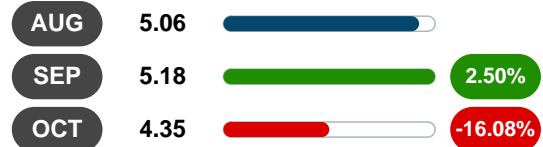


3 MONTHS

5 year OCT AVG = 5.93

High May 2018 10.91 | Low Feb 2022 3.64

Months Supply this month at **4.35**
below the 5 yr OCT average of **5.93**



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	17	9.55%	2.29	3.00	0.92	12.00	0.00
\$100,001 - \$150,000	18	10.11%	2.51	2.09	2.57	3.43	0.00
\$150,001 - \$200,000	27	15.17%	3.95	2.77	4.00	4.80	12.00
\$200,001 - \$325,000	48	26.97%	4.11	4.94	3.43	5.76	5.14
\$325,001 - \$425,000	25	14.04%	5.45	0.00	3.60	9.88	6.00
\$425,001 - \$650,000	26	14.61%	15.60	12.00	15.60	14.00	24.00
\$650,001 and up	17	9.55%	10.74	0.00	8.00	36.00	10.00
Market Supply of Inventory (MSI)			4.35	3.08	3.62	8.44	9.00
Total Active Inventory by Units		100%	4.35	28	90	45	15

October 2022



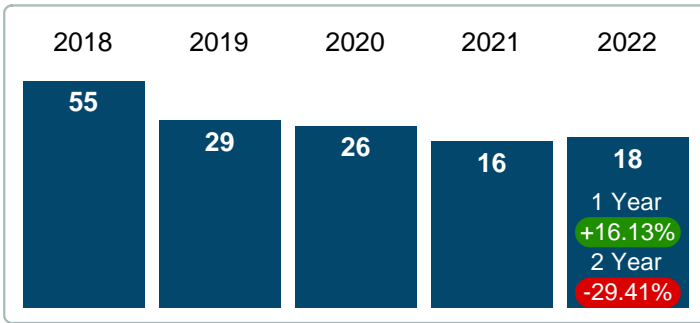
Area Delimited by County Of Mayes - Residential Property Type



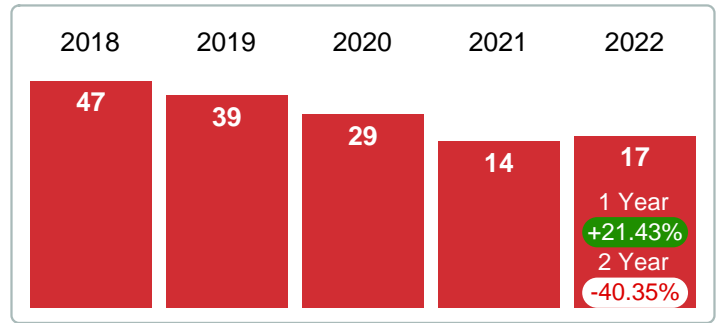
MEDIAN DAYS ON MARKET TO SALE

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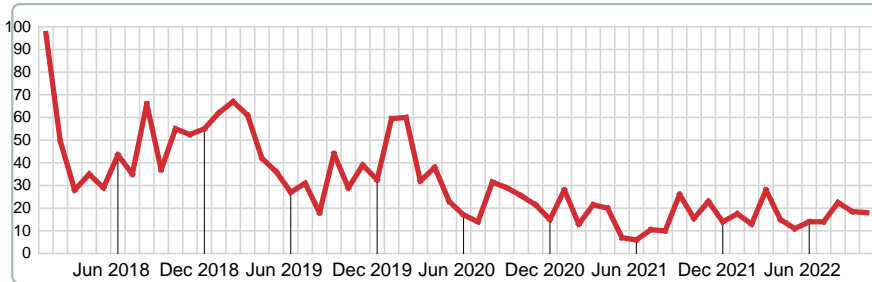
OCTOBER



YEAR TO DATE (YTD)

