

February 2022



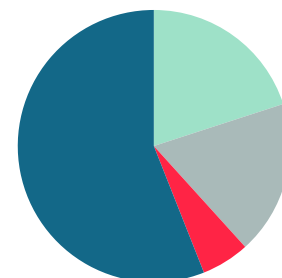
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2021	2022	
Closed Listings	26	35	34.62%
Pending Listings	44	32	-27.27%
New Listings	39	29	-25.64%
Median List Price	162,400	210,000	29.31%
Median Sale Price	154,500	210,000	35.92%
Median Percent of Selling Price to List Price	98.24%	98.04%	-0.20%
Median Days on Market to Sale	13.00	13.00	0.00%
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.

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 **35.92%** in February 2022 to \$210,000 versus the previous year at \$154,500.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in February 2022 compared to last year's same month at **13.00** DOM.

Sales Success for February 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

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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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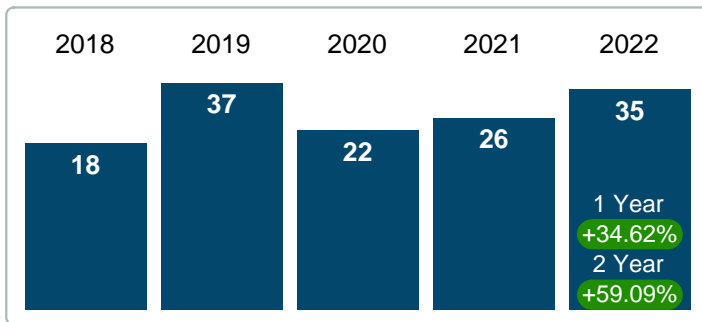
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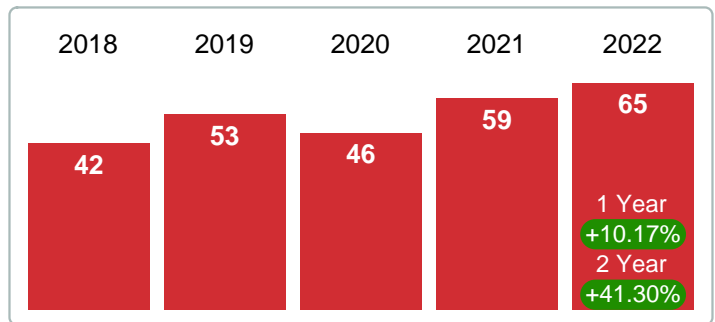
CLOSED LISTINGS

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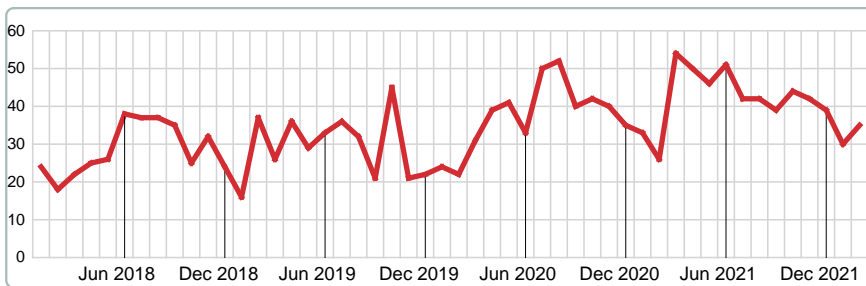
FEBRUARY



YEAR TO DATE (YTD)

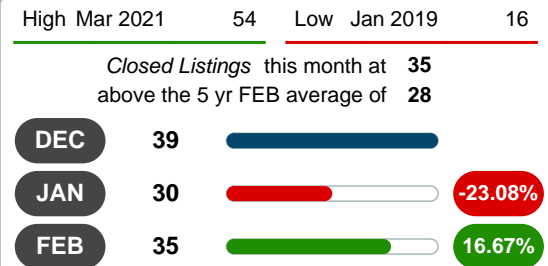


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.57%	13.0	0	3	0	0
\$75,001 - \$125,000	4	11.43%	23.5	3	1	0	0
\$125,001 - \$150,000	5	14.29%	7.0	3	2	0	0
\$150,001 - \$250,000	9	25.71%	5.0	1	7	0	1
\$250,001 - \$350,000	4	11.43%	23.5	2	2	0	0
\$350,001 - \$425,000	7	20.00%	29.0	1	4	2	0
\$425,001 and up	3	8.57%	97.0	0	2	0	1
Total Closed Units	35			10	21	2	2
Total Closed Volume	10,599,855	100%	13.0	1.88M	7.26M	749.50K	710.00K
Median Closed Price	\$210,000			\$141,250	\$209,300	\$374,750	\$355,000

