

June 2022



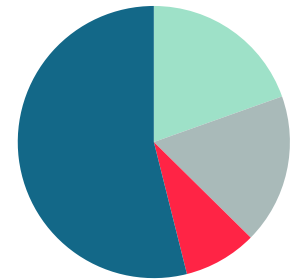
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	51	45	-11.76%
Pending Listings	46	41	-10.87%
New Listings	70	58	-17.14%
Average List Price	231,580	247,569	6.90%
Average Sale Price	223,034	245,051	9.87%
Average Percent of Selling Price to List Price	98.67%	101.60%	2.97%
Average Days on Market to Sale	26.45	23.60	-10.78%
End of Month Inventory	103	124	20.39%
Months Supply of Inventory	2.38	3.02	27.00%



■ Closed (19.57%)
■ Pending (17.83%)
■ Other OffMarket (8.70%)
■ Active (53.91%)

Absorption: Last 12 months, an Average of **41** Sales/Month
Active Inventory as of June 30, 2022 = **124**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2022 rose **20.39%** to 124 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **3.02** 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 **9.87%** in June 2022 to \$245,051 versus the previous year at \$223,034.

Average Days on Market Shortens

The average number of **23.60** days that homes spent on the market before selling decreased by 2.85 days or **10.78%** in June 2022 compared to last year's same month at **26.45** DOM.

Sales Success for June 2022 is Positive

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

There were 58 New Listings in June 2022, down **17.14%** from last year at 70. Furthermore, there were 45 Closed Listings this month versus last year at 51, a **-11.76%** decrease.

Closed versus Listed trends yielded a **77.6%** ratio, up from previous year's, June 2021, at **72.9%**, a **6.49%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2022



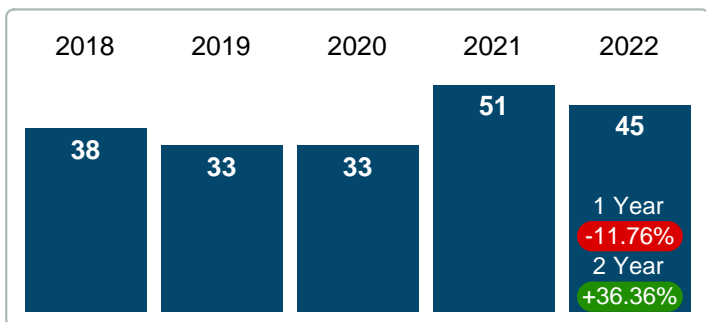
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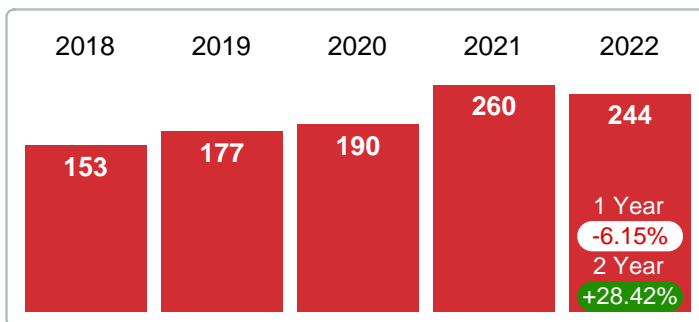
CLOSED LISTINGS

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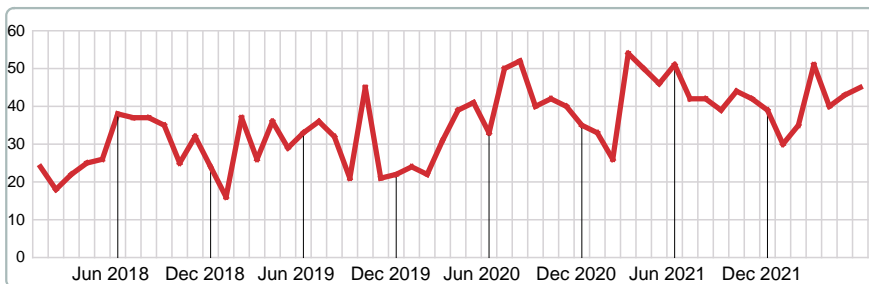
JUNE