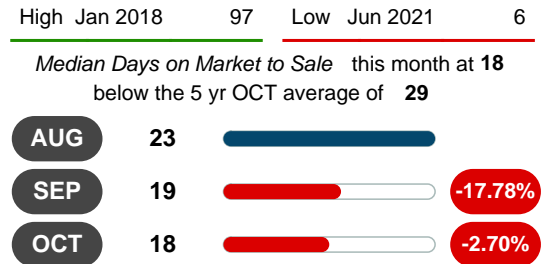


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 29



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	2.86%	30	30	0	0	0
\$50,001 - \$100,000	11.43%	21	6	36	0	0
\$100,001 - \$150,000	20.00%	10	4	13	0	0
\$150,001 - \$200,000	22.86%	20	2	20	59	0
\$200,001 - \$250,000	17.14%	14	0	24	4	0
\$250,001 - \$350,000	14.29%	3	70	2	0	0
\$350,001 and up	11.43%	30	24	36	0	0
Median Closed DOM		18	24	17	32	0
Total Closed Units	100%	35	9	24	2	
Total Closed Volume		6,941,080	1.41M	5.13M	404.00K	0.00B

October 2022



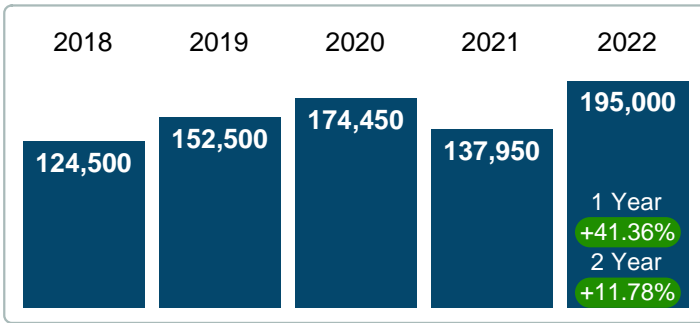
Area Delimited by County Of Mayes - Residential Property Type



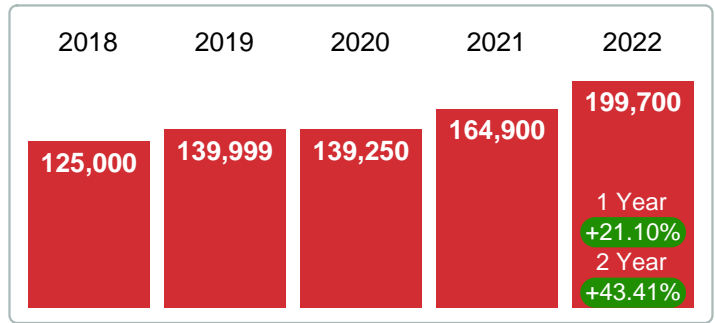
MEDIAN LIST PRICE AT CLOSING

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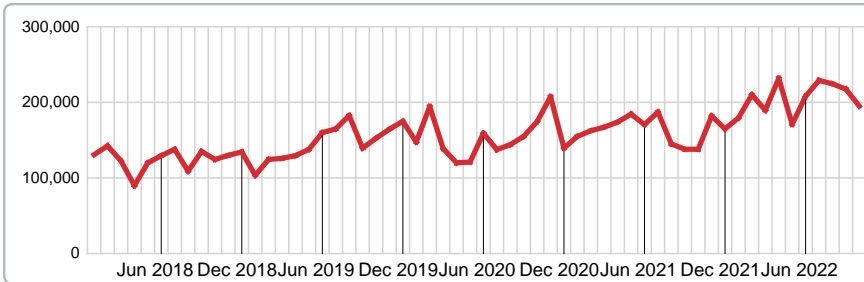
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

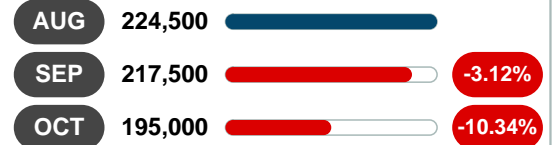


3 MONTHS

5 year OCT AVG = 156,880

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

Median List Price at Closing this month at **195,000**
 above the 5 yr OCT average of **156,880**