February 2022



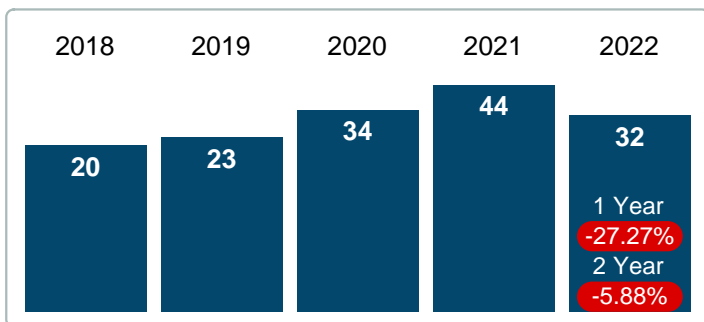
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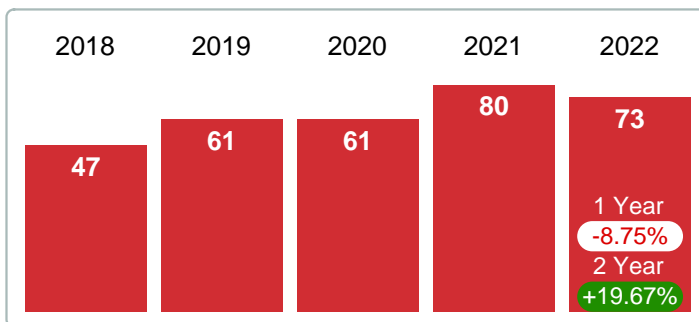
PENDING LISTINGS

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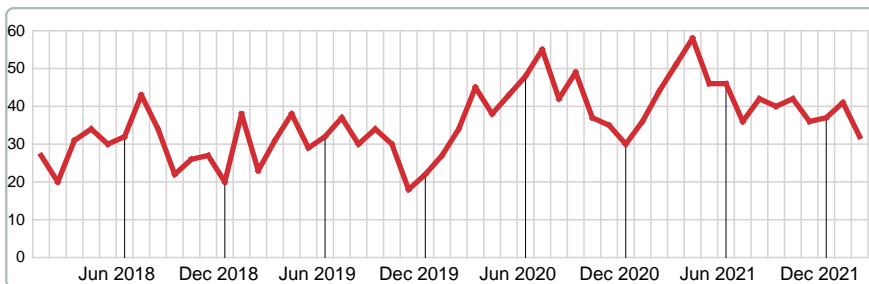
FEBRUARY



YEAR TO DATE (YTD)

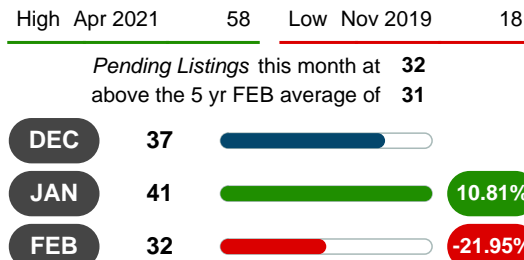


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 31



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	15.0	2	4	0	0
\$100,001 - \$125,000	5	15.63%	80.0	1	4	0	0
\$125,001 - \$225,000	9	28.13%	41.0	0	8	1	0
\$225,001 - \$250,000	1	3.13%	0.0	0	1	0	0
\$250,001 - \$375,000	6	18.75%	47.0	1	4	1	0
\$375,001 and up	4	12.50%	25.0	1	2	1	0
Total Pending Units	32			6	23	3	0
Total Pending Volume	7,315,849	100%	35.5	1.22M	4.32M	1.77M	0.00B
Median Listing Price	\$174,450			\$99,000	\$159,900	\$359,000	\$0

February 2022



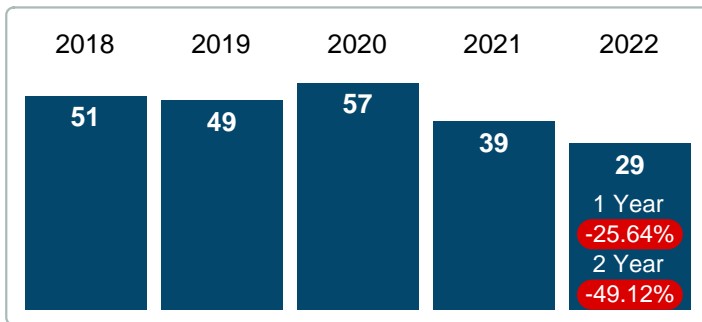
Area Delimited by County Of Mayes - Residential Property Type



