

June 2022



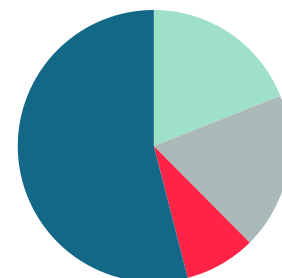
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	170,500	208,000	21.99%
Median Sale Price	160,000	208,000	30.00%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	14.00	133.33%
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.

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 **30.00%** in June 2022 to \$208,000 versus the previous year at \$160,000.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 8.00 days or **133.33%** in June 2022 compared to last year's same month at **6.00** DOM.

Sales Success for June 2022 is Positive

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

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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

June 2022



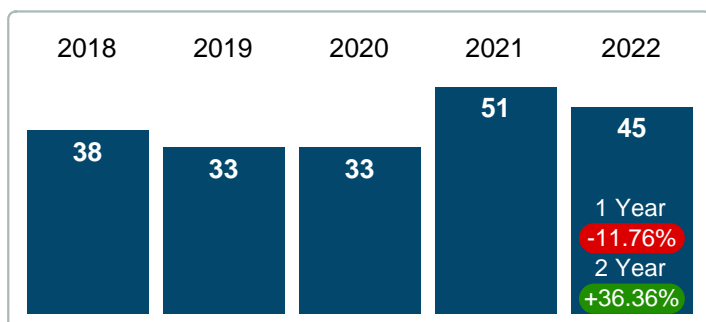
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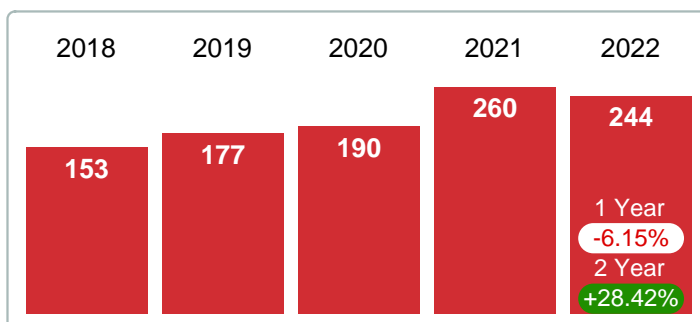
CLOSED LISTINGS

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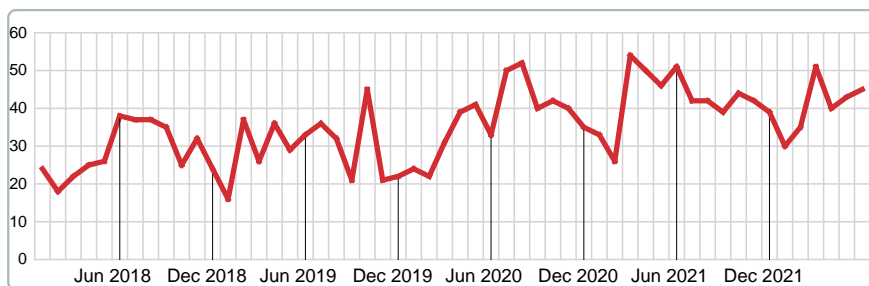
JUNE



YEAR TO DATE (YTD)

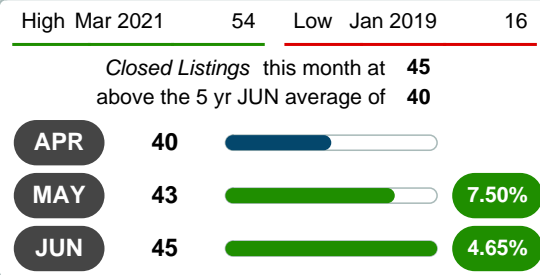


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	13.5	5	1	0	0
\$100,001 - \$125,000	4	8.89%	23.0	3	0	1	0
\$125,001 - \$225,000	11	24.44%	6.0	2	9	0	0
\$225,001 - \$300,000	13	28.89%	14.0	1	10	2	0
\$300,001 - \$375,000	5	11.11%	26.0	0	4	1	0
\$375,001 and up	4	8.89%	22.0	0	2	2	0
Total Closed Units	45			13	26	6	0
Total Closed Volume	11,027,300	100%	14.0	1.47M	7.32M	2.23M	0.00B
Median Closed Price	\$208,000			\$93,000	\$244,000	\$302,750	\$0

