

April 2022



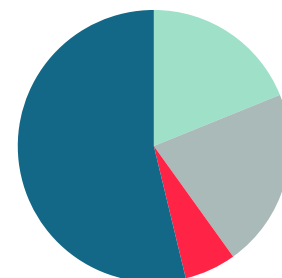
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	173,950	231,750	33.23%
Median Sale Price	170,500	222,500	30.50%
Median Percent of Selling Price to List Price	98.88%	100.00%	1.13%
Median Days on Market to Sale	20.00	15.00	-25.00%
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.

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 **30.50%** in April 2022 to \$222,500 versus the previous year at \$170,500.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 5.00 days or **25.00%** in April 2022 compared to last year's same month at **20.00** DOM.

Sales Success for April 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
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

April 2022



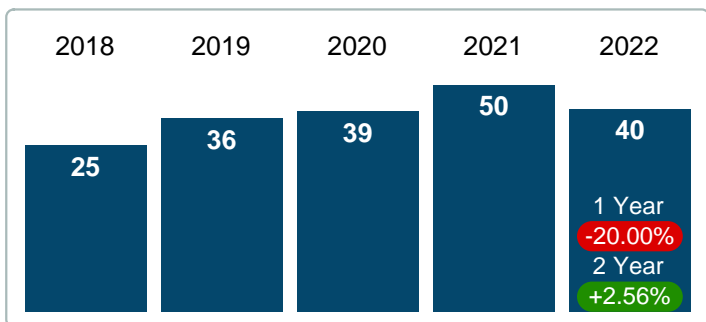
Area Delimited by County Of Mayes - Residential Property Type



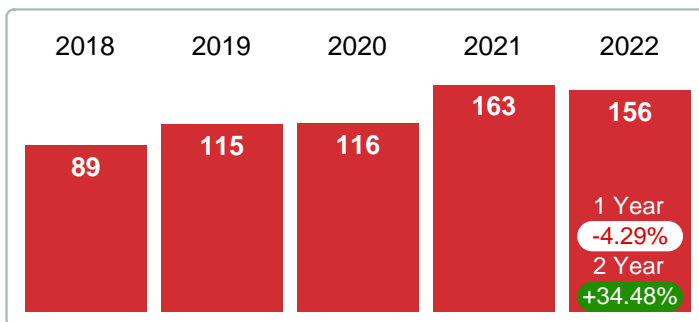
CLOSED LISTINGS

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

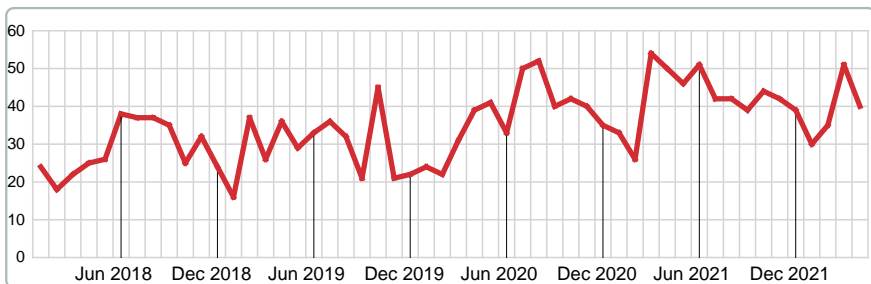
APRIL



YEAR TO DATE (YTD)

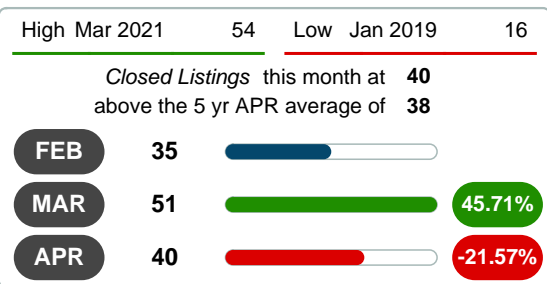


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.00%	4.5	1	3	0	0
\$75,001 - \$125,000	6	15.00%	38.5	1	5	0	0
\$125,001 - \$150,000	4	10.00%	32.0	0	3	1	0
\$150,001 - \$250,000	11	27.50%	15.0	3	7	1	0
\$250,001 - \$300,000	7	17.50%	5.0	2	3	2	0
\$300,001 - \$575,000	5	12.50%	12.0	0	3	1	1
\$575,001 and up	3	7.50%	58.0	1	0	0	2
Total Closed Units	40			8	24	5	3
Total Closed Volume	10,437,000	100%	15.0	1.95M	4.52M	1.29M	2.67M
Median Closed Price	\$222,500			\$200,000	\$176,250	\$275,000	\$700,000

