

September 2022



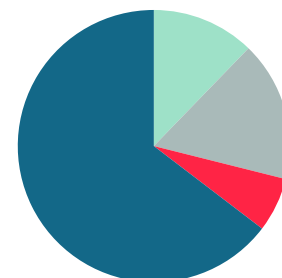
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | September | | |
|---|-----------|---------|---------|
| | 2021 | 2022 | +/-% |
| Closed Listings | 39 | 36 | -7.69% |
| Pending Listings | 40 | 49 | 22.50% |
| New Listings | 45 | 71 | 57.78% |
| Median List Price | 138,000 | 217,500 | 57.61% |
| Median Sale Price | 135,000 | 211,000 | 56.30% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 26.00 | 18.50 | -28.85% |
| End of Month Inventory | 173 | 190 | 9.83% |
| Months Supply of Inventory | 4.15 | 4.56 | 9.83% |



■ Closed (12.24%)
■ Pending (16.67%)
■ Other OffMarket (6.46%)
■ Active (64.63%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of September 30, 2022 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **9.83%** to 190 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 **4.56** 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 **56.30%** in September 2022 to \$211,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **18.50** days that homes spent on the market before selling decreased by 7.50 days or **28.85%** in September 2022 compared to last year's same month at **26.00** DOM.

Sales Success for September 2022 is Positive

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

There were 71 New Listings in September 2022, up **57.78%** from last year at 45. Furthermore, there were 36 Closed Listings this month versus last year at 39, a **-7.69%** decrease.

Closed versus Listed trends yielded a **50.7%** ratio, down from previous year's, September 2021, at **86.7%**, a **41.50%** 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

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| Closed Listings | 2 |
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| 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

September 2022



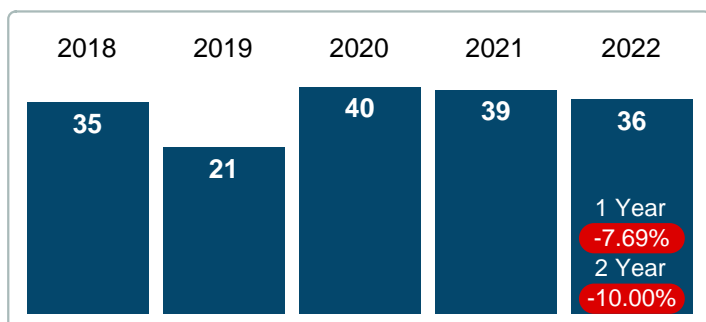
Area Delimited by County Of Mayes - Residential Property Type



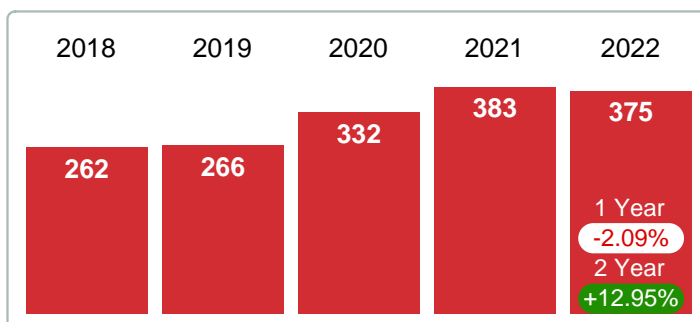
CLOSED LISTINGS

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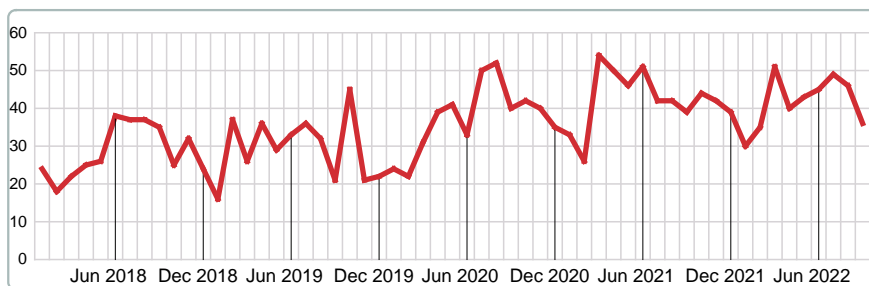
SEPTEMBER



YEAR TO DATE (YTD)

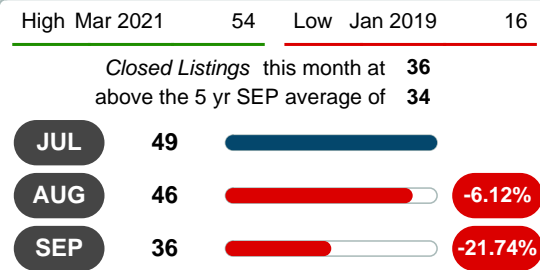


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 2 | 5.56% | 3.5 | 1 | 1 | 0 | 0 |
| \$50,001 - \$125,000 | 4 | 11.11% | 25.5 | 2 | 1 | 1 | 0 |
| \$125,001 - \$175,000 | 6 | 16.67% | 15.0 | 0 | 6 | 0 | 0 |
| \$175,001 - \$225,000 | 9 | 25.00% | 38.0 | 3 | 3 | 1 | 2 |
| \$225,001 - \$325,000 | 5 | 13.89% | 26.0 | 1 | 4 | 0 | 0 |
| \$325,001 - \$500,000 | 6 | 16.67% | 16.0 | 0 | 2 | 3 | 1 |
| \$500,001 and up | 4 | 11.11% | 16.5 | 0 | 2 | 2 | 0 |
| Total Closed Units | 36 | | | 7 | 19 | 7 | 3 |
| Total Closed Volume | 10,002,855 | 100% | 18.5 | 1.02M | 5.52M | 2.69M | 771.55K |
| Median Closed Price | \$211,000 | | | \$179,000 | \$210,000 | \$384,000 | \$220,054 |

