

August 2022



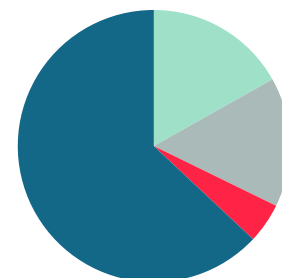
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	42	46	9.52%
Pending Listings	42	42	0.00%
New Listings	53	75	41.51%
Median List Price	145,000	224,500	54.83%
Median Sale Price	149,000	216,850	45.54%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	22.50	125.00%
End of Month Inventory	116	172	48.28%
Months Supply of Inventory	2.78	4.10	47.69%



■ Closed (16.85%)
■ Pending (15.38%)
■ Other OffMarket (4.76%)
■ Active (63.00%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of August 31, 2022 = **172**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **48.28%** to 172 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 **4.10** 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 **45.54%** in August 2022 to \$216,850 versus the previous year at \$149,000.

Median Days on Market Lengthens

The median number of **22.50** days that homes spent on the market before selling increased by 12.50 days or **125.00%** in August 2022 compared to last year's same month at **10.00** DOM.

Sales Success for August 2022 is Positive

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

There were 75 New Listings in August 2022, up **41.51%** from last year at 53. Furthermore, there were 46 Closed Listings this month versus last year at 42, a **9.52%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, down from previous year's, August 2021, at **79.2%**, a **22.60%** downswing. This will certainly create pressure on an increasing Monthly 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

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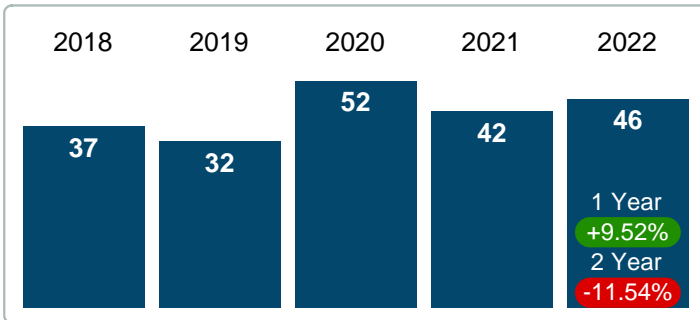
Area Delimited by County Of Mayes - Residential Property Type



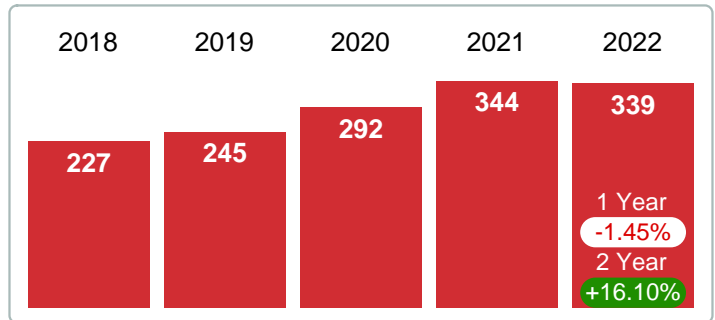
CLOSED LISTINGS

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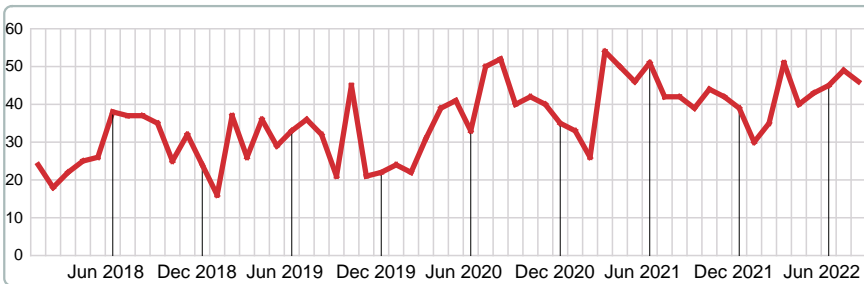
AUGUST



YEAR TO DATE (YTD)

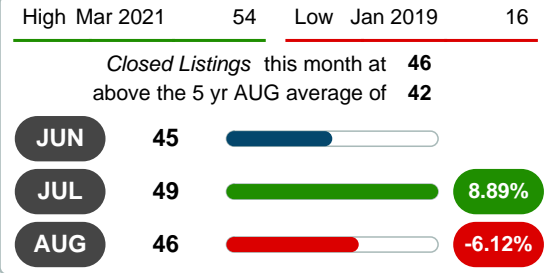


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42



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	2	4.35%	29.0	1	0	1	0
\$75,001 - \$150,000	9	19.57%	18.0	5	2	2	0
\$150,001 - \$175,000	6	13.04%	37.5	3	3	0	0
\$175,001 - \$275,000	10	21.74%	11.5	1	7	2	0
\$275,001 - \$325,000	6	13.04%	32.5	0	3	2	1
\$325,001 - \$475,000	8	17.39%	4.0	1	5	1	1
\$475,001 and up	5	10.87%	6.0	1	3	0	1
Total Closed Units	46			12	23	8	3
Total Closed Volume	12,328,450	100%	22.5	2.52M	6.78M	1.59M	1.44M
Median Closed Price	\$216,850			\$135,000	\$270,000	\$201,850	\$395,000

