

January 2022



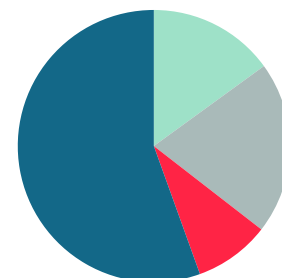
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	33	30	-9.09%
Pending Listings	36	41	13.89%
New Listings	51	55	7.84%
Average List Price	207,974	193,730	-6.85%
Average Sale Price	197,776	185,734	-6.09%
Average Percent of Selling Price to List Price	95.02%	96.12%	1.16%
Average Days on Market to Sale	48.12	50.47	4.87%
End of Month Inventory	117	111	-5.13%
Months Supply of Inventory	3.07	2.64	-13.96%



■ Closed (15.00%)
■ Pending (20.50%)
■ Other OffMarket (9.00%)
■ Active (55.50%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of January 31, 2022 = **111**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **5.13%** to 111 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 **2.64** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.09%** in January 2022 to \$185,734 versus the previous year at \$197,776.

Average Days on Market Lengthens

The average number of **50.47** days that homes spent on the market before selling increased by 2.35 days or **4.87%** in January 2022 compared to last year's same month at **48.12** DOM.

Sales Success for January 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 55 New Listings in January 2022, up **7.84%** from last year at 51. Furthermore, there were 30 Closed Listings this month versus last year at 33, a **-9.09%** decrease.

Closed versus Listed trends yielded a **54.5%** ratio, down from previous year's, January 2021, at **64.7%**, a **15.70%** downswing. This will certainly create pressure on a decreasing 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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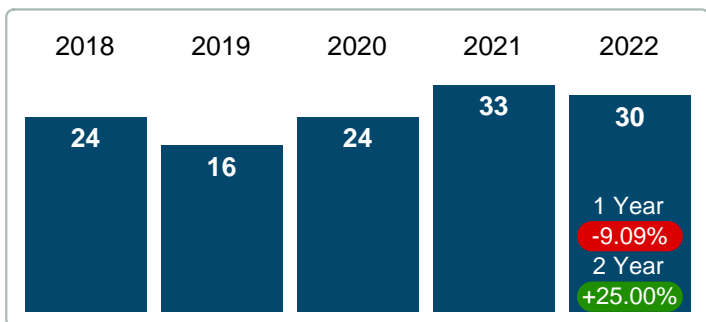
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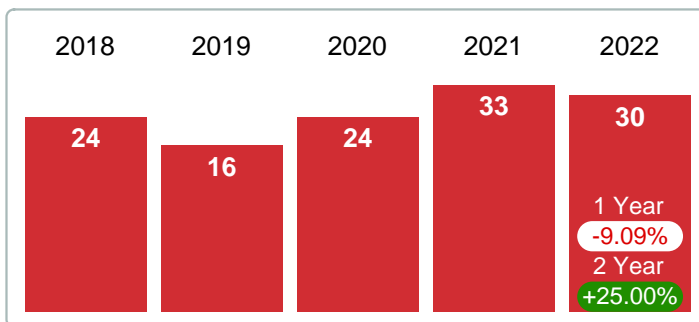
CLOSED LISTINGS

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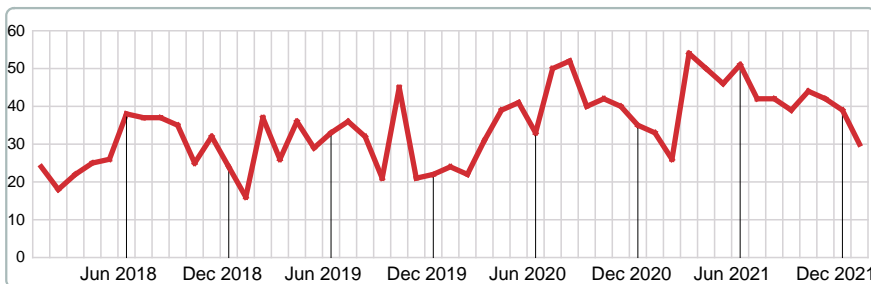
JANUARY



YEAR TO DATE (YTD)

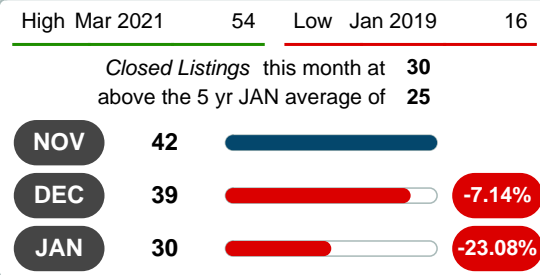


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	7	23.33%	35.6	2	5	0	0
\$100,001 - \$150,000	5	16.67%	96.6	3	2	0	0
\$150,001 - \$200,000	5	16.67%	45.4	0	4	1	0
\$200,001 - \$275,000	6	20.00%	24.5	0	4	2	0
\$275,001 - \$300,000	3	10.00%	32.0	0	1	1	1
\$300,001 and up	4	13.33%	78.0	0	2	2	0
Total Closed Units	30			5	18	6	1
Total Closed Volume	5,572,010	100%	50.5	517.00K	3.19M	1.56M	300.00K
Average Closed Price	\$185,734			\$103,400	\$177,251	\$260,750	\$300,000