April 2022



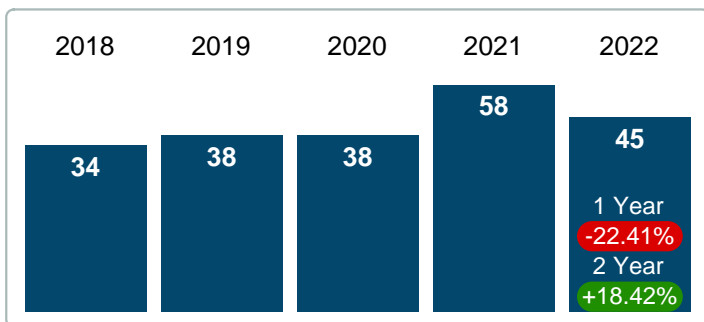
Area Delimited by County Of Mayes - Residential Property Type



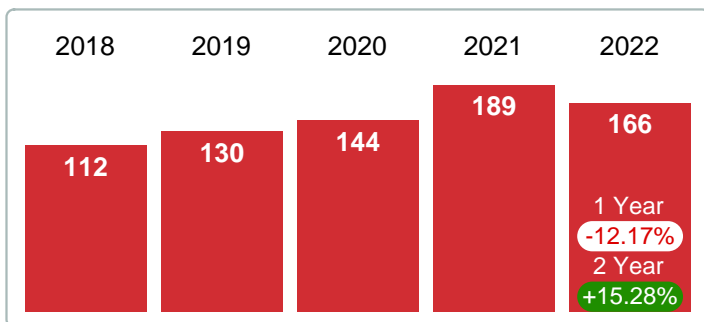
PENDING LISTINGS

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

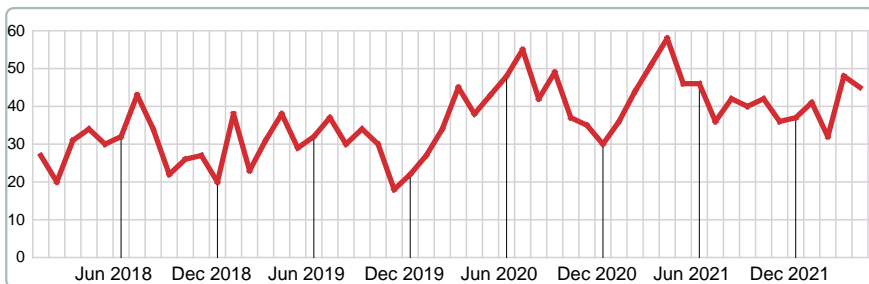
APRIL



YEAR TO DATE (YTD)

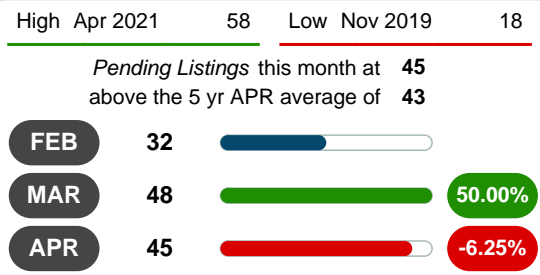


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 43



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	4	8.89%	6.5	2	2	0	0
\$50,001 - \$75,000	5	11.11%	25.0	2	3	0	0
\$75,001 - \$125,000	8	17.78%	6.0	4	3	1	0
\$125,001 - \$225,000	11	24.44%	16.0	3	6	1	1
\$225,001 - \$275,000	7	15.56%	5.0	1	4	2	0
\$275,001 - \$425,000	6	13.33%	24.0	0	3	2	1
\$425,001 and up	4	8.89%	47.5	1	1	2	0
Total Pending Units	45			13	22	8	2
Total Pending Volume	9,254,799	100%	16.0	1.70M	4.47M	2.47M	604.50K
Median Listing Price	\$190,000			\$93,900	\$194,000	\$292,500	\$302,250

April 2022



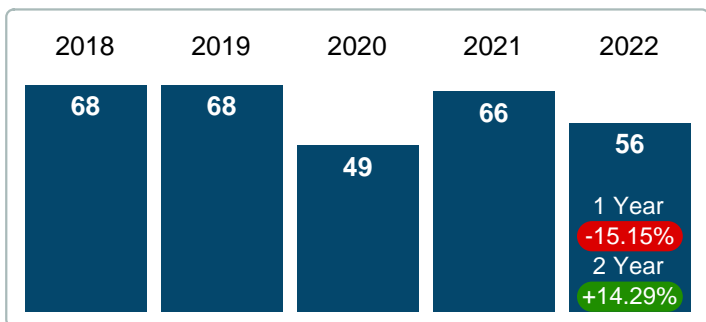
Area Delimited by County Of Mayes - Residential Property Type



