

## February 2022



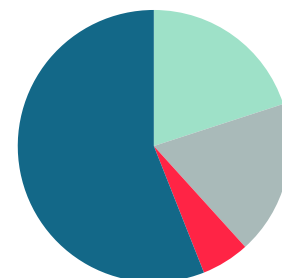
Area Delimited by County Of Mayes - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	February 2022	+/-%
Closed Listings	26	35	34.62%
Pending Listings	44	32	-27.27%
New Listings	39	29	-25.64%
Average List Price	216,590	313,507	44.75%
Average Sale Price	209,628	302,853	44.47%
Average Percent of Selling Price to List Price	95.11%	97.93%	2.96%
Average Days on Market to Sale	29.54	35.51	20.23%
End of Month Inventory	92	98	6.52%
Months Supply of Inventory	2.39	2.29	-4.25%



■ Closed (20.00%)  
■ Pending (18.29%)  
■ Other OffMarket (5.71%)  
■ Active (56.00%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of February 28, 2022 = **98**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2022 rose **6.52%** to 98 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **2.29** 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 **44.47%** in February 2022 to \$302,853 versus the previous year at \$209,628.

##### Average Days on Market Lengthens

The average number of **35.51** days that homes spent on the market before selling increased by 5.98 days or **20.23%** in February 2022 compared to last year's same month at **29.54** DOM.

##### Sales Success for February 2022 is Positive

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

There were 29 New Listings in February 2022, down **25.64%** from last year at 39. Furthermore, there were 35 Closed Listings this month versus last year at 26, a **34.62%** increase.

Closed versus Listed trends yielded a **120.7%** ratio, up from previous year's, February 2021, at **66.7%**, a **81.03%** upswing. This will certainly create pressure on an increasing Month's 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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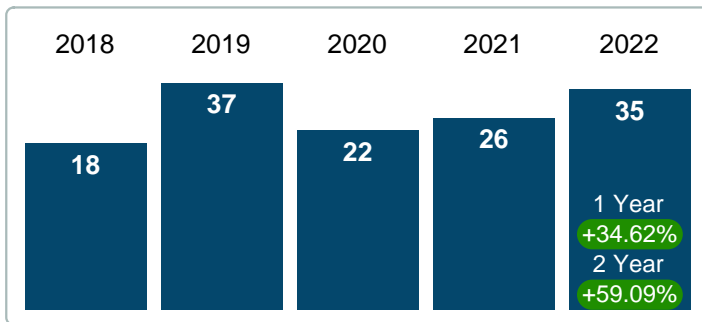
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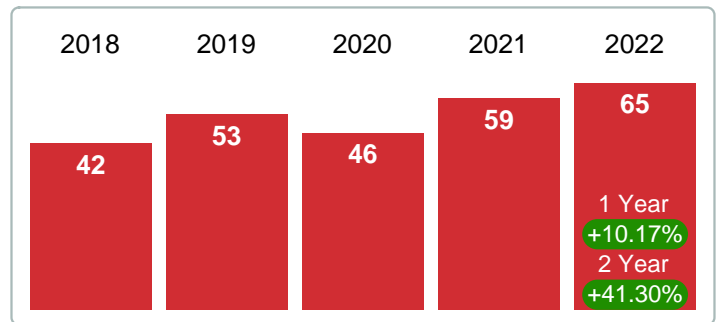
## CLOSED LISTINGS

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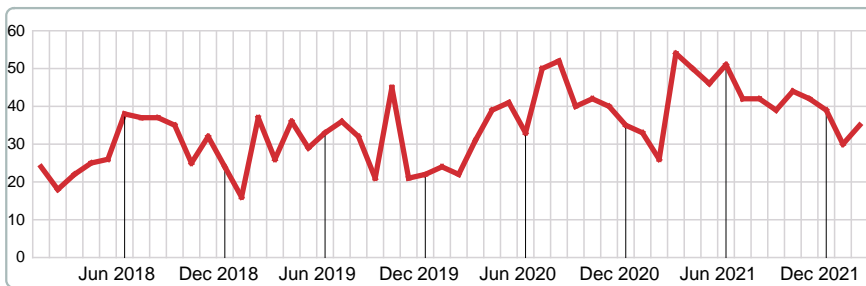
### FEBRUARY



### YEAR TO DATE (YTD)

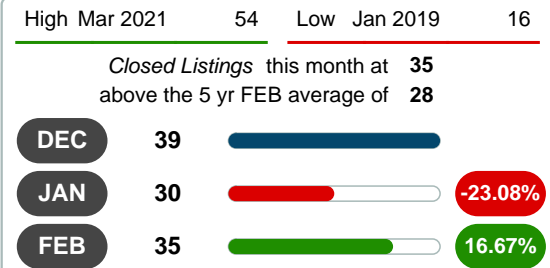


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 28



### 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	3	8.57%	15.7	0	3	0	0
\$75,001 - \$125,000	4	11.43%	24.8	3	1	0	0
\$125,001 - \$150,000	5	14.29%	28.6	3	2	0	0
\$150,001 - \$250,000	9	25.71%	25.6	1	7	0	1
\$250,001 - \$350,000	4	11.43%	42.5	2	2	0	0
\$350,001 - \$425,000	7	20.00%	38.7	1	4	2	0
\$425,001 and up	3	8.57%	94.3	0	2	0	1
<b>Total Closed Units</b>	<b>35</b>			<b>10</b>	<b>21</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,599,855</b>	<b>100%</b>	<b>35.5</b>	<b>1.88M</b>	<b>7.26M</b>	<b>749.50K</b>	<b>710.00K</b>
<b>Average Closed Price</b>	<b>\$302,853</b>			<b>\$187,900</b>	<b>\$345,779</b>	<b>\$374,750</b>	<b>\$355,000</b>