August 2022



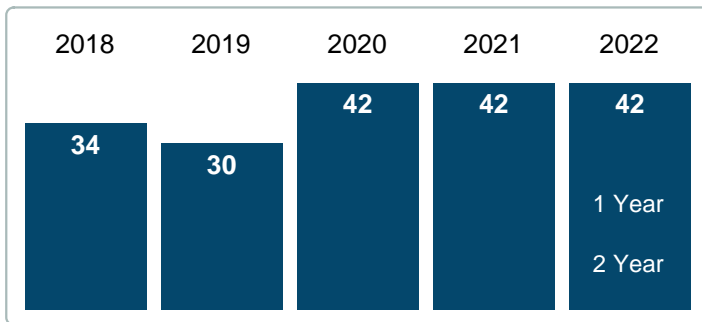
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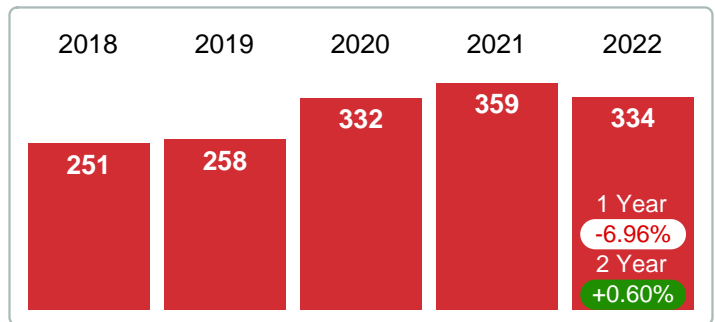
PENDING LISTINGS

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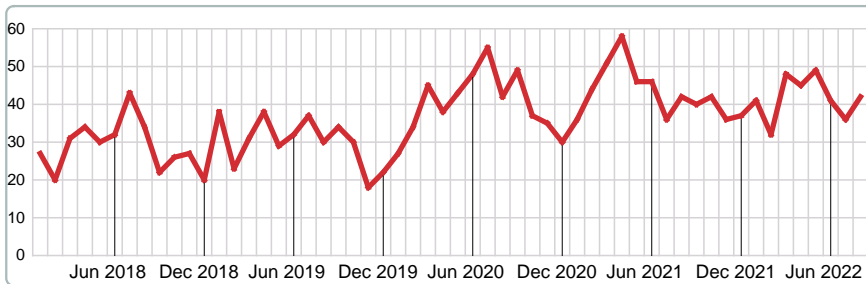
AUGUST



YEAR TO DATE (YTD)

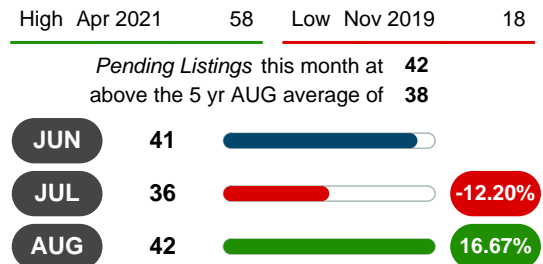


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38



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	4	9.52%	5.5	2	2	0	0
\$100,001 - \$125,000	2	4.76%	14.5	1	1	0	0
\$125,001 - \$150,000	5	11.90%	7.0	0	4	1	0
\$150,001 - \$225,000	14	33.33%	28.0	2	8	3	1
\$225,001 - \$275,000	5	11.90%	60.0	1	3	0	1
\$275,001 - \$375,000	6	14.29%	26.5	0	4	2	0
\$375,001 and up	6	14.29%	6.0	1	2	3	0
Total Pending Units	42			7	24	9	2
Total Pending Volume	10,231,350	100%	15.0	1.75M	5.46M	2.58M	440.00K
Median Listing Price	\$199,750			\$173,000	\$189,700	\$295,000	\$220,000