September 2022



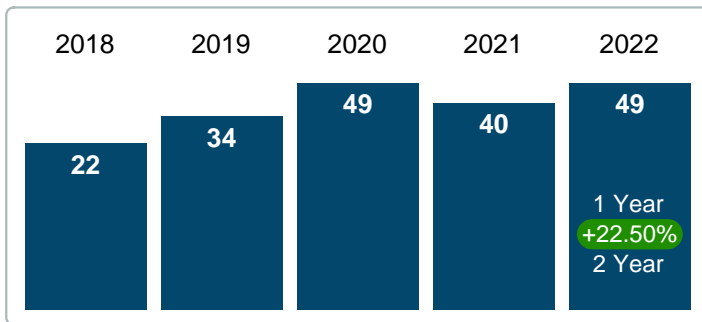
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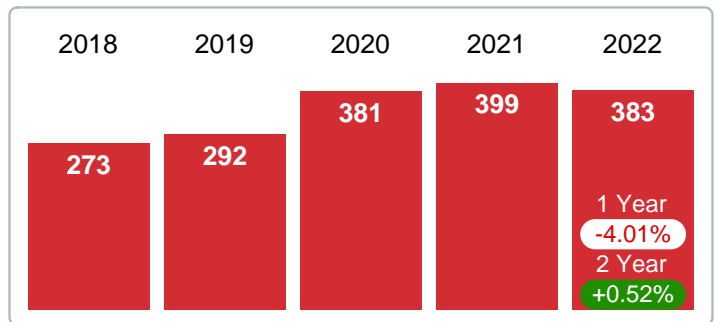
PENDING LISTINGS

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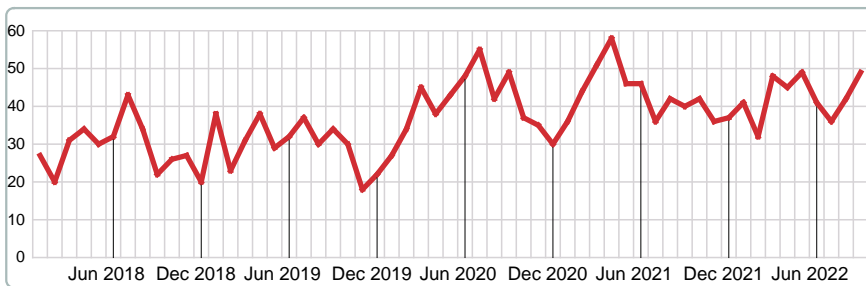
SEPTEMBER



YEAR TO DATE (YTD)

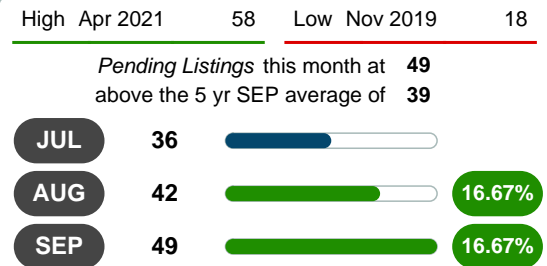


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 2 | 4.08% | 27.5 | 0 | 2 | 0 | 0 |
| \$50,001 - \$100,000 | 7 | 14.29% | 9.0 | 5 | 2 | 0 | 0 |
| \$100,001 - \$150,000 | 8 | 16.33% | 59.0 | 3 | 5 | 0 | 0 |
| \$150,001 - \$225,000 | 11 | 22.45% | 40.0 | 1 | 10 | 0 | 0 |
| \$225,001 - \$325,000 | 9 | 18.37% | 56.0 | 1 | 4 | 3 | 1 |
| \$325,001 - \$450,000 | 7 | 14.29% | 36.0 | 1 | 3 | 2 | 1 |
| \$450,001 and up | 5 | 10.20% | 11.0 | 0 | 2 | 3 | 0 |
| Total Pending Units | 49 | | | 11 | 28 | 8 | 2 |
| Total Pending Volume | 12,814,410 | 100% | 36.0 | 1.51M | 6.87M | 3.69M | 742.00K |
| Median Listing Price | \$204,300 | | | \$110,000 | \$197,750 | \$355,750 | \$371,000 |

