

July 2022



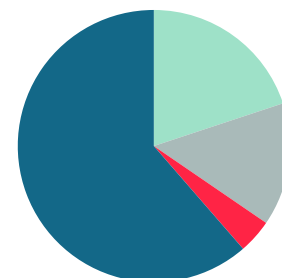
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	42	49	16.67%
Pending Listings	36	36	0.00%
New Listings	62	73	17.74%
Average List Price	216,527	253,099	16.89%
Average Sale Price	211,010	247,853	17.46%
Average Percent of Selling Price to List Price	97.90%	98.60%	0.71%
Average Days on Market to Sale	22.71	27.65	21.74%
End of Month Inventory	118	151	27.97%
Months Supply of Inventory	2.77	3.63	31.04%



■ Closed (19.92%)
■ Pending (14.63%)
■ Other OffMarket (4.07%)
■ Active (61.38%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of July 31, 2022 = **151**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **27.97%** to 151 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 **3.63** 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 **17.46%** in July 2022 to \$247,853 versus the previous year at \$211,010.

Average Days on Market Lengthens

The average number of **27.65** days that homes spent on the market before selling increased by 4.94 days or **21.74%** in July 2022 compared to last year's same month at **22.71** DOM.

Sales Success for July 2022 is Positive

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

There were 73 New Listings in July 2022, up **17.74%** from last year at 62. Furthermore, there were 49 Closed Listings this month versus last year at 42, a **16.67%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, down from previous year's, July 2021, at **67.7%**, a **0.91%** downswing. 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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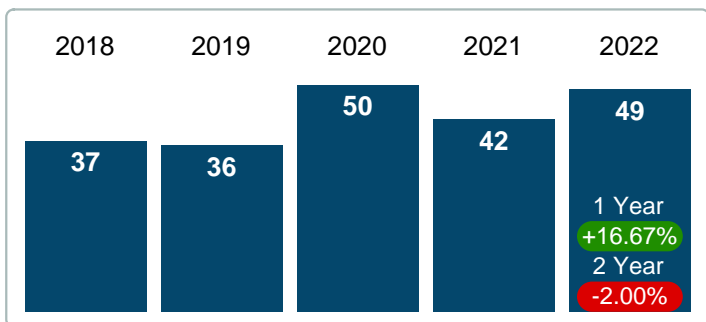
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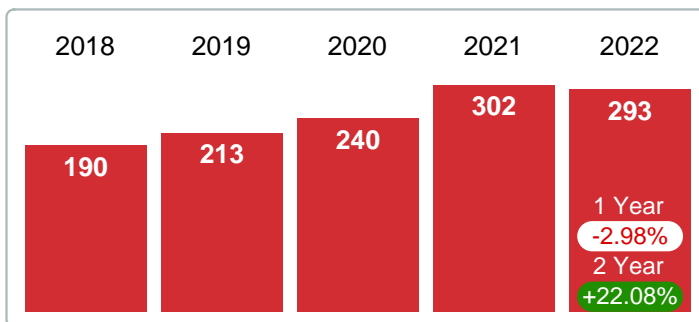
CLOSED LISTINGS

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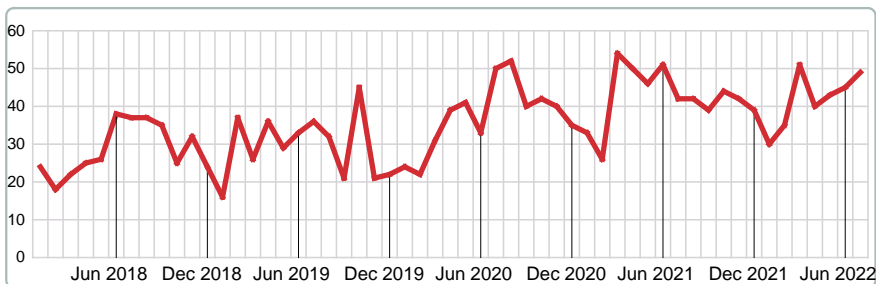
JULY



YEAR TO DATE (YTD)

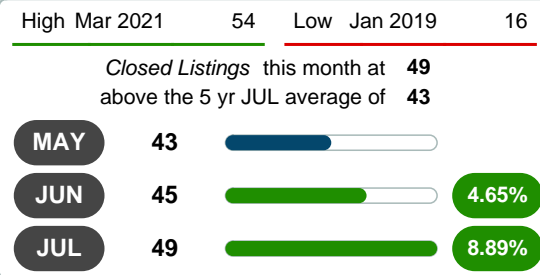


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	10.20%	37.8	3	2	0	0
\$100,001 - \$125,000	3	6.12%	33.7	0	3	0	0
\$125,001 - \$175,000	10	20.41%	17.1	1	9	0	0
\$175,001 - \$275,000	13	26.53%	27.7	1	8	2	2
\$275,001 - \$325,000	5	10.20%	29.2	0	4	1	0
\$325,001 - \$400,000	6	12.24%	22.2	0	4	2	0
\$400,001 and up	7	14.29%	36.4	0	1	5	1
Total Closed Units	49			5	31	10	3
Total Closed Volume	12,144,800	100%	27.7	544.90K	6.64M	3.75M	1.21M
Average Closed Price	\$247,853			\$108,980	\$214,158	\$375,100	\$403,333