August 2022



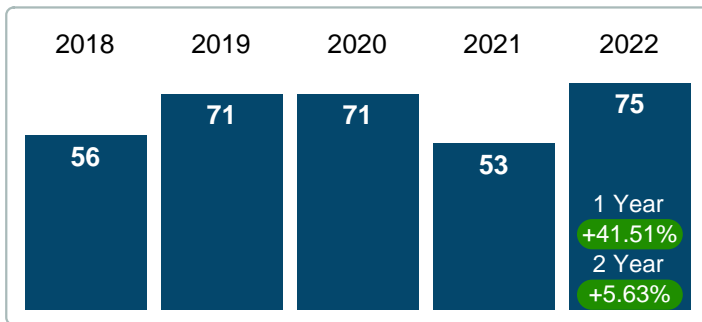
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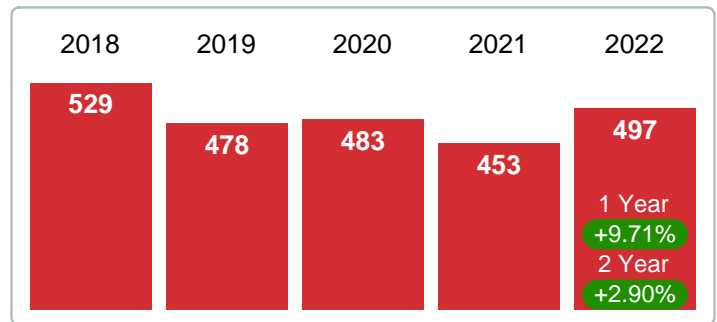
NEW LISTINGS

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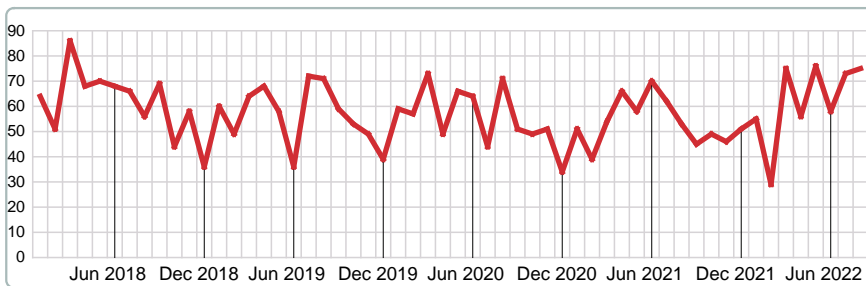
AUGUST



YEAR TO DATE (YTD)

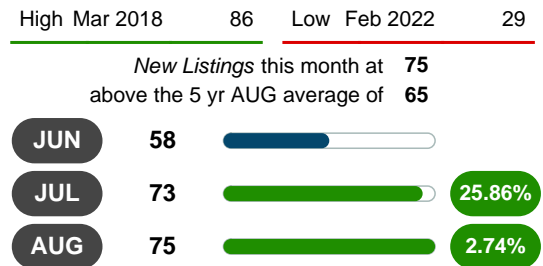


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 65



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	6.67%	3	2	0	0
\$100,001 - \$125,000	4	5.33%	2	1	1	0
\$125,001 - \$200,000	18	24.00%	4	11	3	0
\$200,001 - \$300,000	19	25.33%	3	12	3	1
\$300,001 - \$375,000	9	12.00%	0	6	2	1
\$375,001 - \$525,000	12	16.00%	1	7	3	1
\$525,001 and up	8	10.67%	1	2	3	2
Total New Listed Units	75		14	41	15	5
Total New Listed Volume	28,000,537	100%	3.11M	12.79M	6.62M	5.47M
Median New Listed Listing Price	\$269,000		\$153,250	\$257,000	\$310,000	\$509,500

August 2022



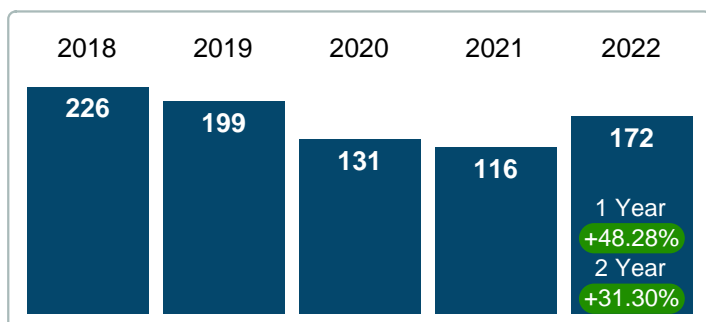
Area Delimited by County Of Mayes - Residential Property Type