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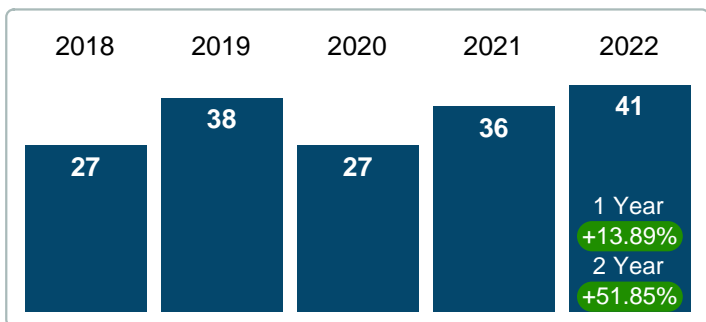
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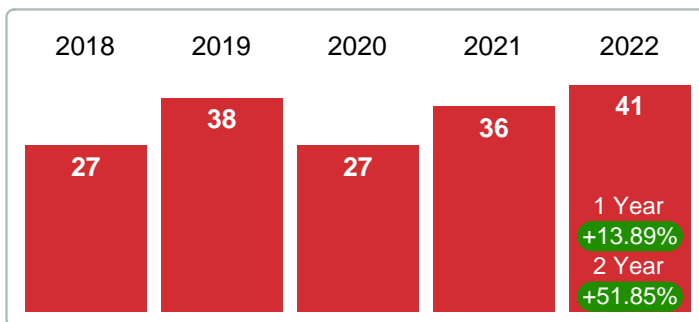
PENDING LISTINGS

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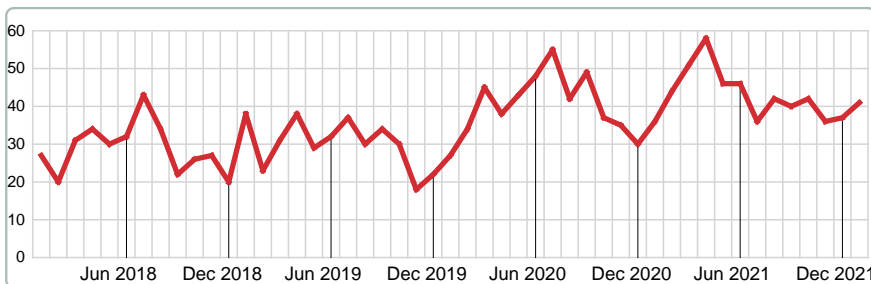
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at 41 above the 5 yr JAN average of 34

- NOV 36
- DEC 37 (2.78%)
- JAN 41 (10.81%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	12.20%	24.2	2	3	0	0
\$75,001 - \$125,000	6	14.63%	20.2	4	2	0	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	10	24.39%	59.8	2	7	1	0
\$175,001 - \$300,000	10	24.39%	34.7	0	8	1	1
\$300,001 - \$375,000	4	9.76%	25.0	1	2	1	0
\$375,001 and up	6	14.63%	72.7	0	3	1	2
Total Pending Units	41			9	25	4	3
Total Pending Volume	8,700,550	100%	42.9	1.13M	5.14M	1.06M	1.37M
Average Listing Price	\$214,389			\$126,100	\$205,486	\$265,875	\$455,000

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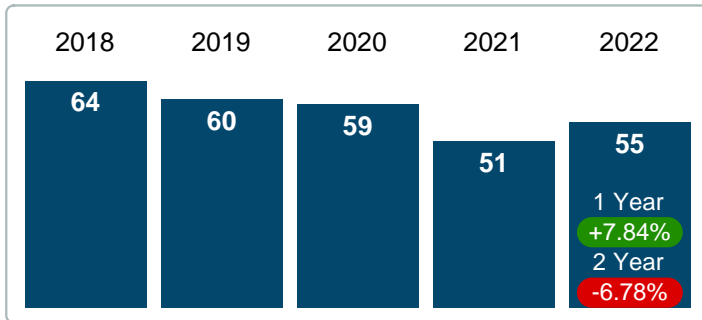
Area Delimited by County Of Mayes - Residential Property Type