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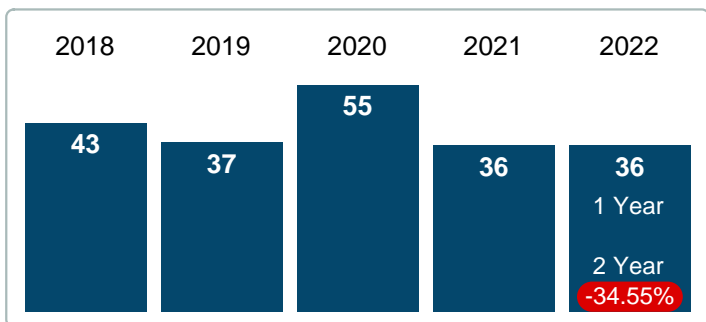
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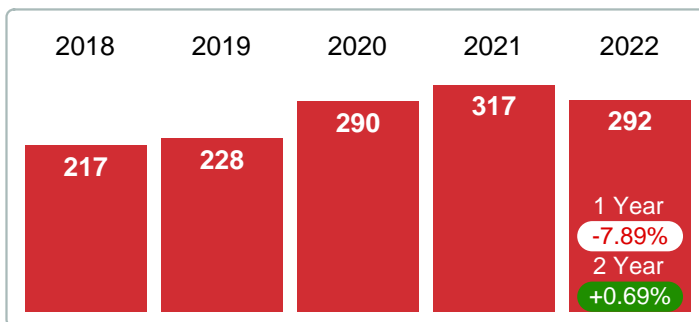
PENDING LISTINGS

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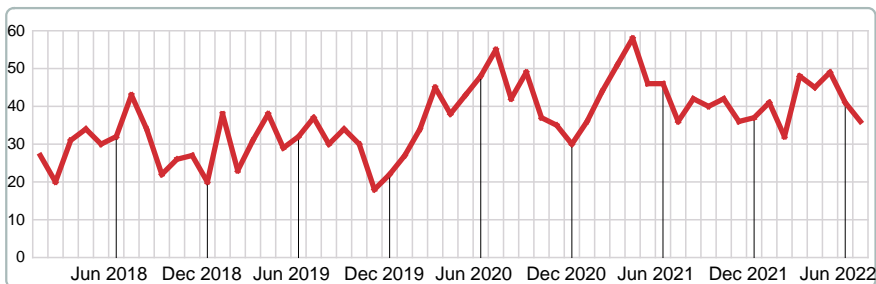
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 41

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at 36 below the 5 yr JUL average of 41



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	2.78%	3.0	0	0	1	0
\$50,001 - \$100,000	6	16.67%	28.5	5	0	1	0
\$100,001 - \$150,000	2	5.56%	21.5	1	1	0	0
\$150,001 - \$275,000	11	30.56%	32.8	3	7	1	0
\$275,001 - \$325,000	6	16.67%	17.3	0	4	2	0
\$325,001 - \$475,000	6	16.67%	44.2	0	5	0	1
\$475,001 and up	4	11.11%	51.0	0	3	0	1
Total Pending Units	36			9	20	5	2
Total Pending Volume	9,365,897	100%	32.0	995.30K	6.41M	817.40K	1.15M
Average Listing Price	\$260,164			\$110,589	\$320,410	\$163,480	\$572,500

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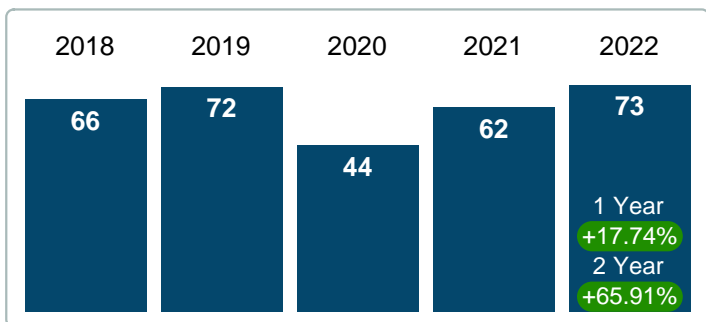
Area Delimited by County Of Mayes - Residential Property Type