June 2022



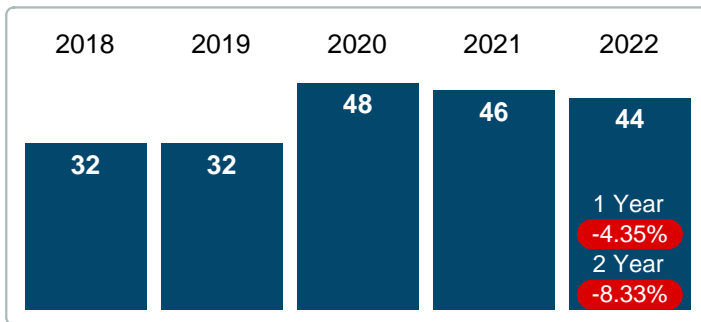
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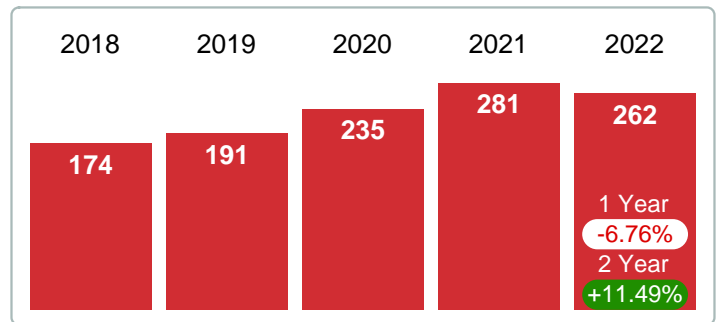
PENDING LISTINGS

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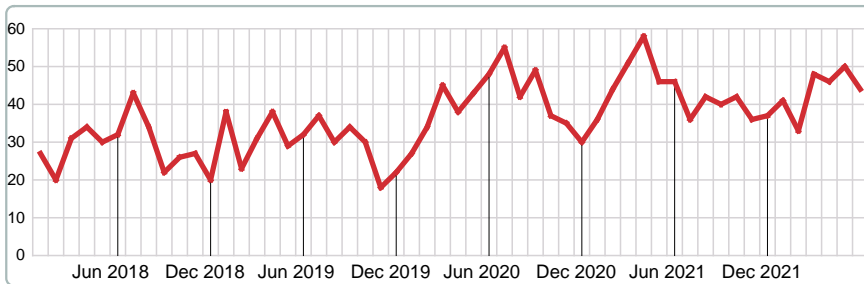
JUNE



YEAR TO DATE (YTD)

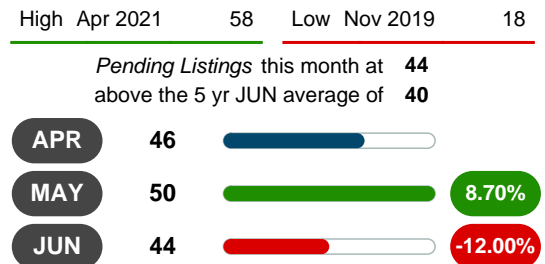


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	6.82%	4.0	3	0	0	0
\$100,001 - \$125,000	3	6.82%	8.0	1	2	0	0
\$125,001 - \$150,000	9	20.45%	30.0	0	9	0	0
\$150,001 - \$275,000	12	27.27%	25.0	5	5	1	1
\$275,001 - \$325,000	5	11.36%	36.0	1	3	0	1
\$325,001 - \$425,000	7	15.91%	30.0	1	3	3	0
\$425,001 and up	5	11.36%	70.0	0	0	5	0
Total Pending Units	44			11	22	9	2
Total Pending Volume	11,072,499	100%	30.0	1.92M	4.34M	4.24M	569.00K
Median Listing Price	\$215,000			\$179,000	\$155,000	\$430,000	\$284,500

June 2022



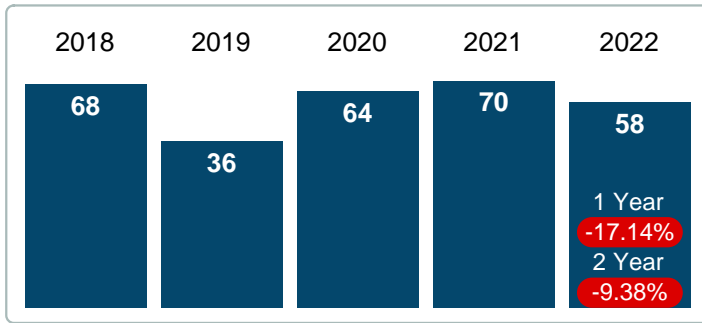
Area Delimited by County Of Mayes - Residential Property Type