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	0	0.00%	30	0	0	0	0
\$50,001 - \$100,000	5	14.29%	69,200	65,850	100,000	0	0
\$100,001 - \$150,000	7	20.00%	135,000	110,000	137,450	0	0
\$150,001 - \$200,000	8	22.86%	171,000	173,000	182,000	159,000	0
\$200,001 - \$250,000	5	14.29%	225,000	0	220,000	229,900	0
\$250,001 - \$350,000	6	17.14%	301,000	301,225	301,000	0	0
\$350,001 and up	4	11.43%	420,000	490,000	405,000	0	0
Median List Price			195,000	110,000	195,750	194,450	0
Total Closed Units		100%	195,000	9	24	2	0
Total Closed Volume				1.63M	5.29M	388.90K	0.00B

October 2022



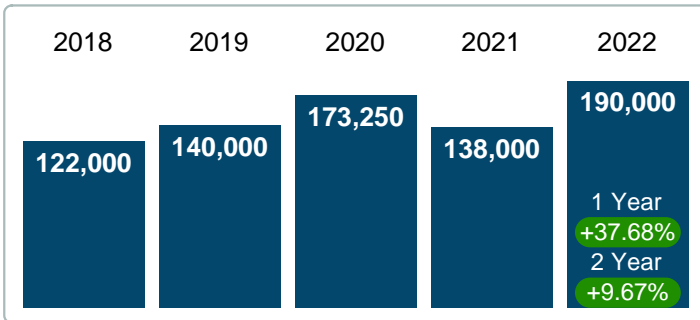
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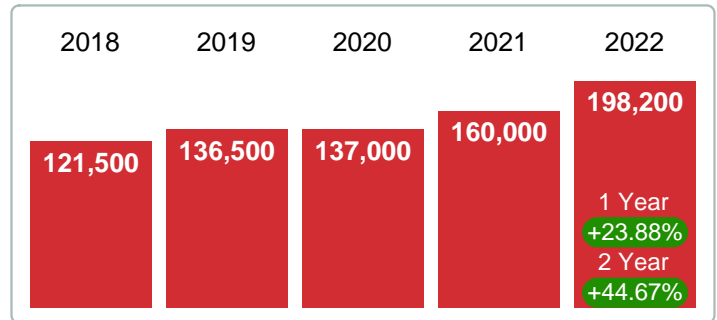
MEDIAN SOLD PRICE AT CLOSING

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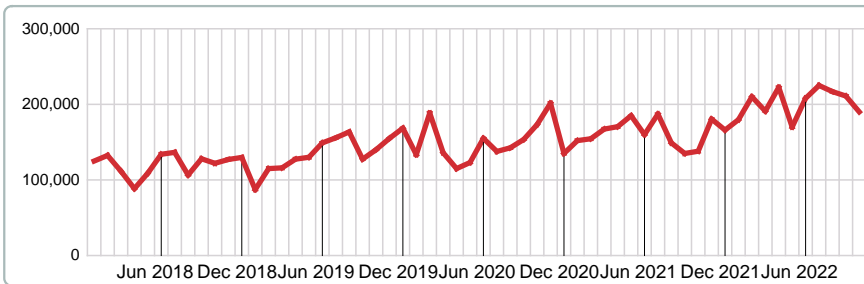
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

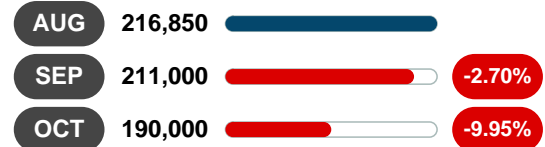


3 MONTHS

5 year OCT AVG = 152,650

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

Median Sold Price at Closing this month at **190,000** above the 5 yr OCT average of **152,650**