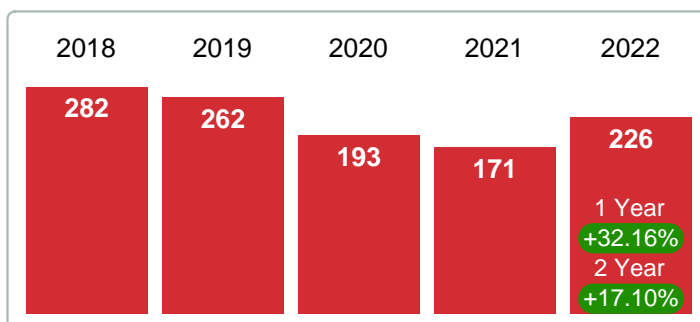
ACTIVE INVENTORY

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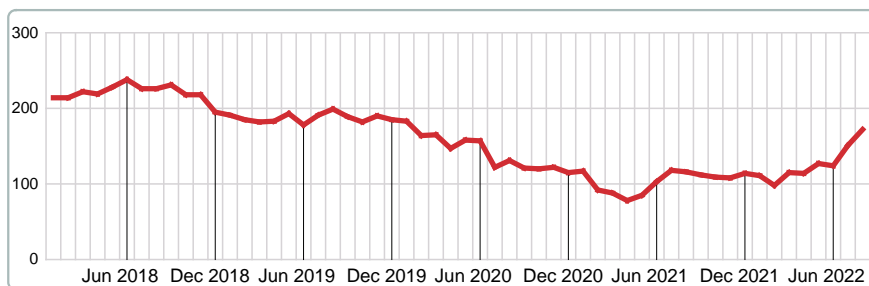
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

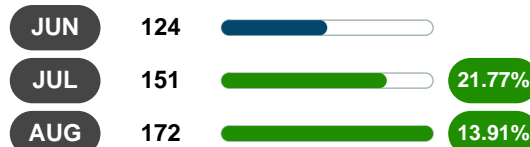


3 MONTHS

5 year AUG AVG = 169

High Jun 2018 238 Low Apr 2021 78

Inventory this month at 172
above the 5 yr AUG average of 169



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	16	9.30%	67.0	9	4	3	0
\$100,001 - \$125,000	10	5.81%	52.5	4	5	1	0
\$125,001 - \$200,000	37	21.51%	48.0	6	27	4	0
\$200,001 - \$325,000	42	24.42%	40.5	6	25	7	4
\$325,001 - \$425,000	24	13.95%	36.0	3	11	8	2
\$425,001 - \$675,000	22	12.79%	62.5	0	13	4	5
\$675,001 and up	21	12.21%	91.0	0	9	6	6
Total Active Inventory by Units	172			28	94	33	17
Total Active Inventory by Volume	68,735,935	100%	52.5	4.64M	35.37M	13.58M	15.15M
Median Active Inventory Listing Price	\$269,000			\$131,500	\$251,000	\$329,990	\$495,000

August 2022



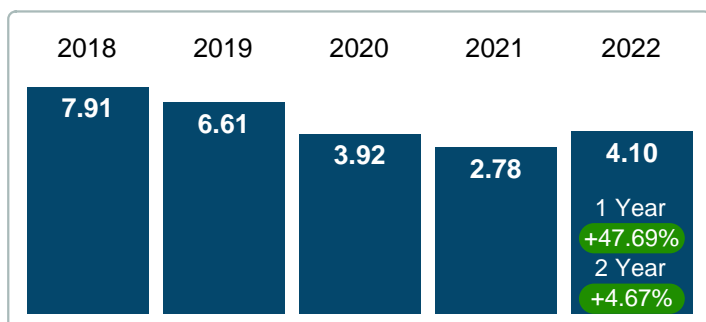
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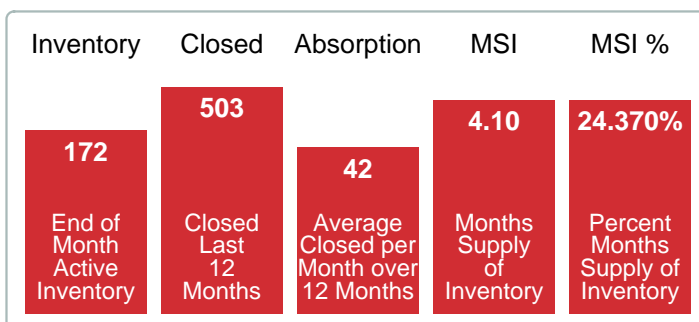
MONTHS SUPPLY of INVENTORY (MSI)

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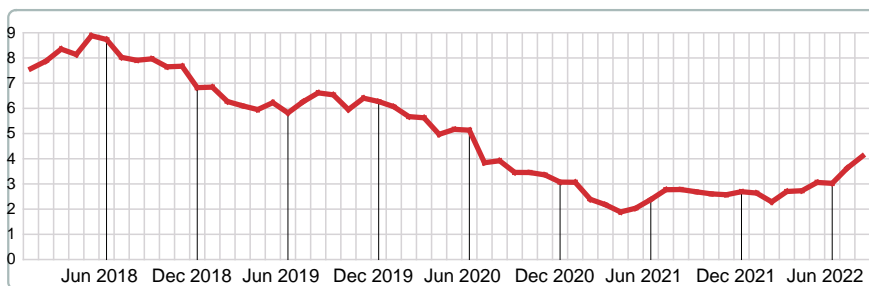
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