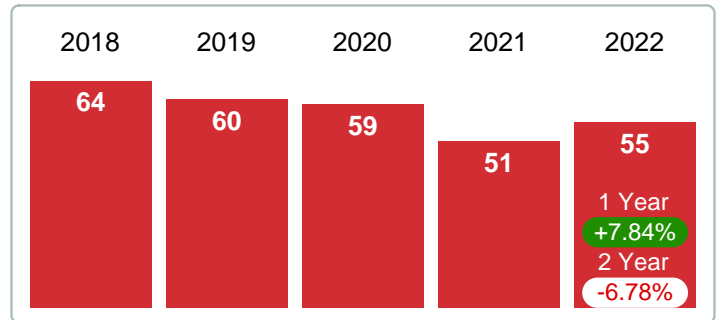
NEW LISTINGS

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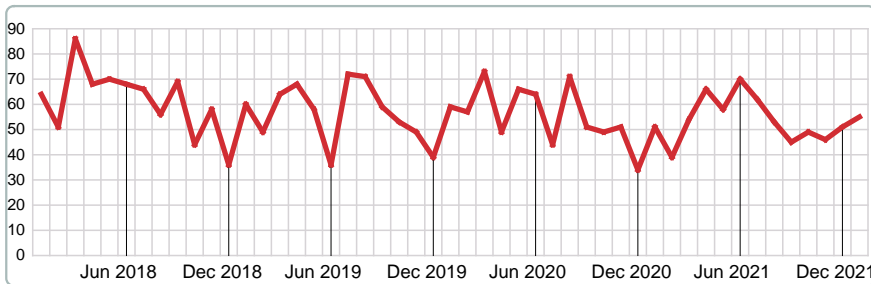
JANUARY



YEAR TO DATE (YTD)

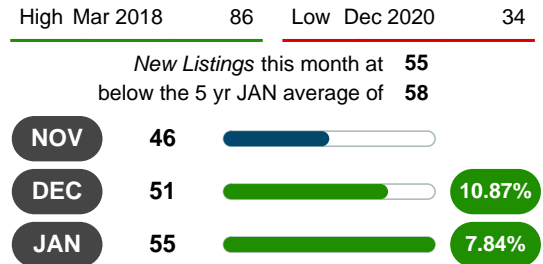


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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	6	10.91%	3	3	0	0
\$75,001 - \$125,000	7	12.73%	2	4	1	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$225,000	18	32.73%	2	13	2	1
\$225,001 - \$300,000	10	18.18%	1	5	4	0
\$300,001 - \$425,000	9	16.36%	1	6	1	1
\$425,001 and up	5	9.09%	1	1	1	2
Total New Listed Units	55		10	32	9	4
Total New Listed Volume	20,137,798	100%	1.89M	7.00M	3.04M	8.21M
Average New Listed Listing Price	\$257,705		\$189,030	\$218,659	\$337,933	\$2,052,250

January 2022



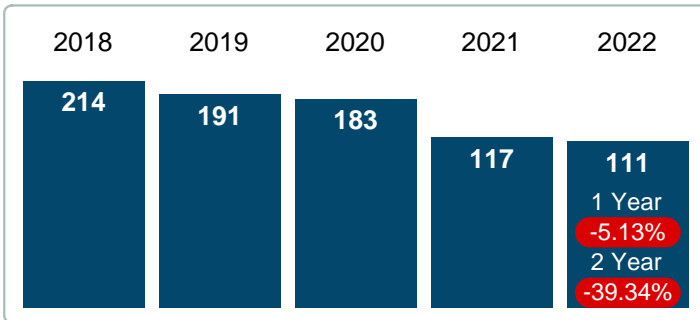
Area Delimited by County Of Mayes - Residential Property Type



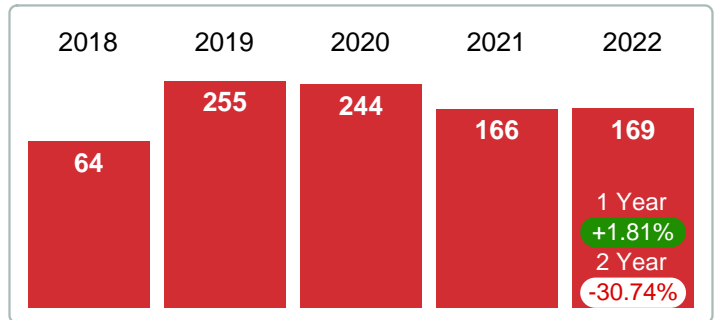
ACTIVE INVENTORY

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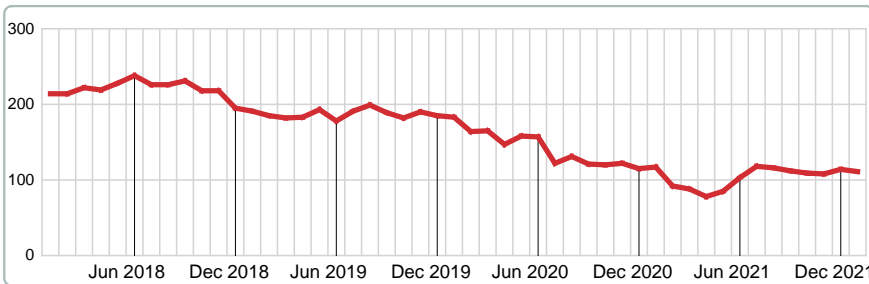
END OF JANUARY



