

# April 2022



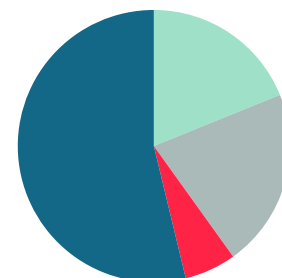
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	50	40	-20.00%
Pending Listings	58	45	-22.41%
New Listings	66	56	-15.15%
Average List Price	229,808	265,865	15.69%
Average Sale Price	219,278	260,925	18.99%
Average Percent of Selling Price to List Price	97.00%	98.12%	1.15%
Average Days on Market to Sale	41.36	41.48	0.28%
End of Month Inventory	78	114	46.15%
Months Supply of Inventory	1.89	2.73	44.70%



■ Closed (18.87%)  
■ Pending (21.23%)  
■ Other OffMarket (6.13%)  
■ Active (53.77%)

**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of April 30, 2022 = **114**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2022 rose **46.15%** to 114 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 **2.73** 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 **18.99%** in April 2022 to \$260,925 versus the previous year at \$219,278.

#### Average Days on Market Lengthens

The average number of **41.48** days that homes spent on the market before selling increased by 0.12 days or **0.28%** in April 2022 compared to last year's same month at **41.36** DOM.

#### Sales Success for April 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 56 New Listings in April 2022, down **15.15%** from last year at 66. Furthermore, there were 40 Closed Listings this month versus last year at 50, a **-20.00%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, April 2021, at **75.8%**, a **5.71%** downswing. This will certainly create pressure on an increasing Monthly 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

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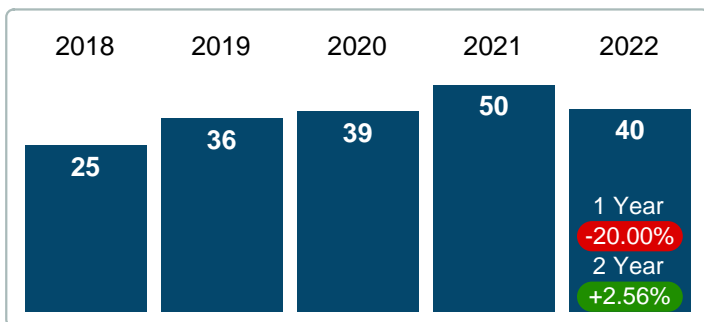
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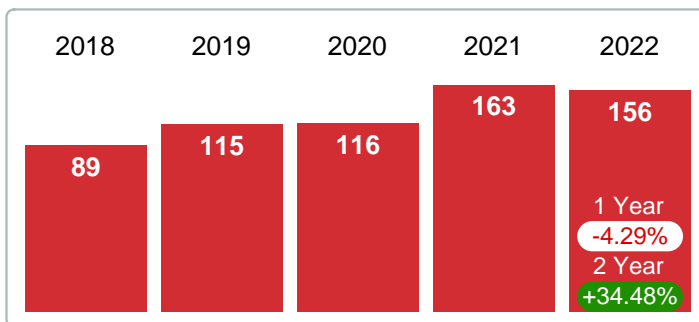
## CLOSED LISTINGS

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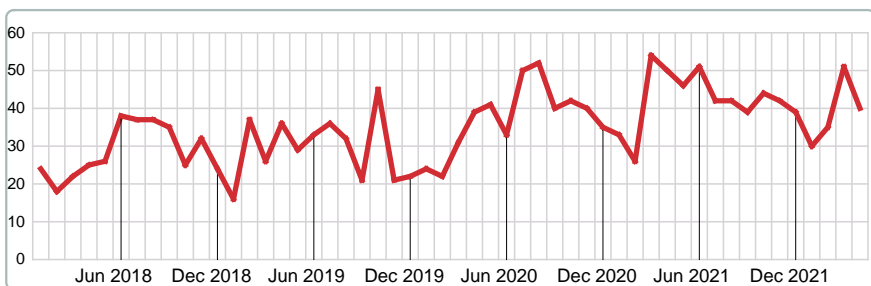
### APRIL



### YEAR TO DATE (YTD)

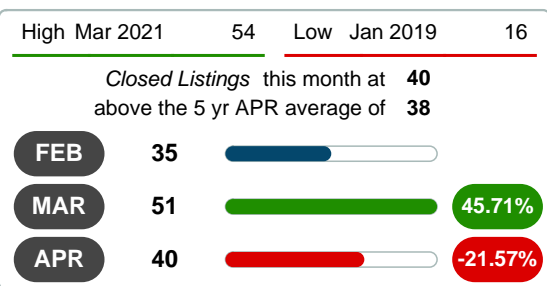


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 38



### 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	4	10.00%	34.0	1	3	0	0
\$75,001 - \$125,000	6	15.00%	47.8	1	5	0	0
\$125,001 - \$150,000	4	10.00%	56.3	0	3	1	0
\$150,001 - \$250,000	11	27.50%	37.8	3	7	1	0
\$250,001 - \$300,000	7	17.50%	14.4	2	3	2	0
\$300,001 - \$575,000	5	12.50%	21.4	0	3	1	1
\$575,001 and up	3	7.50%	129.0	1	0	0	2
<b>Total Closed Units</b>	<b>40</b>			<b>8</b>	<b>24</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,437,000</b>	<b>100%</b>	<b>41.5</b>	<b>1.95M</b>	<b>4.52M</b>	<b>1.29M</b>	<b>2.67M</b>
<b>Average Closed Price</b>	<b>\$260,925</b>			<b>\$244,138</b>	<b>\$188,288</b>	<b>\$258,200</b>	<b>\$891,333</b>