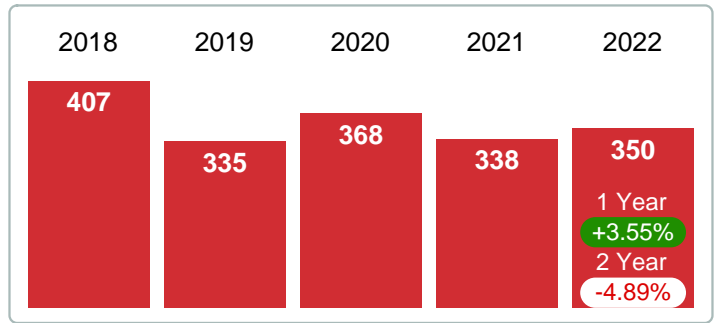
NEW LISTINGS

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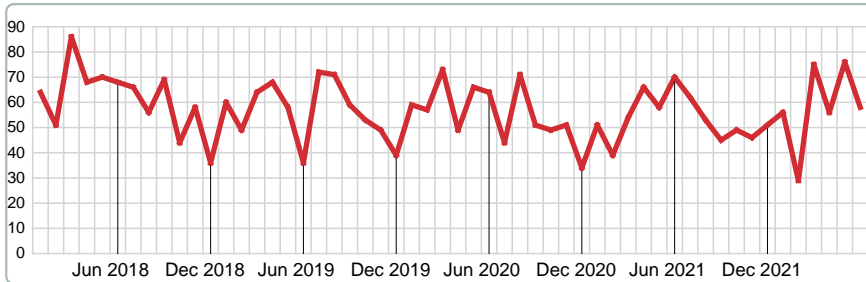
JUNE



YEAR TO DATE (YTD)

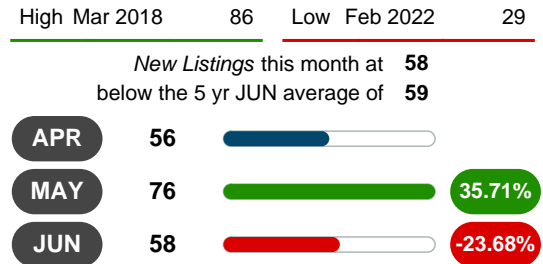


5 YEAR MARKET ACTIVITY TRENDS



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
\$50,000 and less	2	3.45%	2	0	0	0
\$50,001 - \$125,000	10	17.24%	6	1	2	1
\$125,001 - \$150,000	8	13.79%	1	7	0	0
\$150,001 - \$250,000	16	27.59%	7	9	0	0
\$250,001 - \$350,000	8	13.79%	1	5	1	1
\$350,001 - \$450,000	8	13.79%	2	4	1	1
\$450,001 and up	6	10.34%	0	3	2	1
Total New Listed Units	58		19	29	6	4
Total New Listed Volume	14,968,297	100%	2.97M	8.12M	2.22M	1.65M
Median New Listed Listing Price	\$185,000		\$155,000	\$199,000	\$346,500	\$340,000

June 2022



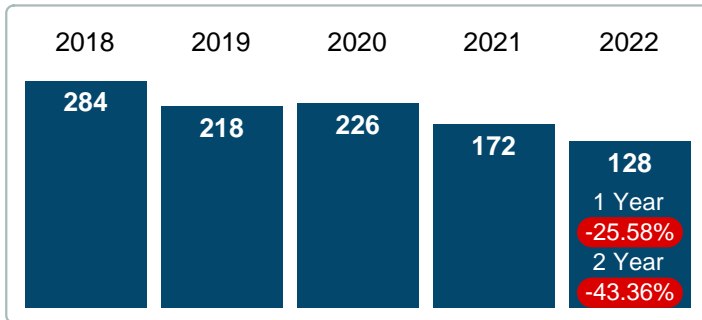
Area Delimited by County Of Mayes - Residential Property Type