ACTIVE DURING JANUARY

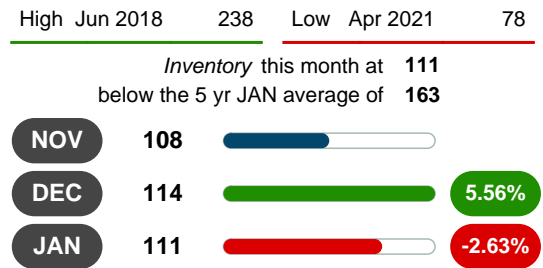


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 163



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	11	9.91%	80.7	8	3	0	0
\$75,001 - \$125,000	12	10.81%	52.3	1	9	2	0
\$125,001 - \$175,000	12	10.81%	62.6	2	9	1	0
\$175,001 - \$300,000	33	29.73%	48.5	2	22	8	1
\$300,001 - \$475,000	18	16.22%	76.3	2	9	4	3
\$475,001 - \$825,000	12	10.81%	95.8	2	3	4	3
\$825,001 and up	13	11.71%	112.7	0	4	5	4
Total Active Inventory by Units	111			17	59	24	11
Total Active Inventory by Volume	51,796,373	100%	70.8	3.31M	17.42M	13.79M	17.28M
Average Active Inventory Listing Price	\$466,634			\$194,494	\$295,283	\$574,417	\$1,571,116

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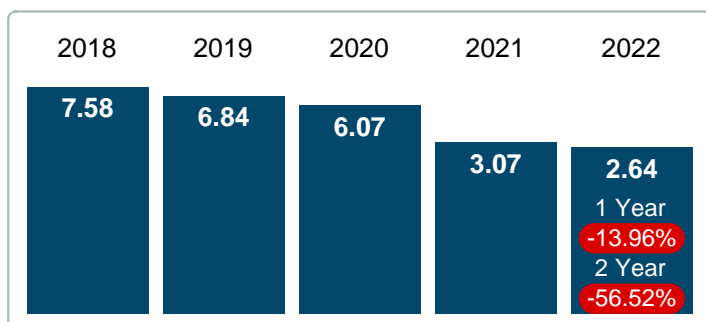
Area Delimited by County Of Mayes - Residential Property Type



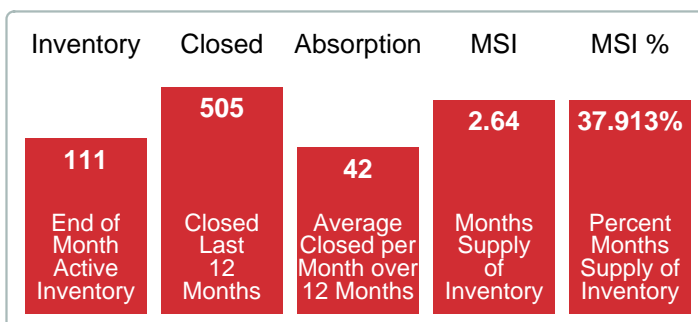
MONTHS SUPPLY of INVENTORY (MSI)

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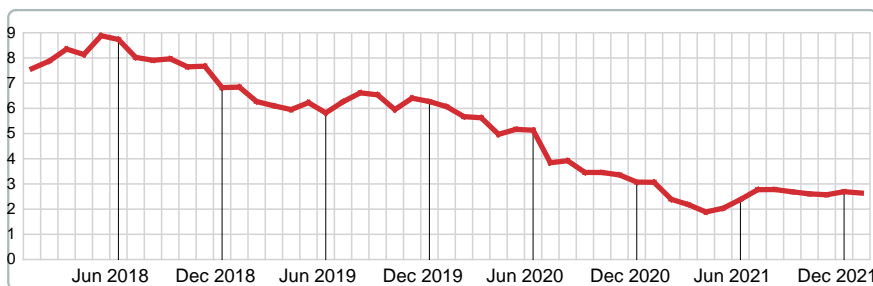
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