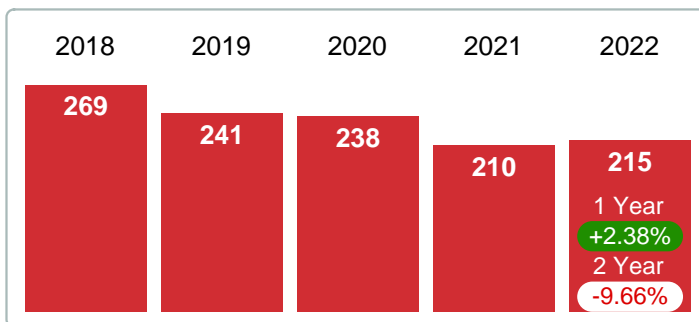
NEW LISTINGS

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

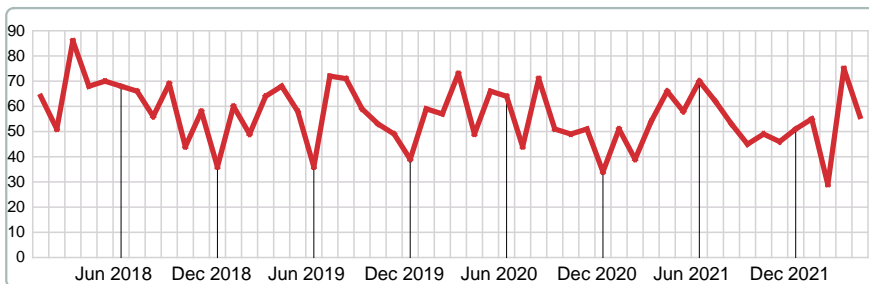
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61

High Mar 2018 86 Low Feb 2022 29

New Listings this month at 56
below the 5 yr APR average of 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
Total New Listed Units	56		12	33	8	3
Total New Listed Volume	18,076,100	100%	1.54M	11.29M	2.52M	2.73M
Median New Listed Listing Price	\$240,000		\$93,500	\$295,000	\$292,500	\$245,000

April 2022



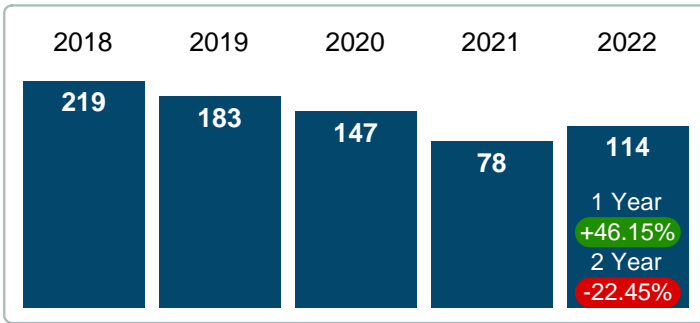
Area Delimited by County Of Mayes - Residential Property Type



