

January 2022



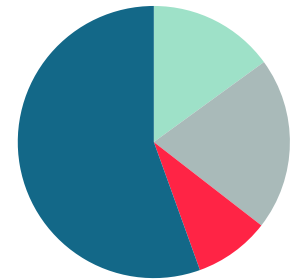
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	155,000	179,450	15.77%
Median Sale Price	152,000	179,750	18.26%
Median Percent of Selling Price to List Price	96.67%	96.98%	0.32%
Median Days on Market to Sale	28.00	17.50	-37.50%
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.

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 **18.26%** in January 2022 to \$179,750 versus the previous year at \$152,000.

Median Days on Market Shortens

The median number of **17.50** days that homes spent on the market before selling decreased by 10.50 days or **37.50%** in January 2022 compared to last year's same month at **28.00** DOM.

Sales Success for January 2022 is Positive

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

There were 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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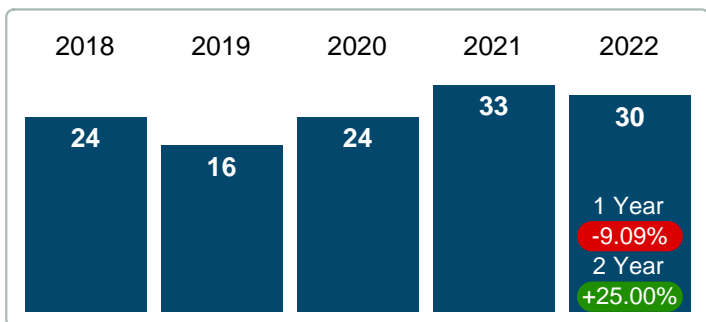
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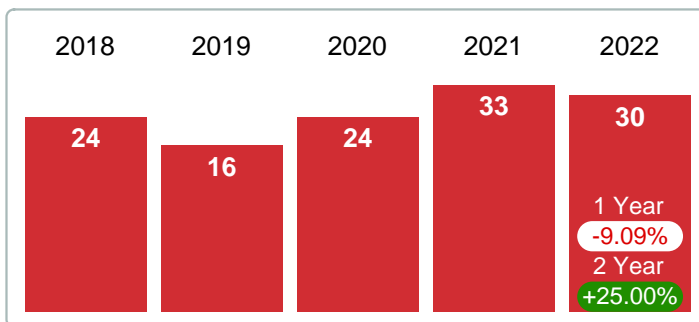
CLOSED LISTINGS

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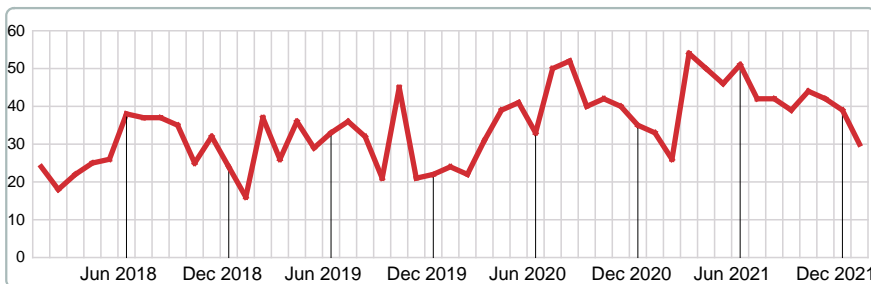
JANUARY



YEAR TO DATE (YTD)

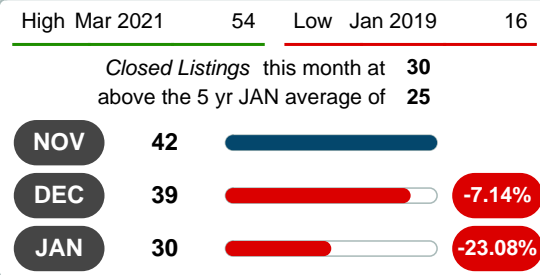


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	21.0	2	5	0	0
\$100,001 - \$150,000	5	16.67%	17.0	3	2	0	0
\$150,001 - \$200,000	5	16.67%	27.0	0	4	1	0
\$200,001 - \$275,000	6	20.00%	9.5	0	4	2	0
\$275,001 - \$300,000	3	10.00%	18.0	0	1	1	1
\$300,001 and up	4	13.33%	74.0	0	2	2	0
Total Closed Units	30			5	18	6	1
Total Closed Volume	5,572,010	100%	17.5	517.00K	3.19M	1.56M	300.00K
Median Closed Price	\$179,750			\$118,000	\$179,750	\$268,750	\$300,000