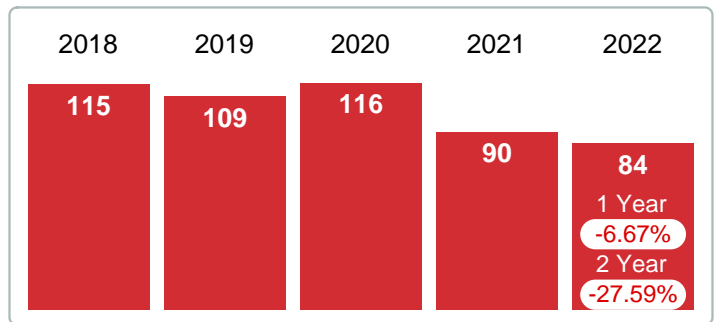
NEW LISTINGS

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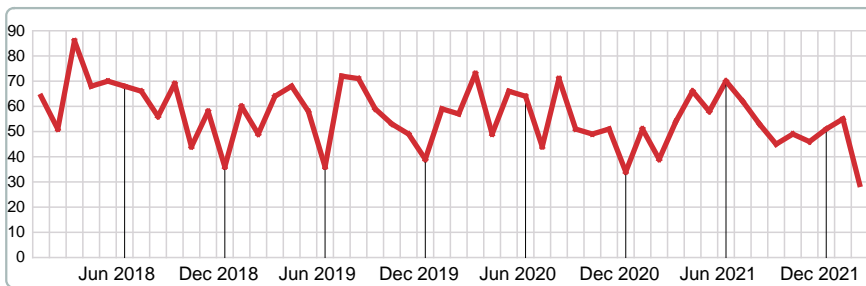
FEBRUARY



YEAR TO DATE (YTD)

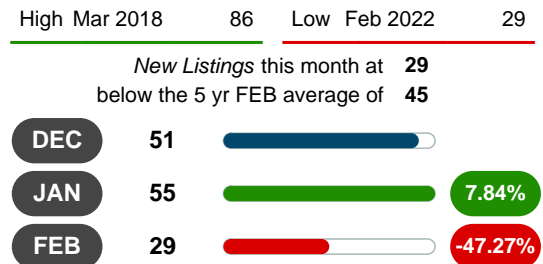


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 45



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
Total New Listed Units	29		6	15	5	3
Total New Listed Volume	9,340,050	100%	1.05M	4.20M	1.56M	2.53M
Median New Listed Listing Price	\$249,900		\$99,000	\$241,000	\$354,500	\$749,500

February 2022



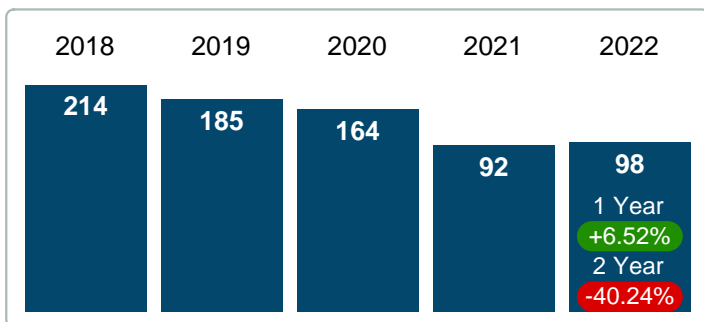
Area Delimited by County Of Mayes - Residential Property Type



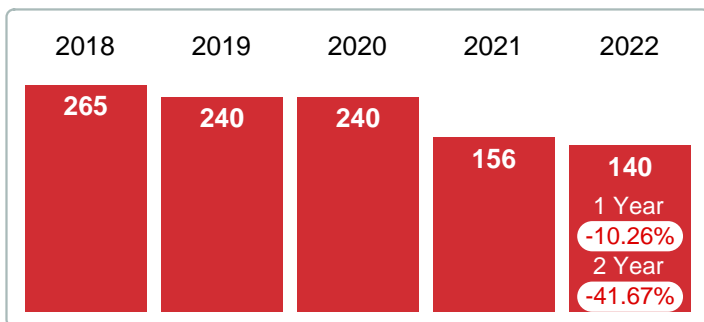
ACTIVE INVENTORY

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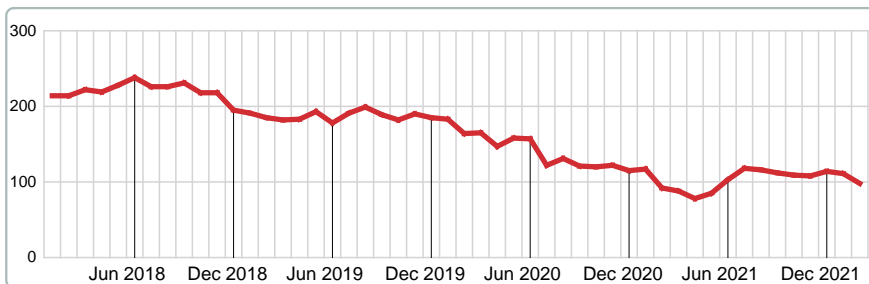
END OF FEBRUARY