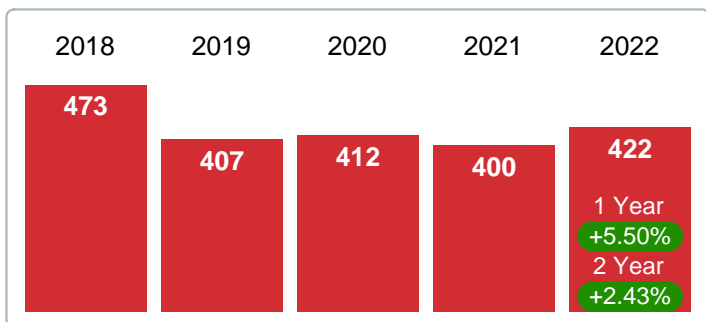
NEW LISTINGS

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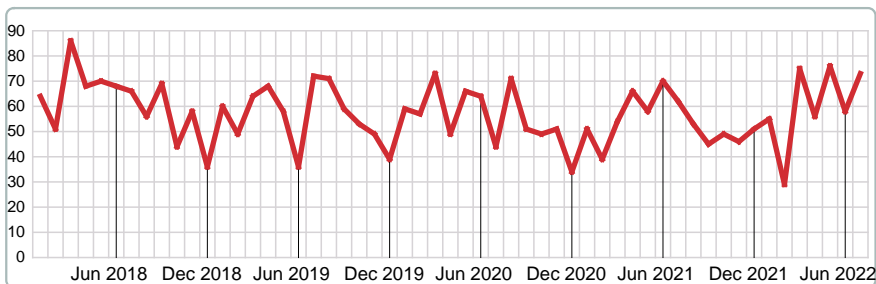
JULY



YEAR TO DATE (YTD)

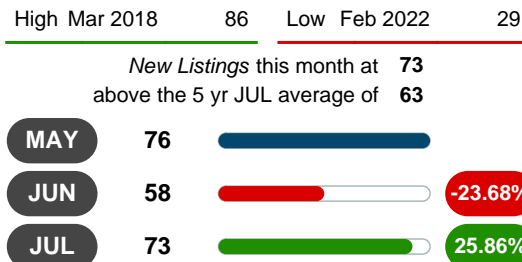


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63



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	4	5.48%	3	0	1	0
\$75,001 - \$125,000	12	16.44%	6	5	1	0
\$125,001 - \$175,000	9	12.33%	1	7	1	0
\$175,001 - \$250,000	16	21.92%	1	14	0	1
\$250,001 - \$325,000	15	20.55%	1	11	3	0
\$325,001 - \$475,000	9	12.33%	0	3	5	1
\$475,001 and up	8	10.96%	0	5	1	2
Total New Listed Units	73		12	45	12	4
Total New Listed Volume	19,604,958	100%	1.44M	11.67M	3.47M	3.03M
Average New Listed Listing Price	\$221,450		\$120,071	\$259,227	\$289,326	\$756,750

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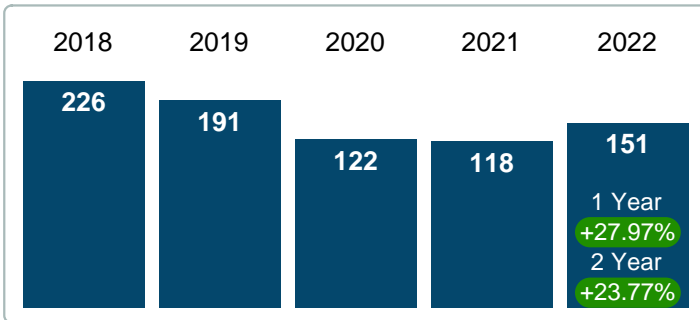
Area Delimited by County Of Mayes - Residential Property Type