January 2022



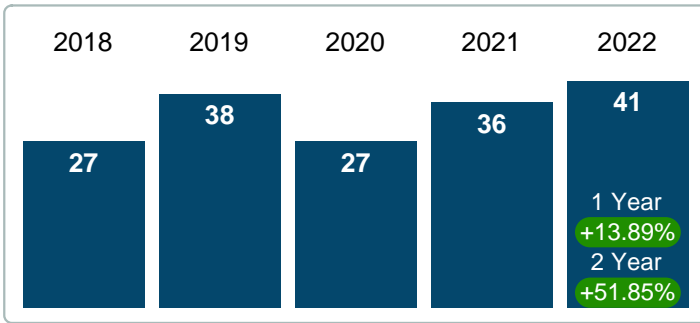
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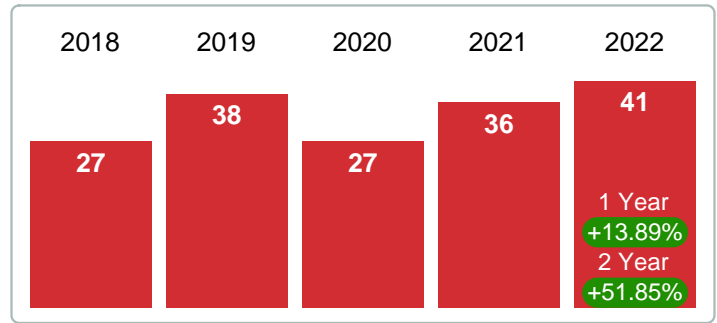
PENDING LISTINGS

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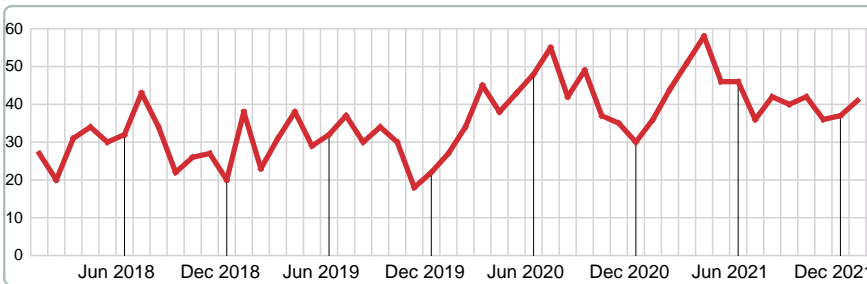
JANUARY



YEAR TO DATE (YTD)

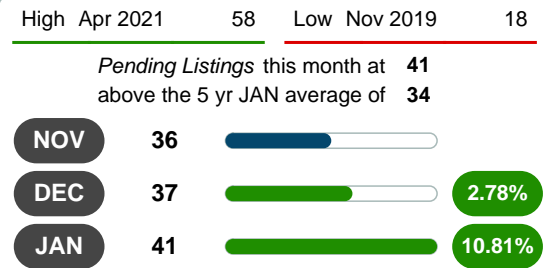


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 34



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	12.20%	28.0	2	3	0	0
\$75,001 - \$125,000	6	14.63%	21.0	4	2	0	0
\$125,001 - \$125,000	0	0.00%	21.0	0	0	0	0
\$125,001 - \$175,000	10	24.39%	36.0	2	7	1	0
\$175,001 - \$300,000	10	24.39%	34.0	0	8	1	1
\$300,001 - \$375,000	4	9.76%	20.5	1	2	1	0
\$375,001 and up	6	14.63%	67.0	0	3	1	2
Total Pending Units	41			9	25	4	3
Total Pending Volume	8,700,550	100%	33.0	1.13M	5.14M	1.06M	1.37M
Median Listing Price	\$175,000			\$84,500	\$179,900	\$273,250	\$520,000

January 2022



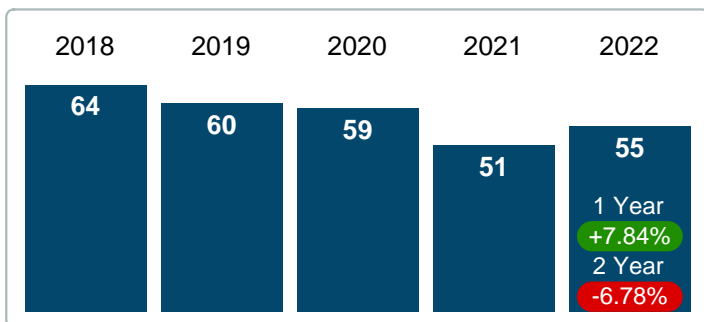
Area Delimited by County Of Mayes - Residential Property Type