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	1	2.86%	40,000	40,000	0	0	0
\$50,001 - \$100,000	4	11.43%	61,250	53,000	100,000	0	0
\$100,001 - \$150,000	7	20.00%	123,000	105,000	129,000	0	0
\$150,001 - \$200,000	8	22.86%	164,000	159,000	179,500	159,000	0
\$200,001 - \$250,000	6	17.14%	225,000	0	215,000	245,000	0
\$250,001 - \$350,000	5	14.29%	300,000	277,500	300,000	0	0
\$350,001 and up	4	11.43%	390,000	375,000	405,000	0	0
Median Sold Price			190,000	105,000	197,500	202,000	0
Total Closed Units		100%	190,000	9	24	2	
Total Closed Volume			6,941,080	1.41M	5.13M	404.00K	0.00B

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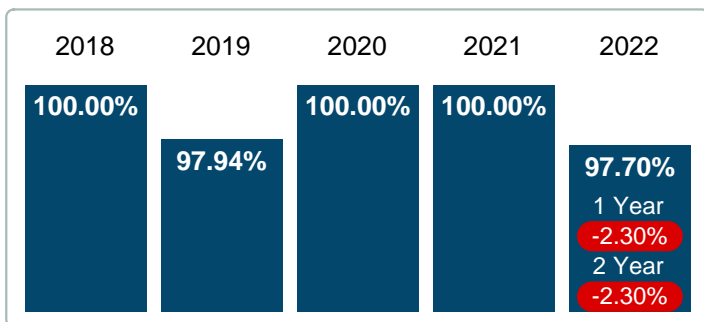
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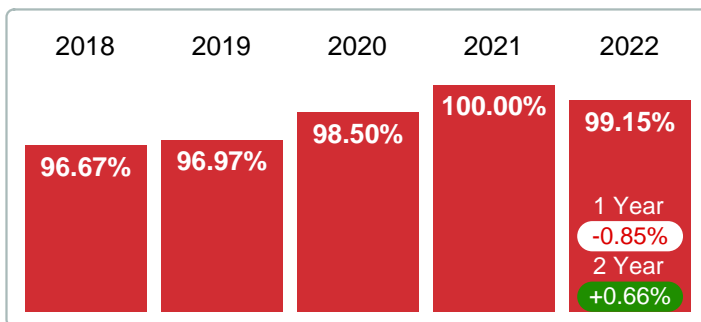
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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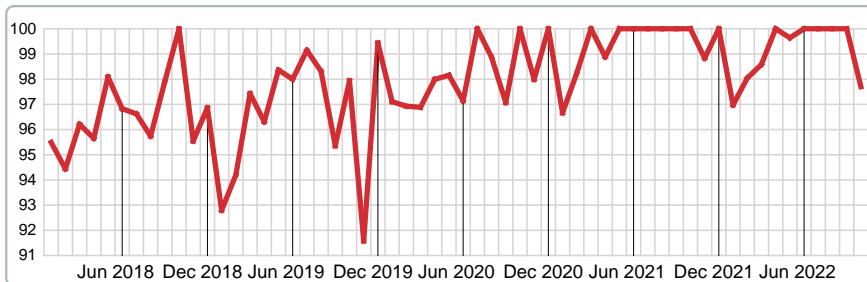
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

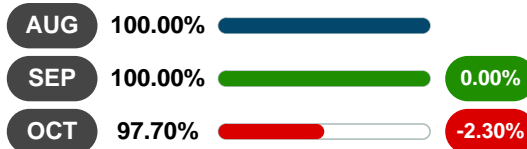


3 MONTHS

5 year OCT AVG = 99.13%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **97.70%**
below the 5 yr OCT average of **99.13%**