# April 2022



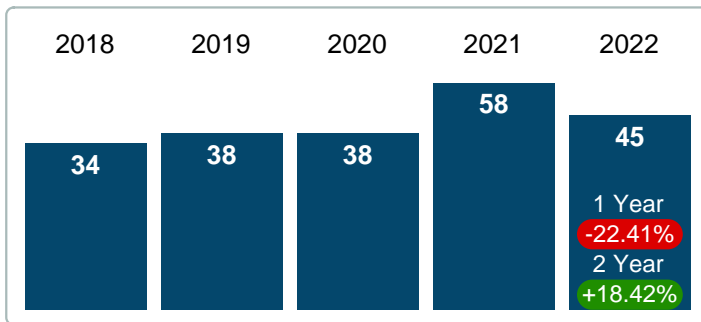
Area Delimited by County Of Mayes - Residential Property Type



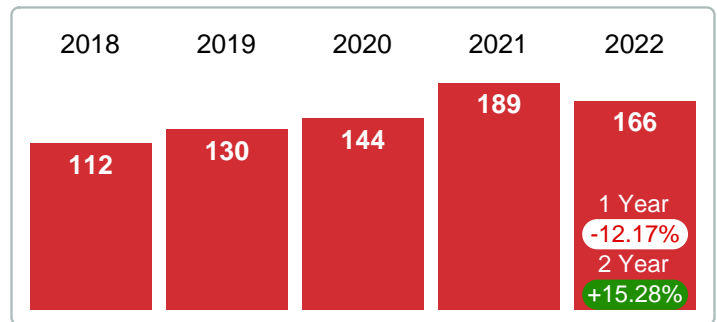
## PENDING LISTINGS

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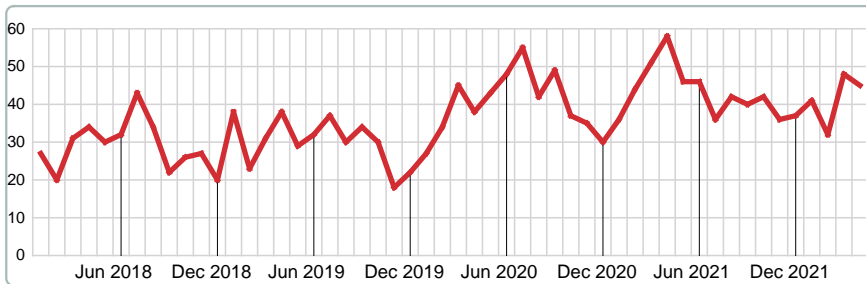
### APRIL



### YEAR TO DATE (YTD)

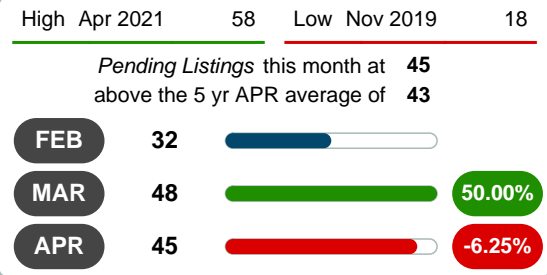


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 43



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	8.89%	35.5	2	2	0	0
\$50,001 - \$75,000	5	11.11%	33.8	2	3	0	0
\$75,001 - \$125,000	8	17.78%	26.5	4	3	1	0
\$125,001 - \$225,000	11	24.44%	22.6	3	6	1	1
\$225,001 - \$275,000	7	15.56%	24.0	1	4	2	0
\$275,001 - \$425,000	6	13.33%	44.0	0	3	2	1
\$425,001 and up	4	8.89%	42.5	1	1	2	0
<b>Total Pending Units</b>	<b>45</b>			<b>13</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>9,254,799</b>	<b>100%</b>	<b>29.2</b>	<b>1.70M</b>	<b>4.47M</b>	<b>2.47M</b>	<b>604.50K</b>
<b>Average Listing Price</b>	<b>\$208,632</b>			<b>\$131,069</b>	<b>\$203,277</b>	<b>\$309,288</b>	<b>\$302,250</b>