September 2022



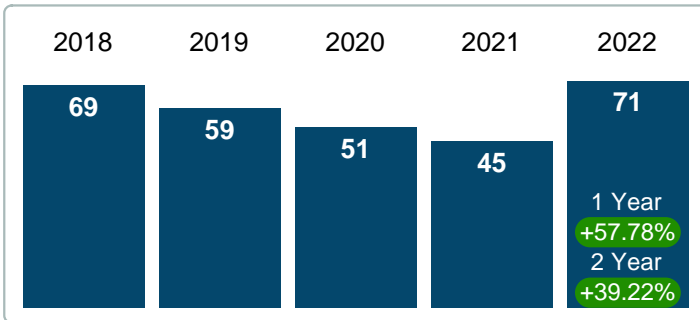
Area Delimited by County Of Mayes - Residential Property Type



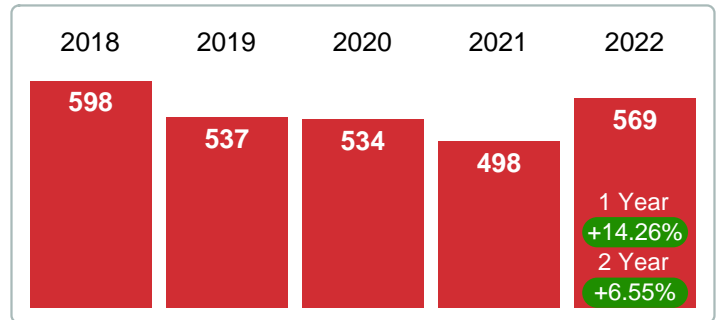
NEW LISTINGS

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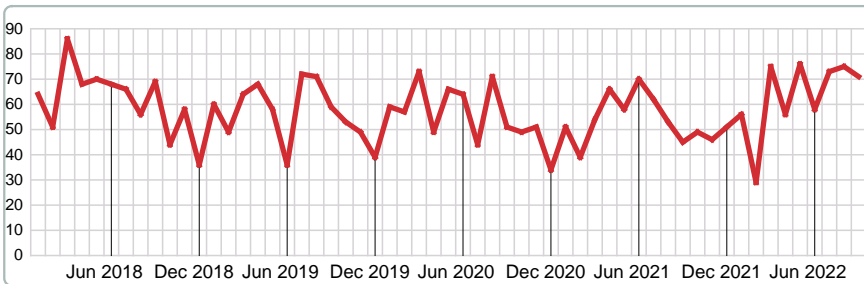
SEPTEMBER



YEAR TO DATE (YTD)

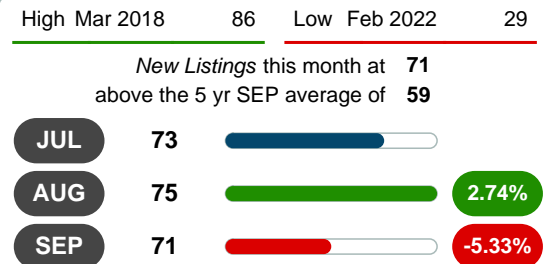


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 59



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 | 6 | 8.45% | 3 | 3 | 0 | 0 |
| \$75,001 - \$150,000 | 10 | 14.08% | 4 | 4 | 2 | 0 |
| \$150,001 - \$200,000 | 7 | 9.86% | 3 | 4 | 0 | 0 |
| \$200,001 - \$300,000 | 20 | 28.17% | 3 | 14 | 3 | 0 |
| \$300,001 - \$375,000 | 12 | 16.90% | 0 | 3 | 9 | 0 |
| \$375,001 - \$575,000 | 8 | 11.27% | 2 | 4 | 2 | 0 |
| \$575,001 and up | 8 | 11.27% | 0 | 1 | 5 | 2 |
| Total New Listed Units | 71 | | 15 | 33 | 21 | 2 |
| Total New Listed Volume | 22,164,065 | 100% | 2.83M | 8.74M | 8.55M | 2.05M |
| Median New Listed Listing Price | \$243,750 | | \$159,000 | \$224,900 | \$359,990 | \$1,025,000 |

September 2022



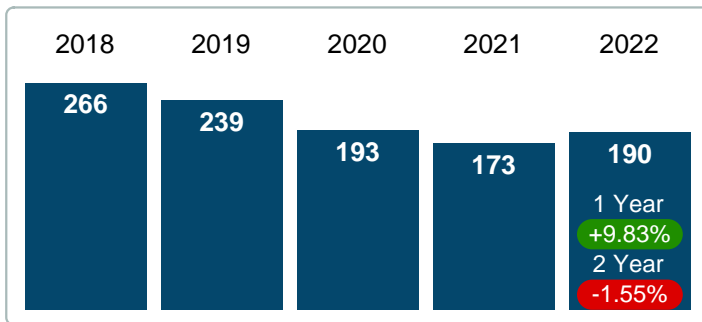
Area Delimited by County Of Mayes - Residential Property Type