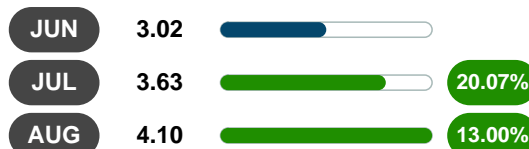


3 MONTHS

5 year AUG AVG = 5.06

High May 2018 8.88 Low Apr 2021 1.89

Months Supply this month at **4.10**
below the 5 yr AUG average of **5.06**



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	16	9.30%	1.85	2.08	0.98	12.00	0.00
\$100,001 - \$125,000	10	5.81%	2.73	2.67	2.61	4.00	0.00
\$125,001 - \$200,000	37	21.51%	3.42	4.00	3.27	4.00	0.00
\$200,001 - \$325,000	42	24.42%	3.65	4.00	3.26	3.65	9.60
\$325,001 - \$425,000	24	13.95%	6.13	12.00	5.08	6.40	8.00
\$425,001 - \$675,000	22	12.79%	12.00	0.00	14.18	12.00	20.00
\$675,001 and up	21	12.21%	14.00	0.00	15.43	24.00	10.29
Market Supply of Inventory (MSI)			4.10	2.95	3.67	6.29	10.74
Total Active Inventory by Units		100%	4.10	28	94	33	17

August 2022



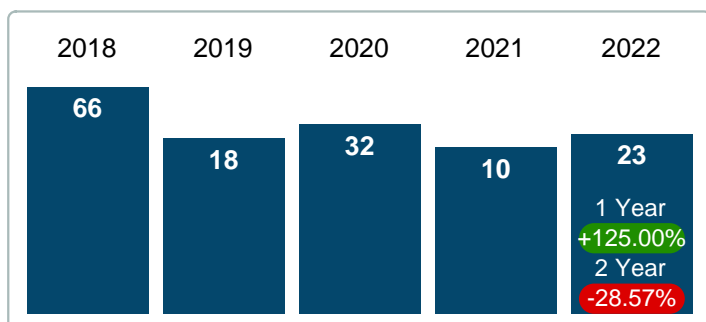
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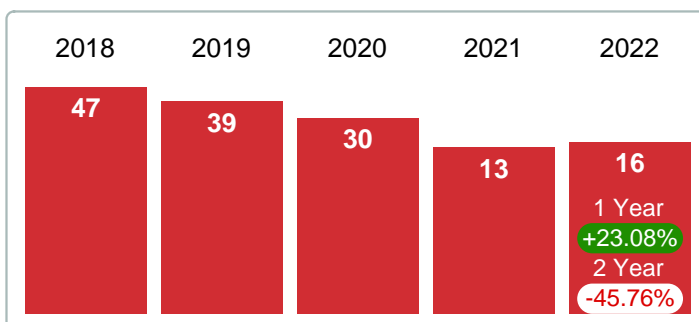
MEDIAN DAYS ON MARKET TO SALE

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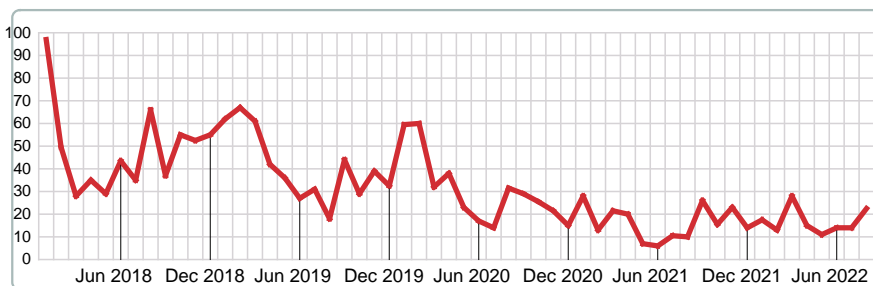
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

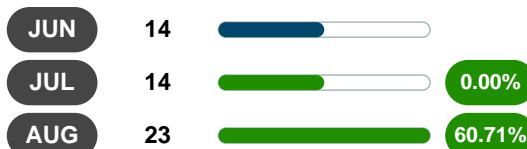


3 MONTHS

5 year AUG AVG = 30

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 23 below the 5 yr AUG 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	4.35%	29	23	0	35	0
\$75,001 - \$150,000	19.57%	18	14	64	50	0
\$150,001 - \$175,000	13.04%	38	28	45	0	0
\$175,001 - \$275,000	21.74%	12	57	6	9	0
\$275,001 - \$325,000	13.04%	33	0	45	19	30
\$325,001 - \$475,000	17.39%	4	30	2	1	6
\$475,001 and up	10.87%	6	1	6	0	38
Median Closed DOM		23	20	30	26	30
Total Closed Units	100%	46	12	23	8	3
Total Closed Volume		12,328,450	2.52M	6.78M	1.59M	1.44M