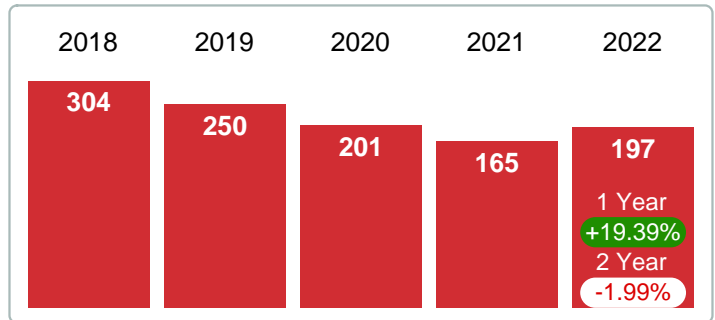
ACTIVE INVENTORY

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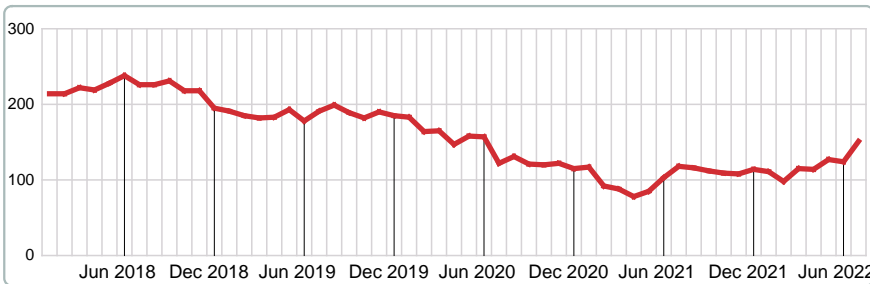
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 162

High Jun 2018 238 Low Apr 2021 78

Inventory this month at 151
below the 5 yr JUL average of 162



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	11.26%	66.0	9	5	3	0
\$100,001 - \$125,000	8	5.30%	45.1	3	5	0	0
\$125,001 - \$175,000	25	16.56%	55.6	5	15	5	0
\$175,001 - \$300,000	42	27.81%	58.1	5	30	2	5
\$300,001 - \$475,000	26	17.22%	76.3	2	10	12	2
\$475,001 - \$675,000	13	8.61%	68.3	0	8	2	3
\$675,001 and up	20	13.25%	114.8	0	8	5	7
Total Active Inventory by Units	151			24	81	29	17
Total Active Inventory by Volume	58,683,548	100%	69.4	3.65M	29.30M	10.56M	15.17M
Average Active Inventory Listing Price	\$388,633			\$151,894	\$361,778	\$364,124	\$892,618

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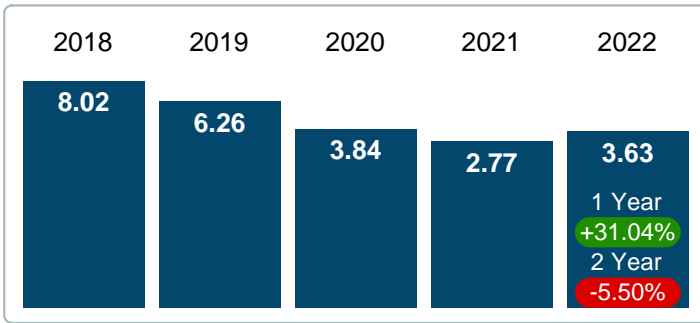
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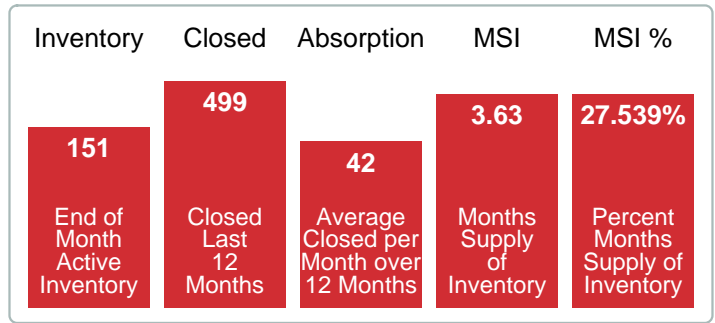
MONTHS SUPPLY of INVENTORY (MSI)

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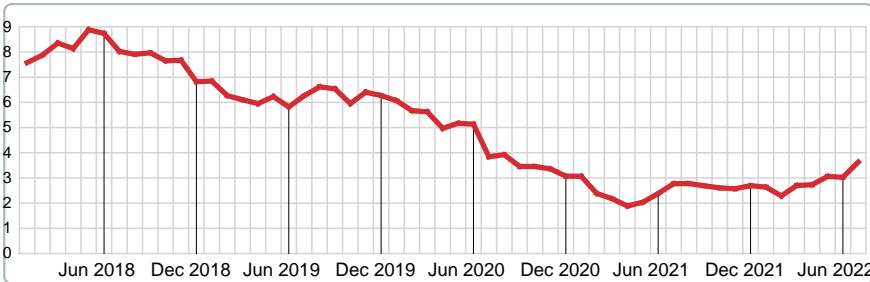
MSI FOR JULY