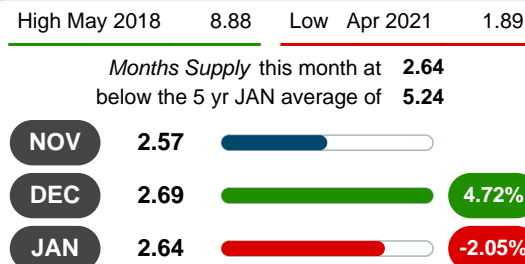


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.24



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	11	9.91%	2.03	3.31	1.06	0.00	0.00
\$75,001 - \$125,000	12	10.81%	1.40	0.34	1.77	3.43	0.00
\$125,001 - \$175,000	12	10.81%	1.32	4.00	1.26	0.80	0.00
\$175,001 - \$300,000	33	29.73%	2.89	1.50	2.81	4.17	3.00
\$300,001 - \$475,000	18	16.22%	3.60	8.00	2.92	2.67	18.00
\$475,001 - \$825,000	12	10.81%	5.76	8.00	4.00	6.00	7.20
\$825,001 and up	13	11.71%	26.00	0.00	48.00	30.00	16.00
Market Supply of Inventory (MSI)			2.64	2.22	2.20	3.84	8.25
Total Active Inventory by Units		100%	2.64	17	59	24	11

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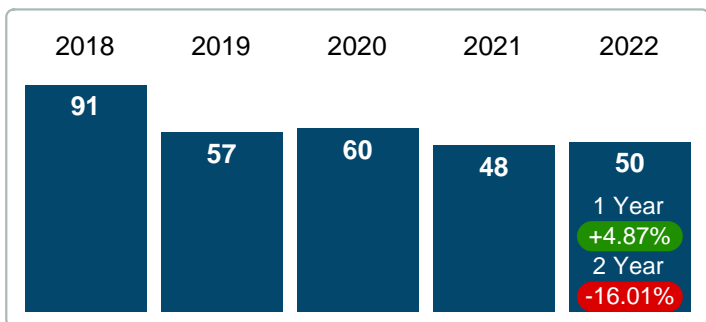
Area Delimited by County Of Mayes - Residential Property Type



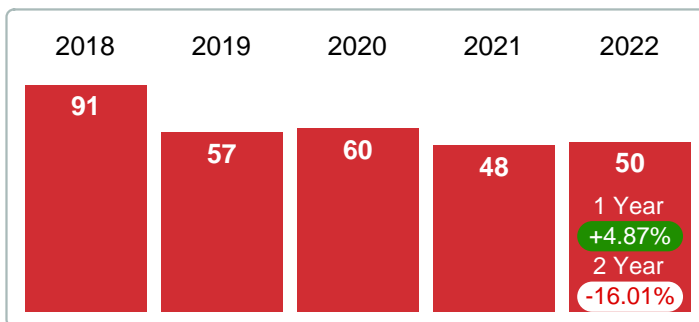
AVERAGE DAYS ON MARKET TO SALE

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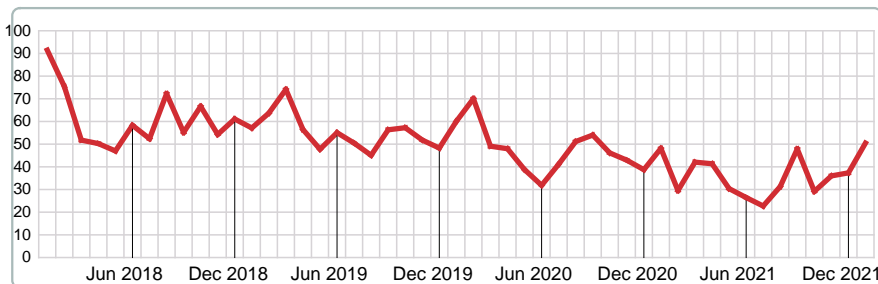
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

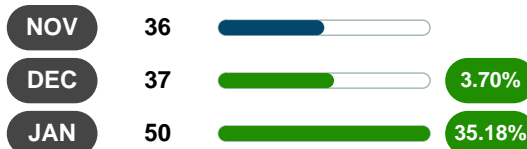


3 MONTHS

5 year JAN AVG = 61

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 50 below the 5 yr JAN average of 61



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
\$50,000 and less	0	0.00%	0	0	0	0	0
\$50,001 - \$100,000	7	23.33%	36	39	34	0	0
\$100,001 - \$150,000	5	16.67%	97	12	224	0	0
\$150,001 - \$200,000	5	16.67%	45	0	50	27	0
\$200,001 - \$275,000	6	20.00%	25	0	35	4	0
\$275,001 - \$300,000	3	10.00%	32	0	66	18	12
\$300,001 and up	4	13.33%	78	0	134	23	0
Average Closed DOM	50			23	72	16	12
Total Closed Units	30	100%	50	5	18	6	1
Total Closed Volume	5,572,010			517.00K	3.19M	1.56M	300.00K