ACTIVE DURING FEBRUARY

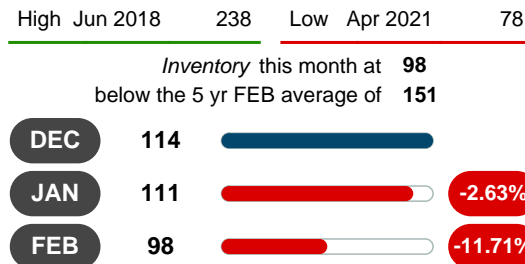


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 151



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	8.16%	87.0	7	1	0	0
\$75,001 - \$150,000	12	12.24%	49.0	3	6	3	0
\$150,001 - \$225,000	15	15.31%	52.0	1	13	1	0
\$225,001 - \$325,000	26	26.53%	40.0	2	14	8	2
\$325,001 - \$475,000	15	15.31%	45.0	2	6	5	2
\$475,001 - \$825,000	12	12.24%	88.5	1	4	3	4
\$825,001 and up	10	10.20%	122.5	0	3	3	4
Total Active Inventory by Units	98			16	47	23	12
Total Active Inventory by Volume	48,127,124	100%	53.5	2.93M	15.56M	11.13M	18.51M
Median Active Inventory Listing Price	\$252,500			\$102,500	\$245,000	\$299,900	\$724,250

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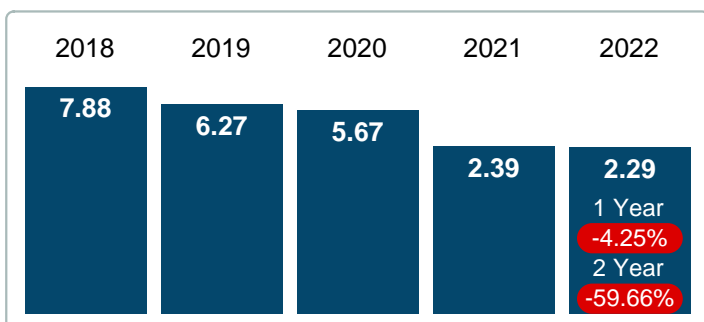
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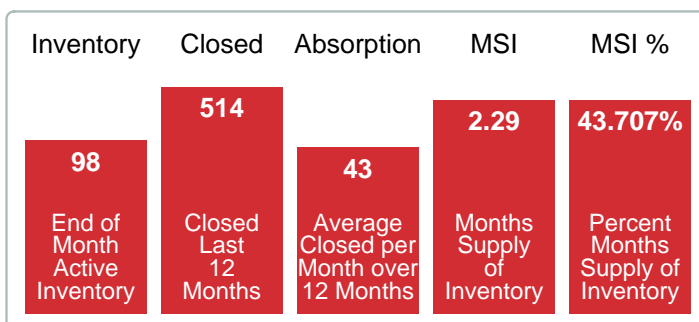
MONTHS SUPPLY of INVENTORY (MSI)

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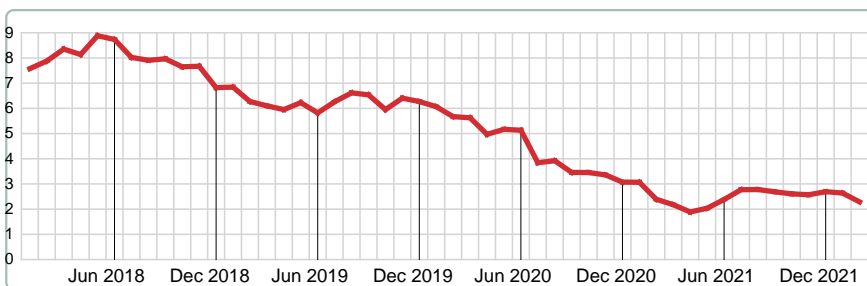
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