# April 2022



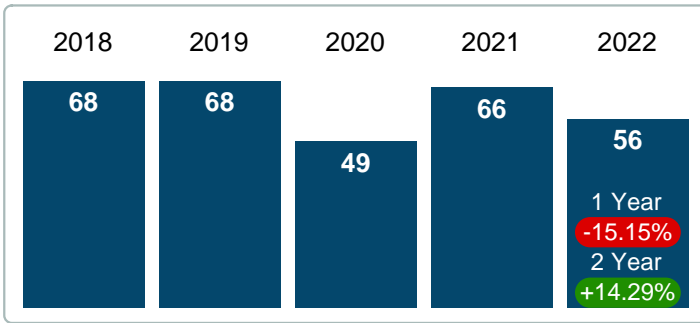
Area Delimited by County Of Mayes - Residential Property Type



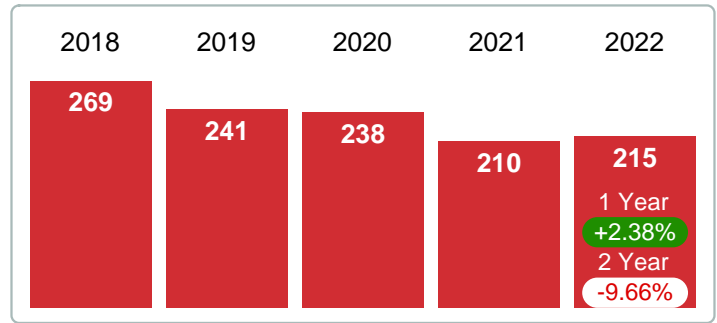
## NEW LISTINGS

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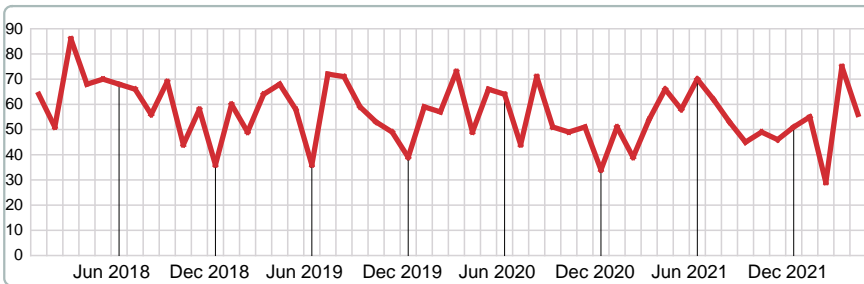
### APRIL



### YEAR TO DATE (YTD)

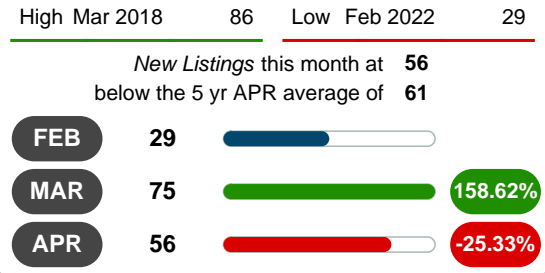


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 61



### 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	5	8.93%	2	3	0	0
\$75,001 - \$125,000	8	14.29%	6	2	0	0
\$125,001 - \$200,000	8	14.29%	1	5	2	0
\$200,001 - \$300,000	15	26.79%	3	8	2	2
\$300,001 - \$400,000	7	12.50%	0	6	1	0
\$400,001 - \$575,000	7	12.50%	0	4	3	0
\$575,001 and up	6	10.71%	0	5	0	1
<b>Total New Listed Units</b>	<b>56</b>		<b>12</b>	<b>33</b>	<b>8</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,076,100</b>	<b>100%</b>	<b>1.54M</b>	<b>11.29M</b>	<b>2.52M</b>	<b>2.73M</b>
<b>Average New Listed Listing Price</b>	<b>\$257,269</b>		<b>\$128,692</b>	<b>\$341,997</b>	<b>\$314,488</b>	<b>\$910,000</b>

# April 2022



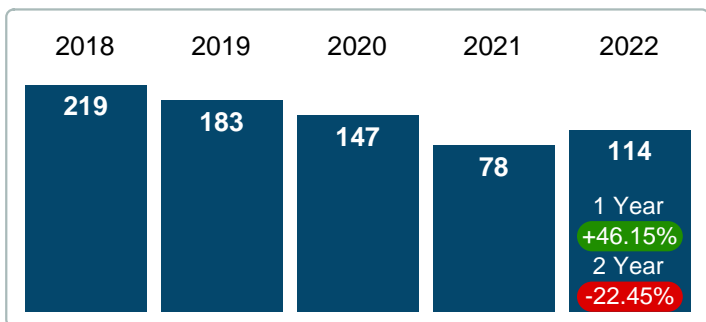
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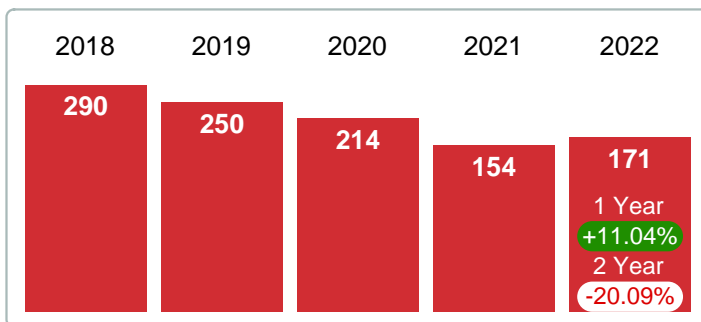
## ACTIVE INVENTORY

