

## June 2022



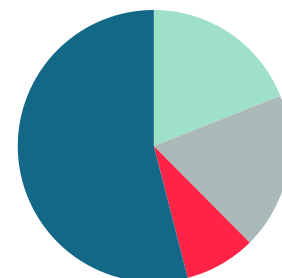
Area Delimited by County Of Mayes - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	51	45	-11.76%
Pending Listings	46	44	-4.35%
New Listings	70	58	-17.14%
Average List Price	231,580	247,569	6.90%
Average Sale Price	223,034	245,051	9.87%
Average Percent of Selling Price to List Price	98.67%	101.60%	2.97%
Average Days on Market to Sale	26.45	23.60	-10.78%
End of Month Inventory	172	128	-25.58%
Months Supply of Inventory	3.98	3.12	-21.50%



■ Closed (18.99%)  
■ Pending (18.57%)  
■ Other OffMarket (8.44%)  
■ Active (54.01%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of June 30, 2022 = **128**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2022 decreased **25.58%** to 128 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 **3.12** 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 **9.87%** in June 2022 to \$245,051 versus the previous year at \$223,034.

##### Average Days on Market Shortens

The average number of **23.60** days that homes spent on the market before selling decreased by 2.85 days or **10.78%** in June 2022 compared to last year's same month at **26.45** DOM.

##### Sales Success for June 2022 is Positive

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

There were 58 New Listings in June 2022, down **17.14%** from last year at 70. Furthermore, there were 45 Closed Listings this month versus last year at 51, a **-11.76%** decrease.

Closed versus Listed trends yielded a **77.6%** ratio, up from previous year's, June 2021, at **72.9%**, a **6.49%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# June 2022



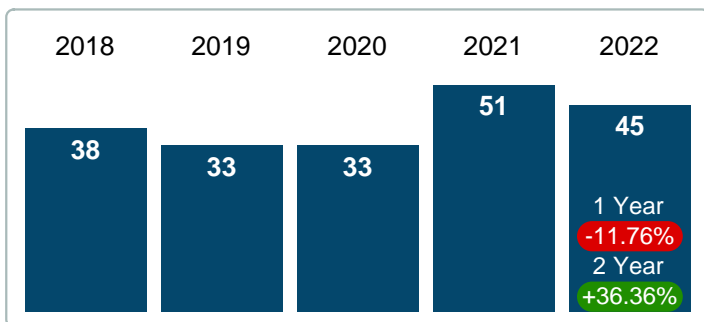
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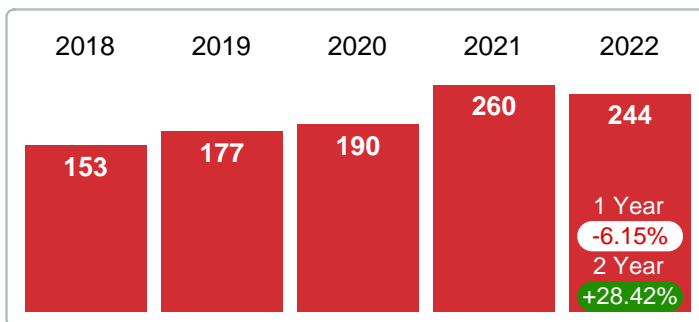
## CLOSED LISTINGS

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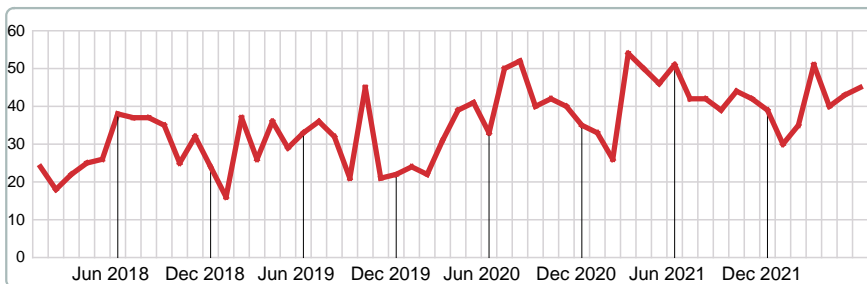
### JUNE



### YEAR TO DATE (YTD)

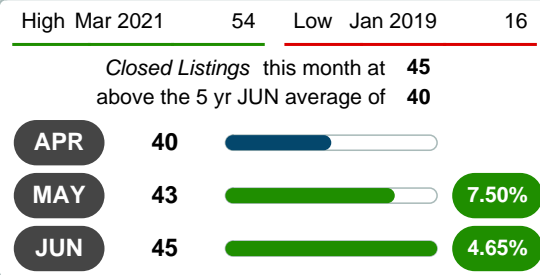


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	4.44%	6.5	2	0	0	0
\$50,001 - \$100,000	6	13.33%	17.8	5	1	0	0
\$100,001 - \$125,000	4	8.89%	28.5	3	0	1	0
\$125,001 - \$225,000	11	24.44%	14.9	2	9	0	0
\$225,001 - \$300,000	13	28.89%	32.5	1	10	2	0
\$300,001 - \$375,000	5	11.11%	29.8	0	4	1	0
\$375,001 and up	4	8.89%	23.0	0	2	2	0
<b>Total Closed Units</b>	<b>45</b>			<b>13</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,027,300</b>	<b>100%</b>	<b>23.6</b>	<b>1.47M</b>	<b>7.32M</b>	<b>2.23M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$245,051</b>			<b>\$113,154</b>	<b>\$281,627</b>	<b>\$372,333</b>	<b>\$0</b>

