

August 2022



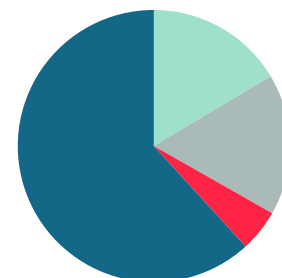
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	42	46	9.52%
Pending Listings	42	47	11.90%
New Listings	53	75	41.51%
Average List Price	198,069	272,063	37.36%
Average Sale Price	194,438	268,010	37.84%
Average Percent of Selling Price to List Price	98.39%	98.35%	-0.04%
Average Days on Market to Sale	31.31	35.50	13.38%
End of Month Inventory	179	173	-3.35%
Months Supply of Inventory	4.29	4.13	-3.74%



■ Closed (16.43%)
■ Pending (16.79%)
■ Other OffMarket (5.00%)
■ Active (61.79%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of August 31, 2022 = **173**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **3.35%** to 173 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 **4.13** 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 **37.84%** in August 2022 to \$268,010 versus the previous year at \$194,438.

Average Days on Market Lengthens

The average number of **35.50** days that homes spent on the market before selling increased by 4.19 days or **13.38%** in August 2022 compared to last year's same month at **31.31** DOM.

Sales Success for August 2022 is Positive

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

There were 75 New Listings in August 2022, up **41.51%** from last year at 53. Furthermore, there were 46 Closed Listings this month versus last year at 42, a **9.52%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, down from previous year's, August 2021, at **79.2%**, a **22.60%** downswing. This will certainly create pressure on a decreasing Monthly 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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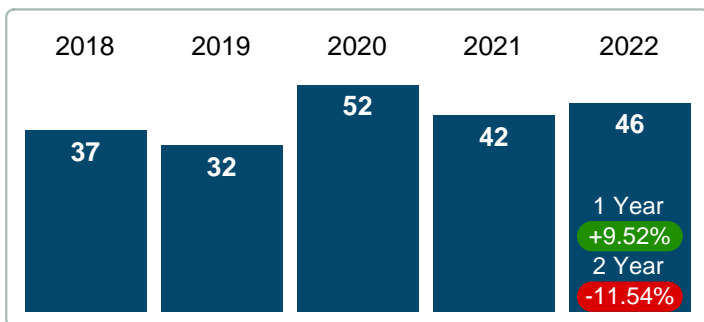
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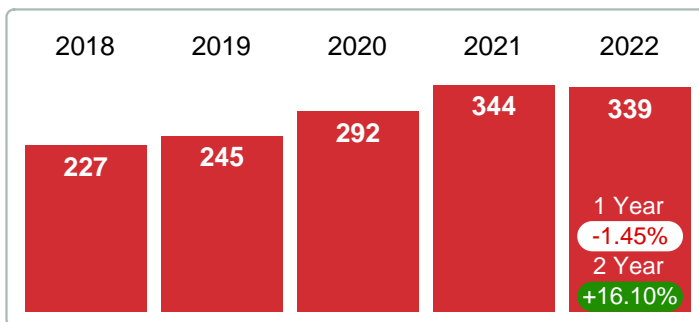
CLOSED LISTINGS

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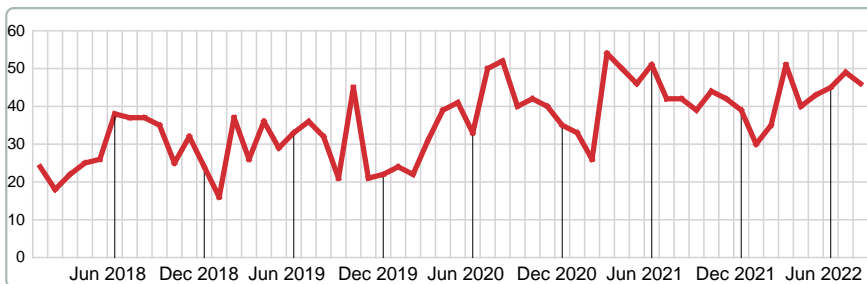
AUGUST



YEAR TO DATE (YTD)

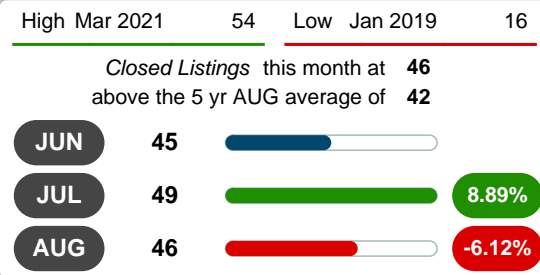


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	4.35%	29.0	1	0	1	0
\$75,001 - \$150,000	9	19.57%	31.6	5	2	2	0
\$150,001 - \$175,000	6	13.04%	43.5	3	3	0	0
\$175,001 - \$275,000	10	21.74%	41.6	1	7	2	0
\$275,001 - \$325,000	6	13.04%	29.3	0	3	2	1
\$325,001 - \$475,000	8	17.39%	30.8	1	5	1	1
\$475,001 and up	5	10.87%	38.4	1	3	0	1
Total Closed Units	46			12	23	8	3
Total Closed Volume	12,328,450	100%	35.5	2.52M	6.78M	1.59M	1.44M
Average Closed Price	\$268,010			\$209,908	\$294,846	\$198,513	\$480,000