August 2022



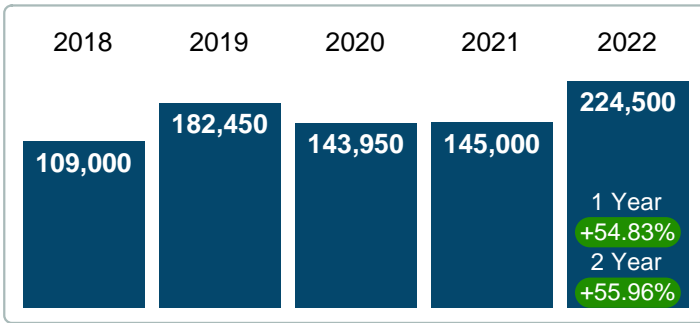
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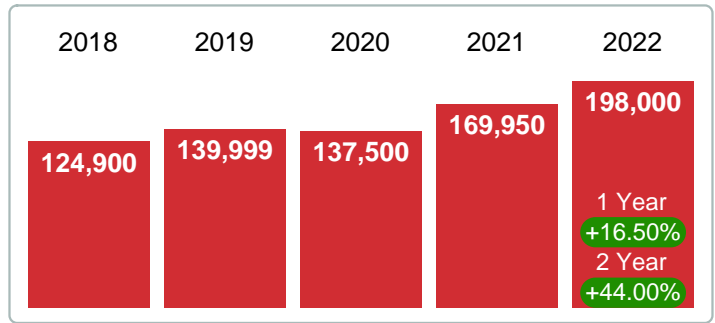
MEDIAN LIST PRICE AT CLOSING

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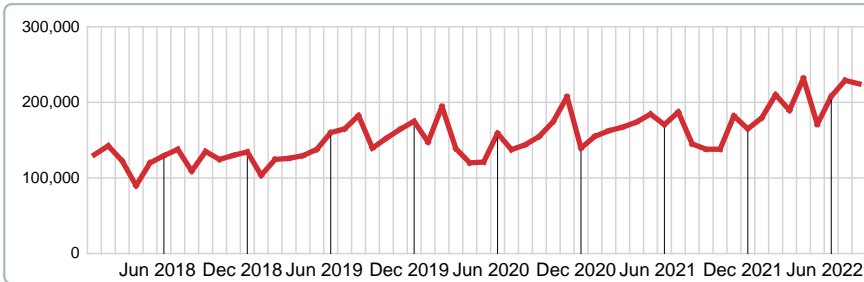
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

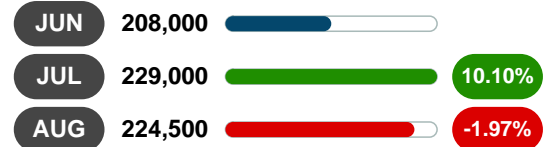


3 MONTHS

5 year AUG AVG = 160,980

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

Median List Price at Closing this month at **224,500**
above the 5 yr AUG average of **160,980**



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	6.52%	60,000	67,250	0	1,000	0
\$75,001 - \$150,000	15.22%	110,000	102,500	140,500	89,500	0
\$150,001 - \$175,000	15.22%	159,999	159,999	159,999	160,000	0
\$175,001 - \$275,000	19.57%	204,900	225,000	202,400	207,000	0
\$275,001 - \$325,000	15.22%	289,900	0	294,700	283,450	320,000
\$325,001 - \$475,000	17.39%	364,500	389,000	345,000	380,000	395,000
\$475,001 and up	10.87%	699,000	920,000	685,000	0	750,000
Median List Price		224,500	132,500	279,000	207,000	395,000
Total Closed Units		46	12	23	8	3
Total Closed Volume		12,514,898	2.55M	6.89M	1.61M	1.47M