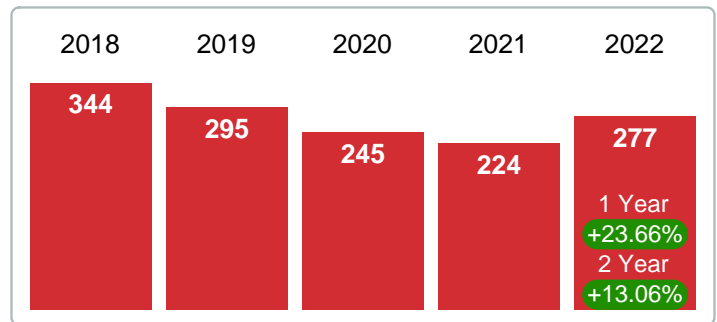
ACTIVE INVENTORY

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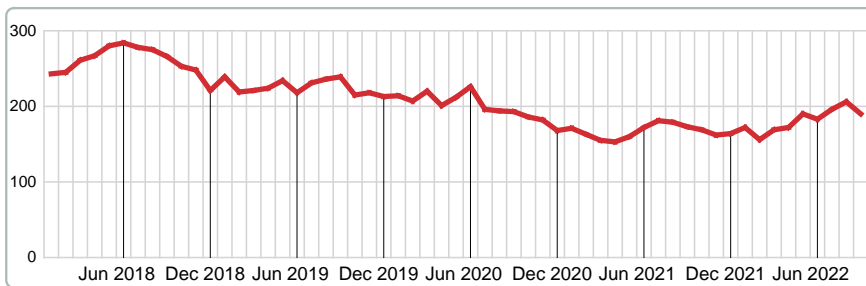
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

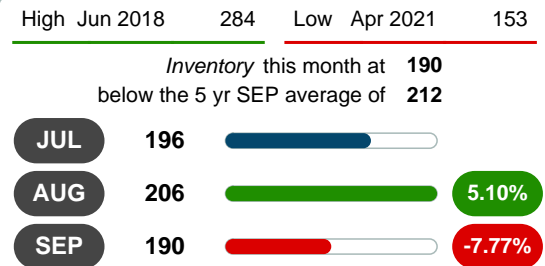


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 212



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 | 18 | 9.47% | 82.0 | 13 | 3 | 2 | 0 |
| \$100,001 - \$150,000 | 18 | 9.47% | 83.5 | 4 | 10 | 4 | 0 |
| \$150,001 - \$225,000 | 36 | 18.95% | 56.0 | 6 | 28 | 2 | 0 |
| \$225,001 - \$325,000 | 41 | 21.58% | 53.0 | 6 | 24 | 10 | 1 |
| \$325,001 - \$450,000 | 34 | 17.89% | 47.0 | 3 | 15 | 14 | 2 |
| \$450,001 - \$675,000 | 23 | 12.11% | 67.0 | 1 | 12 | 6 | 4 |
| \$675,001 and up | 20 | 10.53% | 93.5 | 0 | 8 | 6 | 6 |
| Total Active Inventory by Units | 190 | | | 33 | 100 | 44 | 13 |
| Total Active Inventory by Volume | 73,361,161 | 100% | 59.0 | 5.83M | 35.58M | 18.26M | 13.69M |
| Median Active Inventory Listing Price | \$278,000 | | | \$138,500 | \$257,750 | \$349,000 | \$599,000 |

September 2022



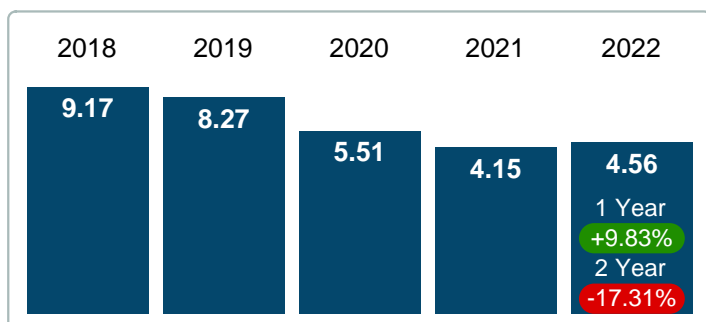
Area Delimited by County Of Mayes - Residential Property Type



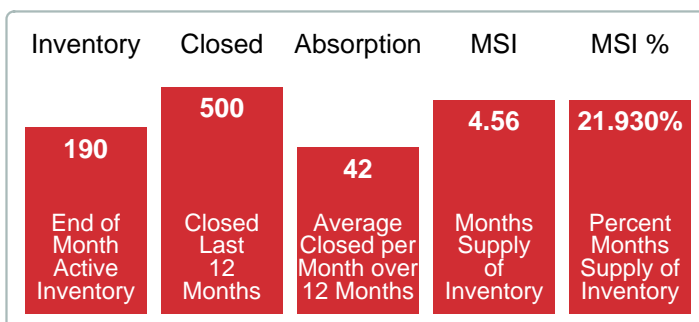
MONTHS SUPPLY of INVENTORY (MSI)

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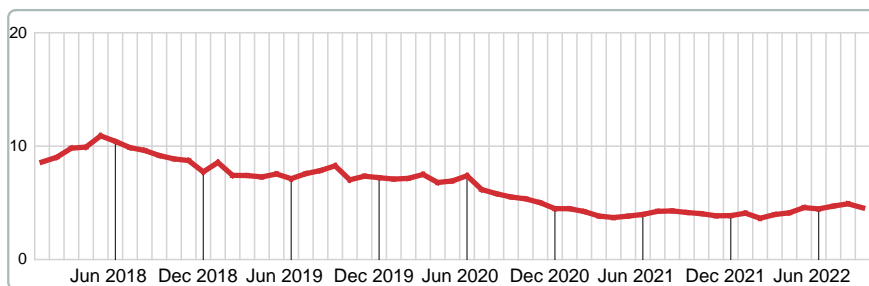
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6.33