# February 2022



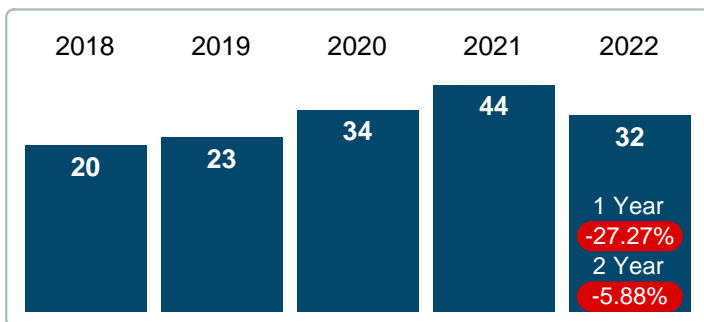
Area Delimited by County Of Mayes - Residential Property Type



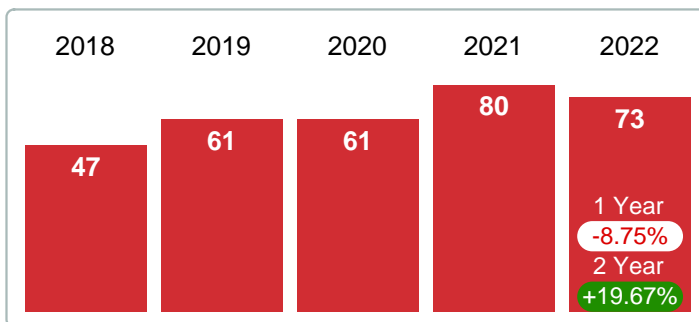
## PENDING LISTINGS

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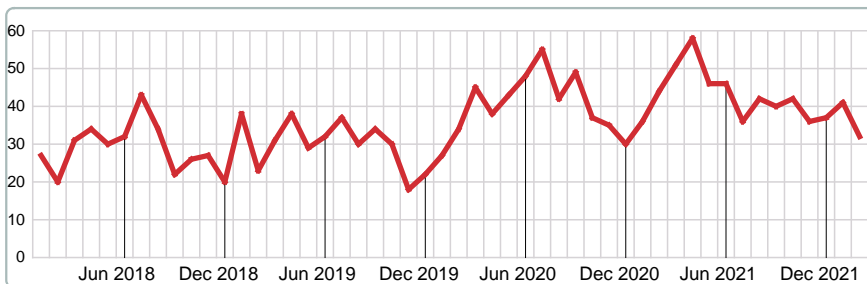
### FEBRUARY



### YEAR TO DATE (YTD)

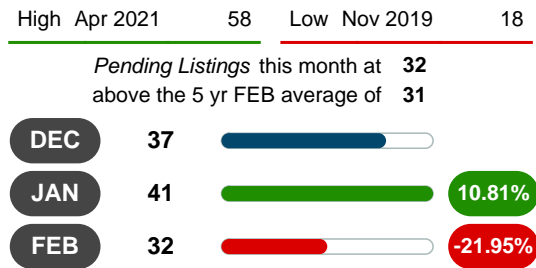


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 31



### 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	1	3.13%	12.0	1	0	0	0
\$50,001 - \$100,000	6	18.75%	47.0	2	4	0	0
\$100,001 - \$125,000	5	15.63%	77.0	1	4	0	0
\$125,001 - \$225,000	9	28.13%	66.2	0	8	1	0
\$225,001 - \$250,000	1	3.13%	0.0	0	1	0	0
\$250,001 - \$375,000	6	18.75%	55.7	1	4	1	0
\$375,001 and up	4	12.50%	21.8	1	2	1	0
<b>Total Pending Units</b>	<b>32</b>			<b>6</b>	<b>23</b>	<b>3</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,315,849</b>	<b>100%</b>	<b>53.0</b>	<b>1.22M</b>	<b>4.32M</b>	<b>1.77M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$228,620</b>			<b>\$204,150</b>	<b>\$188,041</b>	<b>\$588,666</b>	<b>\$0</b>