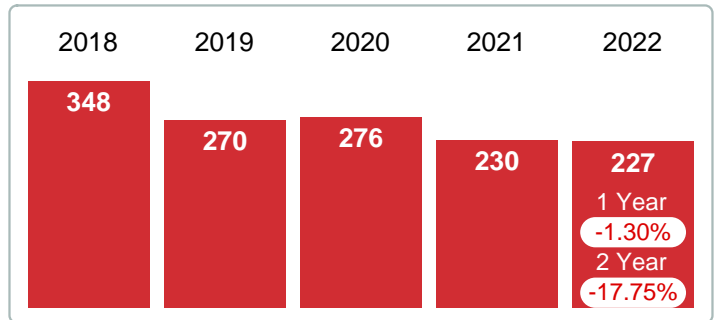
ACTIVE INVENTORY

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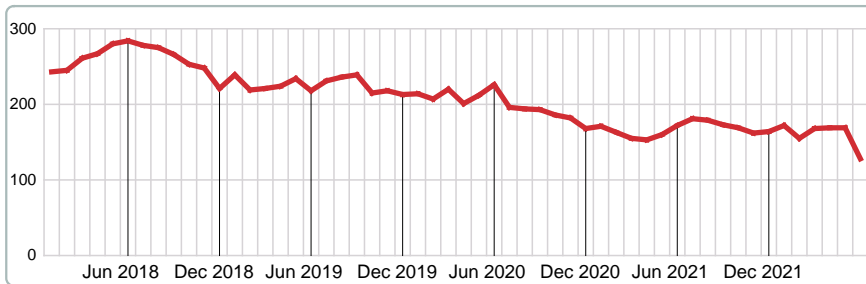
END OF JUNE



ACTIVE DURING JUNE

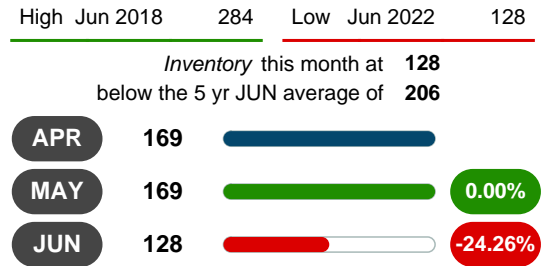


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 206



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.81%	38.0	8	1	1	0
\$75,001 - \$150,000	15	11.72%	56.0	4	7	3	1
\$150,001 - \$200,000	20	15.63%	35.5	4	14	2	0
\$200,001 - \$375,000	34	26.56%	54.0	4	20	8	2
\$375,001 - \$475,000	18	14.06%	69.5	3	10	3	2
\$475,001 - \$750,000	19	14.84%	60.0	0	11	4	4
\$750,001 and up	12	9.38%	78.0	0	5	2	5
Total Active Inventory by Units	128			23	68	23	14
Total Active Inventory by Volume	53,795,048	100%	52.0	3.70M	28.46M	8.37M	13.27M
Median Active Inventory Listing Price	\$271,650			\$139,000	\$271,000	\$335,000	\$739,700

June 2022



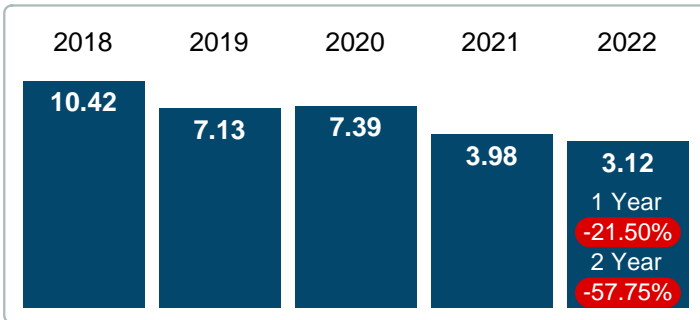
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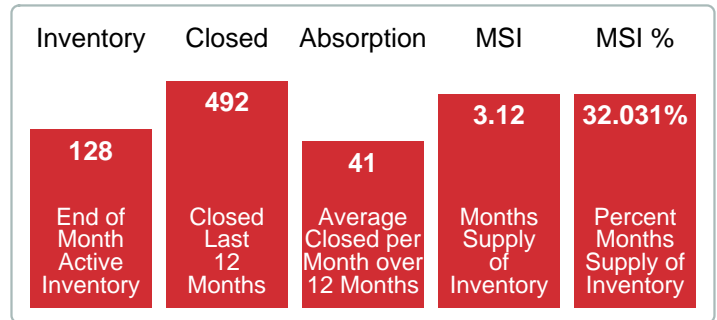
MONTHS SUPPLY of INVENTORY (MSI)

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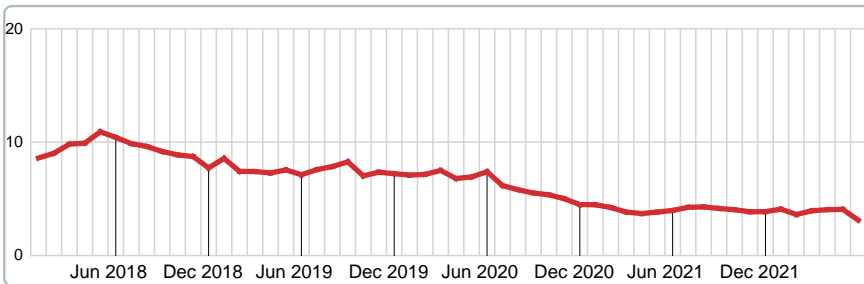
MSI FOR JUNE