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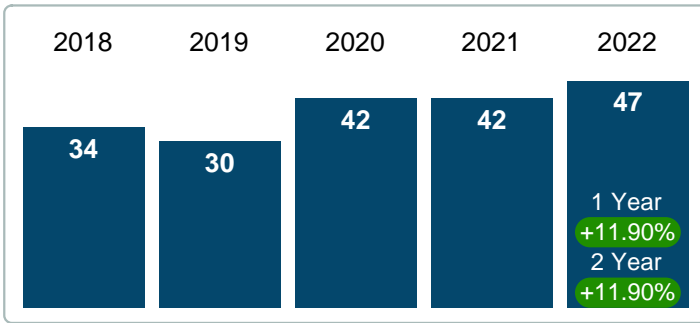
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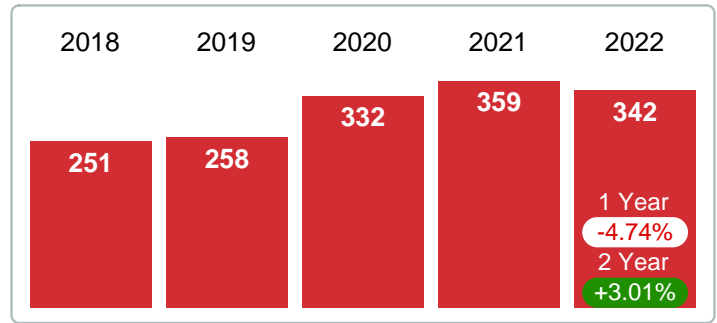
PENDING LISTINGS

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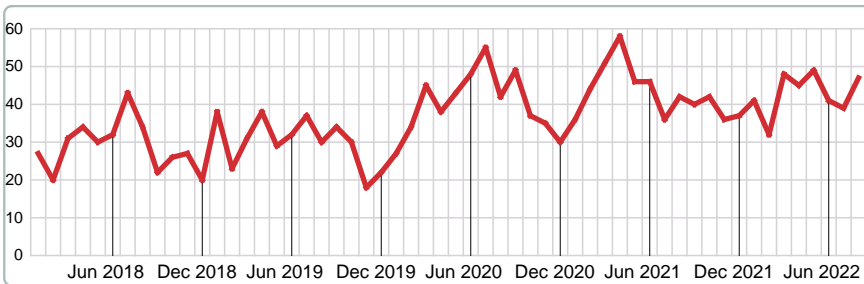
AUGUST



YEAR TO DATE (YTD)

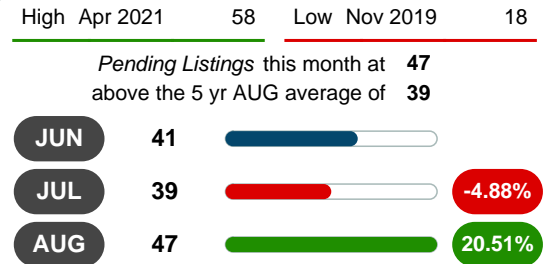


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.51%	31.5	2	2	0	0
\$100,001 - \$125,000	3	6.38%	19.3	1	2	0	0
\$125,001 - \$175,000	11	23.40%	22.8	1	8	2	0
\$175,001 - \$225,000	9	19.15%	34.0	1	5	2	1
\$225,001 - \$325,000	10	21.28%	82.6	1	6	2	1
\$325,001 - \$425,000	6	12.77%	22.2	0	3	3	0
\$425,001 and up	4	8.51%	28.8	1	2	1	0
Total Pending Units	47			7	28	10	2
Total Pending Volume	11,643,150	100%	46.9	1.75M	6.63M	2.83M	440.00K
Average Listing Price	\$343,857			\$250,000	\$236,718	\$282,505	\$220,000

August 2022



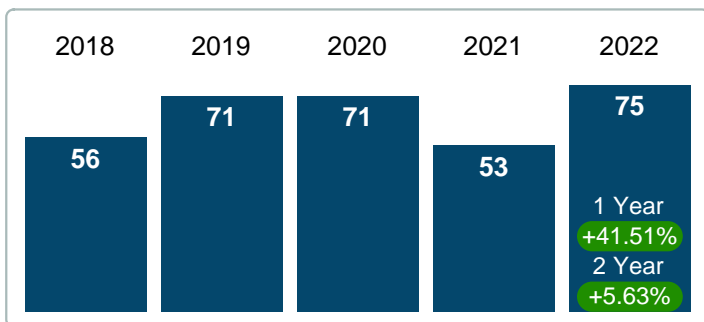
Area Delimited by County Of Mayes - Residential Property Type