# June 2022



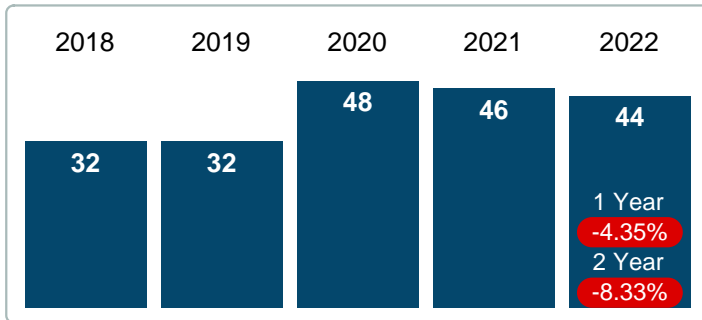
Area Delimited by County Of Mayes - Residential Property Type



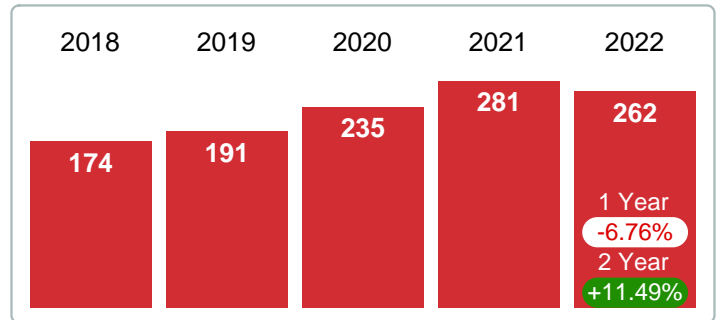
## PENDING LISTINGS

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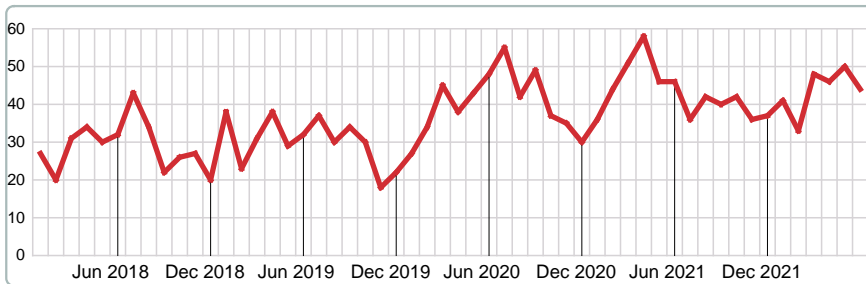
### JUNE



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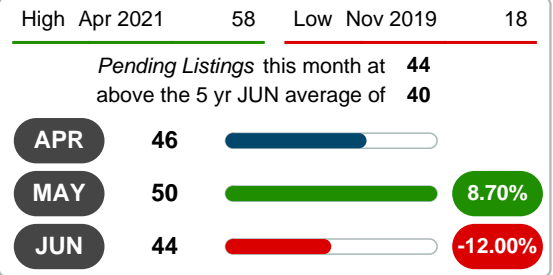


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 40



### 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	3	6.82%	5.3	3	0	0	0
\$100,001 - \$125,000	3	6.82%	22.7	1	2	0	0
\$125,001 - \$150,000	9	20.45%	48.6	0	9	0	0
\$150,001 - \$275,000	12	27.27%	43.3	5	5	1	1
\$275,001 - \$325,000	5	11.36%	38.6	1	3	0	1
\$325,001 - \$425,000	7	15.91%	38.3	1	3	3	0
\$425,001 and up	5	11.36%	69.2	0	0	5	0
<b>Total Pending Units</b>	<b>44</b>			<b>11</b>	<b>22</b>	<b>9</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>11,072,499</b>	<b>100%</b>	<b>44.2</b>	<b>1.92M</b>	<b>4.34M</b>	<b>4.24M</b>	<b>569.00K</b>
<b>Average Listing Price</b>	<b>\$207,217</b>			<b>\$174,173</b>	<b>\$197,464</b>	<b>\$471,489</b>	<b>\$284,500</b>

# June 2022



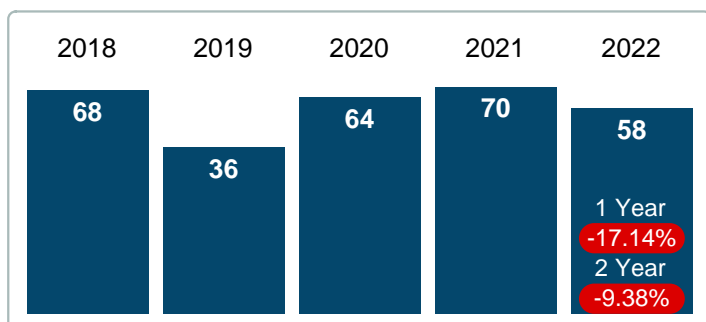
Area Delimited by County Of Mayes - Residential Property Type