INDICATORS FOR JULY 2022

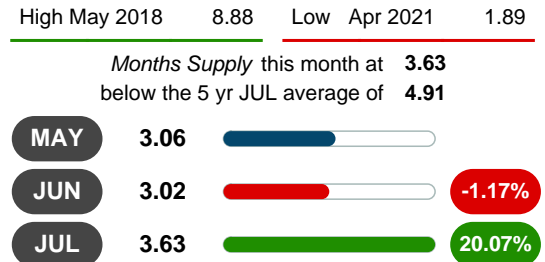


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.91



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	11.26%	1.89	2.04	1.11	36.00	0.00
\$100,001 - \$125,000	8	5.30%	2.04	2.12	2.31	0.00	0.00
\$125,001 - \$175,000	25	16.56%	3.06	3.75	2.43	7.50	0.00
\$175,001 - \$300,000	42	27.81%	3.45	3.53	3.46	1.20	12.00
\$300,001 - \$475,000	26	17.22%	4.59	4.80	2.79	8.00	12.00
\$475,001 - \$675,000	13	8.61%	9.18	0.00	13.71	8.00	12.00
\$675,001 and up	20	13.25%	16.00	0.00	19.20	15.00	14.00
Market Supply of Inventory (MSI)			3.63	2.57	3.11	6.00	12.75
Total Active Inventory by Units		100%	3.63	24	81	29	17

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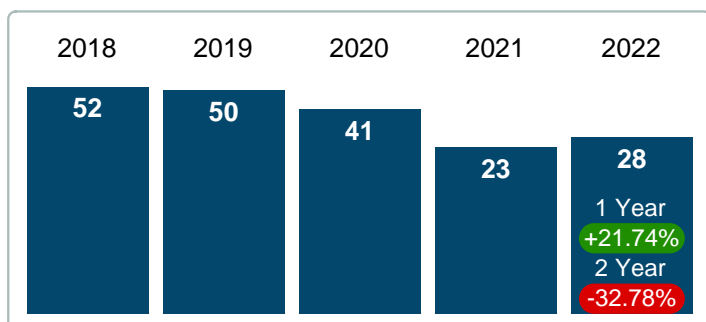
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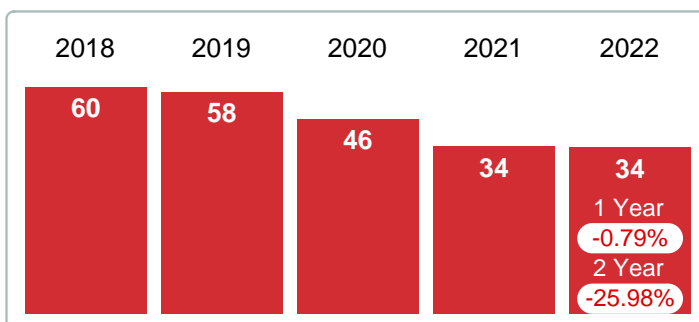
AVERAGE DAYS ON MARKET TO SALE

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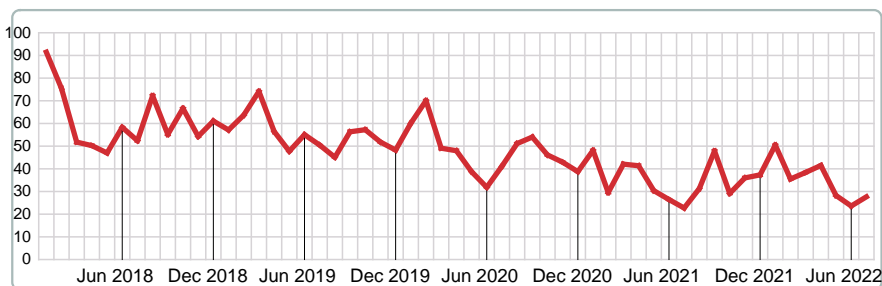
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

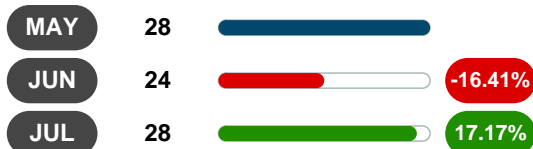


3 MONTHS

5 year JUL AVG = 39

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 28 below the 5 yr JUL average of 39



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
\$100,000 and less	10.20%	38	14	73	0	0
\$100,001 - \$125,000	6.12%	34	0	34	0	0
\$125,001 - \$175,000	20.41%	17	22	17	0	0
\$175,001 - \$275,000	26.53%	28	5	36	20	15
\$275,001 - \$325,000	10.20%	29	0	33	15	0
\$325,001 - \$400,000	12.24%	22	0	24	19	0
\$400,001 and up	14.29%	36	0	16	32	79
Average Closed DOM		28				
Total Closed Units	100%	28	5	31	10	3
Total Closed Volume		12,144,800	544.90K	6.64M	3.75M	1.21M