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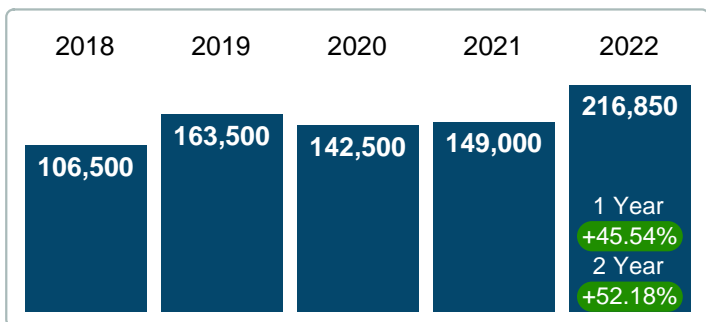
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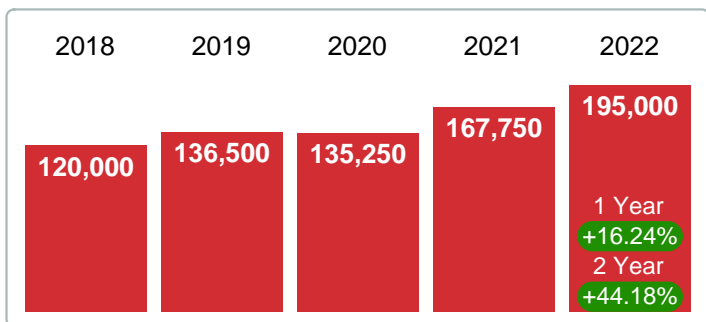
MEDIAN SOLD PRICE AT CLOSING

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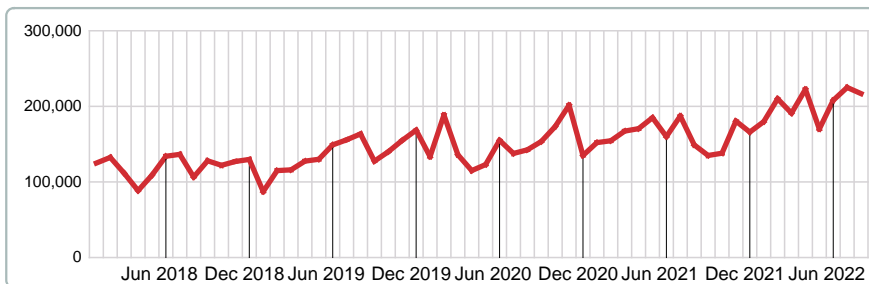
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

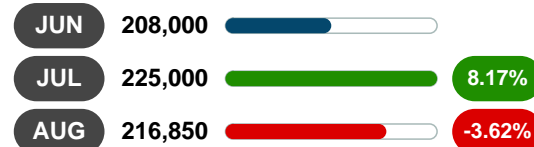


3 MONTHS

5 year AUG AVG = 155,670

High Jul 2022 225,000 Low Jan 2019 87,250

Median Sold Price at Closing this month at **216,850** above the 5 yr AUG average of **155,670**



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	4.35%	28,000	55,000	0	1,000	0
\$75,001 - \$150,000	19.57%	100,000	100,000	143,000	114,250	0
\$150,001 - \$175,000	13.04%	156,500	155,000	160,000	0	0
\$175,001 - \$275,000	21.74%	211,850	233,000	210,000	201,850	0
\$275,001 - \$325,000	13.04%	293,000	0	291,000	287,450	295,000
\$325,001 - \$475,000	17.39%	353,750	365,000	340,000	380,000	395,000
\$475,001 and up	10.87%	699,000	920,000	677,500	0	750,000
Median Sold Price		216,850	135,000	270,000	201,850	395,000
Total Closed Units	100%	46	12	23	8	3
Total Closed Volume		12,328,450	2.52M	6.78M	1.59M	1.44M

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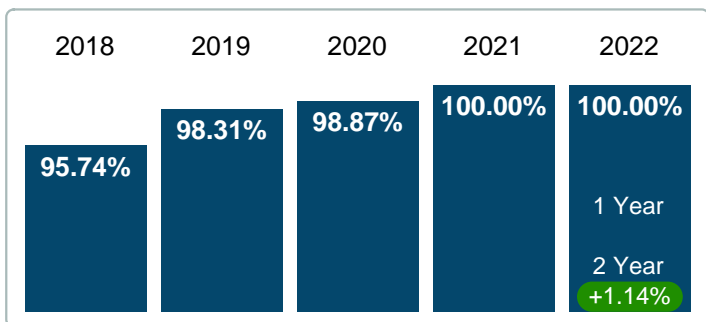
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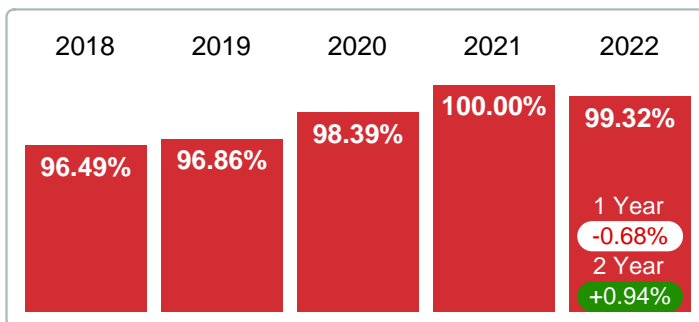
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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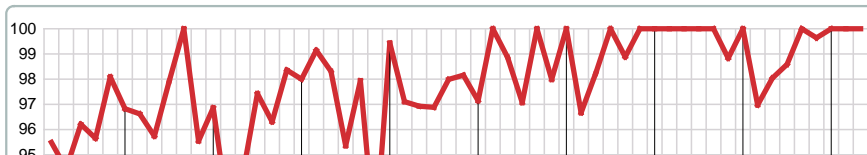
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.58%