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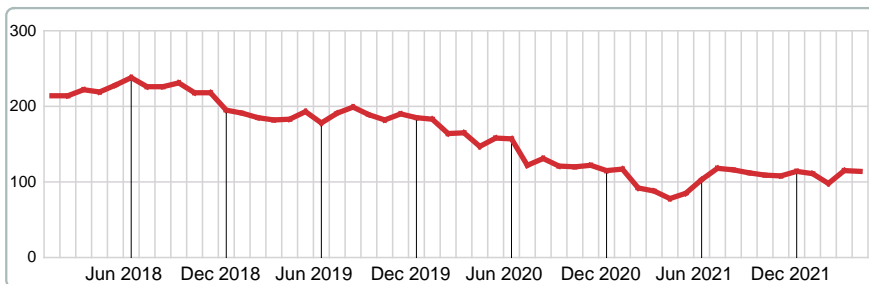
### END OF APRIL



### ACTIVE DURING APRIL

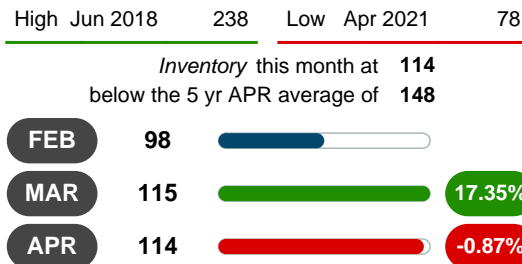


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 148



### 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	8.77%	86.7	7	3	0	0
\$75,001 - \$125,000	10	8.77%	63.4	4	5	1	0
\$125,001 - \$200,000	19	16.67%	56.6	2	15	2	0
\$200,001 - \$325,000	27	23.68%	58.6	2	18	3	4
\$325,001 - \$550,000	23	20.18%	80.5	1	13	8	1
\$550,001 - \$800,000	13	11.40%	71.9	0	6	5	2
\$800,001 and up	12	10.53%	106.6	0	4	2	6
<b>Total Active Inventory by Units</b>	<b>114</b>			<b>16</b>	<b>64</b>	<b>21</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>54,051,925</b>	<b>100%</b>	<b>72.1</b>	<b>2.00M</b>	<b>22.80M</b>	<b>10.50M</b>	<b>18.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$474,140</b>			<b>\$125,031</b>	<b>\$356,317</b>	<b>\$499,957</b>	<b>\$1,442,156</b>

# April 2022



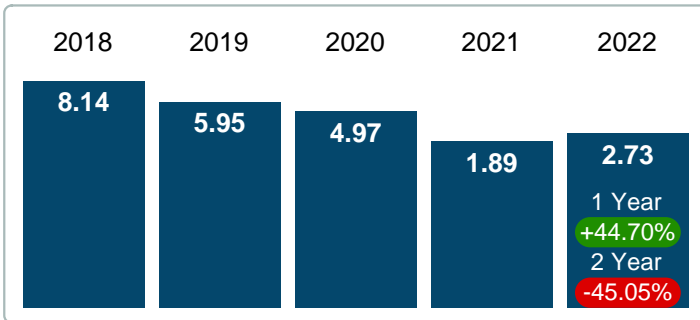
Area Delimited by County Of Mayes - Residential Property Type



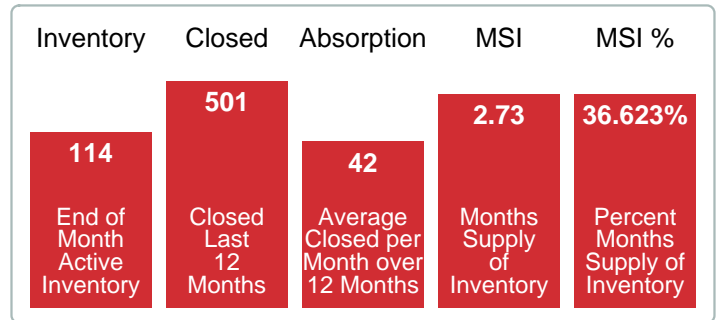
## MONTHS SUPPLY of INVENTORY (MSI)

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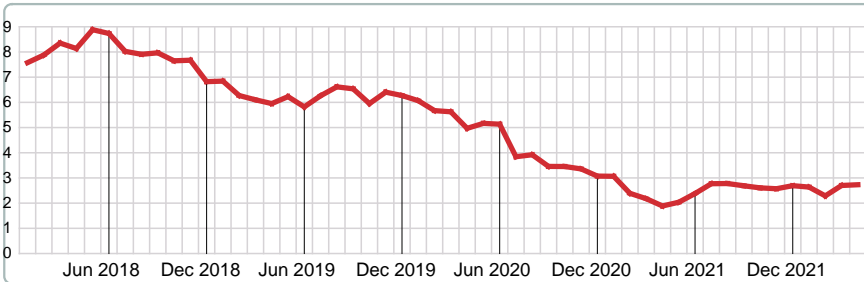
### MSI FOR APRIL