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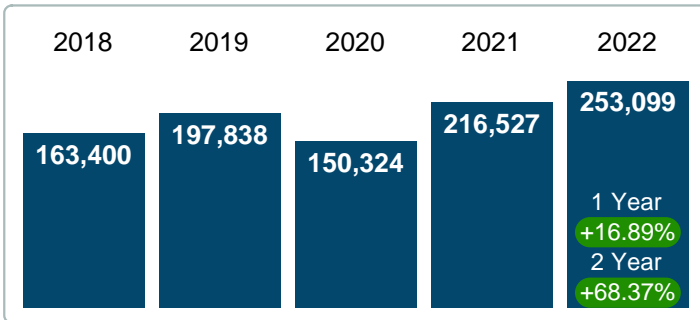
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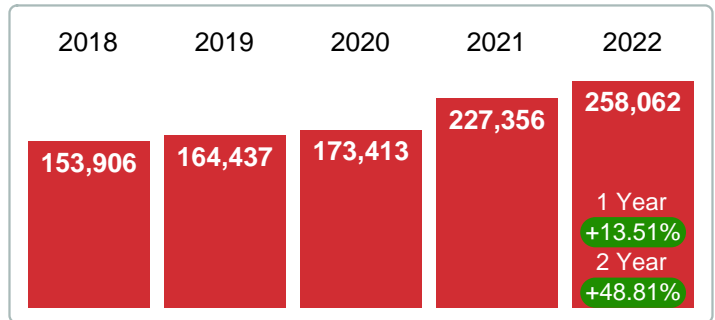
AVERAGE LIST PRICE AT CLOSING

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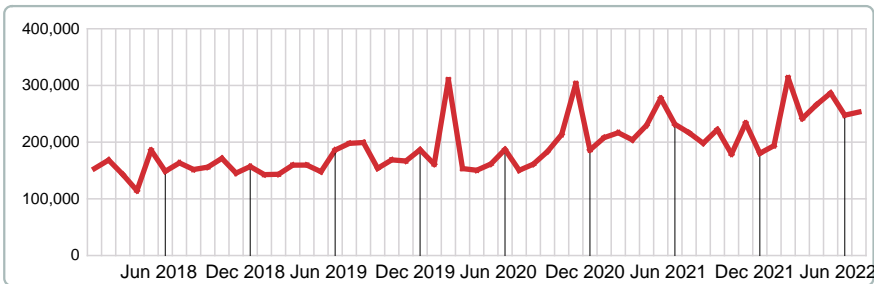
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 196,238

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

Average List Price at Closing this month at **253,099** above the 5 yr JUL average of **196,238**



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
\$100,000 and less	6.12%	50,217	50,217	110,000	0	0
\$100,001 - \$125,000	10.20%	116,800	0	123,000	0	0
\$125,001 - \$175,000	18.37%	146,267	179,000	145,711	0	0
\$175,001 - \$275,000	26.53%	221,885	220,000	223,563	254,500	237,000
\$275,001 - \$325,000	10.20%	292,580	0	303,875	289,900	0
\$325,001 - \$400,000	14.29%	348,500	0	337,750	380,000	0
\$400,001 and up	14.29%	509,129	0	525,000	445,780	810,000
Average List Price		253,099	109,930	218,723	378,780	428,000
Total Closed Units	100%	253,099	5	31	10	3
Total Closed Volume		12,401,850	549.65K	6.78M	3.79M	1.28M

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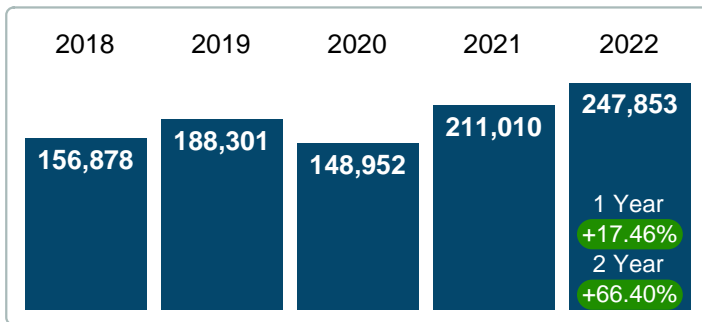
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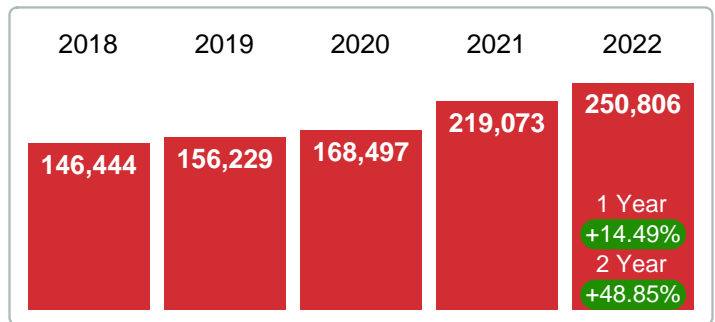
AVERAGE SOLD PRICE AT CLOSING