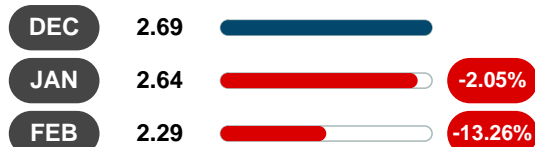


3 MONTHS

5 year FEB AVG = 4.90

High May 2018 8.88 Low Apr 2021 1.89

Months Supply this month at 2.29 below the 5 yr FEB average of 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



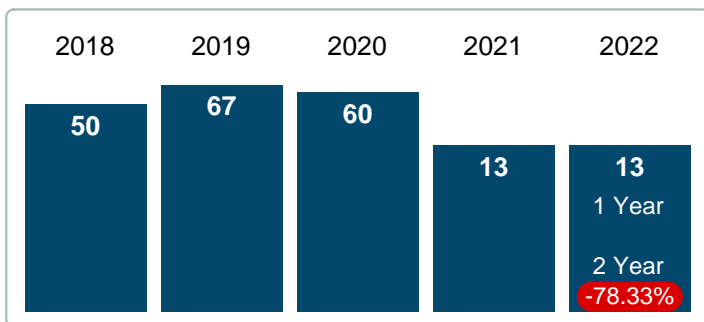
Area Delimited by County Of Mayes - Residential Property Type



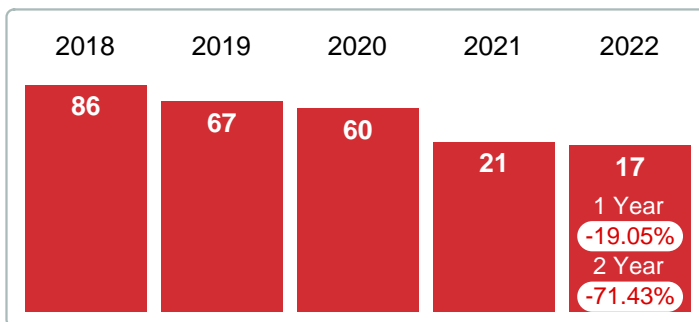
MEDIAN DAYS ON MARKET TO SALE

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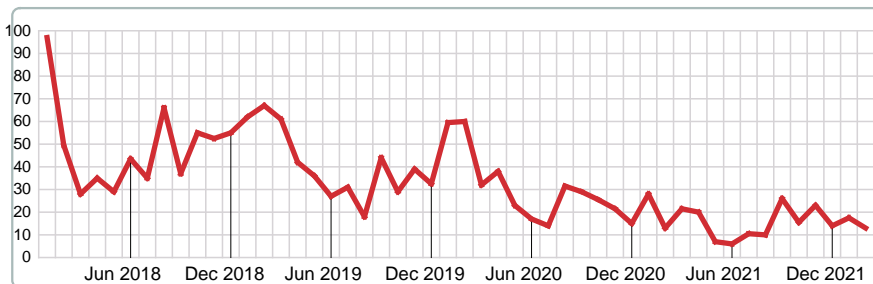
FEBRUARY



YEAR TO DATE (YTD)

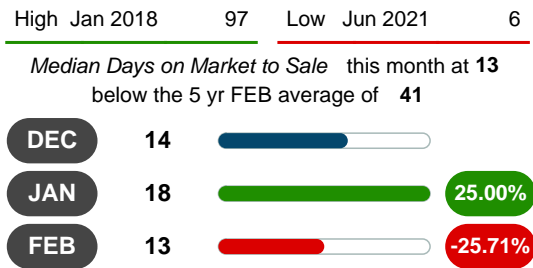


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 41



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	8.57%	13	0	13	0	0
\$75,001 - \$125,000	11.43%	24	14	42	0	0
\$125,001 - \$150,000	14.29%	7	4	54	0	0
\$150,001 - \$250,000	25.71%	5	10	4	0	5
\$250,001 - \$350,000	11.43%	24	62	24	0	0
\$350,001 - \$425,000	20.00%	29	4	32	29	0
\$425,001 and up	8.57%	97	0	74	0	136
Median Closed DOM		13	10	29	29	71
Total Closed Units	100%	35	10	21	2	2
Total Closed Volume		10,599,855	1.88M	7.26M	749.50K	710.00K

February 2022



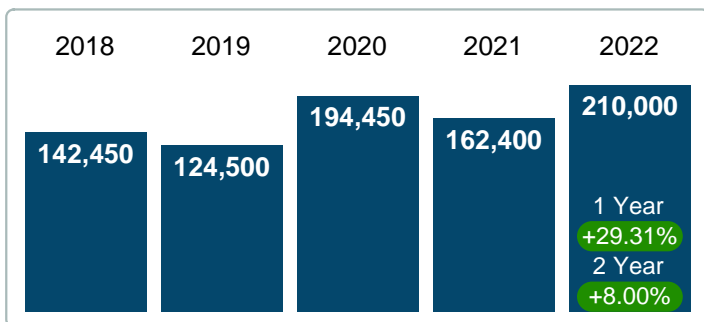
Area Delimited by County Of Mayes - Residential Property Type