### INDICATORS FOR APRIL 2022

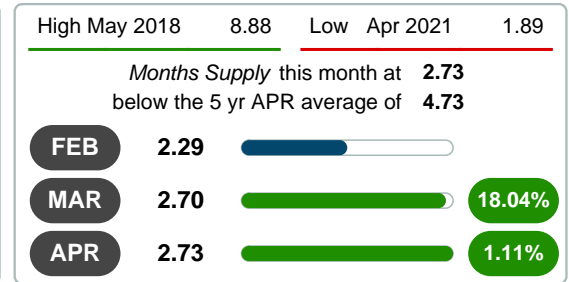


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.73



### 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	10	8.77%	1.94	2.80	1.16	0.00	0.00
\$75,001 - \$125,000	10	8.77%	1.30	1.45	1.07	4.00	0.00
\$125,001 - \$200,000	19	16.67%	1.62	1.50	1.70	1.33	0.00
\$200,001 - \$325,000	27	23.68%	2.53	1.41	2.48	1.71	16.00
\$325,001 - \$550,000	23	20.18%	5.11	4.00	4.73	6.00	6.00
\$550,001 - \$800,000	13	11.40%	10.40	0.00	18.00	15.00	6.00
\$800,001 and up	12	10.53%	16.00	0.00	16.00	8.00	24.00
Market Supply of Inventory (MSI)			2.73	1.88	2.40	3.82	12.00
Total Active Inventory by Units		100%	2.73	16	64	21	13

# April 2022



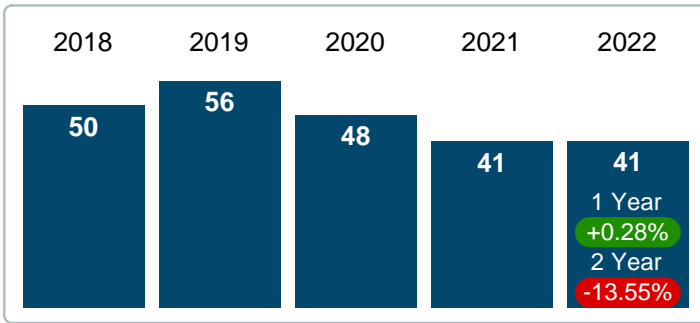
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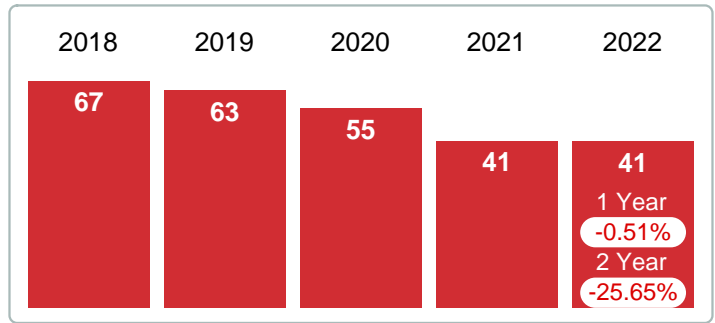
## AVERAGE DAYS ON MARKET TO SALE

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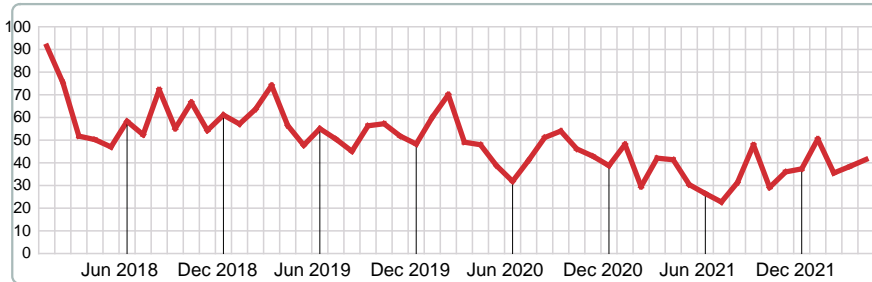
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 48

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 41 below the 5 yr APR average of 48



### 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	10.00%	34	126	3	0	0
\$75,001 - \$125,000	15.00%	48	1	57	0	0
\$125,001 - \$150,000	10.00%	56	0	67	23	0
\$150,001 - \$250,000	27.50%	38	6	55	15	0
\$250,001 - \$300,000	17.50%	14	41	4	4	0
\$300,001 - \$575,000	12.50%	21	0	16	1	59
\$575,001 and up	7.50%	129	308	0	0	40
<b>Average Closed DOM</b>		<b>41</b>	<b>67</b>	<b>39</b>	<b>9</b>	<b>46</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>8</b>	<b>24</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,437,000</b>	<b>1.95M</b>	<b>4.52M</b>	<b>1.29M</b>	<b>2.67M</b>