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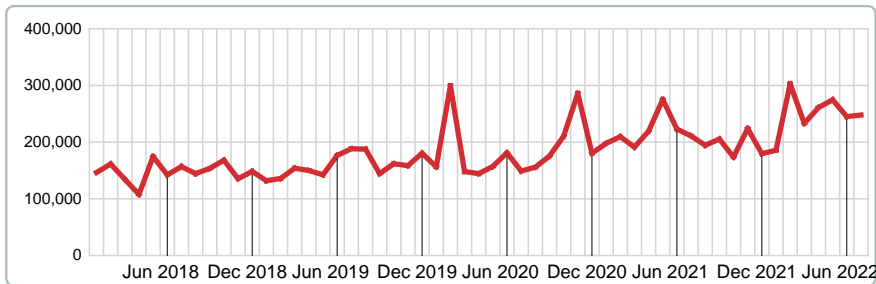
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

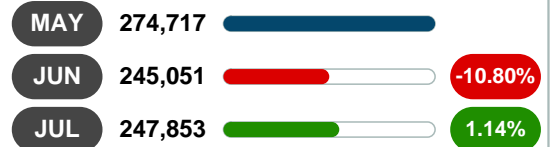


3 MONTHS

5 year JUL AVG = 190,599

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

Average Sold Price at Closing this month at **247,853**
above the 5 yr JUL average of **190,599**



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
\$100,000 and less	10.20%	66,980	49,967	92,500	0	0
\$100,001 - \$125,000	6.12%	121,333	0	121,333	0	0
\$125,001 - \$175,000	20.41%	149,740	175,000	146,933	0	0
\$175,001 - \$275,000	26.53%	230,192	220,000	225,313	252,500	232,500
\$275,001 - \$325,000	10.20%	302,000	0	296,250	325,000	0
\$325,001 - \$400,000	12.24%	345,000	0	336,250	362,500	0
\$400,001 and up	14.29%	482,286	0	435,000	439,200	745,000
Average Sold Price		247,853	108,980	214,158	375,100	403,333
Total Closed Units	100%	247,853	5	31	10	3
Total Closed Volume		12,144,800	544.90K	6.64M	3.75M	1.21M

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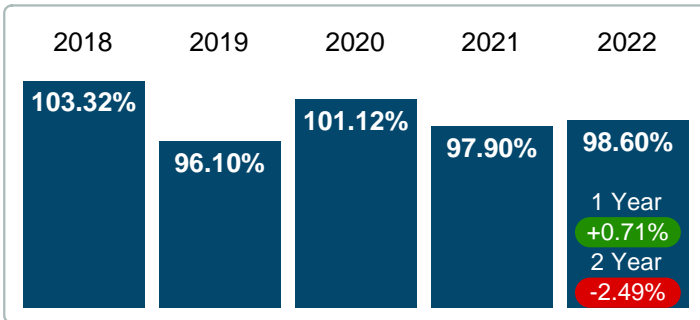
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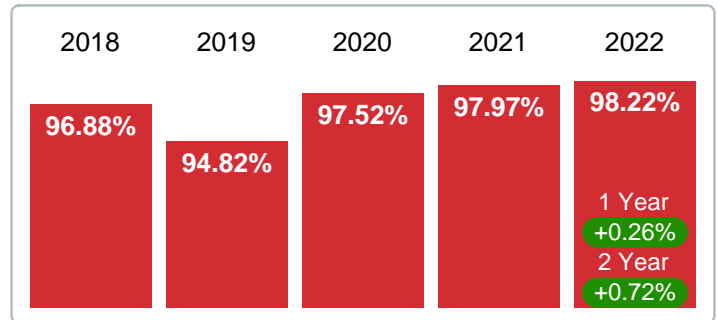
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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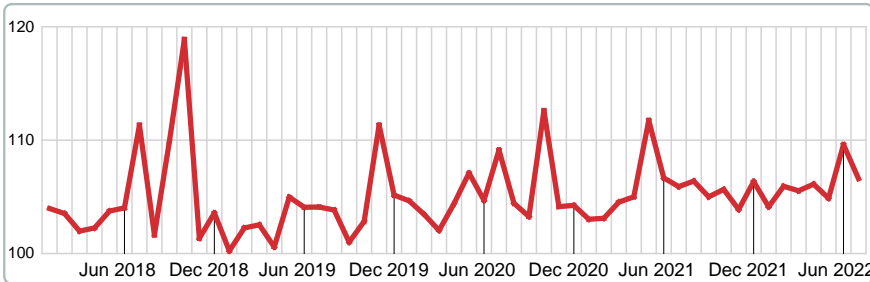
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