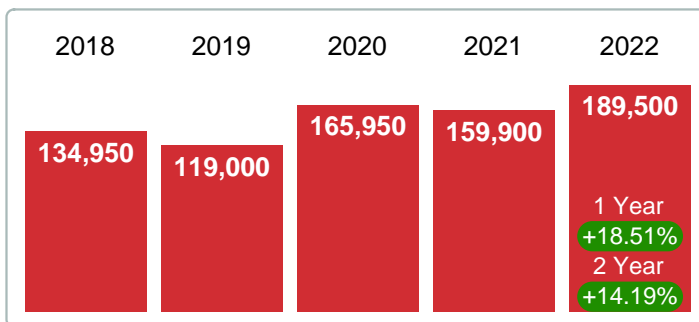
MEDIAN LIST PRICE AT CLOSING

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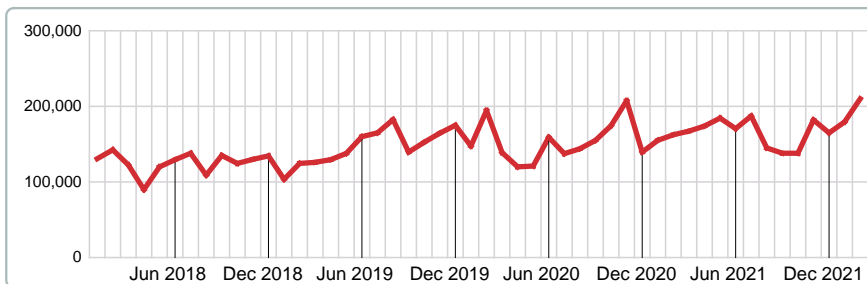
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

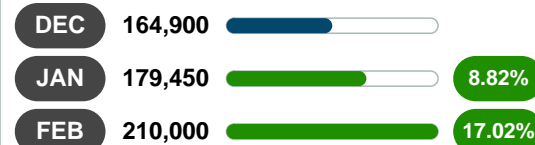


3 MONTHS

5 year FEB AVG = 166,760

High Feb 2022 210,000 Low Apr 2018 89,900

Median List Price at Closing this month at **210,000**
above the 5 yr FEB average of **166,760**



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	8.57%	75,000	0	75,000	0	0
\$75,001 - \$125,000	11.43%	96,750	84,500	109,000	0	0
\$125,001 - \$150,000	11.43%	136,500	137,250	136,500	0	0
\$150,001 - \$250,000	28.57%	194,700	204,450	189,500	0	210,000
\$250,001 - \$350,000	17.14%	304,950	310,000	276,500	349,500	0
\$350,001 - \$425,000	14.29%	395,000	0	392,450	399,900	0
\$425,001 and up	8.57%	520,000	0	0	0	520,000
Median List Price		210,000	150,750	199,900	374,700	365,000
Total Closed Units		35	10	21	2	2
Total Closed Volume		10,972,750	1.91M	7.58M	749.40K	730.00K

February 2022



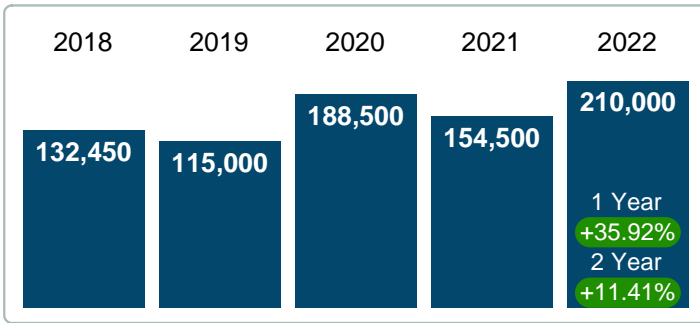
Area Delimited by County Of Mayes - Residential Property Type