# April 2022



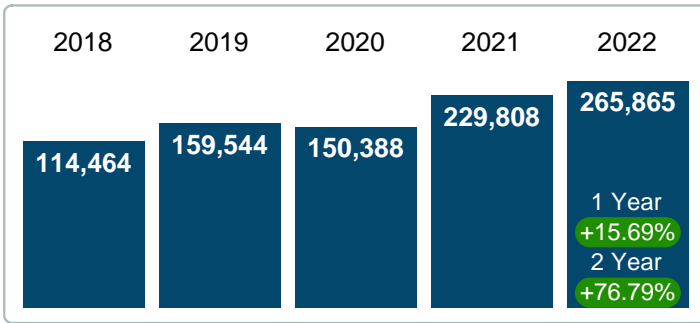
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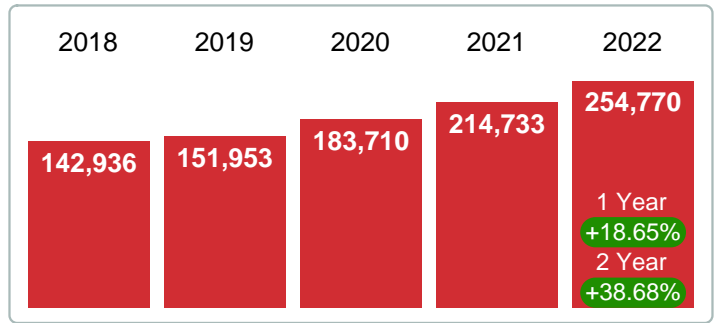
## AVERAGE LIST PRICE AT CLOSING

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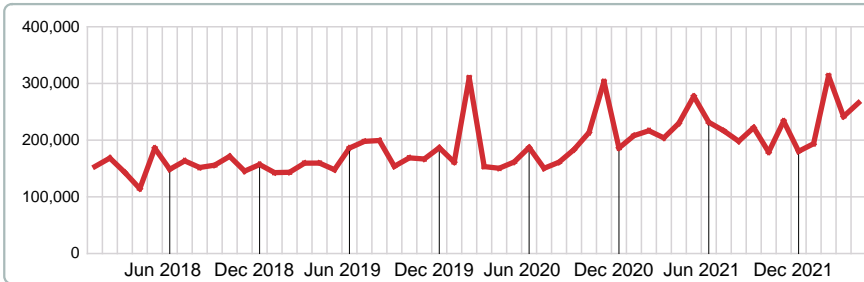
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

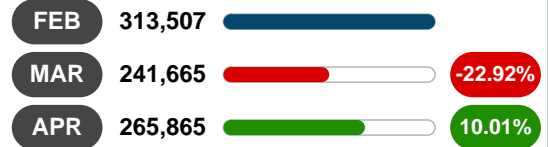


### 3 MONTHS

5 year APR AVG = 184,014

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

Average List Price at Closing this month at **265,865**  
above the 5 yr APR average of **184,014**



### 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	10.00%	52,375	75,000	44,833	0	0
\$75,001 - \$125,000	12.50%	113,100	110,000	117,100	0	0
\$125,001 - \$150,000	15.00%	139,817	0	142,000	149,900	0
\$150,001 - \$250,000	27.50%	219,900	178,500	218,271	238,500	0
\$250,001 - \$300,000	12.50%	276,780	300,000	283,300	254,500	0
\$300,001 - \$575,000	12.50%	361,980	0	379,967	345,000	635,000
\$575,001 and up	10.00%	852,000	675,000	0	0	01,049,000
<b>Average List Price</b>		<b>265,865</b>	<b>249,438</b>	<b>194,321</b>	<b>248,480</b>	<b>911,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>265,865</b>	<b>8</b>	<b>24</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,634,599</b>	<b>2.00M</b>	<b>4.66M</b>	<b>1.24M</b>	<b>2.73M</b>



# April 2022



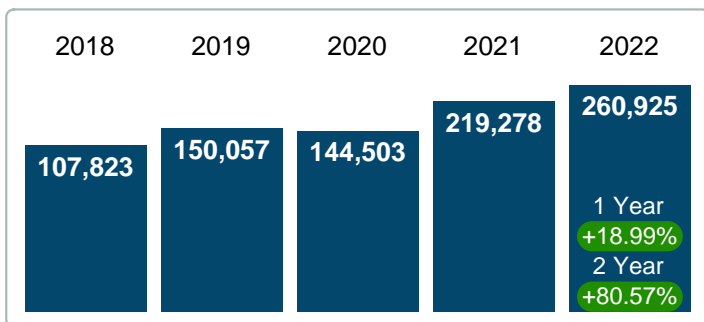
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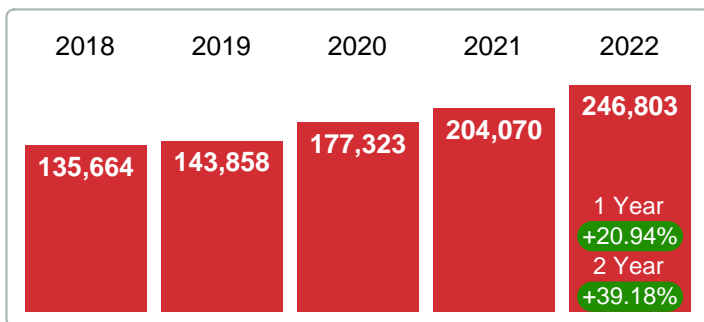
## AVERAGE SOLD PRICE AT CLOSING