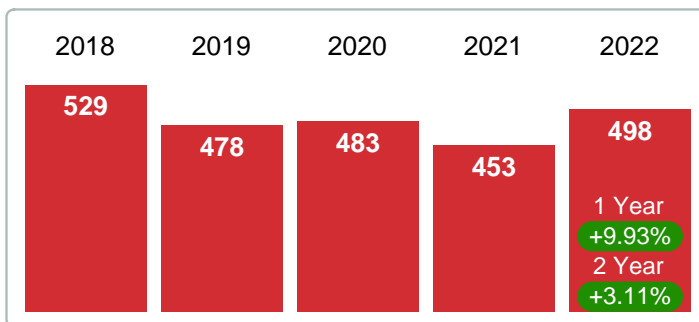
NEW LISTINGS

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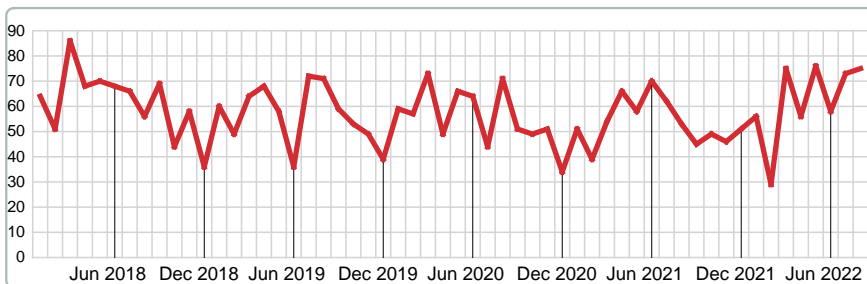
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 65

High Mar 2018 86 Low Feb 2022 29

New Listings this month at **75**
above the 5 yr AUG average of **65**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.67%	3	2	0	0
\$100,001 - \$150,000	11	14.67%	4	6	1	0
\$150,001 - \$225,000	13	17.33%	3	7	3	0
\$225,001 - \$325,000	17	22.67%	2	12	3	0
\$325,001 - \$400,000	13	17.33%	0	8	5	0
\$400,001 - \$675,000	8	10.67%	1	4	1	2
\$675,001 and up	8	10.67%	1	2	3	2
Total New Listed Units	75		14	41	16	4
Total New Listed Volume	29,146,537	100%	3.15M	13.19M	7.42M	5.39M
Average New Listed Listing Price	\$456,250		\$224,786	\$321,640	\$463,619	\$1,348,600

August 2022



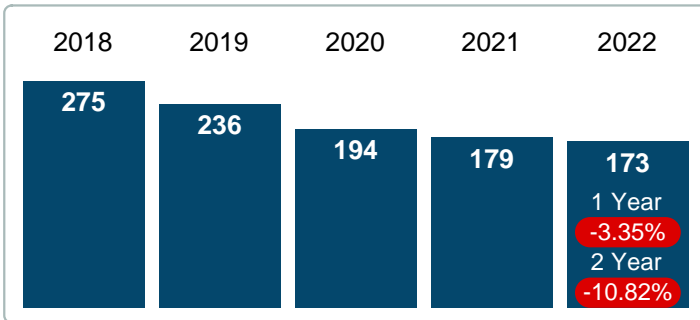
Area Delimited by County Of Mayes - Residential Property Type



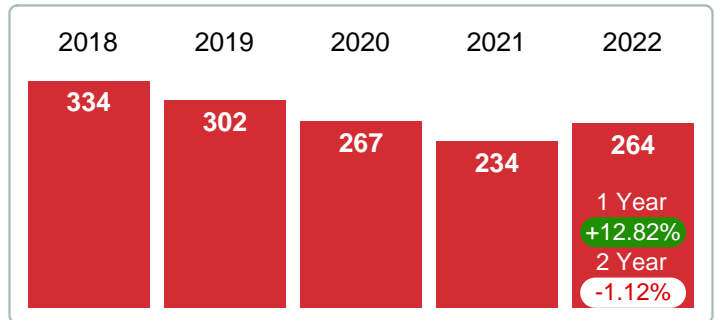
ACTIVE INVENTORY

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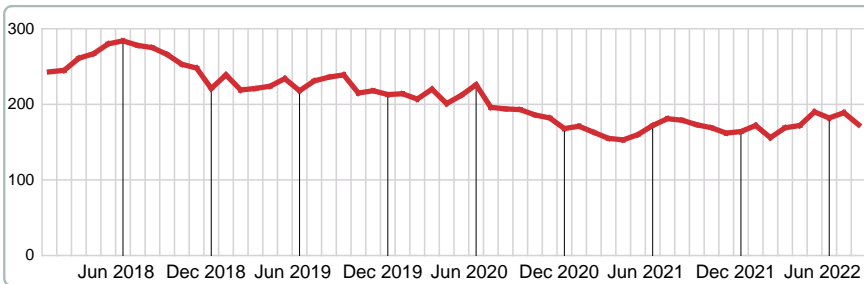
END OF AUGUST