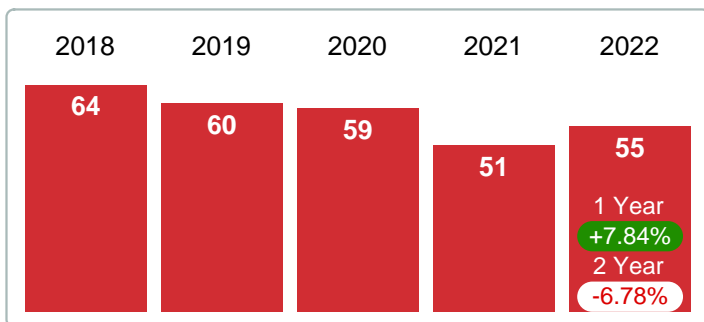
NEW LISTINGS

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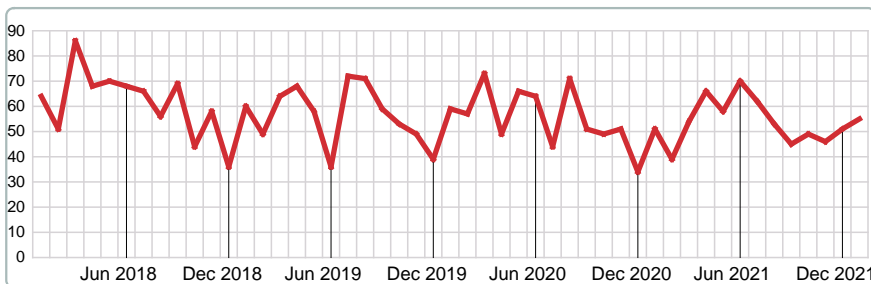
JANUARY



YEAR TO DATE (YTD)

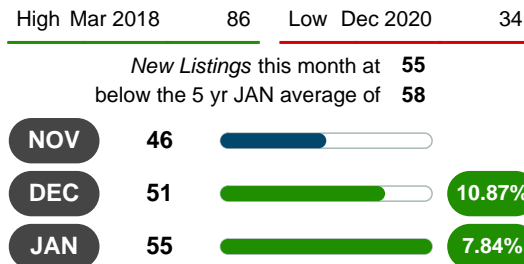


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$206,999		\$130,000	\$193,500	\$239,000	\$549,500

January 2022



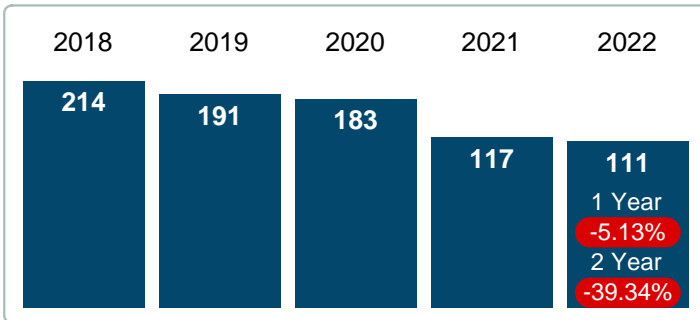
Area Delimited by County Of Mayes - Residential Property Type



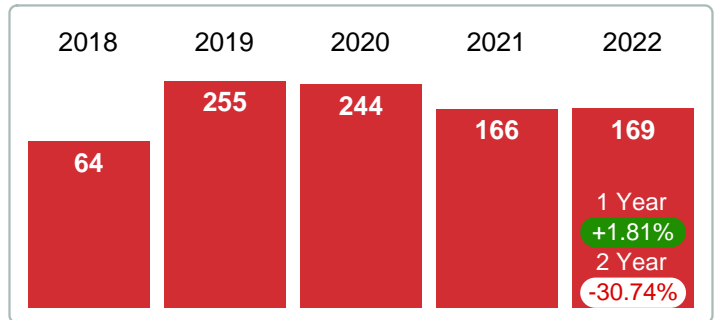
ACTIVE INVENTORY

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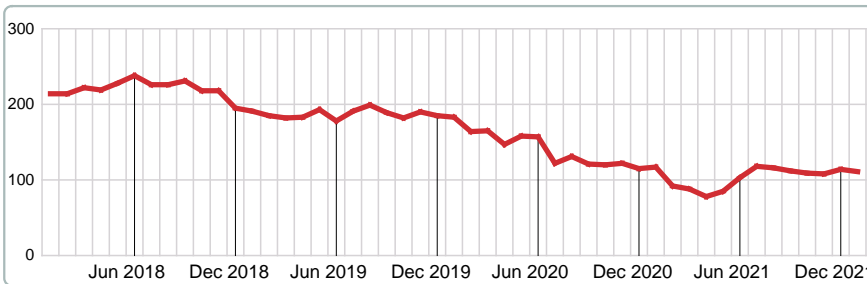
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 163