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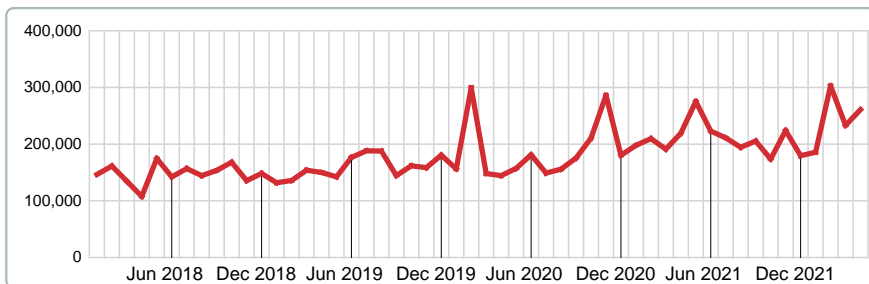
### APRIL



### YEAR TO DATE (YTD)

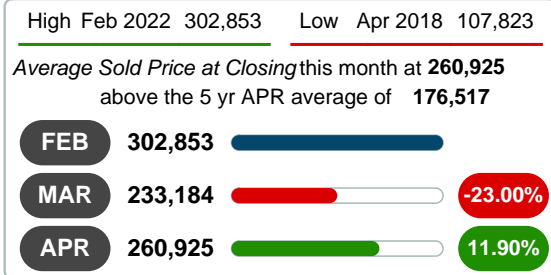


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 176,517



### 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	10.00%	51,650	72,100	44,833	0	0
\$75,001 - \$125,000	15.00%	110,250	115,000	109,300	0	0
\$125,001 - \$150,000	10.00%	137,000	0	136,000	140,000	0
\$150,001 - \$250,000	27.50%	204,773	184,333	208,500	240,000	0
\$250,001 - \$300,000	17.50%	281,557	279,000	282,300	283,000	0
\$300,001 - \$575,000	12.50%	408,700	0	374,500	345,000	575,000
\$575,001 and up	7.50%	918,000	655,000	0	0	01,049,500
<b>Average Sold Price</b>		<b>260,925</b>	<b>244,138</b>	<b>188,288</b>	<b>258,200</b>	<b>891,333</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>260,925</b>	<b>8</b>	<b>24</b>	<b>5</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,437,000</b>	<b>1.95M</b>	<b>4.52M</b>	<b>1.29M</b>	<b>2.67M</b>

# April 2022



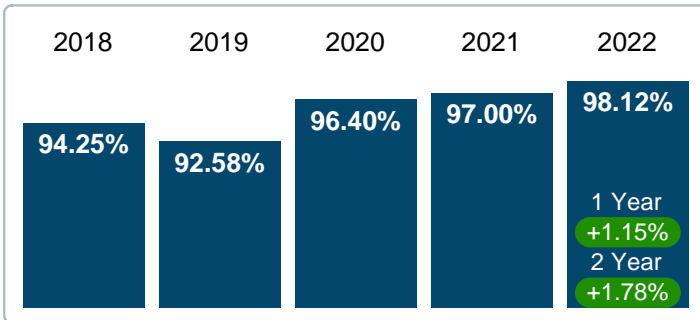
Area Delimited by County Of Mayes - Residential Property Type



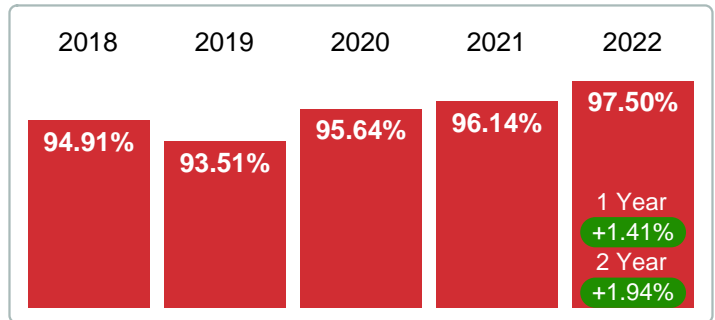
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

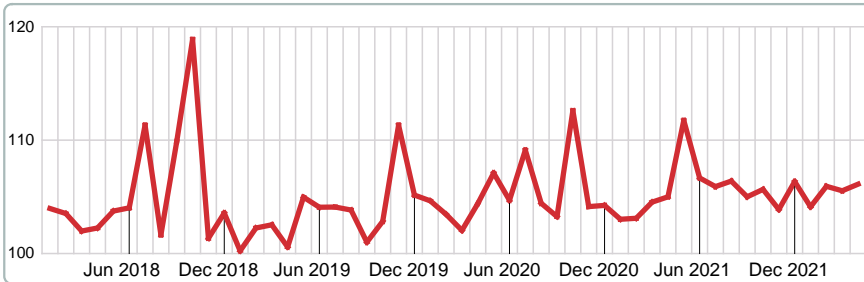
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