# February 2022



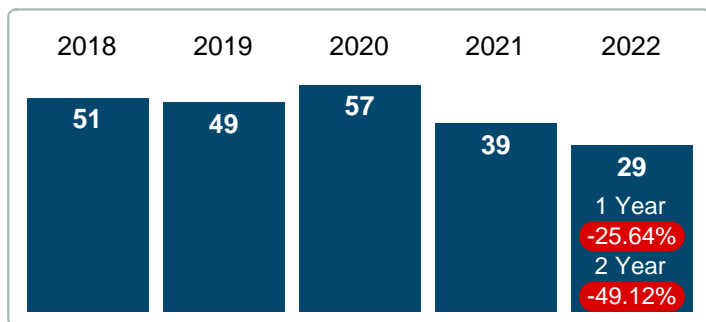
Area Delimited by County Of Mayes - Residential Property Type



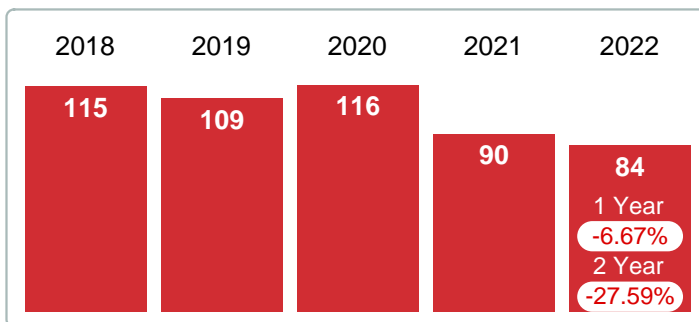
## NEW LISTINGS

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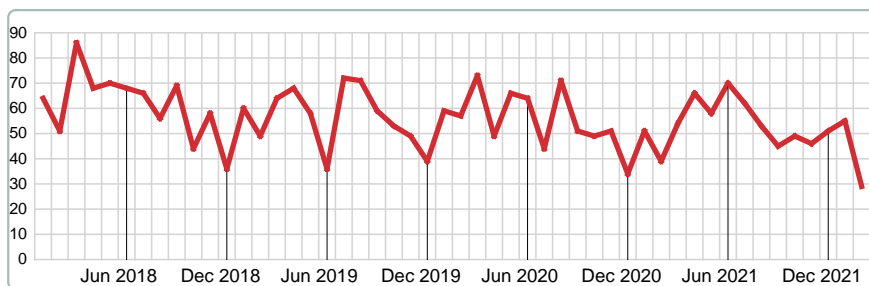
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

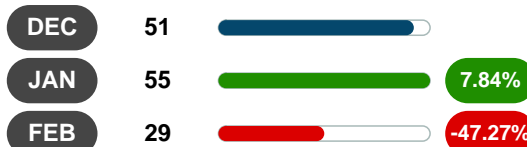


### 3 MONTHS

5 year FEB AVG = 45

High Mar 2018: 86 | Low Feb 2022: 29

New Listings this month at **29**  
below the 5 yr FEB average of **45**



### 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	2	6.90%	1	1	0	0
\$75,001 - \$150,000	4	13.79%	3	0	1	0
\$150,001 - \$200,000	3	10.34%	0	3	0	0
\$200,001 - \$325,000	9	31.03%	1	7	1	0
\$325,001 - \$425,000	4	13.79%	0	1	2	1
\$425,001 - \$675,000	4	13.79%	1	2	1	0
\$675,001 and up	3	10.34%	0	1	0	2
<b>Total New Listed Units</b>	<b>29</b>		<b>6</b>	<b>15</b>	<b>5</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>9,340,050</b>	<b>100%</b>	<b>1.05M</b>	<b>4.20M</b>	<b>1.56M</b>	<b>2.53M</b>
<b>Average New Listed Listing Price</b>	<b>\$304,225</b>		<b>\$174,667</b>	<b>\$280,083</b>	<b>\$312,460</b>	<b>\$842,833</b>

# February 2022



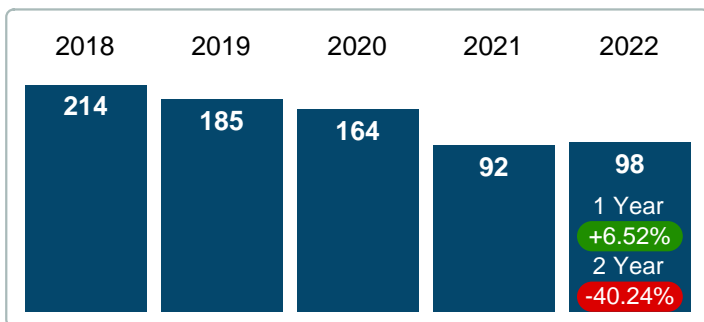
Area Delimited by County Of Mayes - Residential Property Type