High May 2018 10.91 | Low Feb 2022 3.64

Months Supply this month at **4.56**
 below the 5 yr SEP average of **6.33**



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 | 18 | 9.47% | 2.23 | 3.00 | 0.84 | 12.00 | 0.00 |
| \$100,001 - \$150,000 | 18 | 9.47% | 2.43 | 2.00 | 2.07 | 6.86 | 0.00 |
| \$150,001 - \$225,000 | 36 | 18.95% | 3.76 | 4.50 | 4.00 | 2.40 | 0.00 |
| \$225,001 - \$325,000 | 41 | 21.58% | 4.60 | 5.54 | 4.06 | 6.00 | 4.00 |
| \$325,001 - \$450,000 | 34 | 17.89% | 7.29 | 12.00 | 5.81 | 9.33 | 6.00 |
| \$450,001 - \$675,000 | 23 | 12.11% | 16.24 | 4.00 | 20.57 | 14.40 | 24.00 |
| \$675,001 and up | 20 | 10.53% | 12.63 | 0.00 | 10.67 | 24.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 4.56 | 3.54 | 3.96 | 8.12 | 7.80 |
| Total Active Inventory by Units | | 100% | 4.56 | 33 | 100 | 44 | 13 |

September 2022



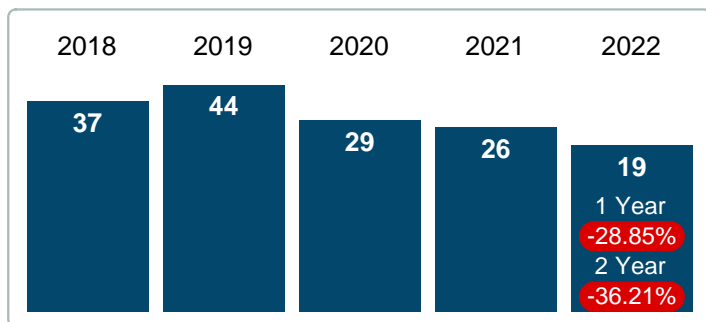
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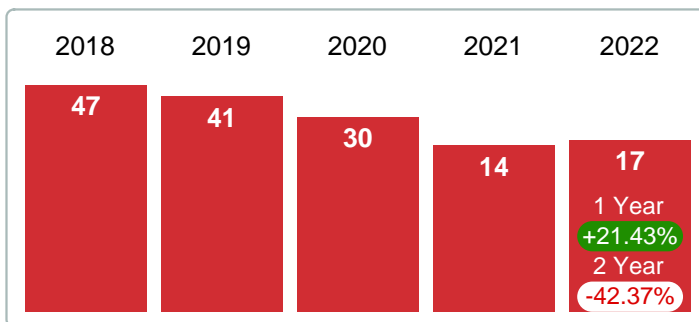
MEDIAN DAYS ON MARKET TO SALE

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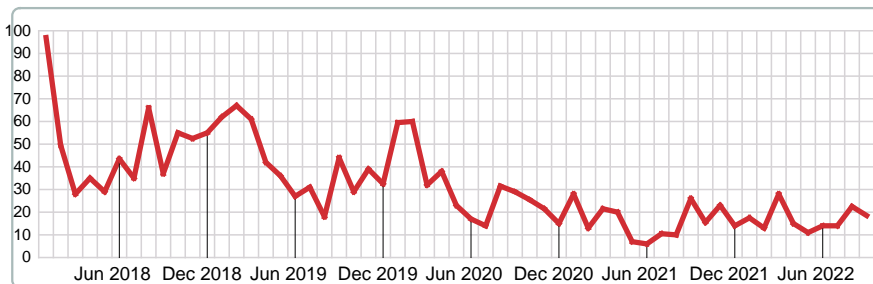
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

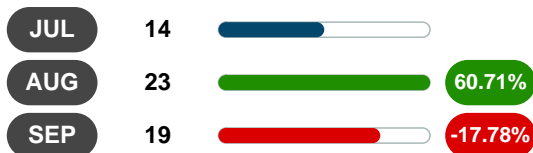


3 MONTHS

5 year SEP AVG = 31

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 19 below the 5 yr SEP average of 31



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 | 5.56% | 4 | 5 | 2 | 0 | 0 |
| \$50,001 - \$125,000 | 11.11% | 26 | 12 | 113 | 32 | 0 |
| \$125,001 - \$175,000 | 16.67% | 15 | 0 | 15 | 0 | 0 |
| \$175,001 - \$225,000 | 25.00% | 38 | 2 | 47 | 65 | 26 |
| \$225,001 - \$325,000 | 13.89% | 26 | 60 | 19 | 0 | 0 |
| \$325,001 - \$500,000 | 16.67% | 16 | 0 | 63 | 3 | 24 |
| \$500,001 and up | 11.11% | 17 | 0 | 5 | 45 | 0 |
| Median Closed DOM | | 19 | 5 | 18 | 32 | 24 |
| Total Closed Units | 100% | 18.5 | 7 | 19 | 7 | 3 |
| Total Closed Volume | | 10,002,855 | 1.02M | 5.52M | 2.69M | 771.55K |