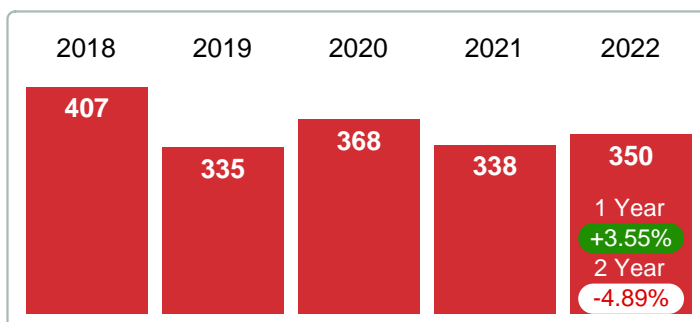
## NEW LISTINGS

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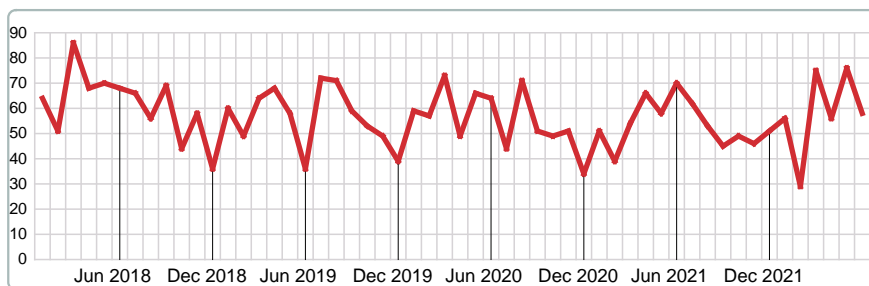
### JUNE



### YEAR TO DATE (YTD)

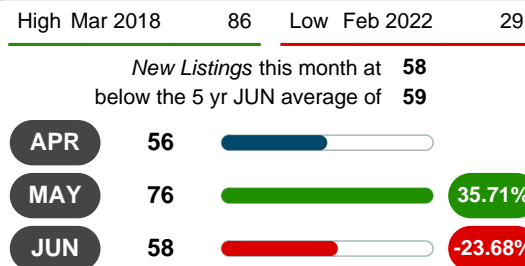


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 59



### 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	6	10.34%	6	0	0	0
\$60,001 - \$120,000	4	6.90%	2	0	1	1
\$120,001 - \$150,000	10	17.24%	1	8	1	0
\$150,001 - \$260,000	16	27.59%	7	9	0	0
\$260,001 - \$360,000	8	13.79%	1	5	1	1
\$360,001 - \$450,000	8	13.79%	2	4	1	1
\$450,001 and up	6	10.34%	0	3	2	1
<b>Total New Listed Units</b>	<b>58</b>		<b>19</b>	<b>29</b>	<b>6</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>14,968,297</b>	<b>100%</b>	<b>2.97M</b>	<b>8.12M</b>	<b>2.22M</b>	<b>1.65M</b>
<b>Average New Listed Listing Price</b>	<b>\$42,450</b>		<b>\$156,579</b>	<b>\$280,134</b>	<b>\$369,233</b>	<b>\$413,500</b>

# June 2022



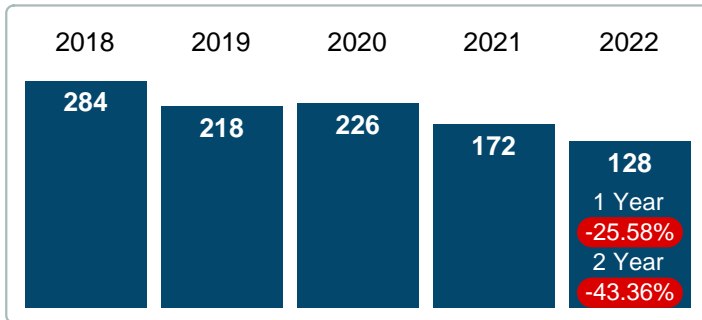
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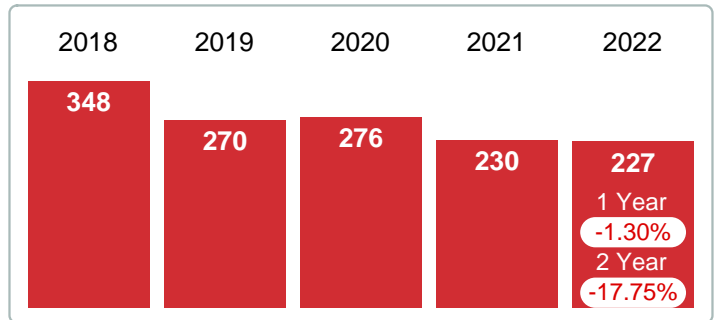
## ACTIVE INVENTORY