INDICATORS FOR JUNE 2022

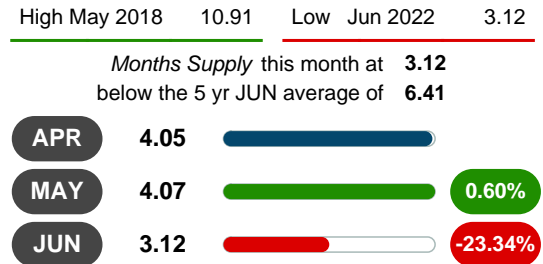


5 YEAR MARKET ACTIVITY TRENDS



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)	100%	3.12	2.46	2.63	4.93	12.00
Total Active Inventory by Units		128	23	68	23	14

June 2022



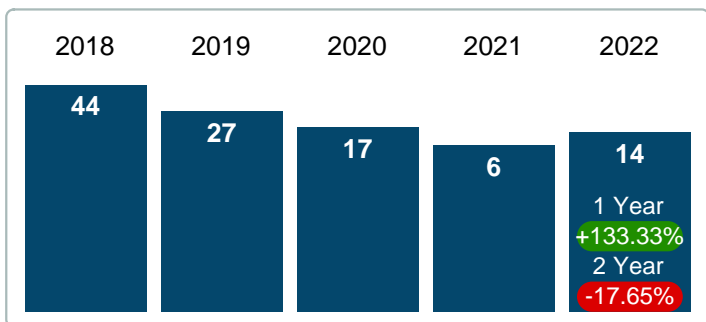
Area Delimited by County Of Mayes - Residential Property Type



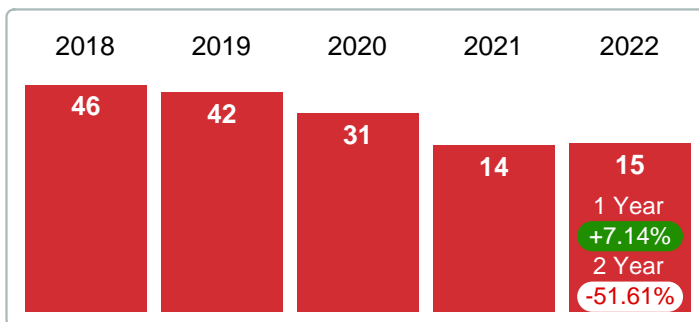
MEDIAN DAYS ON MARKET TO SALE

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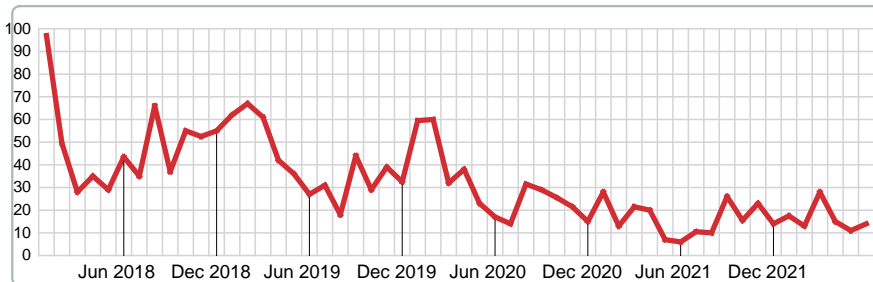
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

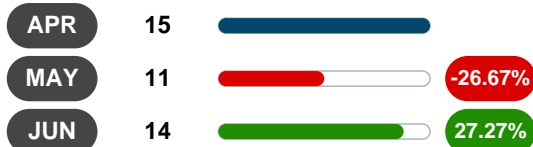


3 MONTHS

5 year JUN AVG = 22

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 14 below the 5 yr JUN average of 22



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	4.44%	7	7	0	0	0
\$50,001 - \$100,000	13.33%	14	17	2	0	0
\$100,001 - \$125,000	8.89%	23	15	0	31	0
\$125,001 - \$225,000	24.44%	6	4	11	0	0
\$225,001 - \$300,000	28.89%	14	17	14	24	0
\$300,001 - \$375,000	11.11%	26	0	20	70	0
\$375,001 and up	8.89%	22	0	22	24	0
Median Closed DOM		14	14	13	34	0
Total Closed Units	100%	45	13	26	6	
Total Closed Volume		11,027,300	1.47M	7.32M	2.23M	0.00B