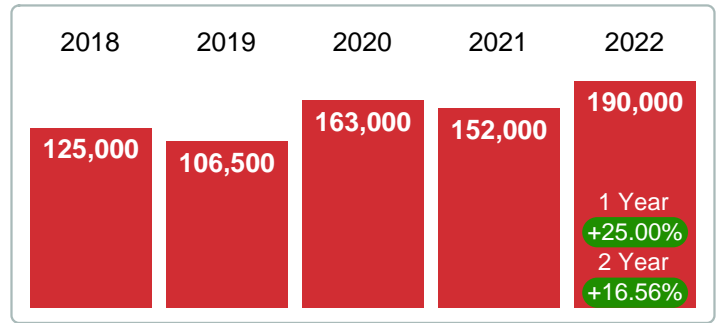
MEDIAN SOLD PRICE AT CLOSING

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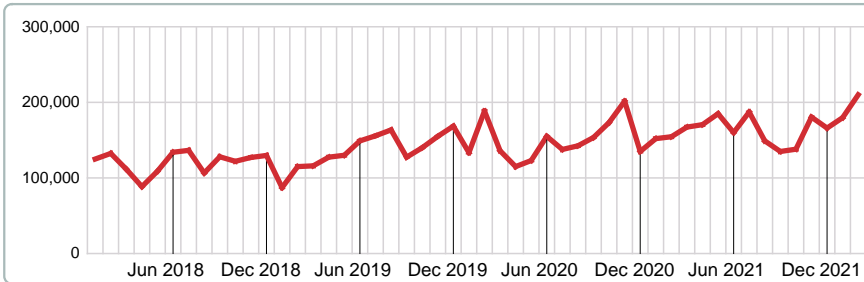
FEBRUARY



YEAR TO DATE (YTD)

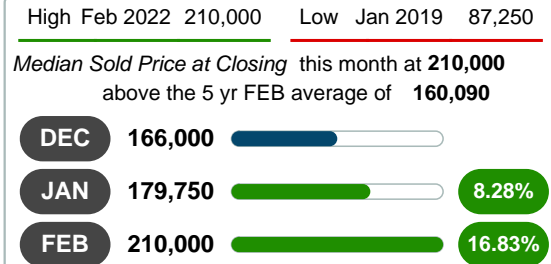


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 160,090



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	3	8.57%	63,500	0	63,500	0	0
\$75,001 - \$125,000	4	11.43%	95,250	85,500	105,000	0	0
\$125,001 - \$150,000	5	14.29%	140,000	140,000	144,000	0	0
\$150,001 - \$250,000	9	25.71%	209,300	245,000	190,000	0	210,000
\$250,001 - \$350,000	4	11.43%	271,500	292,500	266,500	0	0
\$350,001 - \$425,000	7	20.00%	360,000	355,000	372,500	374,750	0
\$425,001 and up	3	8.57%	500,000		01,644,500	0	500,000
Median Sold Price			210,000	141,250	209,300	374,750	355,000
Total Closed Units		100%	210,000	10	21	2	2
Total Closed Volume			10,599,855	1.88M	7.26M	749.50K	710.00K

February 2022



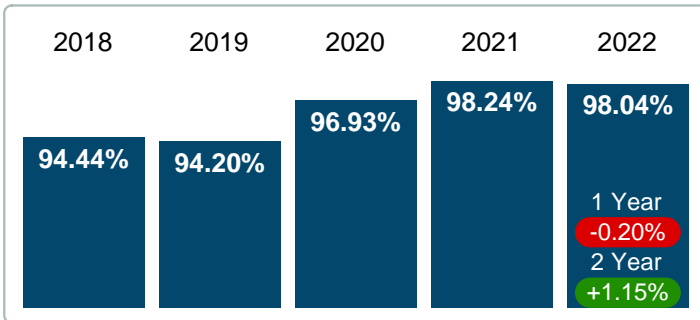
Area Delimited by County Of Mayes - Residential Property Type



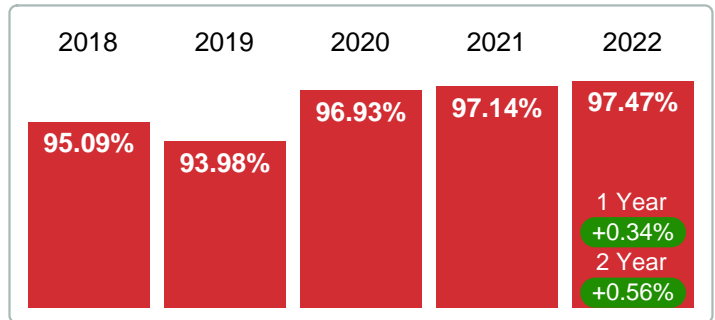
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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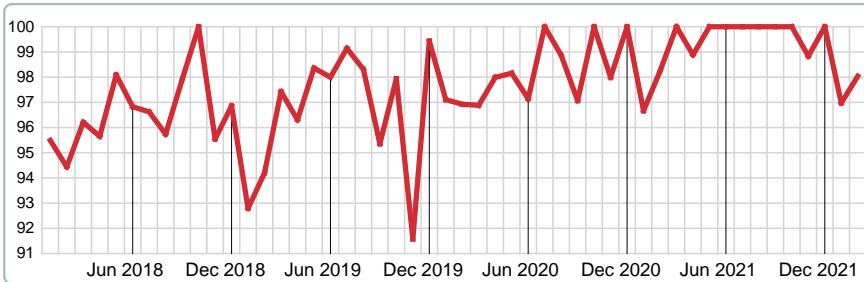
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