High Jun 2018 238 Low Apr 2021 78

Inventory this month at 111
 below the 5 yr JAN average of 163



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	11	9.91%	54.0	8	3	0	0
\$75,001 - \$125,000	12	10.81%	41.5	1	9	2	0
\$125,001 - \$175,000	12	10.81%	53.0	2	9	1	0
\$175,001 - \$300,000	33	29.73%	44.0	2	22	8	1
\$300,001 - \$475,000	18	16.22%	54.0	2	9	4	3
\$475,001 - \$825,000	12	10.81%	69.0	2	3	4	3
\$825,001 and up	13	11.71%	130.0	0	4	5	4
Total Active Inventory by Units	111			17	59	24	11
Total Active Inventory by Volume	51,796,373	100%	52.0	3.31M	17.42M	13.79M	17.28M
Median Active Inventory Listing Price	\$250,000			\$115,000	\$225,000	\$342,500	\$699,000

January 2022



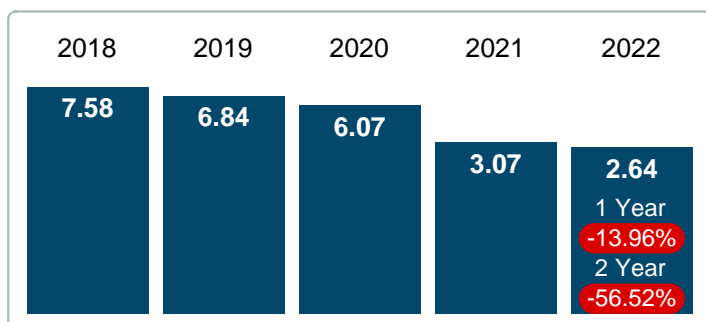
Area Delimited by County Of Mayes - Residential Property Type



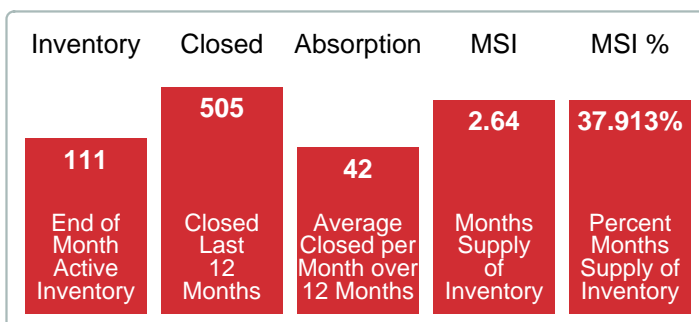
MONTHS SUPPLY of INVENTORY (MSI)

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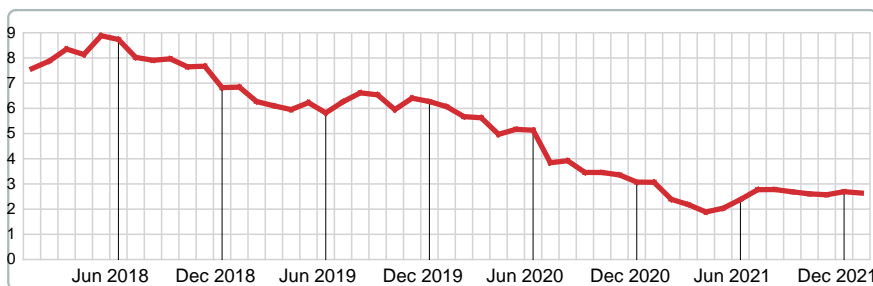
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