June 2022



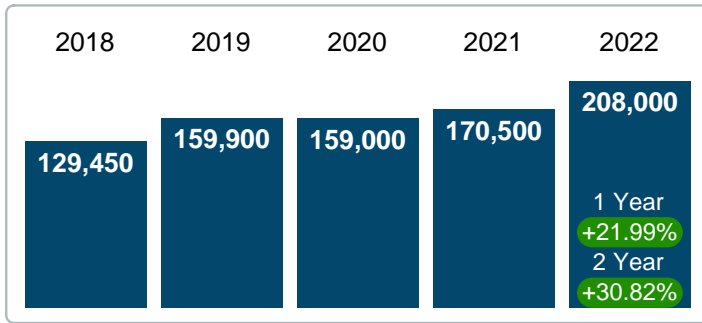
Area Delimited by County Of Mayes - Residential Property Type



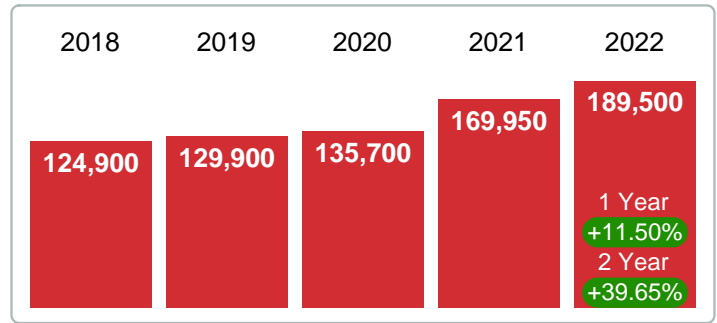
MEDIAN LIST PRICE AT CLOSING

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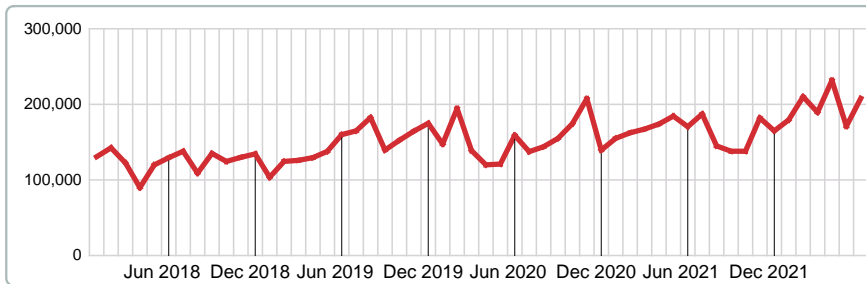
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165,370

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

Median List Price at Closing this month at **208,000** above the 5 yr JUN average of **165,370**



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	6.67%	49,900	42,450	50,000	0	0
\$50,001 - \$100,000	13.33%	86,000	85,000	87,000	0	0
\$100,001 - \$125,000	11.11%	124,500	122,500	125,000	124,500	0
\$125,001 - \$225,000	20.00%	179,900	169,000	179,900	0	0
\$225,001 - \$300,000	26.67%	253,450	0	260,750	242,000	0
\$300,001 - \$375,000	11.11%	349,900	309,000	349,900	354,500	0
\$375,001 and up	11.11%	575,000	0	575,000	644,450	0
Median List Price		208,000	95,000	248,450	299,250	0
Total Closed Units		45	13	26	6	
Total Closed Volume		11,140,599	1.51M	7.38M	2.25M	0.00B

June 2022



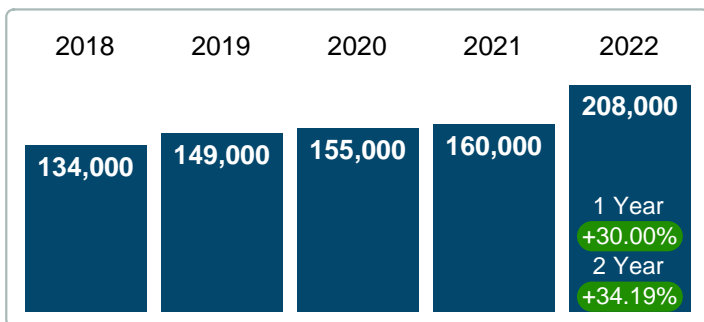
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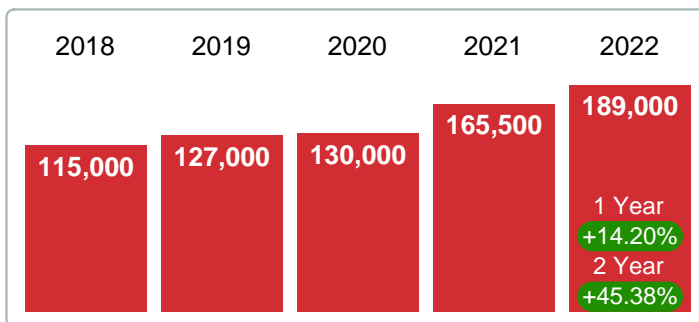
MEDIAN SOLD PRICE AT CLOSING