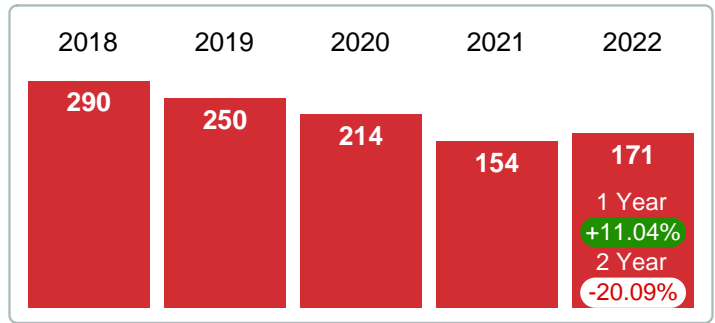
ACTIVE INVENTORY

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

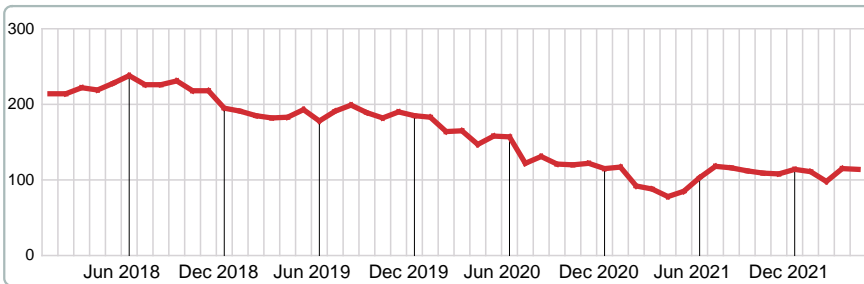
END OF APRIL



ACTIVE DURING APRIL

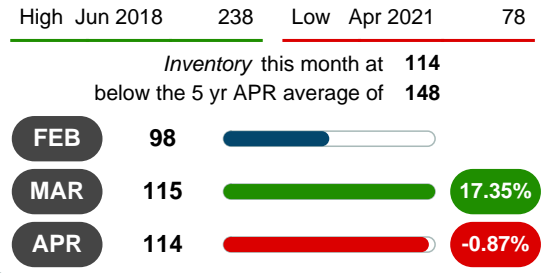


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 148



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.77%	43.5	7	3	0	0
\$75,001 - \$125,000	10	8.77%	45.0	4	5	1	0
\$125,001 - \$200,000	19	16.67%	46.0	2	15	2	0
\$200,001 - \$325,000	27	23.68%	32.0	2	18	3	4
\$325,001 - \$550,000	23	20.18%	49.0	1	13	8	1
\$550,001 - \$800,000	13	11.40%	59.0	0	6	5	2
\$800,001 and up	12	10.53%	47.5	0	4	2	6
Total Active Inventory by Units	114			16	64	21	13
Total Active Inventory by Volume	54,051,925	100%	43.5	2.00M	22.80M	10.50M	18.75M
Median Active Inventory Listing Price	\$271,000			\$82,450	\$253,500	\$434,900	\$749,500

April 2022



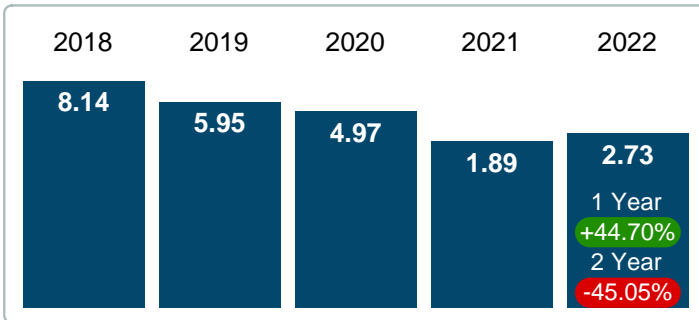
Area Delimited by County Of Mayes - Residential Property Type



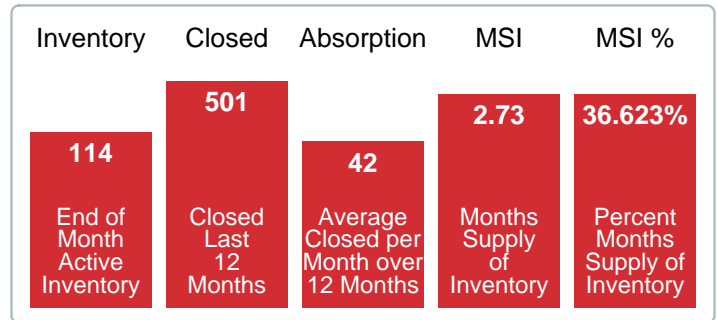
MONTHS SUPPLY of INVENTORY (MSI)