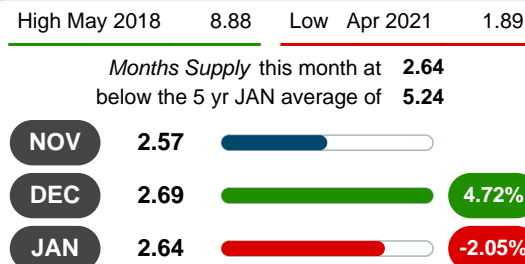


5 YEAR MARKET ACTIVITY TRENDS



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

January 2022



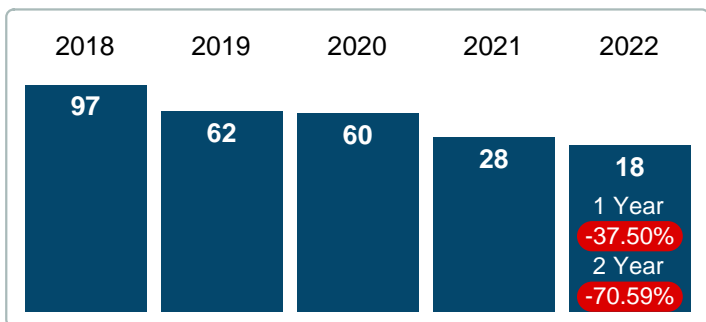
Area Delimited by County Of Mayes - Residential Property Type



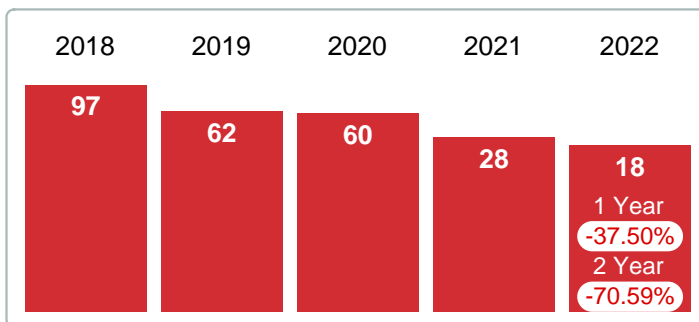
MEDIAN DAYS ON MARKET TO SALE

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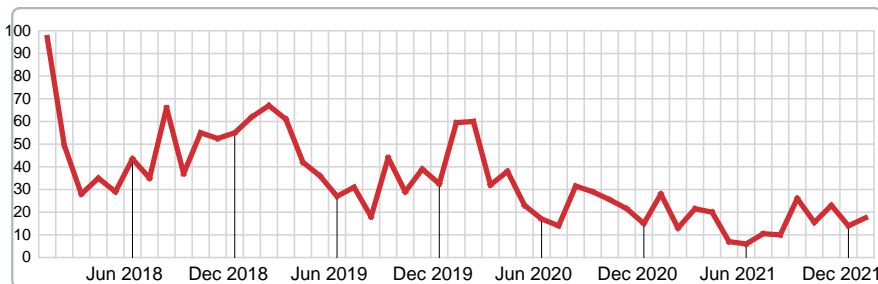
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 18 below the 5 yr JAN average of 53



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
\$50,000 and less	0	0.00%	130	0	0	0	0
\$50,001 - \$100,000	7	23.33%	21	39	11	0	0
\$100,001 - \$150,000	5	16.67%	17	17	224	0	0
\$150,001 - \$200,000	5	16.67%	27	0	26	27	0
\$200,001 - \$275,000	6	20.00%	10	0	14	4	0
\$275,001 - \$300,000	3	10.00%	18	0	66	18	12
\$300,001 and up	4	13.33%	74	0	134	23	0
Median Closed DOM	18			17	47	18	12
Total Closed Units	30	100%	17.5	5	18	6	1
Total Closed Volume	5,572,010			517.00K	3.19M	1.56M	300.00K

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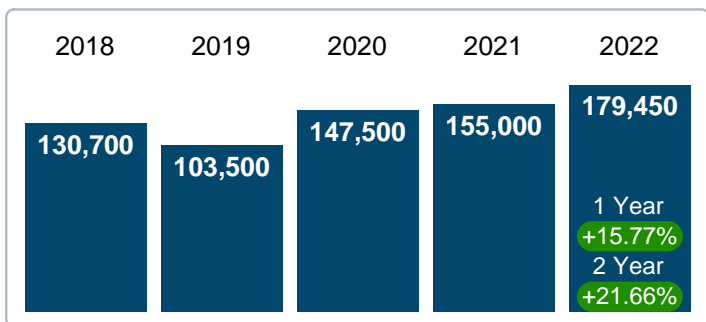
Area Delimited by County Of Mayes - Residential Property Type