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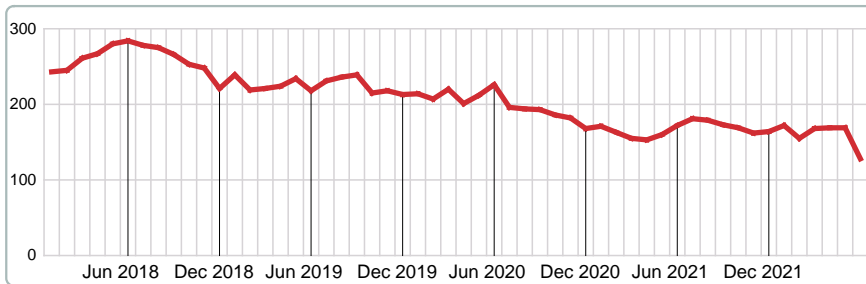
### END OF JUNE



### ACTIVE DURING JUNE

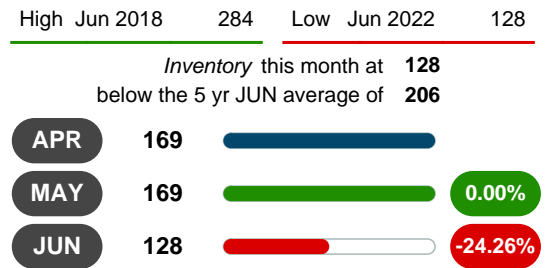


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 206



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.81%	40.0	8	1	1	0
\$75,001 - \$150,000	15	11.72%	48.4	4	7	3	1
\$150,001 - \$200,000	20	15.63%	50.0	4	14	2	0
\$200,001 - \$375,000	34	26.56%	73.2	4	20	8	2
\$375,001 - \$475,000	18	14.06%	91.9	3	10	3	2
\$475,001 - \$750,000	19	14.84%	66.4	0	11	4	4
\$750,001 and up	12	9.38%	125.4	0	5	2	5
<b>Total Active Inventory by Units</b>	<b>128</b>			<b>23</b>	<b>68</b>	<b>23</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>53,795,048</b>	<b>100%</b>	<b>70.6</b>	<b>3.70M</b>	<b>28.46M</b>	<b>8.37M</b>	<b>13.27M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$420,274</b>			<b>\$160,963</b>	<b>\$418,476</b>	<b>\$363,874</b>	<b>\$947,671</b>

# June 2022



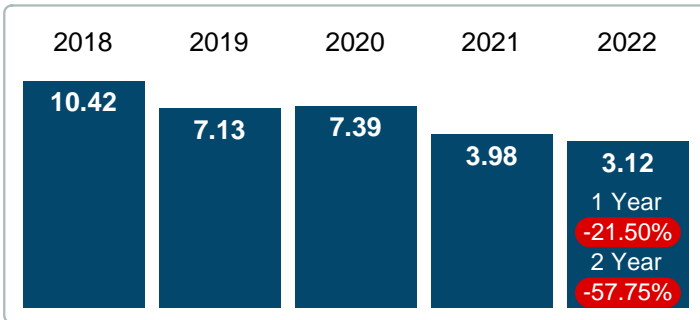
Area Delimited by County Of Mayes - Residential Property Type



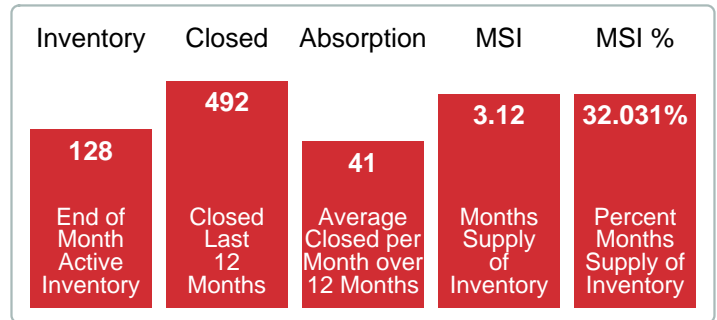
## MONTHS SUPPLY of INVENTORY (MSI)

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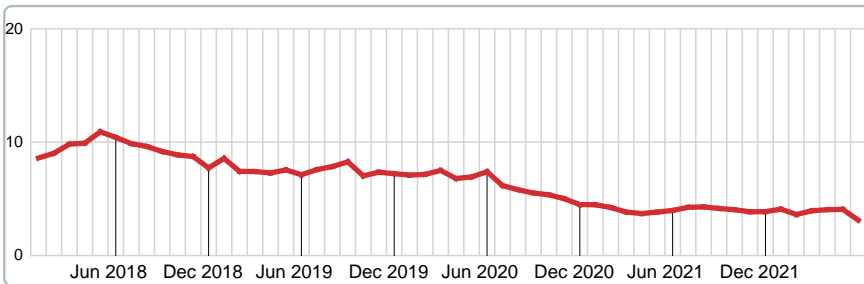
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