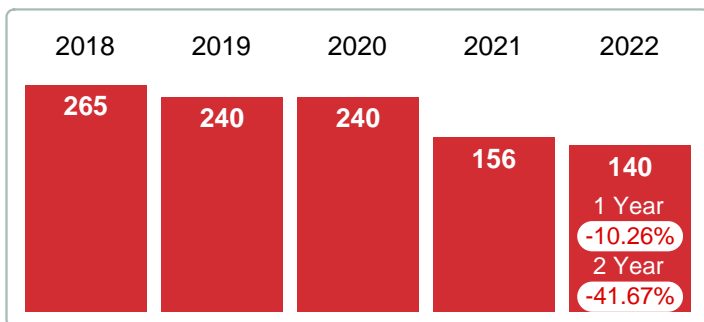
## ACTIVE INVENTORY

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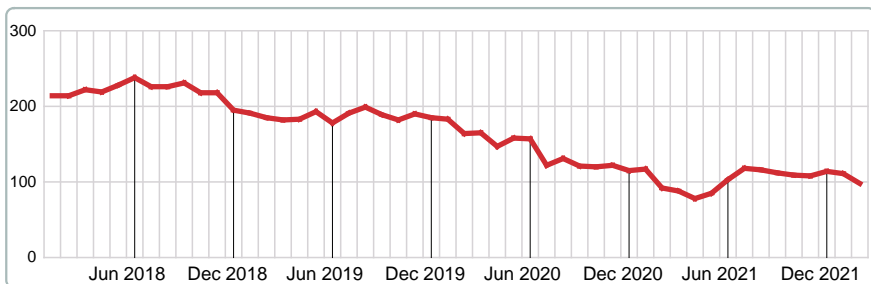
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

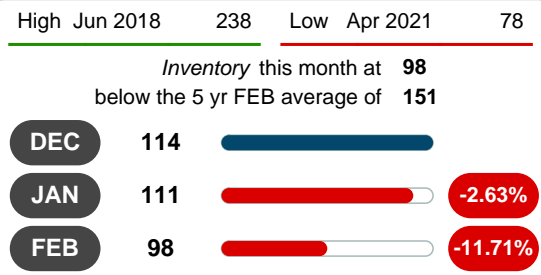


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 151



### 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	8	8.16%	107.3	7	1	0	0
\$75,001 - \$150,000	12	12.24%	62.4	3	6	3	0
\$150,001 - \$225,000	15	15.31%	65.1	1	13	1	0
\$225,001 - \$325,000	26	26.53%	58.8	2	14	8	2
\$325,001 - \$475,000	15	15.31%	73.5	2	6	5	2
\$475,001 - \$825,000	12	12.24%	106.9	1	4	3	4
\$825,001 and up	10	10.20%	118.7	0	3	3	4
<b>Total Active Inventory by Units</b>	<b>98</b>			<b>16</b>	<b>47</b>	<b>23</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>48,127,124</b>	<b>100%</b>	<b>78.4</b>	<b>2.93M</b>	<b>15.56M</b>	<b>11.13M</b>	<b>18.51M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$491,093</b>			<b>\$183,156</b>	<b>\$331,017</b>	<b>\$484,035</b>	<b>\$1,542,169</b>

# February 2022



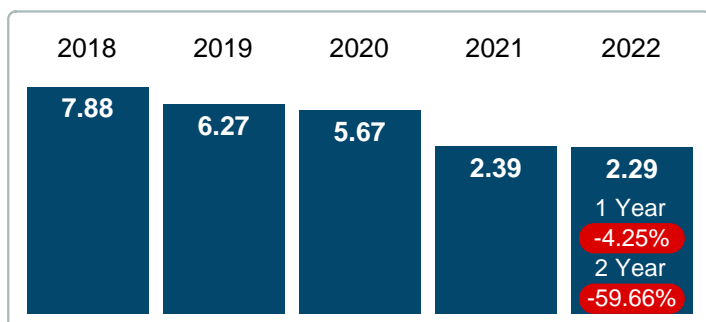
Area Delimited by County Of Mayes - Residential Property Type



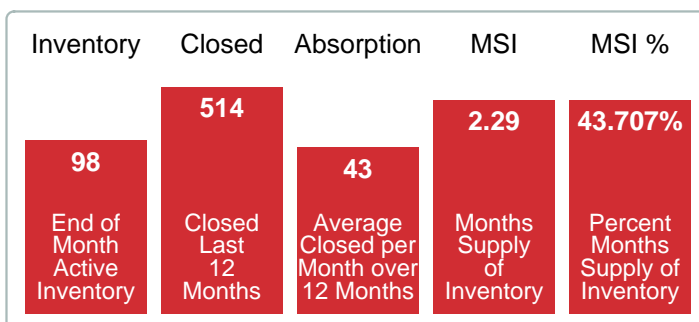
## MONTHS SUPPLY of INVENTORY (MSI)

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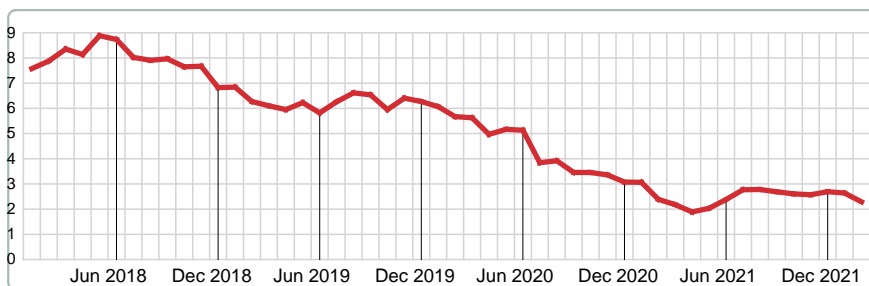
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