ACTIVE DURING AUGUST

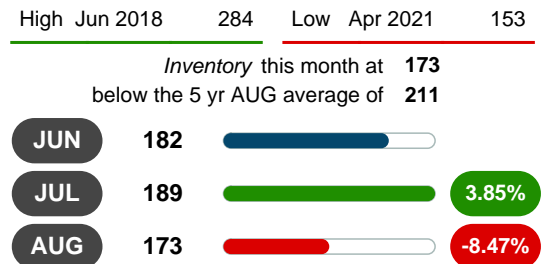


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 211



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	16	9.25%	98.3	9	4	3	0
\$100,001 - \$150,000	19	10.98%	58.1	7	9	3	0
\$150,001 - \$225,000	29	16.76%	63.4	4	23	2	0
\$225,001 - \$350,000	45	26.01%	54.1	5	27	10	3
\$350,001 - \$475,000	24	13.87%	63.8	2	13	6	3
\$475,001 - \$675,000	17	9.83%	84.1	0	9	4	4
\$675,001 and up	23	13.29%	76.0	0	9	8	6
Total Active Inventory by Units	173			27	94	36	16
Total Active Inventory by Volume	72,198,323	100%	67.4	4.46M	36.55M	15.90M	15.29M
Average Active Inventory Listing Price	\$417,331			\$165,265	\$388,810	\$441,715	\$955,393

August 2022



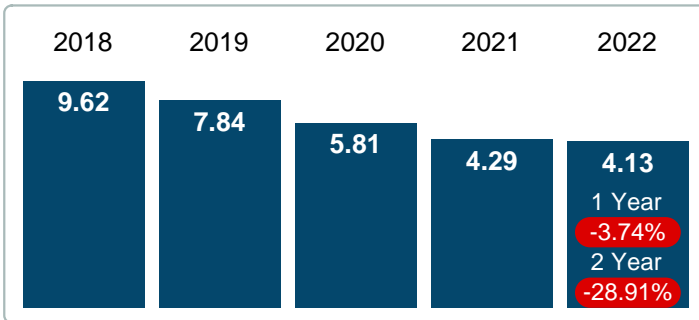
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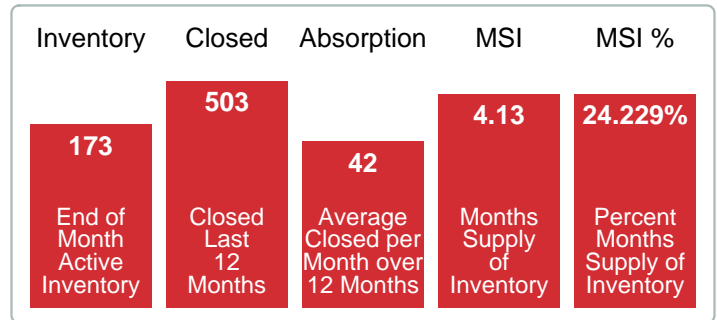
MONTHS SUPPLY of INVENTORY (MSI)

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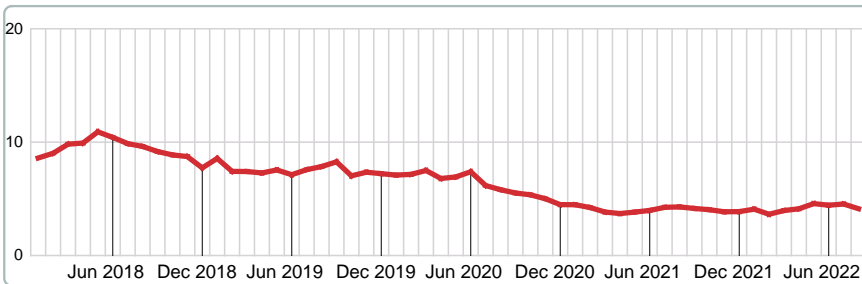
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