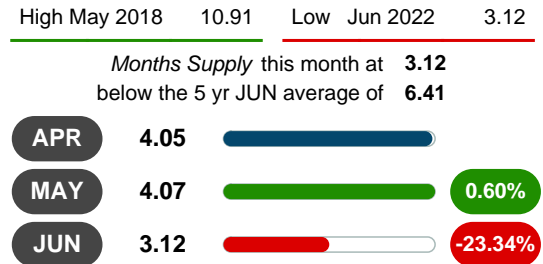


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 6.41



### 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
\$75,000 and less	7.81%	1.90	2.82	0.43	12.00	0.00
\$75,001 - \$150,000	11.72%	1.24	1.09	0.92	3.60	0.00
\$150,001 - \$200,000	15.63%	2.96	5.33	2.67	3.43	0.00
\$200,001 - \$375,000	26.56%	2.65	2.40	2.31	3.56	8.00
\$375,001 - \$475,000	14.06%	12.00	36.00	10.00	9.00	24.00
\$475,001 - \$750,000	14.84%	10.36	0.00	16.50	9.60	9.60
\$750,001 and up	9.38%	16.00	0.00	15.00	12.00	20.00
Market Supply of Inventory (MSI)	3.12	3.12	2.46	2.63	4.93	12.00
Total Active Inventory by Units	128	100%	23	68	23	14

# June 2022



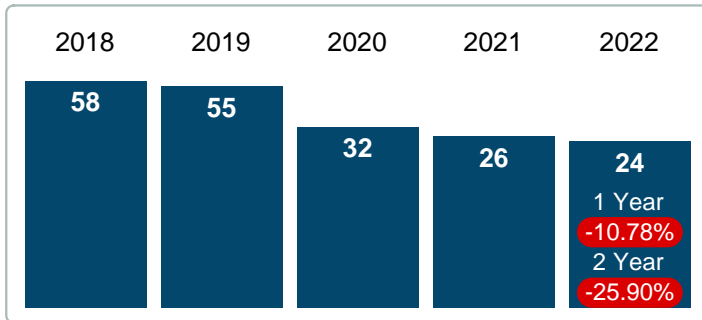
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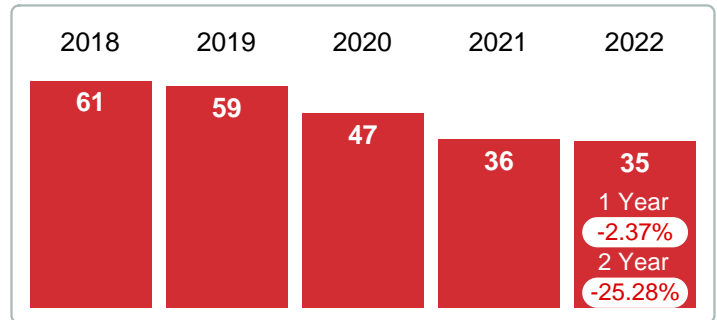
## AVERAGE DAYS ON MARKET TO SALE

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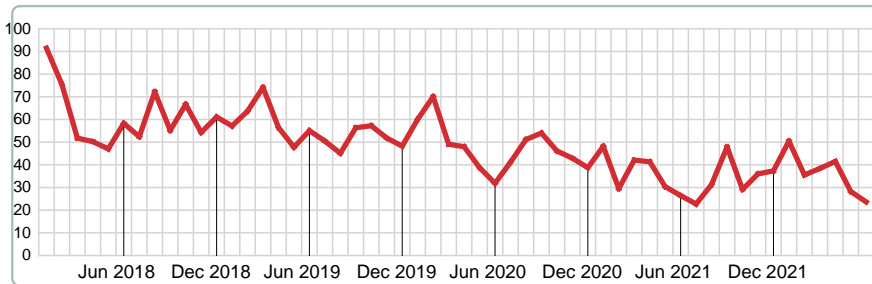
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

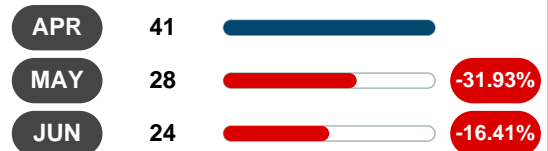


### 3 MONTHS

5 year JUN AVG = 39

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 24 below the 5 yr JUN average of 39



### 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
\$50,000 and less	4.44%	7	7	0	0	0
\$50,001 - \$100,000	13.33%	18	21	2	0	0
\$100,001 - \$125,000	8.89%	29	28	0	31	0
\$125,001 - \$225,000	24.44%	15	4	17	0	0
\$225,001 - \$300,000	28.89%	33	17	36	24	0
\$300,001 - \$375,000	11.11%	30	0	20	70	0
\$375,001 and up	8.89%	23	0	22	24	0
<b>Average Closed DOM</b>		<b>24</b>	<b>17</b>	<b>25</b>	<b>33</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>13</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,027,300</b>	<b>1.47M</b>	<b>7.32M</b>	<b>2.23M</b>	<b>0.00B</b>