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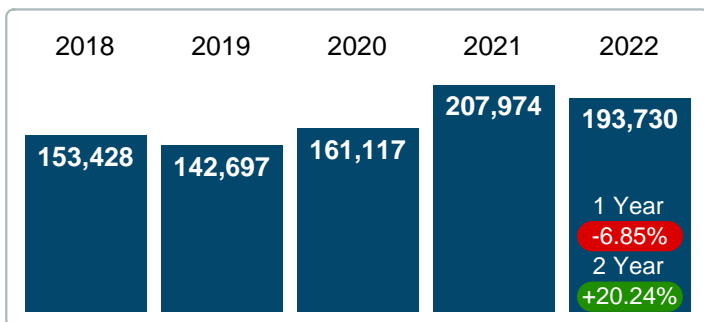
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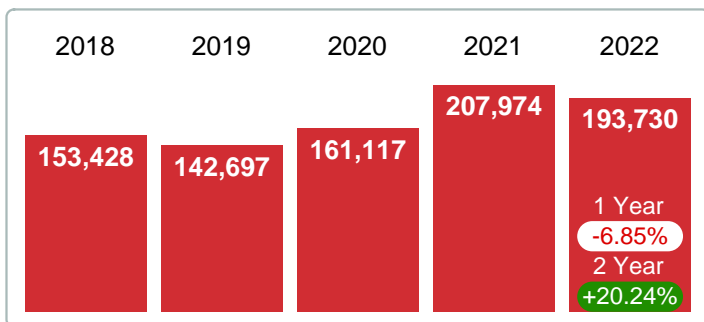
AVERAGE LIST PRICE AT CLOSING

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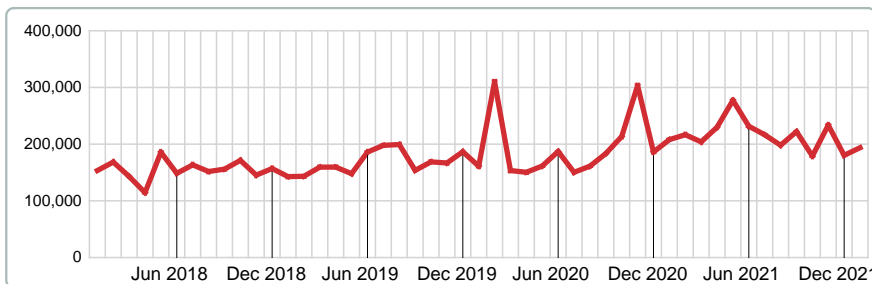
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 171,789

High Feb 2020 310,118 Low Apr 2018 114,464

Average List Price at Closing this month at **193,730**
above the 5 yr JAN average of **171,789**

- NOV 233,607
- DEC 180,278 (-22.83%)
- JAN 193,730 (7.46%)

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	
\$50,000 and less	0	0.00%	0	0	0	0	
\$50,001 - \$100,000	6	20.00%	73,433	82,500	76,120	0	
\$100,001 - \$150,000	5	16.67%	126,880	126,500	164,450	0	
\$150,001 - \$200,000	6	20.00%	173,917	0	191,725	155,000	
\$200,001 - \$275,000	6	20.00%	238,583	0	219,775	247,500	
\$275,001 - \$300,000	1	3.33%	292,000	0	330,000	292,000	
\$300,001 and up	6	20.00%	328,317	0	332,500	325,000	
Average List Price		193,730		108,900	186,139	265,333	324,900
Total Closed Units		30	100%	193,730	5	18	6
Total Closed Volume		5,811,900			544.50K	3.35M	1.59M

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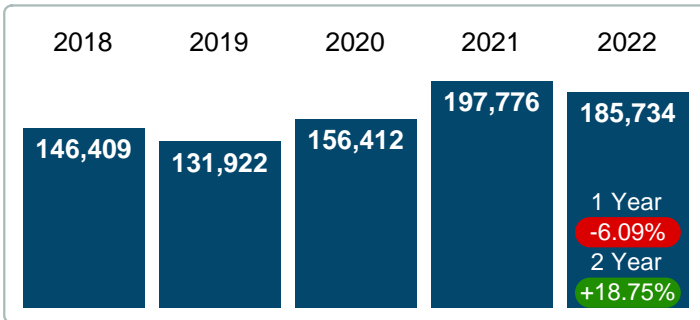
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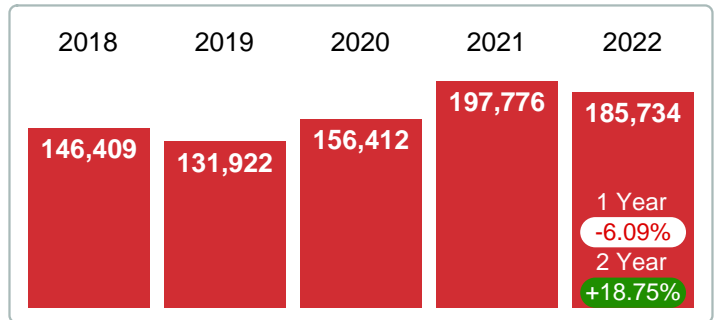
AVERAGE SOLD PRICE AT CLOSING