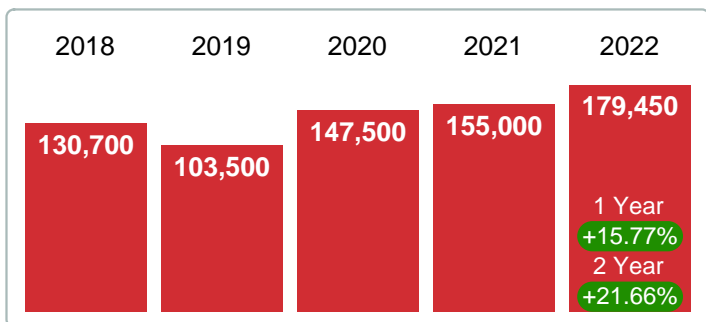
MEDIAN LIST PRICE AT CLOSING

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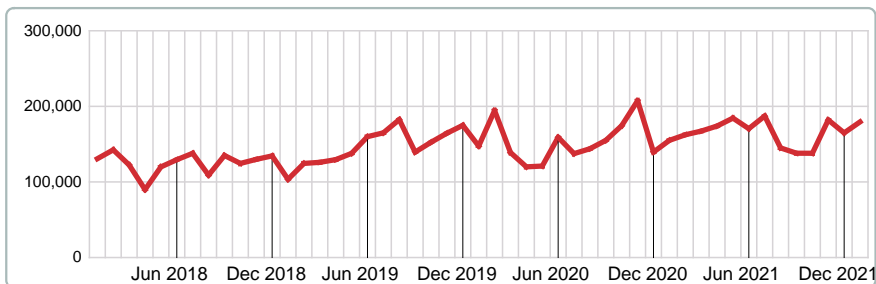
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

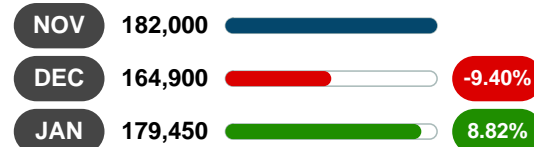


3 MONTHS

5 year JAN AVG = 143,230

High Nov 2020 207,450 Low Apr 2018 89,900

Median List Price at Closing this month at **179,450**
above the 5 yr JAN average of **143,230**



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
\$50,000 and less	0.00%	74	0	0	0	0
\$50,001 - \$100,000	20.00%	70,850	82,500	69,450	0	0
\$100,001 - \$150,000	16.67%	125,500	125,500	127,450	0	0
\$150,001 - \$200,000	20.00%	177,000	0	179,000	155,000	0
\$200,001 - \$275,000	20.00%	235,000	0	228,500	247,500	0
\$275,001 - \$300,000	3.33%	292,000	0	0	292,000	0
\$300,001 and up	20.00%	325,000	0	330,000	325,000	324,900
Median List Price		179,450	125,000	179,450	273,500	324,900
Total Closed Units		30	5	18	6	1
Total Closed Volume		5,811,900	544.50K	3.35M	1.59M	324.90K

January 2022



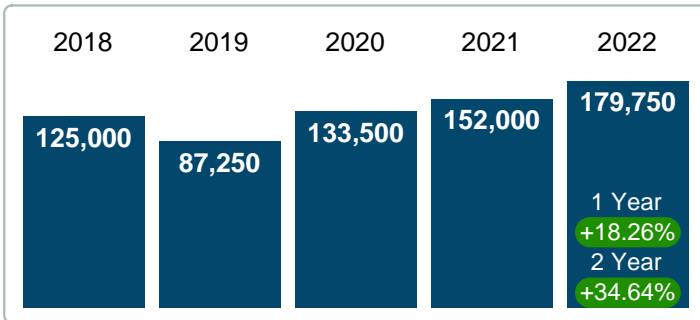
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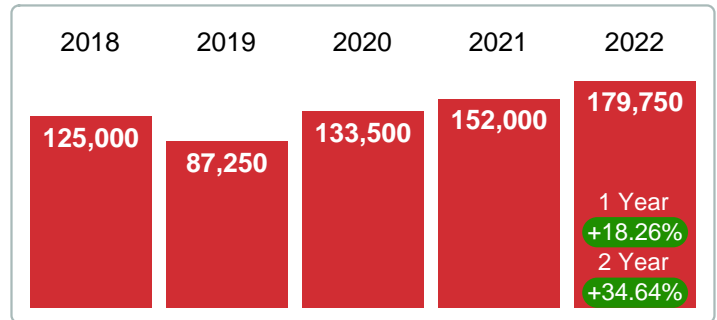
MEDIAN SOLD PRICE AT CLOSING