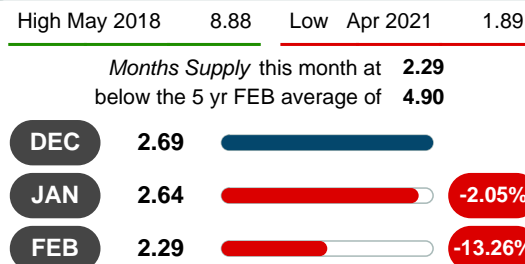


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.90



### 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	8	8.16%	1.50	3.00	0.35	0.00	0.00
\$75,001 - \$150,000	12	12.24%	0.89	0.84	0.69	2.77	0.00
\$150,001 - \$225,000	15	15.31%	1.54	1.20	1.77	0.75	0.00
\$225,001 - \$325,000	26	26.53%	3.22	1.85	2.71	4.80	12.00
\$325,001 - \$475,000	15	15.31%	4.29	24.00	2.67	4.62	24.00
\$475,001 - \$825,000	12	12.24%	5.54	4.00	5.33	4.50	8.00
\$825,001 and up	10	10.20%	20.00	0.00	18.00	18.00	24.00
Market Supply of Inventory (MSI)			2.29	1.96	1.72	3.73	9.60
Total Active Inventory by Units		100%	2.29	16	47	23	12

# February 2022



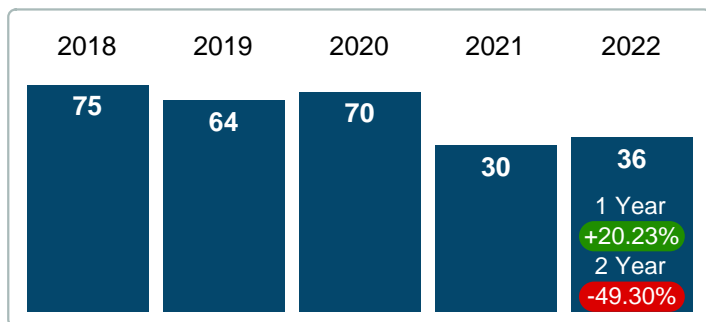
Area Delimited by County Of Mayes - Residential Property Type



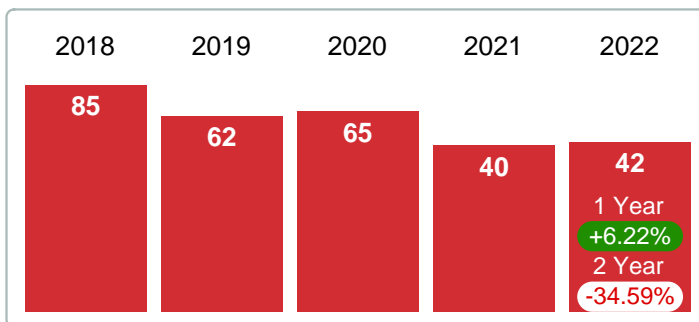
## AVERAGE DAYS ON MARKET TO SALE

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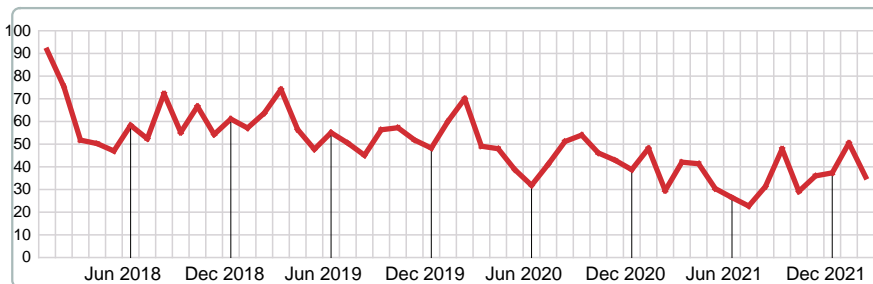
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

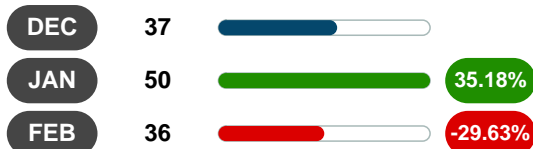


### 3 MONTHS

5 year FEB AVG = 55

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 36 below the 5 yr FEB average of 55



### 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	8.57%	16	0	16	0	0
\$75,001 - \$125,000	11.43%	25	19	42	0	0
\$125,001 - \$150,000	14.29%	29	12	54	0	0
\$150,001 - \$250,000	25.71%	26	10	31	0	5
\$250,001 - \$350,000	11.43%	43	62	24	0	0
\$350,001 - \$425,000	20.00%	39	4	53	29	0
\$425,001 and up	8.57%	94	0	74	0	136
<b>Average Closed DOM</b>		<b>36</b>	<b>23</b>	<b>39</b>	<b>29</b>	<b>71</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>36</b>	<b>10</b>	<b>21</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,599,855</b>	<b>1.88M</b>	<b>7.26M</b>	<b>749.50K</b>	<b>710.00K</b>