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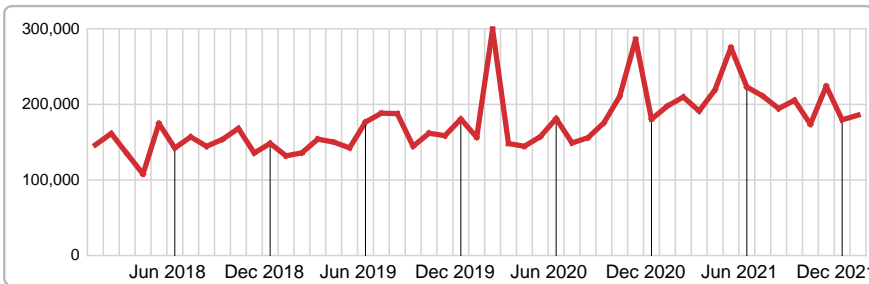
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

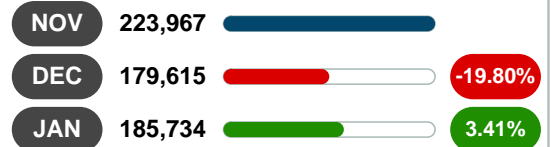


3 MONTHS

5 year JAN AVG = 163,650

High Feb 2020 299,450 Low Apr 2018 107,823

Average Sold Price at Closing this month at **185,734**
above the 5 yr JAN average of **163,650**



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
\$50,000 and less	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.33%	72,814	74,500	72,140	0	0
\$100,001 - \$150,000	16.67%	133,400	122,667	149,500	0	0
\$150,001 - \$200,000	16.67%	175,900	0	179,375	162,000	0
\$200,001 - \$275,000	20.00%	232,250	0	226,500	243,750	0
\$275,001 - \$300,000	10.00%	290,000	0	280,000	290,000	300,000
\$300,001 and up	13.33%	313,078	0	313,655	312,500	0
Average Sold Price		185,734	103,400	177,251	260,750	300,000
Total Closed Units	100%	185,734	5	18	6	1
Total Closed Volume		5,572,010	517.00K	3.19M	1.56M	300.00K

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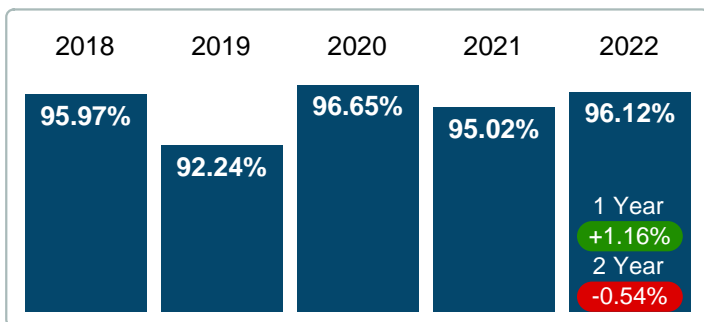
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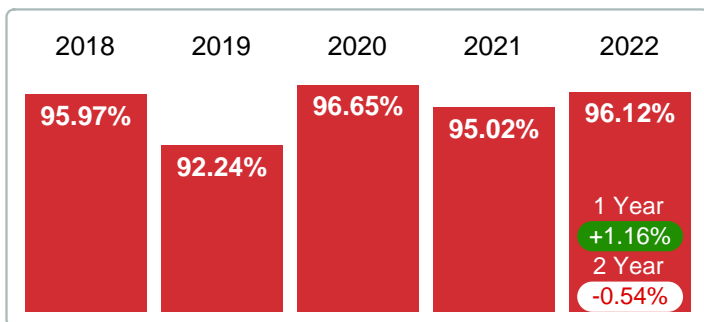
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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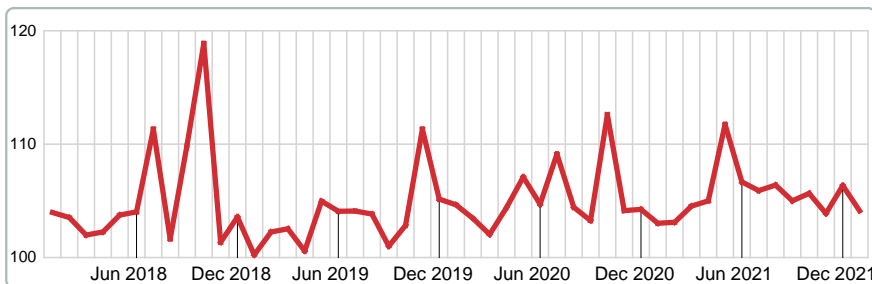
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