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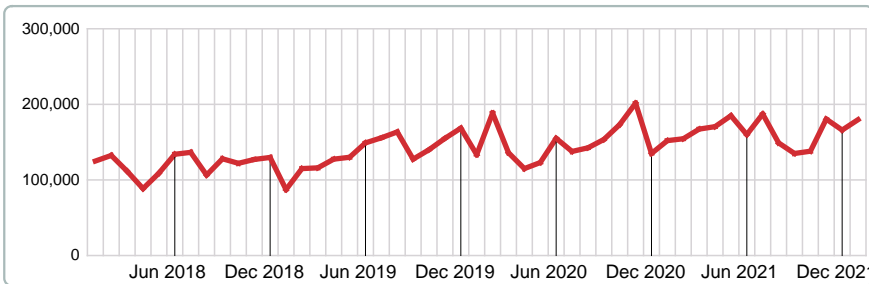
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

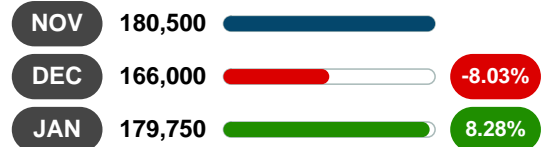


3 MONTHS

5 year JAN AVG = 135,500

High Nov 2020 201,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at **179,750**
above the 5 yr JAN average of **135,500**



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
\$50,000 and less	0	0.00%	325,000	0	0	0	0
\$50,001 - \$100,000	7	23.33%	70,000	74,500	70,000	0	0
\$100,001 - \$150,000	5	16.67%	125,500	124,500	149,500	0	0
\$150,001 - \$200,000	5	16.67%	179,500	0	179,750	162,000	0
\$200,001 - \$275,000	6	20.00%	229,500	0	214,500	243,750	0
\$275,001 - \$300,000	3	10.00%	290,000	0	280,000	290,000	300,000
\$300,001 and up	4	13.33%	312,500	0	313,655	312,500	0
Median Sold Price			179,750	118,000	179,750	268,750	300,000
Total Closed Units		100%	179,750	5	18	6	1
Total Closed Volume			5,572,010	517.00K	3.19M	1.56M	300.00K

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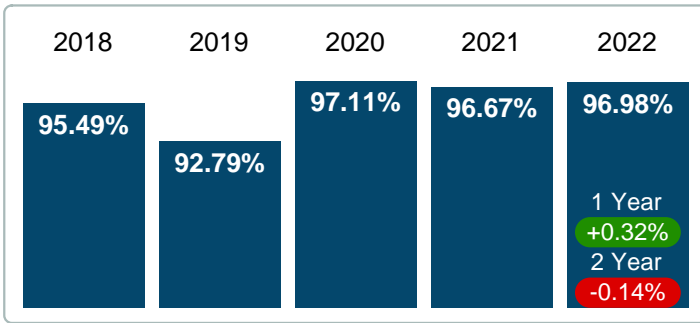
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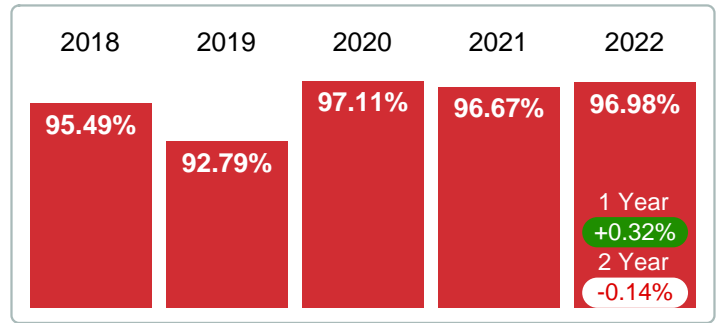
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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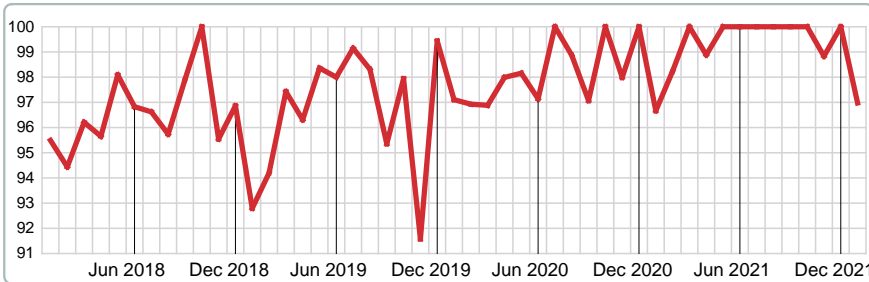
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