# June 2022



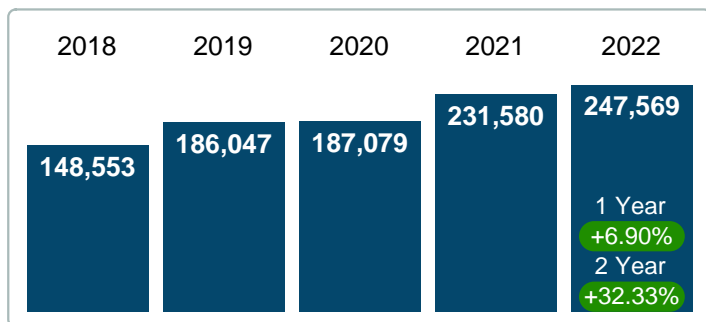
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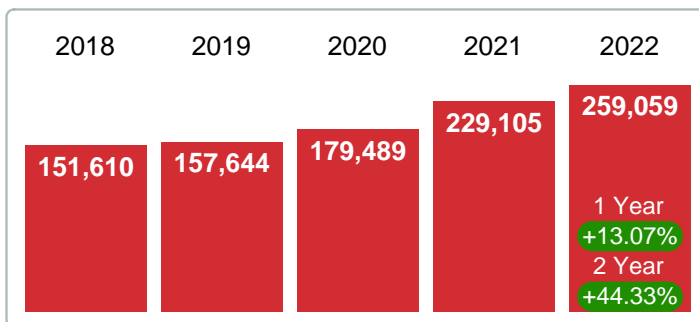
## AVERAGE LIST PRICE AT CLOSING

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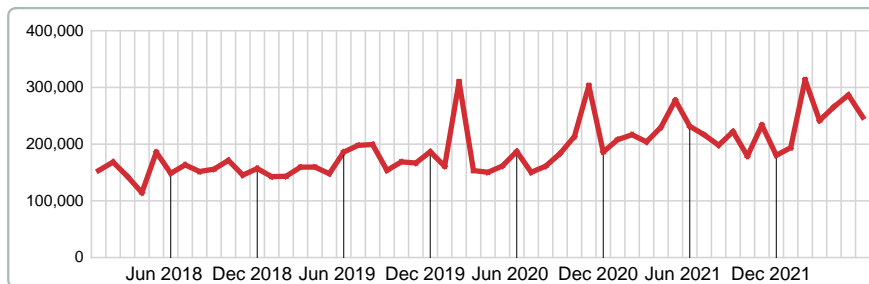
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

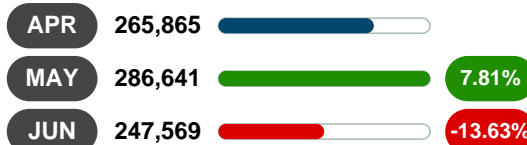


### 3 MONTHS

5 year JUN AVG = 200,166

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

Average List Price at Closing this month at **247,569**  
above the 5 yr JUN average of **200,166**



### 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
\$50,000 and less	6.67%	44,967	42,450	0	0	0
\$50,001 - \$100,000	13.33%	84,317	83,780	87,000	0	0
\$100,001 - \$125,000	11.11%	120,900	118,333	0	124,500	0
\$125,001 - \$225,000	20.00%	167,811	169,000	149,700	0	0
\$225,001 - \$300,000	26.67%	260,658	309,000	264,390	242,000	0
\$300,001 - \$375,000	11.11%	336,660	0	352,425	354,500	0
\$375,001 and up	11.11%	714,760	0	947,500	644,450	0
<b>Average List Price</b>		<b>247,569</b>	<b>115,831</b>	<b>283,958</b>	<b>375,317</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>247,569</b>	<b>13</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,140,599</b>	<b>1.51M</b>	<b>7.38M</b>	<b>2.25M</b>	<b>0.00B</b>



# June 2022



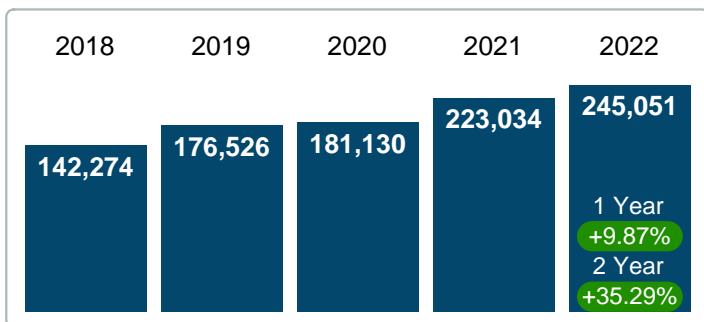
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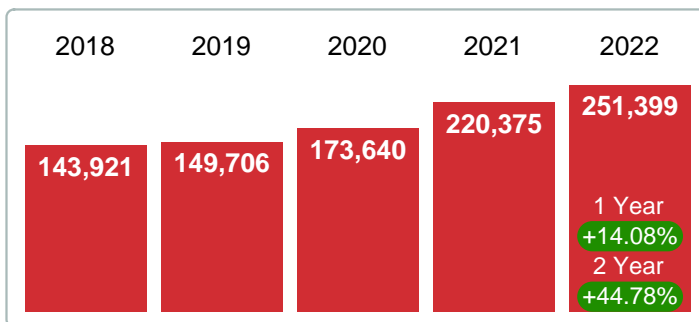
## AVERAGE SOLD PRICE AT CLOSING