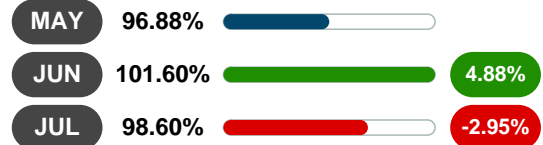


3 MONTHS

5 year JUL AVG = 99.41%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.60%**
equal to 5 yr JUL average of **99.41%**



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
\$100,000 and less	5	10.20%	93.50%	99.45%	84.58%	0.00%	0.00%
\$100,001 - \$125,000	3	6.12%	98.72%	0.00%	98.72%	0.00%	0.00%
\$125,001 - \$175,000	10	20.41%	100.60%	97.77%	100.92%	0.00%	0.00%
\$175,001 - \$275,000	13	26.53%	100.27%	100.00%	101.07%	99.28%	98.19%
\$275,001 - \$325,000	5	10.20%	100.38%	0.00%	97.44%	112.11%	0.00%
\$325,001 - \$400,000	6	12.24%	98.20%	0.00%	99.60%	95.41%	0.00%
\$400,001 and up	7	14.29%	95.32%	0.00%	82.86%	98.48%	91.98%
Average Sold/List Ratio		98.60%		99.23%	98.49%	99.39%	96.12%
Total Closed Units		49	100%	5	31	10	3
Total Closed Volume		12,144,800		544.90K	6.64M	3.75M	1.21M

July 2022



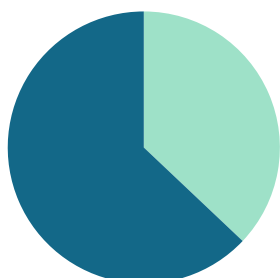
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

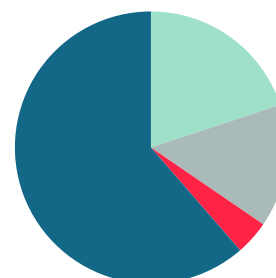


Inventory
 New Listings
73 = 37.06%
 Start Inventory
124
 Total Inventory Units
197
 Volume
\$72,057,245

Market Activity

Closed Sales
49 = 19.92%
 Pending Sales
36 = 14.63%
 Other Off Market
10 = 4.07%
 Active Inventory
151 = 61.38%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	42	49	16.67%	302	293	-2.98%
Pending Sales	36	36	0.00%	317	292	-7.89%
New Listings	62	73	17.74%	400	422	5.50%
Average List Price	216,527	253,099	16.89%	227,356	258,062	13.51%
Average Sale Price	211,010	247,853	17.46%	219,073	250,806	14.49%
Average Percent of Selling Price to List Price	97.90%	98.60%	0.71%	97.97%	98.22%	0.26%
Average Days on Market to Sale	22.71	27.65	21.74%	34.42	34.15	-0.79%
Monthly Inventory	118	151	27.97%	118	151	27.97%
Months Supply of Inventory	2.77	3.63	31.04%	2.77	3.63	31.04%

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

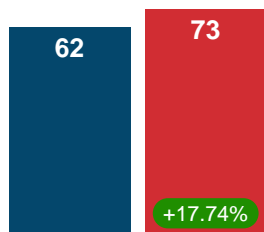
Inventory on July 31, 2022 = **151**

2021 **2022**

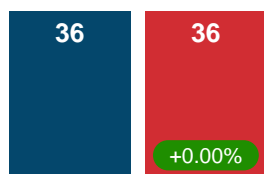
JULY MARKET

AVERAGE PRICES

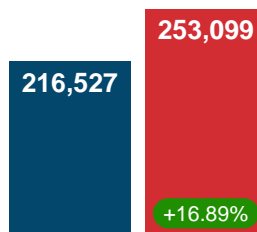
New Listings



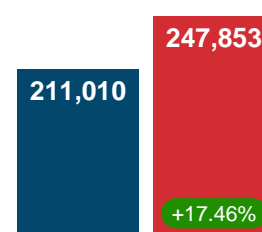
Pending Listings



List Price



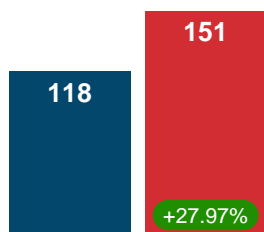
Sale Price



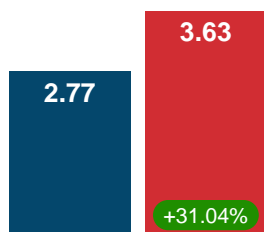
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

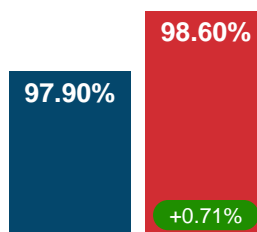
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