September 2022



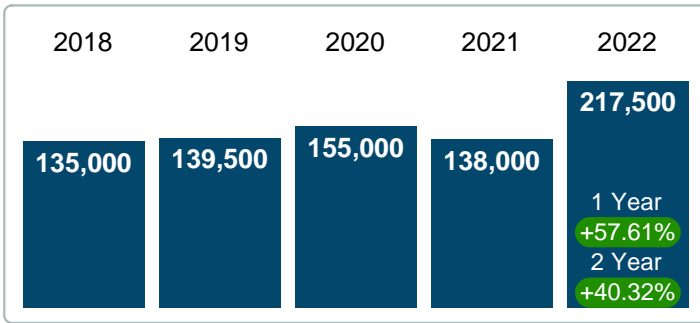
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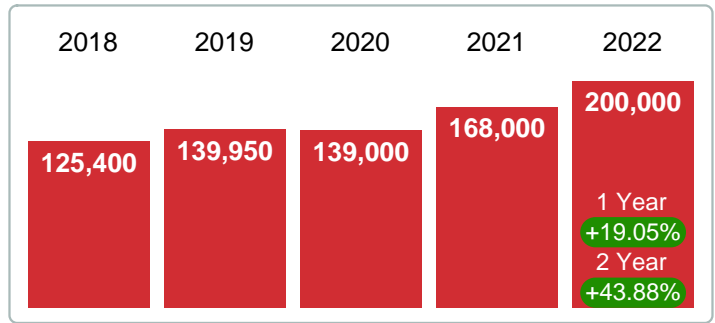
MEDIAN LIST PRICE AT CLOSING

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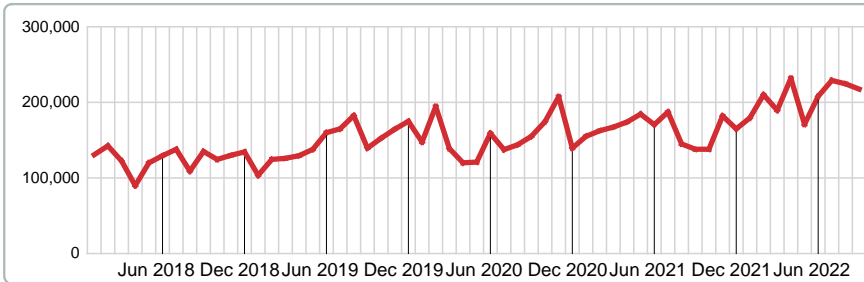
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

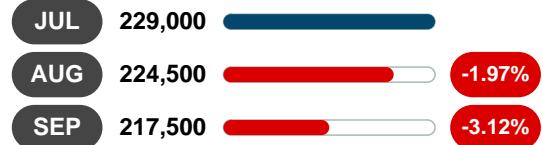


3 MONTHS

5 year SEP AVG = 157,000

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

Median List Price at Closing this month at **217,500**
above the 5 yr SEP average of **157,000**



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 | 5.56% | 32,000 | 27,000 | 37,000 | 0 | 0 |
| \$50,001 - \$125,000 | 8.33% | 69,900 | 87,500 | 69,900 | 0 | 0 |
| \$125,001 - \$175,000 | 13.89% | 135,000 | 0 | 144,000 | 132,500 | 0 |
| \$175,001 - \$225,000 | 25.00% | 200,000 | 189,000 | 200,000 | 0 | 205,000 |
| \$225,001 - \$325,000 | 22.22% | 250,000 | 240,000 | 250,000 | 295,000 | 267,500 |
| \$325,001 - \$500,000 | 13.89% | 425,000 | 0 | 447,000 | 379,900 | 0 |
| \$500,001 and up | 11.11% | 792,000 | | 01,047,500 | 604,500 | 0 |
| Median List Price | | 217,500 | 181,500 | 204,300 | 379,900 | 235,000 |
| Total Closed Units | 100% | 217,500 | 7 | 19 | 7 | 3 |
| Total Closed Volume | | 10,329,500 | 1.03M | 5.70M | 2.86M | 740.00K |