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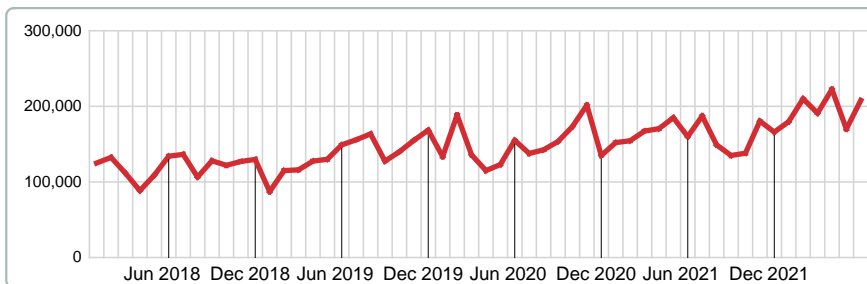
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

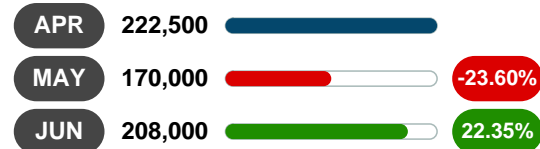


3 MONTHS

5 year JUN AVG = 161,200

High Apr 2022 222,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **208,000** above the 5 yr JUN average of **161,200**



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	4.44%	40,000	40,000	0	0	0
\$50,001 - \$100,000	13.33%	82,000	74,000	90,000	0	0
\$100,001 - \$125,000	8.89%	123,500	122,500	0	124,500	0
\$125,001 - \$225,000	24.44%	148,000	174,000	148,000	0	0
\$225,001 - \$300,000	28.89%	250,000	300,000	249,950	243,000	0
\$300,001 - \$375,000	11.11%	345,000	0	332,500	354,500	0
\$375,001 and up	8.89%	702,000	0	937,500	634,500	0
Median Sold Price		208,000	93,000	244,000	302,750	0
Total Closed Units	100%	208,000	13	26	6	
Total Closed Volume		11,027,300	1.47M	7.32M	2.23M	0.00B

June 2022



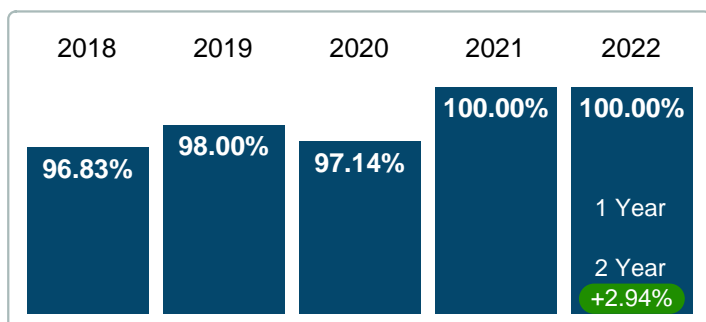
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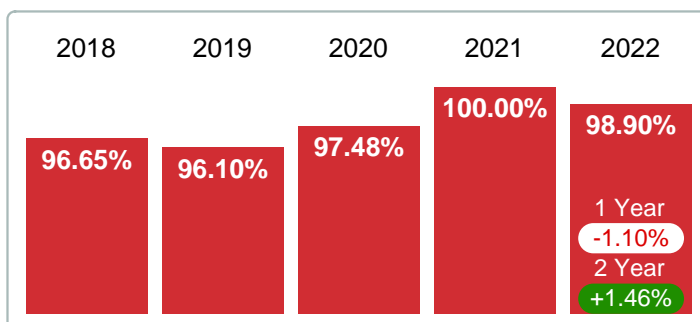
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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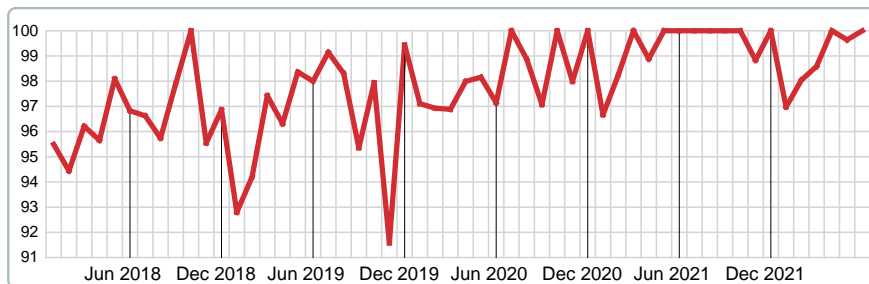
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