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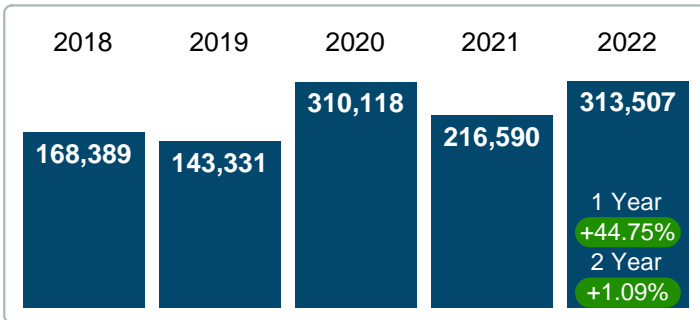
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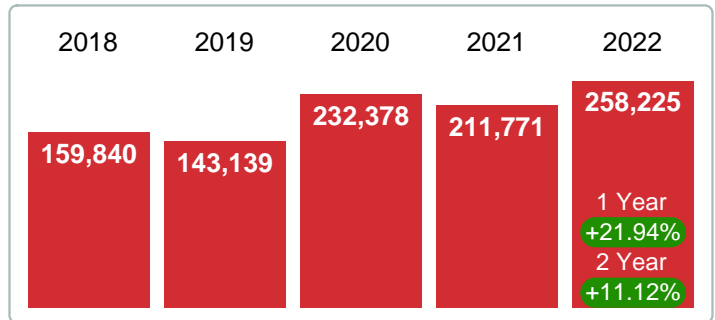
## AVERAGE LIST PRICE AT CLOSING

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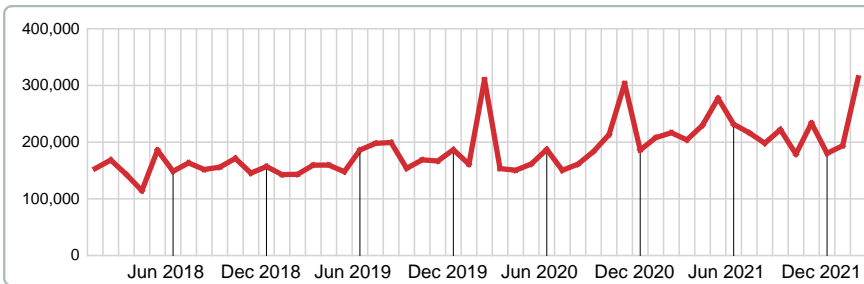
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

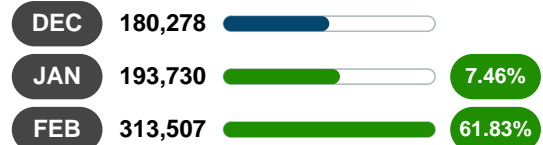


### 3 MONTHS

5 year FEB AVG = 230,387

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

Average List Price at Closing this month at **313,507**  
above the 5 yr FEB average of **230,387**



### 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	8.57%	68,333	0	68,333	0	0
\$75,001 - \$125,000	11.43%	97,875	94,167	109,000	0	0
\$125,001 - \$150,000	11.43%	136,875	144,500	143,750	0	0
\$150,001 - \$250,000	28.57%	193,955	249,900	186,593	0	210,000
\$250,001 - \$350,000	17.14%	308,567	304,950	276,500	0	0
\$350,001 - \$425,000	14.29%	393,760	339,000	392,225	374,700	0
\$425,001 and up	8.57%	1,356,333		01,774,500	0	520,000
<b>Average List Price</b>		<b>313,507</b>	<b>191,480</b>	<b>360,883</b>	<b>374,700</b>	<b>365,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>313,507</b>	<b>10</b>	<b>21</b>	<b>2</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,972,750</b>	<b>1.91M</b>	<b>7.58M</b>	<b>749.40K</b>	<b>730.00K</b>



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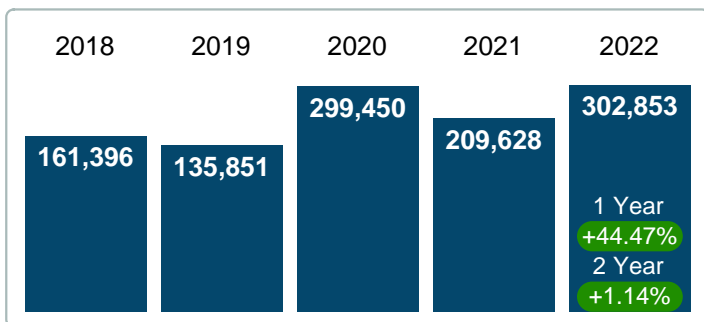
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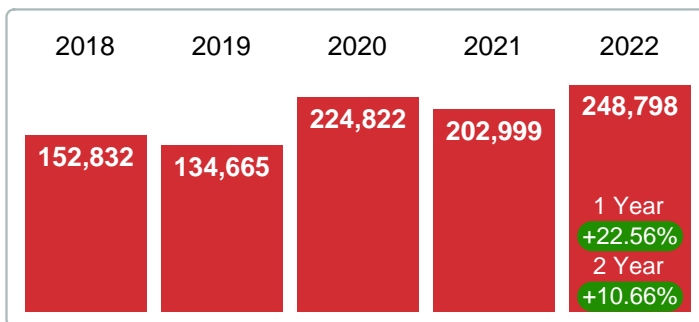
## AVERAGE SOLD PRICE AT CLOSING