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
\$50,000 and less	1	2.86%	64.00%	64.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	4	11.43%	97.27%	94.55%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	7	20.00%	96.89%	95.45%	97.68%	0.00%	0.00%
\$150,001 - \$200,000	8	22.86%	98.38%	91.91%	98.38%	100.00%	0.00%
\$200,001 - \$250,000	6	17.14%	100.00%	0.00%	100.00%	106.57%	0.00%
\$250,001 - \$350,000	5	14.29%	99.05%	93.00%	100.00%	0.00%	0.00%
\$350,001 and up	4	11.43%	94.48%	76.53%	97.70%	0.00%	0.00%
Median Sold/List Ratio		97.70%		91.91%	98.76%	103.28%	0.00%
Total Closed Units		35	100%	9	24	2	
Total Closed Volume		6,941,080		1.41M	5.13M	404.00K	0.00B

October 2022



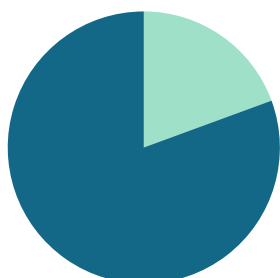
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Nov 11, 2022 for MLS Technology Inc.

INVENTORY

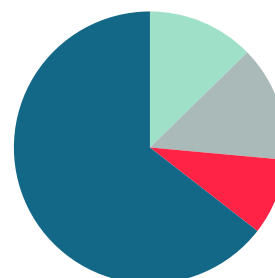


Inventory
 New Listings
52 = 19.40%
 Start Inventory
216
 Total Inventory Units
268
 Volume
\$92,536,640

Market Activity

Closed Sales
35 = 12.68%
 Pending Sales
38 = 13.77%
 Other Off Market
25 = 9.06%
 Active Inventory
178 = 64.49%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	44	35	-20.45%	427	410	-3.98%
Pending Sales	42	38	-9.52%	441	417	-5.44%
New Listings	49	52	6.12%	547	621	13.53%
Median List Price	137,950	195,000	41.36%	164,900	199,700	21.10%
Median Sale Price	138,000	190,000	37.68%	160,000	198,200	23.88%
Median Percent of Selling Price to List Price	100.00%	97.70%	-2.30%	100.00%	99.15%	-0.85%
Median Days on Market to Sale	15.50	18.00	16.13%	14.00	17.00	21.43%
Monthly Inventory	169	178	5.33%	169	178	5.33%
Months Supply of Inventory	4.04	4.35	7.69%	4.04	4.35	7.69%

Absorption: Last 12 months, an Average of **41** Sales/Month

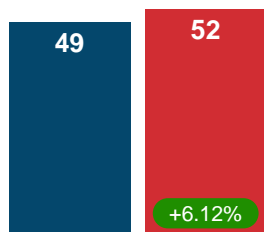
Inventory on October 31, 2022 = **178**

2021 **2022**

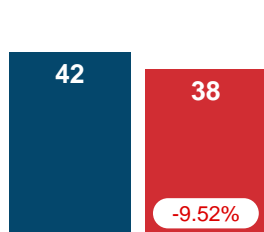
OCTOBER MARKET

MEDIAN PRICES

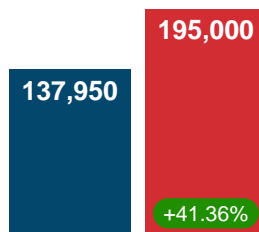
New Listings



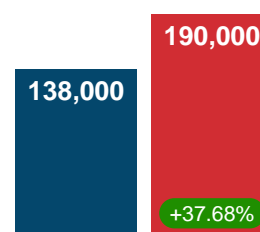
Pending Listings



List Price



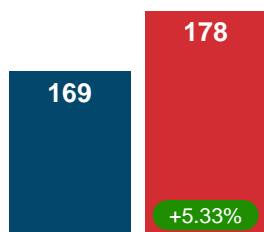
Sale Price



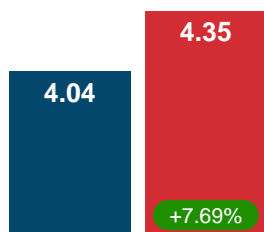
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

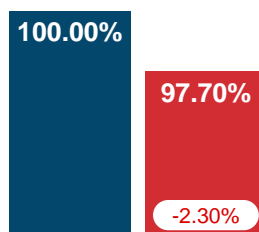
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