September 2022



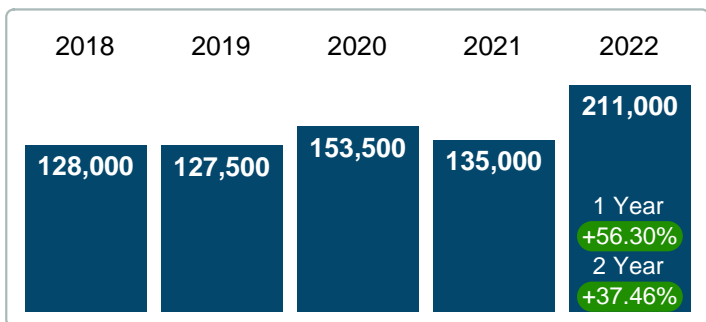
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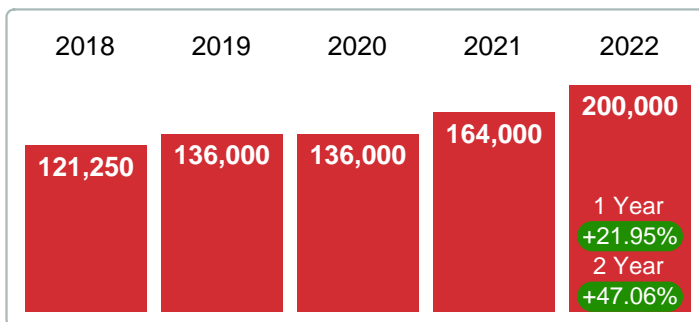
MEDIAN SOLD PRICE AT CLOSING

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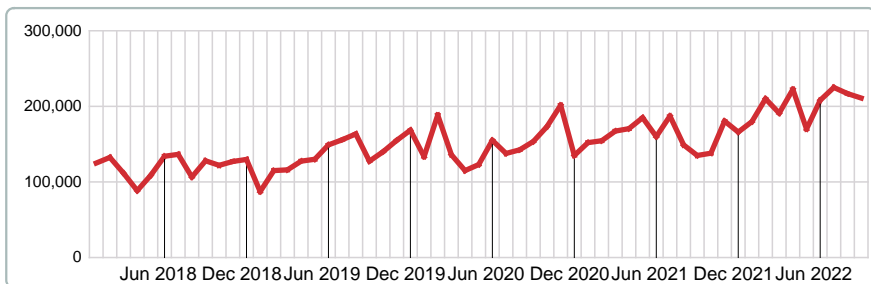
SEPTEMBER



YEAR TO DATE (YTD)

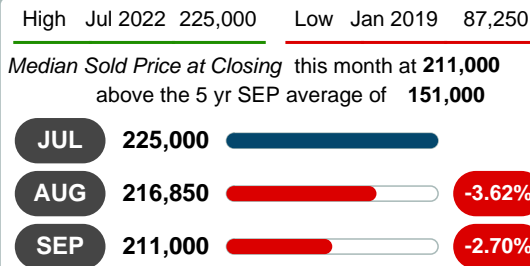


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151,000



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 | 5.56% | 39,501 | 34,000 | 45,001 | 0 | 0 |
| \$50,001 - \$125,000 | 11.11% | 80,250 | 86,500 | 58,000 | 102,500 | 0 |
| \$125,001 - \$175,000 | 16.67% | 156,000 | 0 | 156,000 | 0 | 0 |
| \$175,001 - \$225,000 | 25.00% | 205,000 | 190,000 | 210,000 | 222,800 | 212,527 |
| \$225,001 - \$325,000 | 13.89% | 250,000 | 240,000 | 254,750 | 0 | 0 |
| \$325,001 - \$500,000 | 16.67% | 392,000 | 0 | 422,500 | 384,000 | 346,500 |
| \$500,001 and up | 11.11% | 735,000 | | 01,012,500 | 582,500 | 0 |
| Median Sold Price | | 211,000 | 179,000 | 210,000 | 384,000 | 220,054 |
| Total Closed Units | 100% | 211,000 | 7 | 19 | 7 | 3 |
| Total Closed Volume | | 10,002,855 | 1.02M | 5.52M | 2.69M | 771.55K |

September 2022



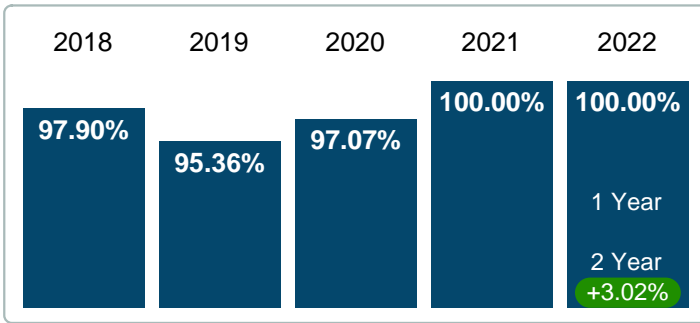
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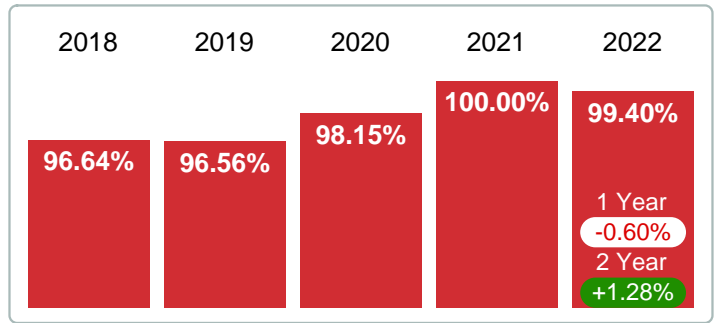
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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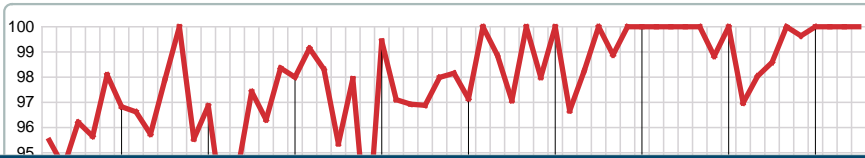
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.07%