High Aug 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **98.58%**

JUN 100.00% ✓
 JUL 100.00% ✓
 AUG 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	
\$75,000 and less	2	4.35%	95.83%	91.67%	0.00%	100.00%	0.00%	
\$75,001 - \$150,000	9	19.57%	101.45%	103.36%	101.77%	90.73%	0.00%	
\$150,001 - \$175,000	6	13.04%	98.75%	97.50%	100.00%	0.00%	0.00%	
\$175,001 - \$275,000	10	21.74%	100.00%	103.56%	100.00%	97.70%	0.00%	
\$275,001 - \$325,000	6	13.04%	99.92%	0.00%	99.84%	101.39%	92.19%	
\$325,001 - \$475,000	8	17.39%	98.34%	93.83%	98.14%	100.00%	100.00%	
\$475,001 and up	5	10.87%	100.00%	100.00%	100.00%	0.00%	100.00%	
Median Sold/List Ratio		100.00%		99.16%	100.00%	100.00%	100.00%	
Total Closed Units		46	100%	100.00%	12	23	8	3
Total Closed Volume		12,328,450			2.52M	6.78M	1.59M	1.44M

August 2022



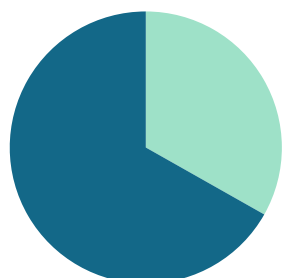
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

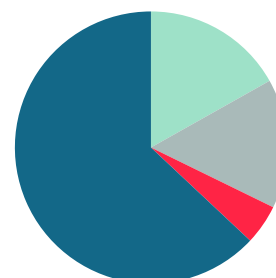


Inventory
 New Listings
75 = 33.19%
 Start Inventory
151
 Total Inventory Units
226
 Volume
\$86,684,085

Market Activity

Closed Sales
46 = 16.85%
 Pending Sales
42 = 15.38%
 Other Off Market
13 = 4.76%
 Active Inventory
172 = 63.00%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	42	46	9.52%	344	339	-1.45%
Pending Sales	42	42	0.00%	359	334	-6.96%
New Listings	53	75	41.51%	453	497	9.71%
Median List Price	145,000	224,500	54.83%	169,950	198,000	16.50%
Median Sale Price	149,000	216,850	45.54%	167,750	195,000	16.24%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.32%	-0.68%
Median Days on Market to Sale	10.00	22.50	125.00%	13.00	16.00	23.08%
Monthly Inventory	116	172	48.28%	116	172	48.28%
Months Supply of Inventory	2.78	4.10	47.69%	2.78	4.10	47.69%

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

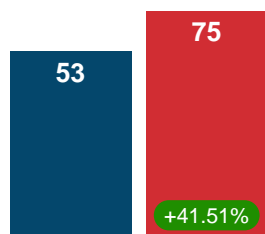
Inventory on August 31, 2022 = **172**

2021 **2022**

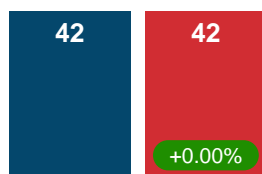
AUGUST MARKET

MEDIAN PRICES

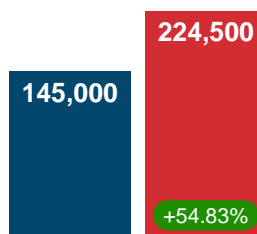
New Listings



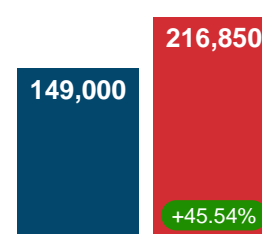
Pending Listings



List Price



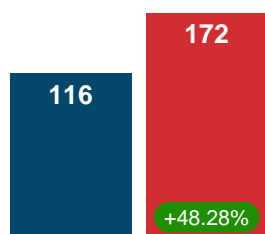
Sale Price



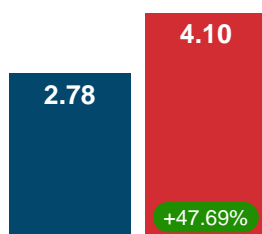
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