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

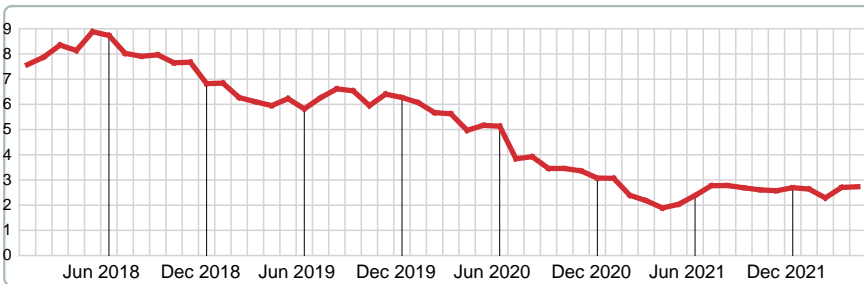
MSI FOR APRIL



INDICATORS FOR APRIL 2022

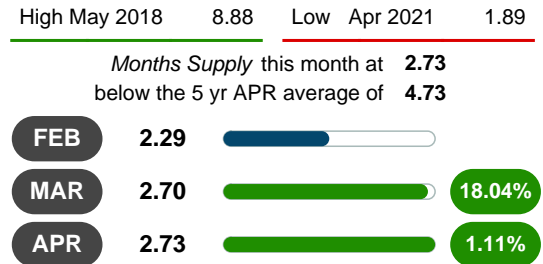


5 YEAR MARKET ACTIVITY TRENDS



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



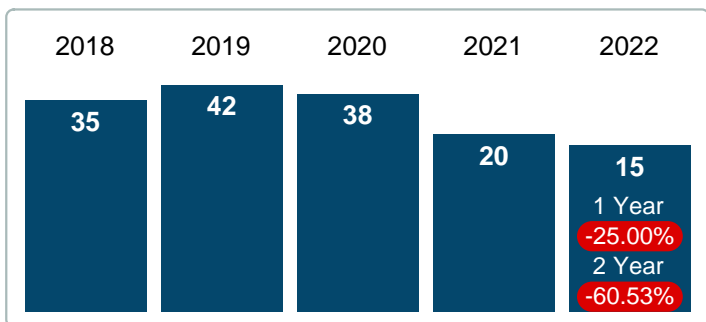
Area Delimited by County Of Mayes - Residential Property Type



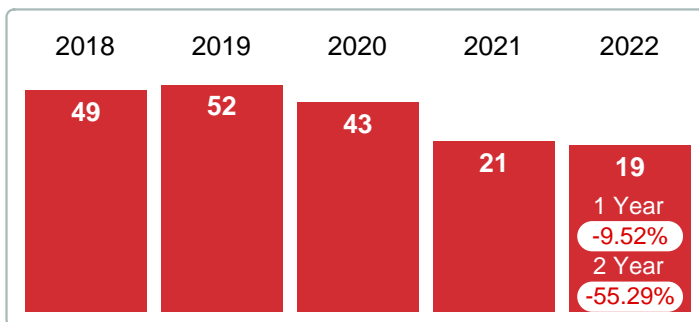
MEDIAN DAYS ON MARKET TO SALE

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

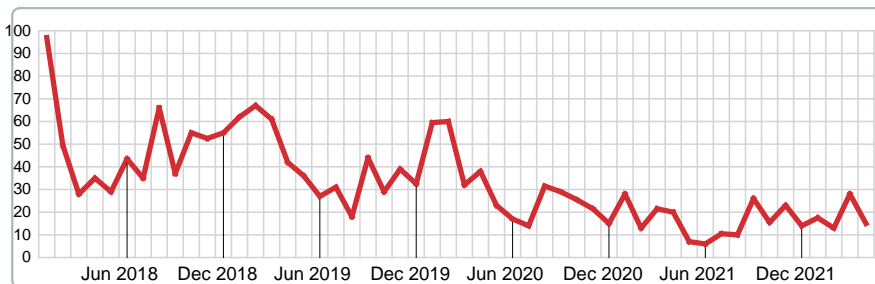
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

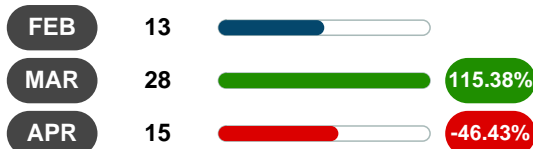


3 MONTHS

5 year APR AVG = 30

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 15 below the 5 yr APR average of 30



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
\$75,000 and less	10.00%	5	126	4	0	0
\$75,001 - \$125,000	15.00%	39	1	54	0	0
\$125,001 - \$150,000	10.00%	32	0	41	23	0
\$150,001 - \$250,000	27.50%	15	5	36	15	0
\$250,001 - \$300,000	17.50%	5	41	1	4	0
\$300,001 - \$575,000	12.50%	12	0	12	1	59
\$575,001 and up	7.50%	58	308	0	0	40
Median Closed DOM		15	9	18	5	58
Total Closed Units	100%	40	8	24	5	3
Total Closed Volume		10,437,000	1.95M	4.52M	1.29M	2.67M

April 2022



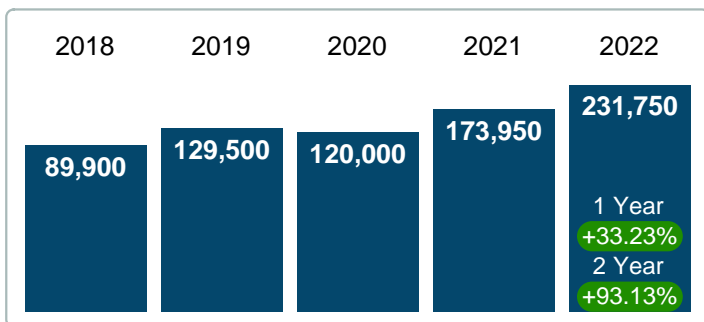
Area Delimited by County Of Mayes - Residential Property Type