High Sep 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **98.07%**

JUL 100.00%
AUG 100.00%
SEP 100.00%

0.00%
0.00%

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 | 5.56% | 123.78% | 125.93% | 121.62% | 0.00% | 0.00% | |
| \$50,001 - \$125,000 | 4 | 11.11% | 88.15% | 97.54% | 82.98% | 77.36% | 0.00% | |
| \$125,001 - \$175,000 | 6 | 16.67% | 98.78% | 0.00% | 98.78% | 0.00% | 0.00% | |
| \$175,001 - \$225,000 | 9 | 25.00% | 94.71% | 94.71% | 105.26% | 75.53% | 96.82% | |
| \$225,001 - \$325,000 | 5 | 13.89% | 100.00% | 100.00% | 100.43% | 0.00% | 0.00% | |
| \$325,001 - \$500,000 | 6 | 16.67% | 97.60% | 0.00% | 94.50% | 100.00% | 115.50% | |
| \$500,001 and up | 4 | 11.11% | 96.81% | 0.00% | 96.09% | 96.81% | 0.00% | |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 95.19% | 100.00% | |
| Total Closed Units | | 36 | 100% | 100.00% | 7 | 19 | 7 | 3 |
| Total Closed Volume | | 10,002,855 | | | 1.02M | 5.52M | 2.69M | 771.55K |

September 2022



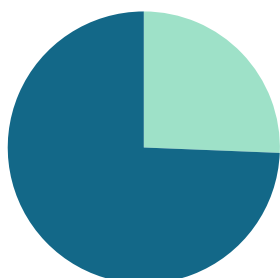
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

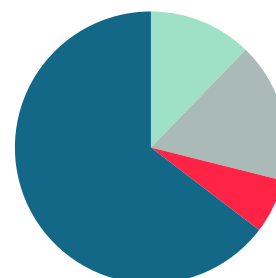


Inventory
 New Listings
71 = 25.63%
 Start Inventory
206
 Total Inventory Units
277
 Volume
\$99,954,099

Market Activity

Closed Sales
36 = 12.24%
 Pending Sales
49 = 16.67%
 Other Off Market
19 = 6.46%
 Active Inventory
190 = 64.63%

MARKET ACTIVITY



| Compared Metrics | September | | | Year to Date | | |
|---|-----------|---------|---------|--------------|---------|--------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 39 | 36 | -7.69% | 383 | 375 | -2.09% |
| Pending Sales | 40 | 49 | 22.50% | 399 | 383 | -4.01% |
| New Listings | 45 | 71 | 57.78% | 498 | 569 | 14.26% |
| Median List Price | 138,000 | 217,500 | 57.61% | 168,000 | 200,000 | 19.05% |
| Median Sale Price | 135,000 | 211,000 | 56.30% | 164,000 | 200,000 | 21.95% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 100.00% | 99.40% | -0.60% |
| Median Days on Market to Sale | 26.00 | 18.50 | -28.85% | 14.00 | 17.00 | 21.43% |
| Monthly Inventory | 173 | 190 | 9.83% | 173 | 190 | 9.83% |
| Months Supply of Inventory | 4.15 | 4.56 | 9.83% | 4.15 | 4.56 | 9.83% |

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

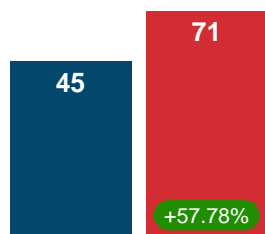
Inventory on September 30, 2022 = **190**

2021 **2022**

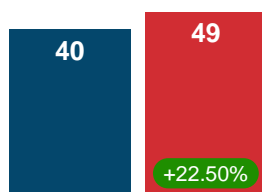
SEPTEMBER MARKET

MEDIAN PRICES

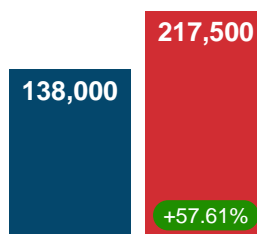
New Listings



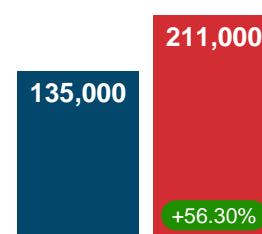
Pending Listings



List Price



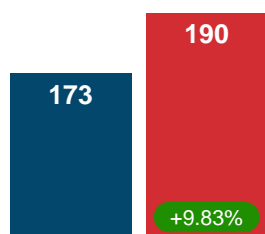
Sale Price



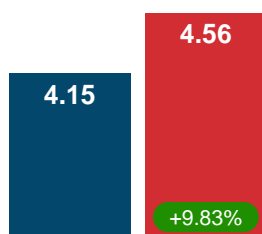
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