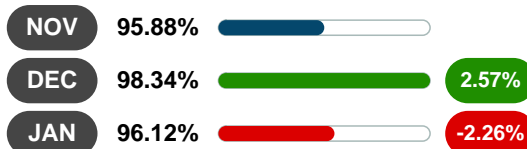


3 MONTHS

5 year JAN AVG = 95.20%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.12%** above the 5 yr JAN average of **95.20%**



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
\$50,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	23.33%	93.45%	90.59%	94.59%	0.00%	0.00%
\$100,001 - \$150,000	5	16.67%	94.82%	96.97%	91.60%	0.00%	0.00%
\$150,001 - \$200,000	5	16.67%	96.51%	0.00%	94.51%	104.52%	0.00%
\$200,001 - \$275,000	6	20.00%	102.53%	0.00%	104.54%	98.53%	0.00%
\$275,001 - \$300,000	3	10.00%	92.17%	0.00%	84.85%	99.32%	92.34%
\$300,001 and up	4	13.33%	95.28%	0.00%	94.41%	96.15%	0.00%
Average Sold/List Ratio		96.10%		94.42%	95.89%	98.87%	92.34%
Total Closed Units		30	100%	5	18	6	1
Total Closed Volume		5,572,010		517.00K	3.19M	1.56M	300.00K

January 2022



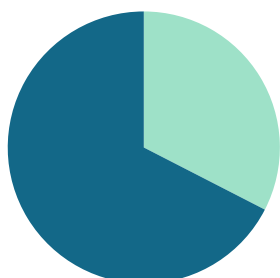
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

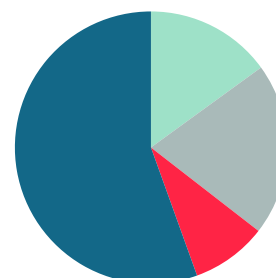


Inventory
 New Listings
55 = 32.54%
 Start Inventory
114
 Total Inventory Units
169
 Volume
\$69,632,400

Market Activity

Closed Sales
30 = 15.00%
 Pending Sales
41 = 20.50%
 Other Off Market
18 = 9.00%
 Active Inventory
111 = 55.50%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	33	30	-9.09%	33	30	-9.09%
Pending Sales	36	41	13.89%	36	41	13.89%
New Listings	51	55	7.84%	51	55	7.84%
Average List Price	207,974	193,730	-6.85%	207,974	193,730	-6.85%
Average Sale Price	197,776	185,734	-6.09%	197,776	185,734	-6.09%
Average Percent of Selling Price to List Price	95.02%	96.12%	1.16%	95.02%	96.12%	1.16%
Average Days on Market to Sale	48.12	50.47	4.87%	48.12	50.47	4.87%
Monthly Inventory	117	111	-5.13%	117	111	-5.13%
Months Supply of Inventory	3.07	2.64	-13.96%	3.07	2.64	-13.96%

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

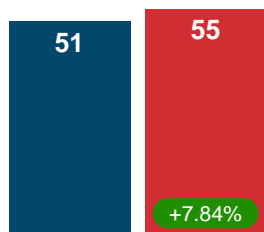
Inventory on January 31, 2022 = **111**

2021 **2022**

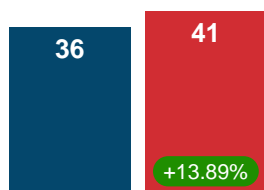
JANUARY MARKET

AVERAGE PRICES

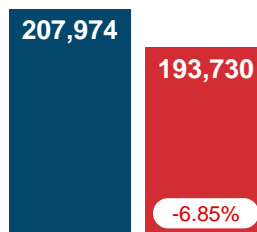
New Listings



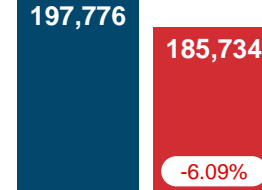
Pending Listings



List Price



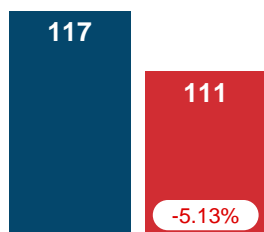
Sale Price



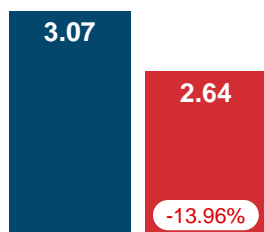
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

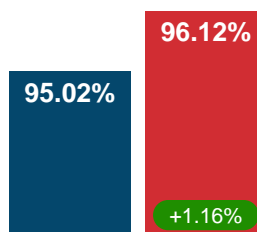
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