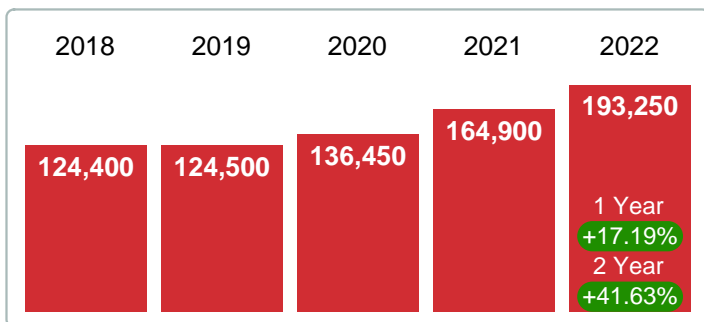
MEDIAN LIST PRICE AT CLOSING

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

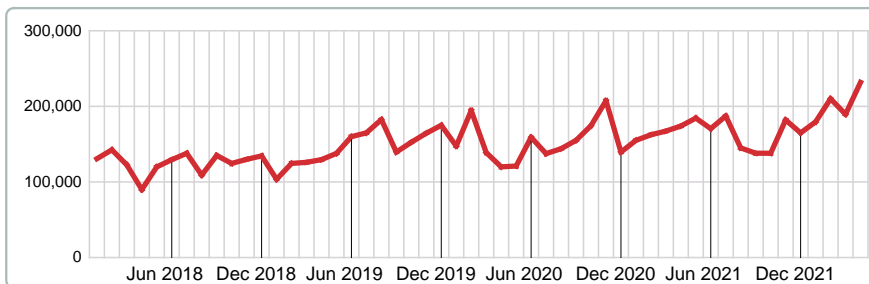
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

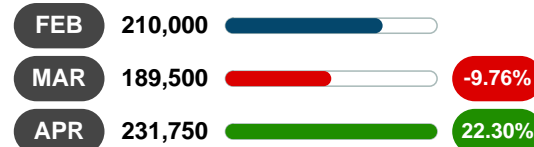


3 MONTHS

5 year APR AVG = 149,020

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

Median List Price at Closing this month at **231,750**
above the 5 yr APR average of **149,020**



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
\$75,000 and less	10.00%	54,750	75,000	40,000	0	0
\$75,001 - \$125,000	12.50%	116,500	110,000	117,750	0	0
\$125,001 - \$150,000	15.00%	138,000	133,000	138,000	149,900	0
\$150,001 - \$250,000	27.50%	238,500	201,250	225,000	244,250	0
\$250,001 - \$300,000	12.50%	275,000	275,000	275,000	259,000	0
\$300,001 - \$575,000	12.50%	345,000	325,000	379,900	345,000	0
\$575,001 and up	10.00%	687,000	675,000	0	0	699,000
Median List Price		231,750	201,250	184,500	250,000	699,000
Total Closed Units	100%	231,750	8	24	5	3
Total Closed Volume		10,634,599	2.00M	4.66M	1.24M	2.73M

April 2022



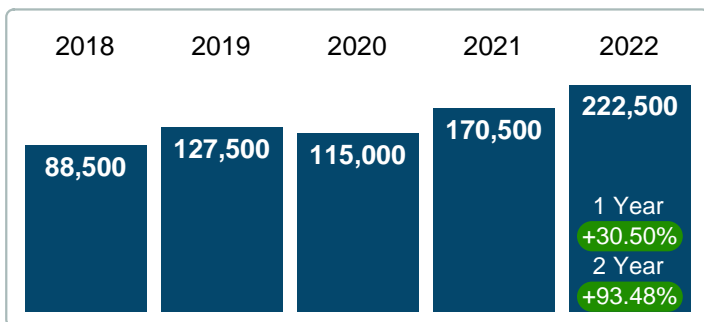
Area Delimited by County Of Mayes - Residential Property Type