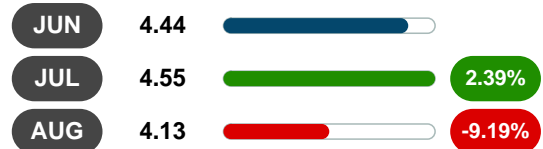


3 MONTHS

5 year AUG AVG = 6.34

High May 2018 10.91 Low Feb 2022 3.64

Months Supply this month at 4.13
below the 5 yr AUG average of 6.34



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	9.25%	1.85	2.08	0.98	12.00	0.00
\$100,001 - \$150,000	19	10.98%	2.40	3.23	1.77	4.50	0.00
\$150,001 - \$225,000	29	16.76%	3.22	3.43	3.41	2.40	0.00
\$225,001 - \$350,000	45	26.01%	4.39	4.29	3.90	5.22	12.00
\$350,001 - \$475,000	24	13.87%	7.58	8.00	8.21	5.54	12.00
\$475,001 - \$675,000	17	9.83%	12.00	0.00	15.43	16.00	16.00
\$675,001 and up	23	13.29%	15.33	0.00	15.43	32.00	10.29
Market Supply of Inventory (MSI)			4.13	2.84	3.67	6.86	10.11
Total Active Inventory by Units		100%	4.13	27	94	36	16

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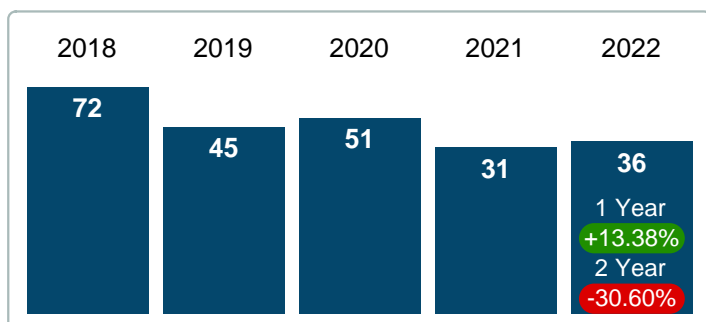
Area Delimited by County Of Mayes - Residential Property Type



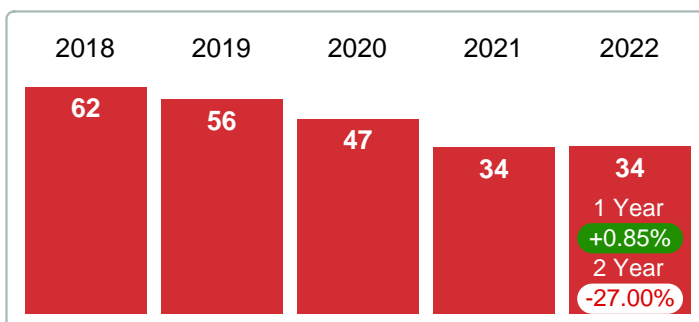
AVERAGE DAYS ON MARKET TO SALE

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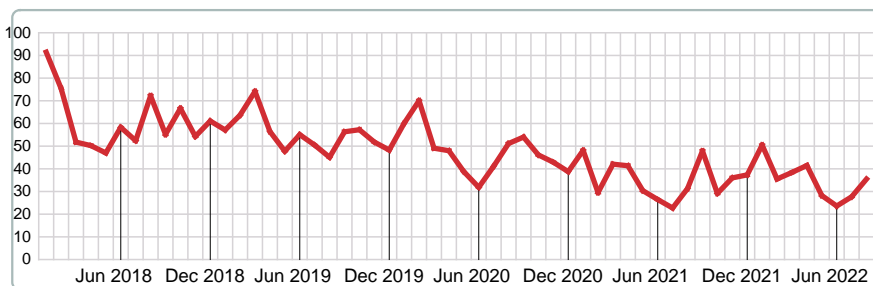
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

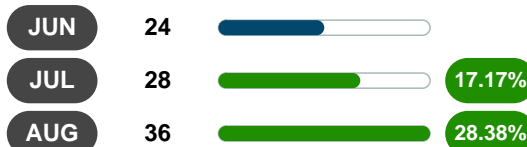


3 MONTHS

5 year AUG AVG = 47

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 47



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
\$75,000 and less	2	4.35%	29	23	0	35	0
\$75,001 - \$150,000	9	19.57%	32	11	64	50	0
\$150,001 - \$175,000	6	13.04%	44	25	62	0	0
\$175,001 - \$275,000	10	21.74%	42	57	49	9	0
\$275,001 - \$325,000	6	13.04%	29	0	36	19	30
\$325,001 - \$475,000	8	17.39%	31	30	42	1	6
\$475,001 and up	5	10.87%	38	1	51	0	38
Average Closed DOM			36	20	49	24	25
Total Closed Units		100%	36	12	23	8	3
Total Closed Volume			12,328,450	2.52M	6.78M	1.59M	1.44M