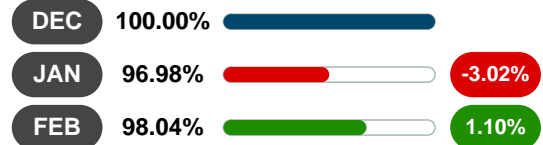


3 MONTHS

5 year FEB AVG = 96.37%

High Dec 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.04%**
 above the 5 yr FEB average of **96.37%**



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	3	8.57%	88.18%	0.00%	88.18%	0.00%	0.00%
\$75,001 - \$125,000	4	11.43%	98.17%	100.00%	96.33%	0.00%	0.00%
\$125,001 - \$150,000	5	14.29%	100.00%	100.00%	100.38%	0.00%	0.00%
\$150,001 - \$250,000	9	25.71%	100.00%	98.04%	100.26%	0.00%	100.00%
\$250,001 - \$350,000	4	11.43%	96.49%	95.85%	96.49%	0.00%	0.00%
\$350,001 - \$425,000	7	20.00%	98.89%	104.72%	98.18%	100.19%	0.00%
\$425,001 and up	3	8.57%	96.15%	0.00%	94.28%	0.00%	96.15%
Median Sold/List Ratio		98.04%		100.00%	97.28%	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



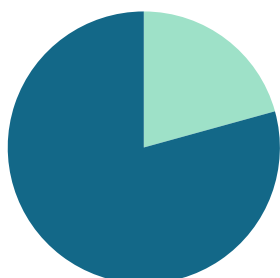
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

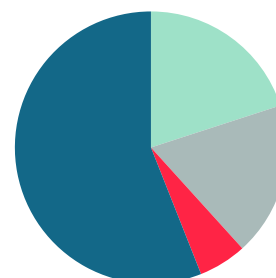


Inventory
 New Listings
29 = 20.71%
 Start Inventory
111
 Total Inventory Units
140
 Volume
\$61,136,423

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%
Median List Price	162,400	210,000	29.31%	159,900	189,500	18.51%
Median Sale Price	154,500	210,000	35.92%	152,000	190,000	25.00%
Median Percent of Selling Price to List Price	98.24%	98.04%	-0.20%	97.14%	97.47%	0.34%
Median Days on Market to Sale	13.00	13.00	0.00%	21.00	17.00	-19.05%
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

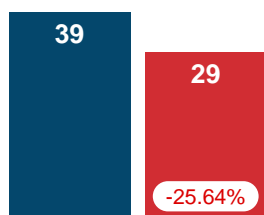
Inventory on February 28, 2022 = **98**

2021 **2022**

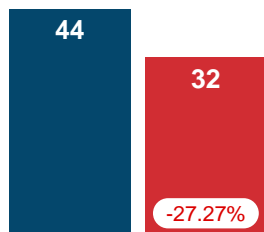
FEBRUARY MARKET

MEDIAN PRICES

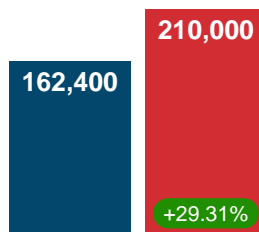
New Listings



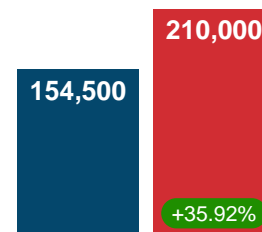
Pending Listings



List Price



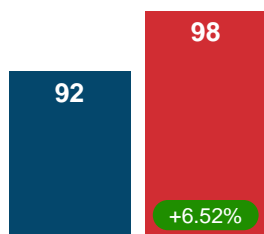
Sale Price



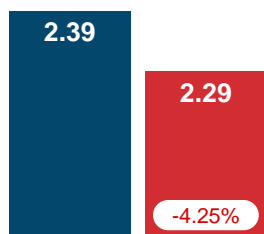
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

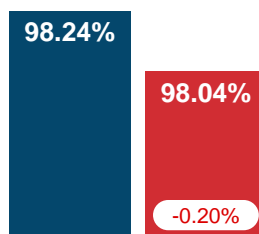
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

+0.00%