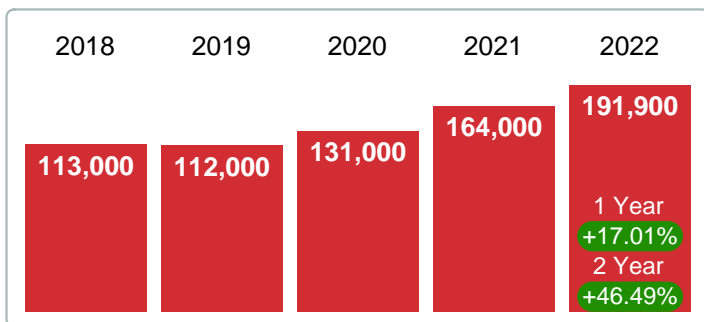
MEDIAN SOLD PRICE AT CLOSING

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

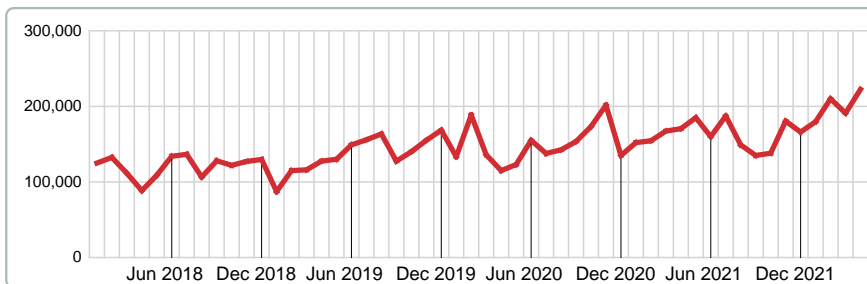
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

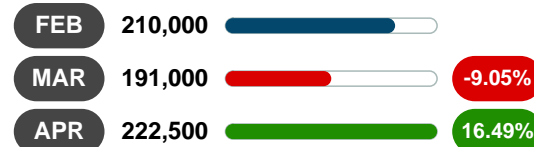


3 MONTHS

5 year APR AVG = 144,800

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

Median Sold Price at Closing this month at 222,500 above the 5 yr APR average of 144,800



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
\$75,000 and less	4	10.00%	54,750	72,100	40,000	0	0
\$75,001 - \$125,000	6	15.00%	112,000	115,000	109,000	0	0
\$125,001 - \$150,000	4	10.00%	136,750	0	133,500	140,000	0
\$150,001 - \$250,000	11	27.50%	210,000	160,000	210,000	240,000	0
\$250,001 - \$300,000	7	17.50%	275,000	279,000	274,900	283,000	0
\$300,001 - \$575,000	5	12.50%	365,000	0	365,000	345,000	575,000
\$575,001 and up	3	7.50%	700,000	655,000	0	0	01,049,500
Median Sold Price			222,500	200,000	176,250	275,000	700,000
Total Closed Units		100%	222,500	8	24	5	3
Total Closed Volume			10,437,000	1.95M	4.52M	1.29M	2.67M

April 2022



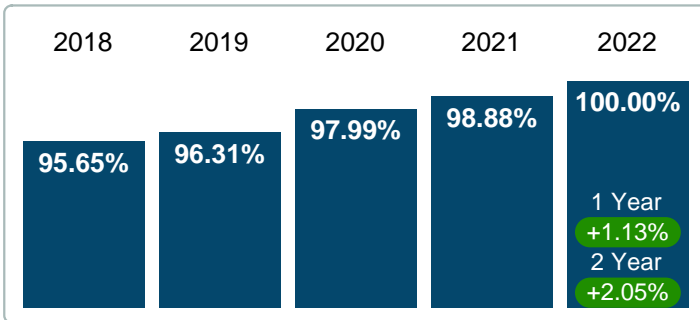
Area Delimited by County Of Mayes - Residential Property Type



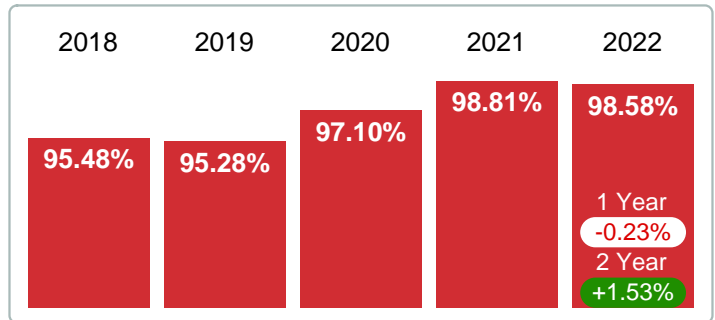
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

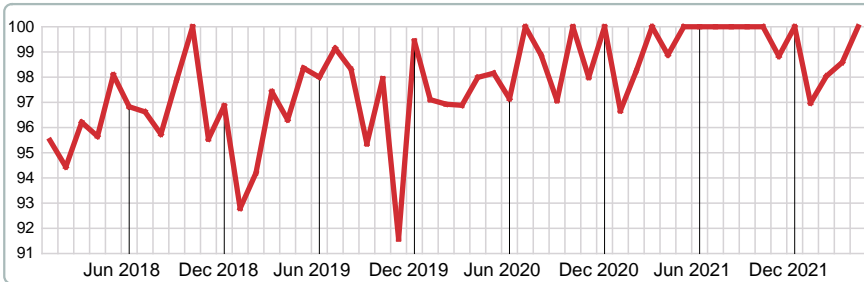
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