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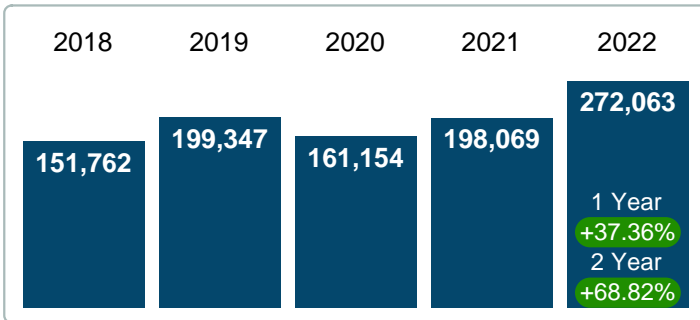
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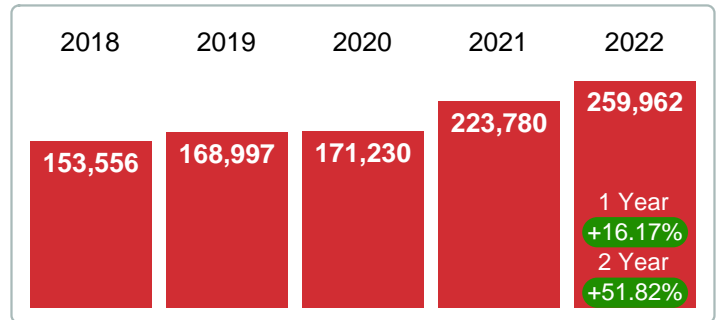
AVERAGE LIST PRICE AT CLOSING

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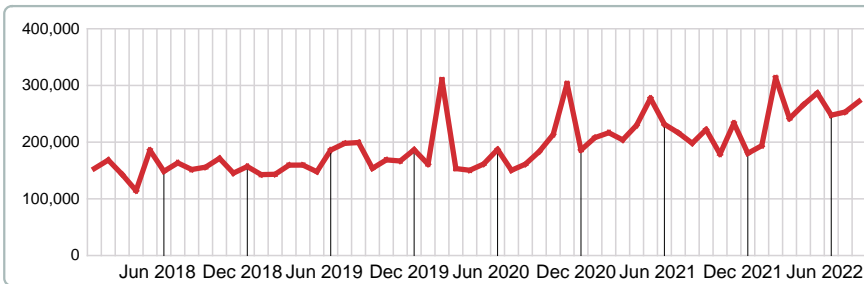
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

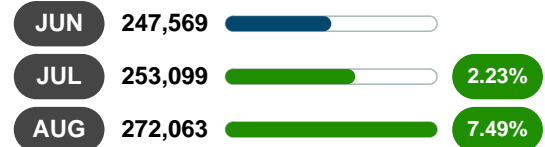


3 MONTHS

5 year AUG AVG = 196,479

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

Average List Price at Closing this month at **272,063**
above the 5 yr AUG average of **196,479**



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
\$75,000 and less	6.52%	45,167	60,000	0	1,000	0
\$75,001 - \$150,000	15.22%	110,700	95,780	140,500	124,750	0
\$150,001 - \$175,000	15.22%	161,700	159,966	167,333	0	0
\$175,001 - \$275,000	19.57%	213,089	225,000	221,114	207,000	0
\$275,001 - \$325,000	15.22%	294,400	0	298,300	283,450	320,000
\$325,001 - \$475,000	17.39%	368,750	389,000	357,200	380,000	395,000
\$475,001 and up	10.87%	708,800	920,000	624,667	0	750,000
Average List Price		272,063	212,733	299,378	201,425	488,333
Total Closed Units	100%	272,063	12	23	8	3
Total Closed Volume		12,514,898	2.55M	6.89M	1.61M	1.47M

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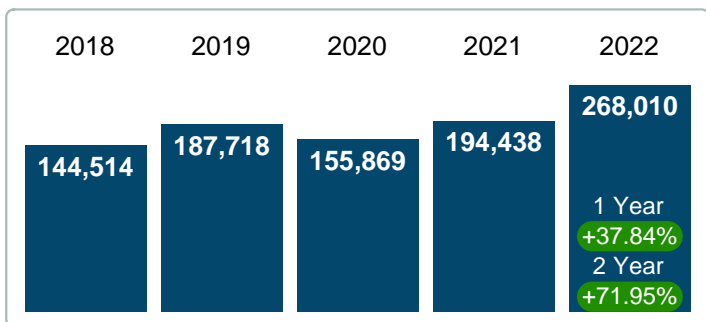
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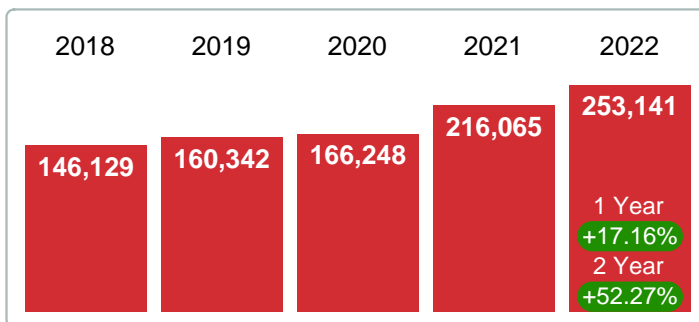
AVERAGE SOLD PRICE AT CLOSING