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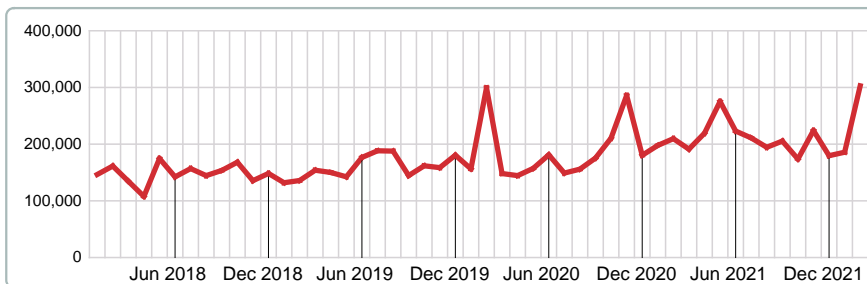
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 221,836

High Feb 2022 302,853    Low Apr 2018 107,823

Average Sold Price at Closing this month at **302,853**  
above the 5 yr FEB average of **221,836**

DEC	179,615	<div style="width: 80%;"></div>
JAN	185,734	<div style="width: 85%;"></div> 3.41%
FEB	302,853	<div style="width: 100%;"></div> 63.06%

### 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	<div style="width: 8.57%;"></div> 3	8.57%	60,667	0	60,667	0	0
\$75,001 - \$125,000	<div style="width: 11.43%;"></div> 4	11.43%	95,875	92,834	105,000	0	0
\$125,001 - \$150,000	<div style="width: 14.29%;"></div> 5	14.29%	140,700	138,500	144,000	0	0
\$150,001 - \$250,000	<div style="width: 25.71%;"></div> 9	25.71%	199,373	245,000	191,336	0	210,000
\$250,001 - \$350,000	<div style="width: 11.43%;"></div> 4	11.43%	279,500	292,500	266,500	0	0
\$350,001 - \$425,000	<div style="width: 20.00%;"></div> 7	20.00%	375,643	355,000	381,250	374,750	0
\$425,001 and up	<div style="width: 8.57%;"></div> 3	8.57%	1,263,000		01,644,500	0	500,000
Average Sold Price			302,853	187,900	345,779	374,750	355,000
Total Closed Units		100%	302,853	10	21	2	2
Total Closed Volume			10,599,855	1.88M	7.26M	749.50K	710.00K

# February 2022



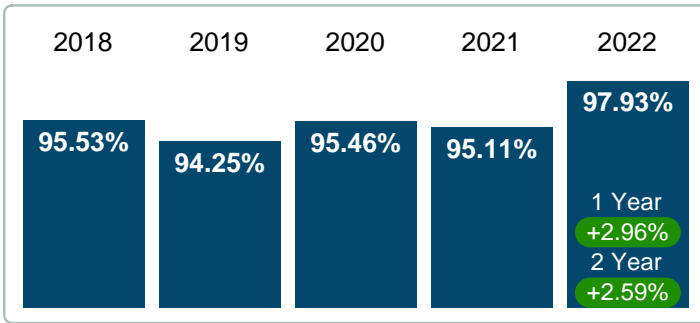
Area Delimited by County Of Mayes - Residential Property Type



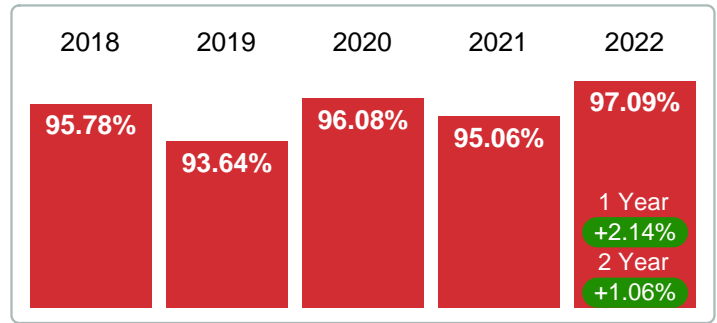
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

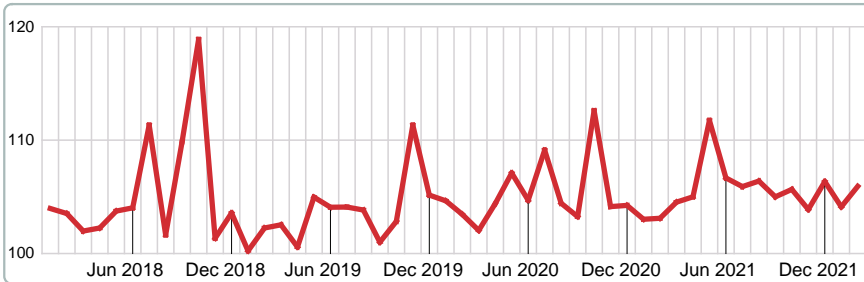
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