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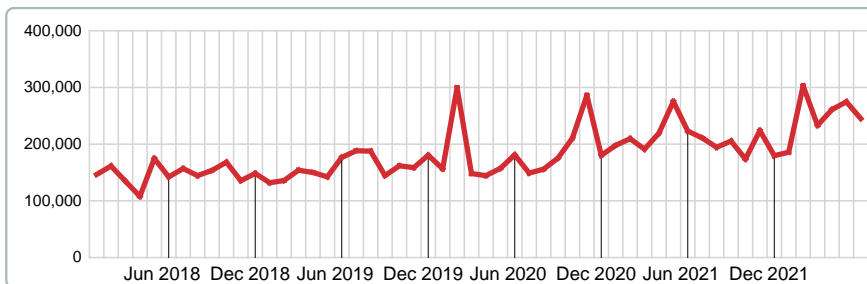
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

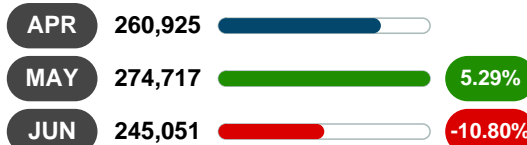


### 3 MONTHS

5 year JUN AVG = 193,603

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

Average Sold Price at Closing this month at **245,051**  
above the 5 yr JUN average of **193,603**



### 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
\$50,000 and less	4.44%	40,000	40,000	0	0	0
\$50,001 - \$100,000	13.33%	79,667	77,600	90,000	0	0
\$100,001 - \$125,000	8.89%	119,875	118,333	0	124,500	0
\$125,001 - \$225,000	24.44%	161,718	174,000	158,989	0	0
\$225,001 - \$300,000	28.89%	258,262	300,000	257,140	243,000	0
\$300,001 - \$375,000	11.11%	341,900	0	338,750	354,500	0
\$375,001 and up	8.89%	786,000	0	937,500	634,500	0
<b>Average Sold Price</b>		<b>245,051</b>	<b>113,154</b>	<b>281,627</b>	<b>372,333</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>245,051</b>	<b>13</b>	<b>26</b>	<b>6</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,027,300</b>	<b>1.47M</b>	<b>7.32M</b>	<b>2.23M</b>	<b>0.00B</b>

# June 2022



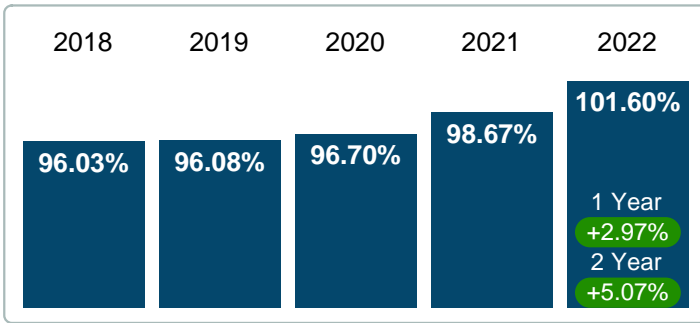
Area Delimited by County Of Mayes - Residential Property Type



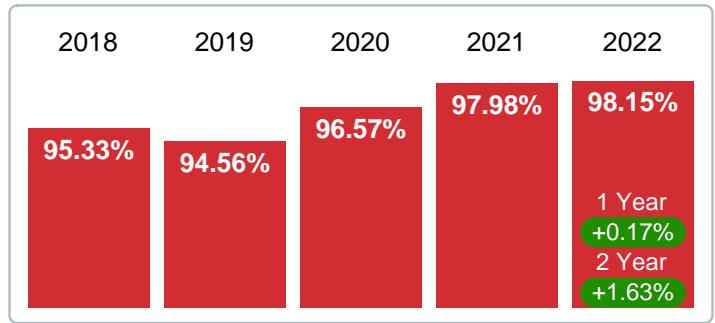
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

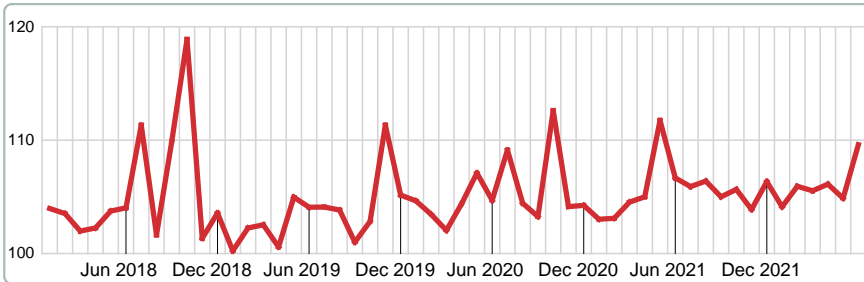
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