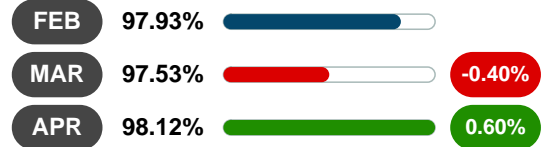


### 3 MONTHS

5 year APR AVG = 95.67%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.12%**  
above the 5 yr APR average of **95.67%**



### 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	4	10.00%	99.03%	96.13%	100.00%	0.00%	0.00%	
\$75,001 - \$125,000	6	15.00%	95.14%	104.55%	93.26%	0.00%	0.00%	
\$125,001 - \$150,000	4	10.00%	95.35%	0.00%	96.00%	93.40%	0.00%	
\$150,001 - \$250,000	11	27.50%	98.68%	105.32%	95.55%	100.63%	0.00%	
\$250,001 - \$300,000	7	17.50%	101.07%	93.12%	99.64%	111.18%	0.00%	
\$300,001 - \$575,000	5	12.50%	97.23%	0.00%	98.54%	100.00%	90.55%	
\$575,001 and up	3	7.50%	99.06%	97.04%	0.00%	0.00%	100.07%	
Average Sold/List Ratio		98.10%		99.99%	96.57%	103.28%	96.90%	
Total Closed Units		40	100%	98.10%	8	24	5	3
Total Closed Volume		10,437,000			1.95M	4.52M	1.29M	2.67M

# April 2022



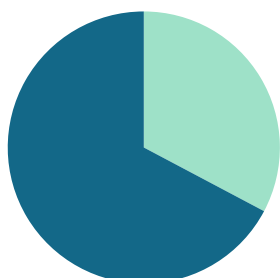
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

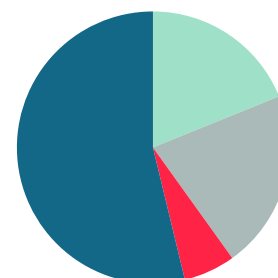


**Inventory**  
 New Listings  
**56 = 32.75%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**171**  
 Volume  
**\$68,980,724**

### Market Activity

Closed Sales  
**40 = 18.87%**  
 Pending Sales  
**45 = 21.23%**  
 Other Off Market  
**13 = 6.13%**  
 Active Inventory  
**114 = 53.77%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	50	40	-20.00%	163	156	-4.29%
Pending Sales	58	45	-22.41%	189	166	-12.17%
New Listings	66	56	-15.15%	210	215	2.38%
Average List Price	229,808	265,865	15.69%	214,733	254,770	18.65%
Average Sale Price	219,278	260,925	18.99%	204,070	246,803	20.94%
Average Percent of Selling Price to List Price	97.00%	98.12%	1.15%	96.14%	97.50%	1.41%
Average Days on Market to Sale	41.36	41.48	0.28%	41.07	40.87	-0.51%
Monthly Inventory	78	114	46.15%	78	114	46.15%
Months Supply of Inventory	1.89	2.73	44.70%	1.89	2.73	44.70%

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

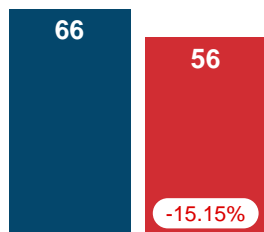
**Inventory** on April 30, 2022 = **114**

**2021** **2022**

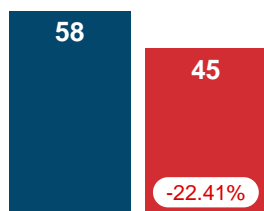
### APRIL MARKET

### AVERAGE PRICES

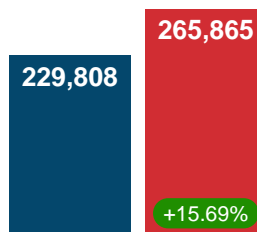
#### New Listings



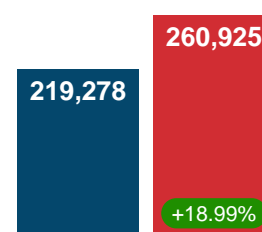
#### Pending Listings



#### List Price



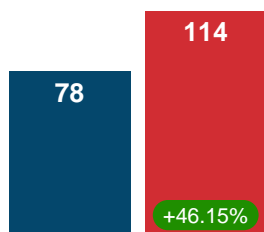
#### Sale Price



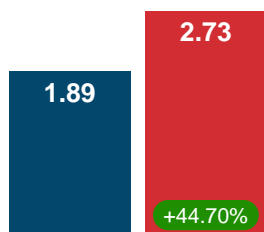
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

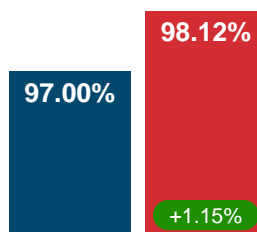
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