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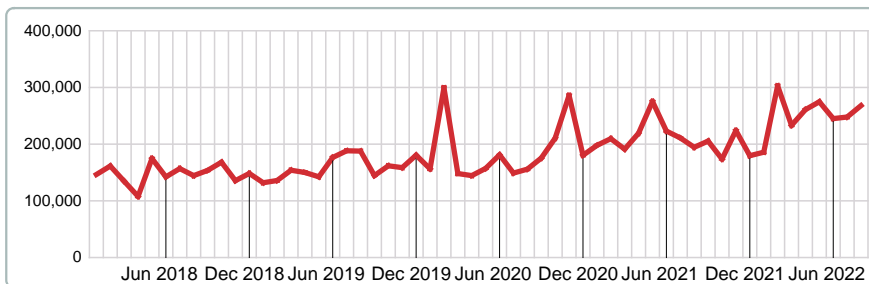
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

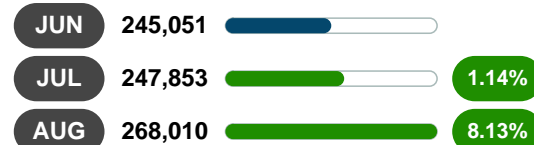


3 MONTHS

5 year AUG AVG = 190,110

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

Average Sold Price at Closing this month at **268,010** above the 5 yr AUG average of **190,110**



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
\$75,000 and less	4.35%	28,000	55,000	0	1,000	0
\$75,001 - \$150,000	19.57%	110,489	95,980	143,000	114,250	0
\$150,001 - \$175,000	13.04%	159,000	155,333	162,667	0	0
\$175,001 - \$275,000	21.74%	215,920	233,000	217,500	201,850	0
\$275,001 - \$325,000	13.04%	292,633	0	295,300	287,450	295,000
\$325,001 - \$475,000	17.39%	359,063	365,000	346,500	380,000	395,000
\$475,001 and up	10.87%	707,310	920,000	622,183	0	750,000
Average Sold Price		268,010	209,908	294,846	198,513	480,000
Total Closed Units	100%	268,010	12	23	8	3
Total Closed Volume		12,328,450	2.52M	6.78M	1.59M	1.44M

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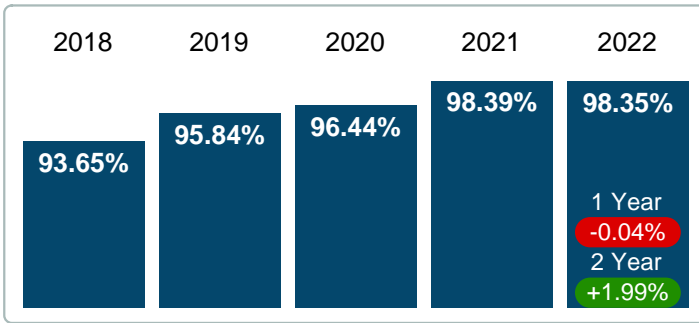
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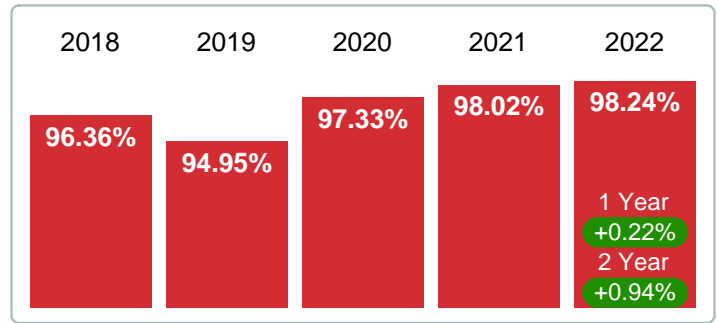
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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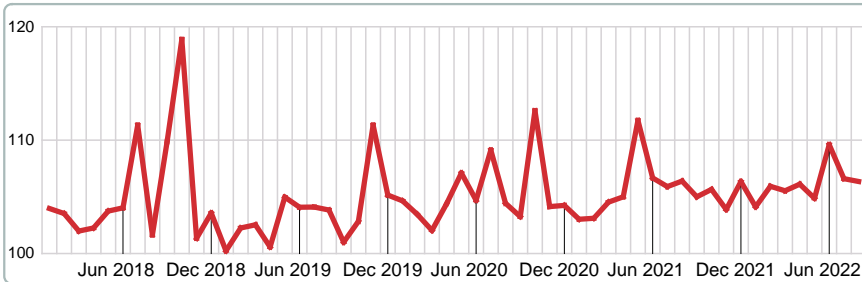
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