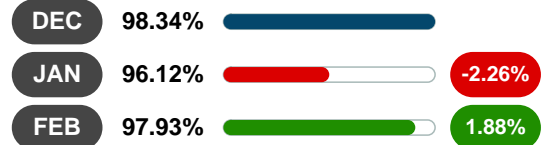


### 3 MONTHS

5 year FEB AVG = 95.66%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.93%**  
above the 5 yr FEB average of **95.66%**



### 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	3	8.57%	88.73%	0.00%	88.73%	0.00%	0.00%
\$75,001 - \$125,000	4	11.43%	97.82%	98.31%	96.33%	0.00%	0.00%
\$125,001 - \$150,000	5	14.29%	97.91%	96.27%	100.38%	0.00%	0.00%
\$150,001 - \$250,000	9	25.71%	101.92%	98.04%	102.75%	0.00%	100.00%
\$250,001 - \$350,000	4	11.43%	96.17%	95.85%	96.49%	0.00%	0.00%
\$350,001 - \$425,000	7	20.00%	99.11%	104.72%	97.17%	100.19%	0.00%
\$425,001 and up	3	8.57%	94.91%	0.00%	94.28%	0.00%	96.15%
Average Sold/List Ratio		97.90%		97.82%	97.75%	100.19%	98.08%
Total Closed Units		35	100%	10	21	2	2
Total Closed Volume		10,599,855		1.88M	7.26M	749.50K	710.00K

# February 2022



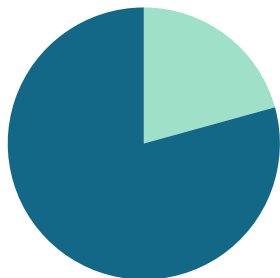
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

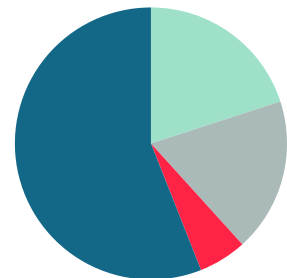


**Inventory**  
 New Listings  
**29 = 20.71%**  
 Start Inventory  
**111**  
 Total Inventory Units  
**140**  
 Volume  
**\$61,136,423**

### Market Activity

Closed Sales  
**35 = 20.00%**  
 Pending Sales  
**32 = 18.29%**  
 Other Off Market  
**10 = 5.71%**  
 Active Inventory  
**98 = 56.00%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	26	35	34.62%	59	65	10.17%
Pending Sales	44	32	-27.27%	80	73	-8.75%
New Listings	39	29	-25.64%	90	84	-6.67%
Average List Price	216,590	313,507	44.75%	211,771	258,225	21.94%
Average Sale Price	209,628	302,853	44.47%	202,999	248,798	22.56%
Average Percent of Selling Price to List Price	95.11%	97.93%	2.96%	95.06%	97.09%	2.14%
Average Days on Market to Sale	29.54	35.51	20.23%	39.93	42.42	6.22%
Monthly Inventory	92	98	6.52%	92	98	6.52%
Months Supply of Inventory	2.39	2.29	-4.25%	2.39	2.29	-4.25%

**Absorption:** Last 12 months, an Average of **43** Sales/Month

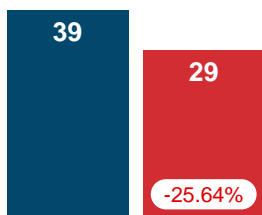
**Inventory** on February 28, 2022 = **98**

**2021** **2022**

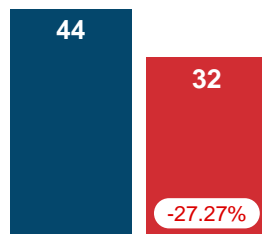
### FEBRUARY MARKET

### AVERAGE PRICES

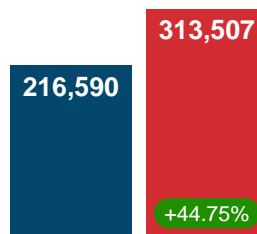
#### New Listings



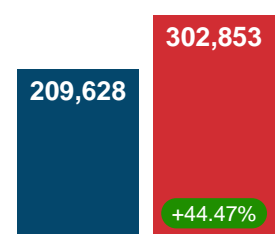
#### Pending Listings



#### List Price



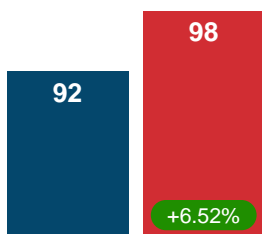
#### Sale Price



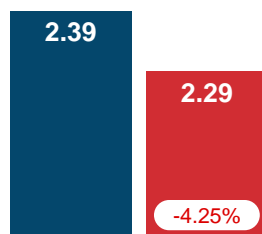
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

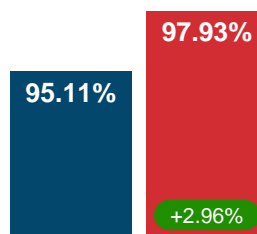
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