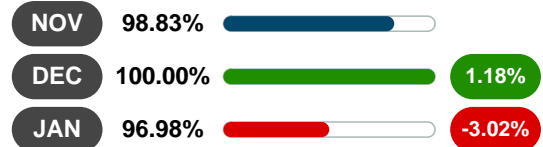


3 MONTHS

5 year JAN AVG = 95.81%

High Dec 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.98%**
above the 5 yr JAN average of **95.81%**



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	
\$50,000 and less	0	0.00%	12,500.00%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	7	23.33%	95.24%	90.59%	95.24%	0.00%	0.00%	
\$100,001 - \$150,000	5	16.67%	96.51%	96.51%	91.60%	0.00%	0.00%	
\$150,001 - \$200,000	5	16.67%	100.00%	0.00%	98.51%	104.52%	0.00%	
\$200,001 - \$275,000	6	20.00%	99.09%	0.00%	100.44%	98.53%	0.00%	
\$275,001 - \$300,000	3	10.00%	92.34%	0.00%	84.85%	99.32%	92.34%	
\$300,001 and up	4	13.33%	95.68%	0.00%	94.41%	96.15%	0.00%	
Median Sold/List Ratio		96.98%		96.51%	96.50%	98.19%	92.34%	
Total Closed Units		30	100%	96.98%	5	18	6	1
Total Closed Volume		5,572,010			517.00K	3.19M	1.56M	300.00K

January 2022



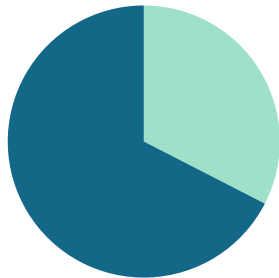
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

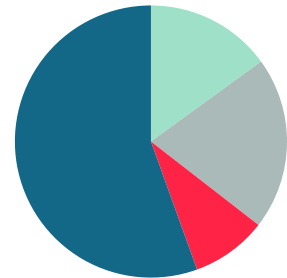


Inventory
 New Listings
55 = 32.54%
 Start Inventory
114
 Total Inventory Units
169
 Volume
\$69,632,400

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%
Median List Price	155,000	179,450	15.77%	155,000	179,450	15.77%
Median Sale Price	152,000	179,750	18.26%	152,000	179,750	18.26%
Median Percent of Selling Price to List Price	96.67%	96.98%	0.32%	96.67%	96.98%	0.32%
Median Days on Market to Sale	28.00	17.50	-37.50%	28.00	17.50	-37.50%
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

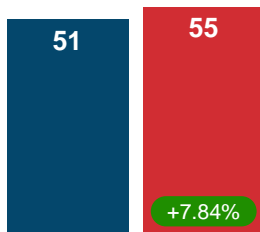
Inventory on January 31, 2022 = **111**

2021 **2022**

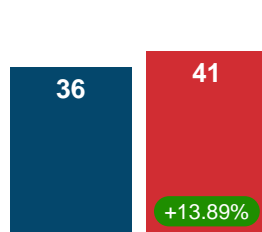
JANUARY MARKET

MEDIAN PRICES

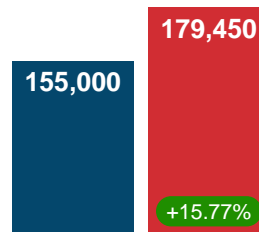
New Listings



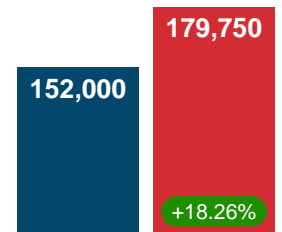
Pending Listings



List Price



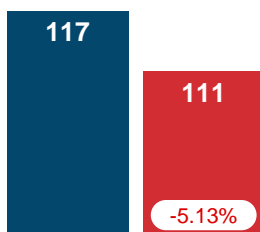
Sale Price



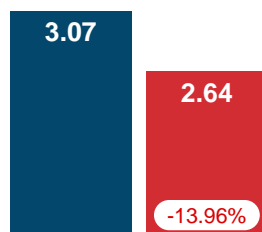
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

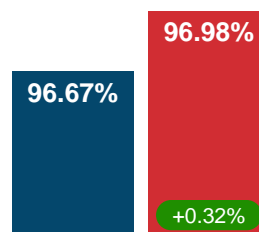
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