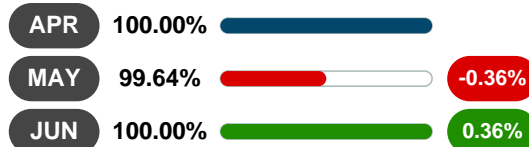


3 MONTHS

5 year JUN AVG = 98.39%

High Jun 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUN average of **98.39%**



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	2	4.44%	95.09%	95.09%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	13.33%	94.73%	93.67%	103.45%	0.00%	0.00%
\$100,001 - \$125,000	4	8.89%	100.00%	100.00%	0.00%	100.00%	0.00%
\$125,001 - \$225,000	11	24.44%	102.00%	103.85%	102.00%	0.00%	0.00%
\$225,001 - \$300,000	13	28.89%	100.00%	97.09%	100.00%	100.39%	0.00%
\$300,001 - \$375,000	5	11.11%	98.60%	0.00%	97.39%	100.00%	0.00%
\$375,001 and up	4	8.89%	98.26%	0.00%	98.26%	97.74%	0.00%
Median Sold/List Ratio		100.00%		98.00%	100.00%	100.00%	0.00%
Total Closed Units		45	100%	13	26	6	
Total Closed Volume		11,027,300		1.47M	7.32M	2.23M	0.00B

June 2022



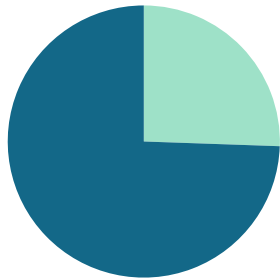
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

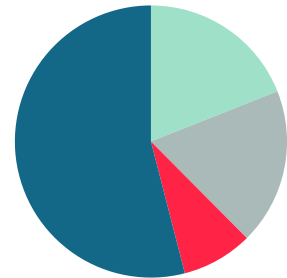


Inventory
 New Listings
58 = 25.55%
 Start Inventory
169
 Total Inventory Units
227
 Volume
\$85,210,671

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%
Median List Price	170,500	208,000	21.99%	169,950	189,500	11.50%
Median Sale Price	160,000	208,000	30.00%	165,500	189,000	14.20%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	98.90%	-1.10%
Median Days on Market to Sale	6.00	14.00	133.33%	14.00	15.00	7.14%
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

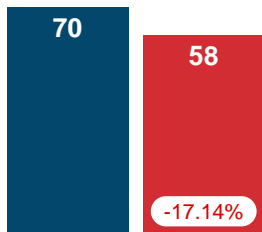
Inventory on June 30, 2022 = **128**

2021 **2022**

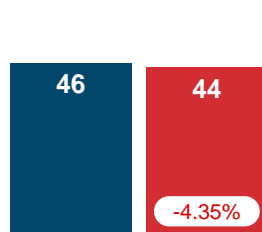
JUNE MARKET

MEDIAN PRICES

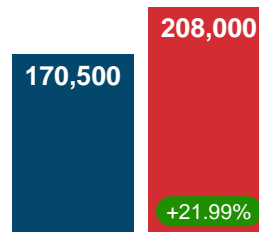
New Listings



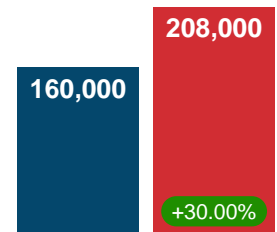
Pending Listings



List Price



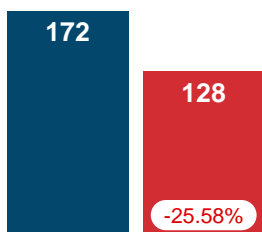
Sale Price



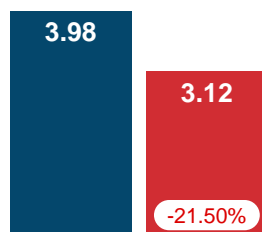
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