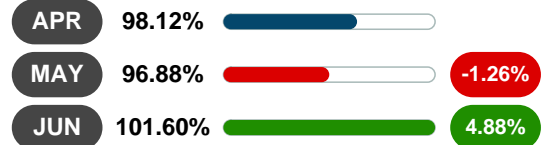


### 3 MONTHS

5 year JUN AVG = 97.82%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **101.60%**  
above the 5 yr JUN average of **97.82%**



### 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
\$50,000 and less	2	4.44%	95.09%	95.09%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	13.33%	94.26%	92.42%	103.45%	0.00%	0.00%
\$100,001 - \$125,000	4	8.89%	100.01%	100.01%	0.00%	100.00%	0.00%
\$125,001 - \$225,000	11	24.44%	115.19%	103.85%	117.72%	0.00%	0.00%
\$225,001 - \$300,000	13	28.89%	97.87%	97.09%	97.44%	100.39%	0.00%
\$300,001 - \$375,000	5	11.11%	96.96%	0.00%	96.20%	100.00%	0.00%
\$375,001 and up	4	8.89%	98.00%	0.00%	98.26%	97.74%	0.00%
<b>Average Sold/List Ratio</b>			<b>101.60%</b>	<b>96.70%</b>	<b>104.56%</b>	<b>99.38%</b>	<b>0.00%</b>
<b>Total Closed Units</b>			<b>100%</b>	<b>13</b>	<b>26</b>	<b>6</b>	
<b>Total Closed Volume</b>				<b>1.47M</b>	<b>7.32M</b>	<b>2.23M</b>	<b>0.00B</b>

# June 2022



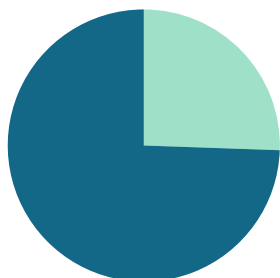
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

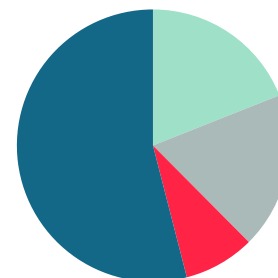


**Inventory**  
 New Listings  
**58 = 25.55%**  
 Start Inventory  
**169**  
 Total Inventory Units  
**227**  
 Volume  
**\$85,210,671**

### Market Activity

Closed Sales  
**45 = 18.99%**  
 Pending Sales  
**44 = 18.57%**  
 Other Off Market  
**20 = 8.44%**  
 Active Inventory  
**128 = 54.01%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	51	45	-11.76%	260	244	-6.15%
Pending Sales	46	44	-4.35%	281	262	-6.76%
New Listings	70	58	-17.14%	338	350	3.55%
Average List Price	231,580	247,569	6.90%	229,105	259,059	13.07%
Average Sale Price	223,034	245,051	9.87%	220,375	251,399	14.08%
Average Percent of Selling Price to List Price	98.67%	101.60%	2.97%	97.98%	98.15%	0.17%
Average Days on Market to Sale	26.45	23.60	-10.78%	36.32	35.45	-2.37%
Monthly Inventory	172	128	-25.58%	172	128	-25.58%
Months Supply of Inventory	3.98	3.12	-21.50%	3.98	3.12	-21.50%

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

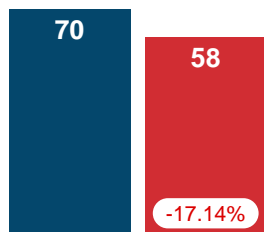
**Inventory** on June 30, 2022 = **128**

**2021** **2022**

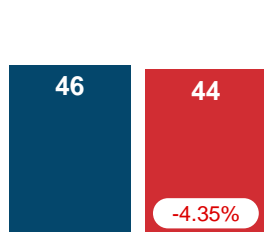
### JUNE MARKET

### AVERAGE PRICES

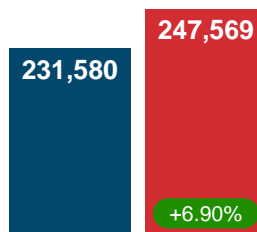
#### New Listings



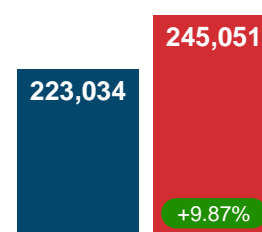
#### Pending Listings



#### List Price



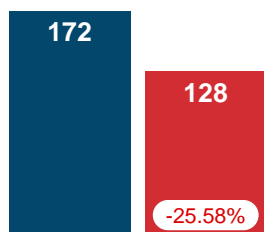
#### Sale Price



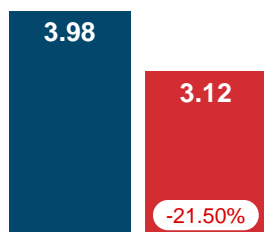
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

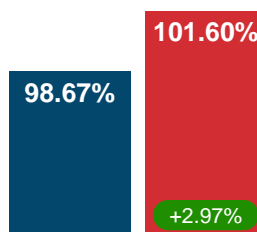
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