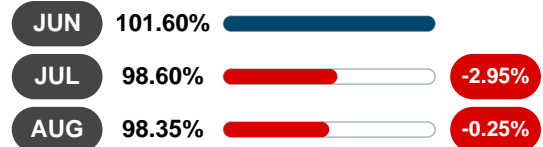


3 MONTHS

5 year AUG AVG = 96.53%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.35%**
above the 5 yr AUG average of **96.53%**



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
\$75,000 and less	2	4.35%	95.83%	91.67%	0.00%	100.00%	0.00%
\$75,001 - \$150,000	9	19.57%	98.60%	100.48%	101.77%	90.73%	0.00%
\$150,001 - \$175,000	6	13.04%	97.32%	97.17%	97.48%	0.00%	0.00%
\$175,001 - \$275,000	10	21.74%	99.05%	103.56%	98.79%	97.70%	0.00%
\$275,001 - \$325,000	6	13.04%	98.66%	0.00%	99.00%	101.39%	92.19%
\$325,001 - \$475,000	8	17.39%	97.47%	93.83%	97.19%	100.00%	100.00%
\$475,001 and up	5	10.87%	99.78%	100.00%	99.64%	0.00%	100.00%
Average Sold/List Ratio		98.40%		98.58%	98.67%	97.46%	97.40%
Total Closed Units		46	100%	12	23	8	3
Total Closed Volume		12,328,450		2.52M	6.78M	1.59M	1.44M

August 2022



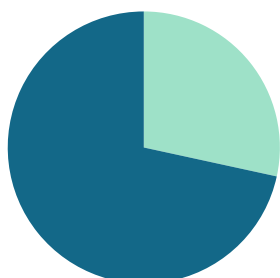
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

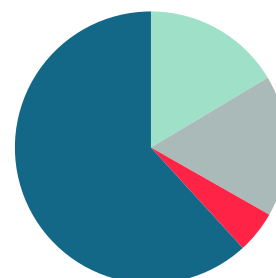


Inventory
 New Listings
75 = 28.41%
 Start Inventory
189
 Total Inventory Units
264
 Volume
\$98,860,071

Market Activity

Closed Sales
46 = 16.43%
 Pending Sales
47 = 16.79%
 Other Off Market
14 = 5.00%
 Active Inventory
173 = 61.79%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	42	46	9.52%	344	339	-1.45%
Pending Sales	42	47	11.90%	359	342	-4.74%
New Listings	53	75	41.51%	453	498	9.93%
Average List Price	198,069	272,063	37.36%	223,780	259,962	16.17%
Average Sale Price	194,438	268,010	37.84%	216,065	253,141	17.16%
Average Percent of Selling Price to List Price	98.39%	98.35%	-0.04%	98.02%	98.24%	0.22%
Average Days on Market to Sale	31.31	35.50	13.38%	34.04	34.33	0.85%
Monthly Inventory	179	173	-3.35%	179	173	-3.35%
Months Supply of Inventory	4.29	4.13	-3.74%	4.29	4.13	-3.74%

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

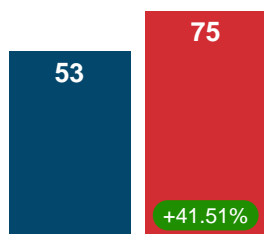
Inventory on August 31, 2022 = **173**

2021 **2022**

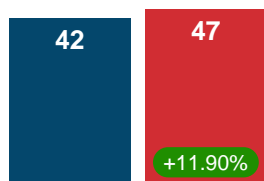
AUGUST MARKET

AVERAGE PRICES

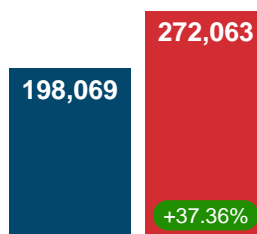
New Listings



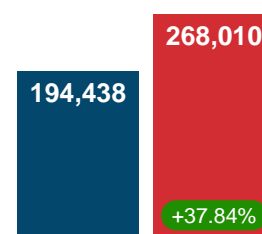
Pending Listings



List Price



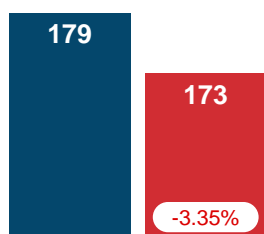
Sale Price



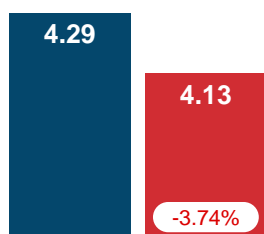
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

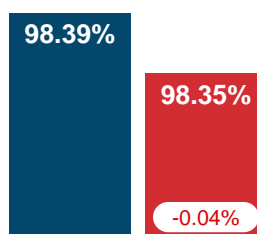
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