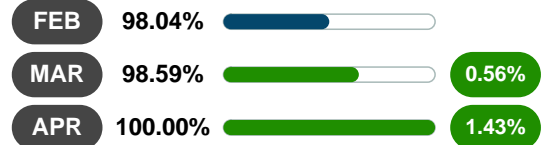


3 MONTHS

5 year APR AVG = 97.77%

High Apr 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **97.77%**



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
\$75,000 and less	4	10.00%	100.00%	96.13%	100.00%	0.00%	0.00%
\$75,001 - \$125,000	6	15.00%	95.58%	104.55%	95.00%	0.00%	0.00%
\$125,001 - \$150,000	4	10.00%	96.70%	0.00%	100.00%	93.40%	0.00%
\$150,001 - \$250,000	11	27.50%	100.00%	104.92%	96.04%	100.63%	0.00%
\$250,001 - \$300,000	7	17.50%	100.00%	93.12%	100.00%	111.18%	0.00%
\$300,001 - \$575,000	5	12.50%	99.54%	0.00%	99.54%	100.00%	90.55%
\$575,001 and up	3	7.50%	100.00%	97.04%	0.00%	0.00%	100.07%
Median Sold/List Ratio		100.00%		96.59%	99.77%	100.63%	100.00%
Total Closed Units		40	100%	8	24	5	3
Total Closed Volume		10,437,000		1.95M	4.52M	1.29M	2.67M

April 2022



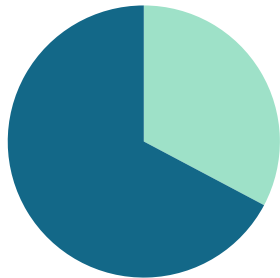
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

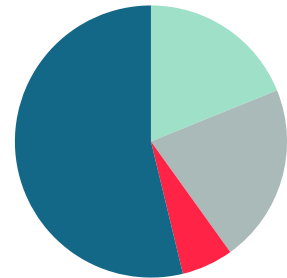


Inventory
 New Listings
56 = 32.75%
 Start Inventory
115
 Total Inventory Units
171
 Volume
\$68,980,724

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%
Median List Price	173,950	231,750	33.23%	164,900	193,250	17.19%
Median Sale Price	170,500	222,500	30.50%	164,000	191,900	17.01%
Median Percent of Selling Price to List Price	98.88%	100.00%	1.13%	98.81%	98.58%	-0.23%
Median Days on Market to Sale	20.00	15.00	-25.00%	21.00	19.00	-9.52%
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

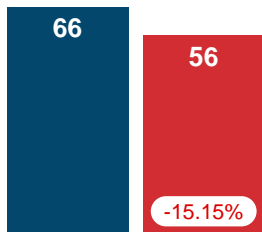
Inventory on April 30, 2022 = **114**

2021 **2022**

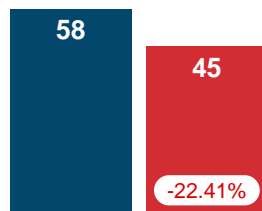
APRIL MARKET

MEDIAN PRICES

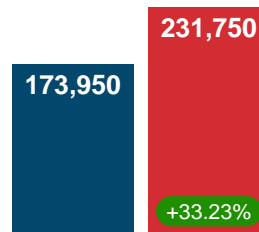
New Listings



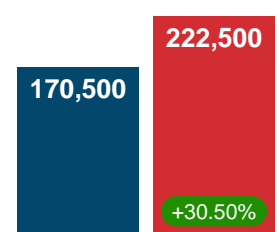
Pending Listings



List Price



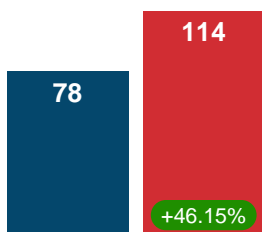
Sale Price



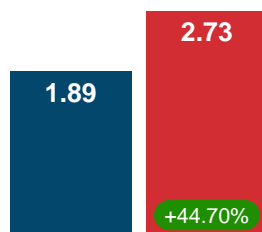
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

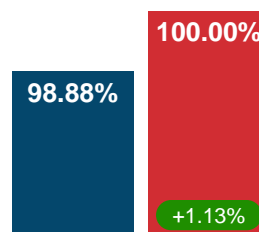
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