YEAR TO DATE (YTD)

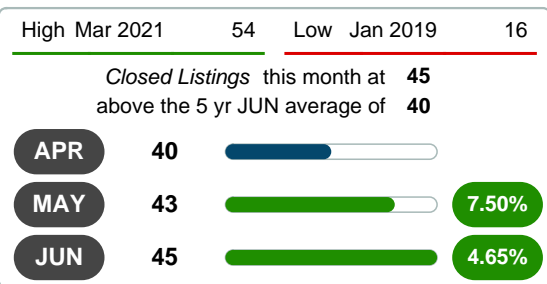


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 40



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	2	4.44%	6.5	2	0	0	0
\$50,001 - \$100,000	6	13.33%	17.8	5	1	0	0
\$100,001 - \$125,000	4	8.89%	28.5	3	0	1	0
\$125,001 - \$225,000	11	24.44%	14.9	2	9	0	0
\$225,001 - \$300,000	13	28.89%	32.5	1	10	2	0
\$300,001 - \$375,000	5	11.11%	29.8	0	4	1	0
\$375,001 and up	4	8.89%	23.0	0	2	2	0
Total Closed Units	45			13	26	6	0
Total Closed Volume	11,027,300	100%	23.6	1.47M	7.32M	2.23M	0.00B
Average Closed Price	\$245,051			\$113,154	\$281,627	\$372,333	\$0

June 2022



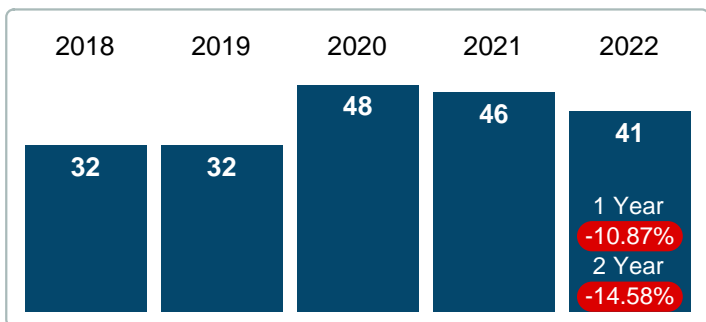
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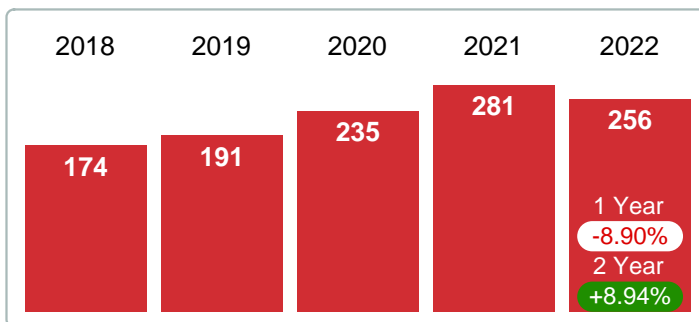
PENDING LISTINGS

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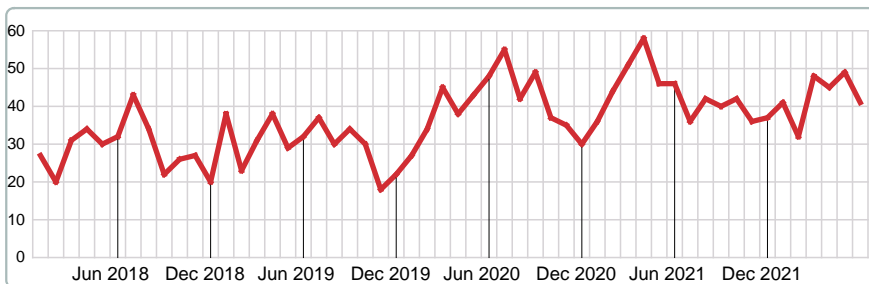
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

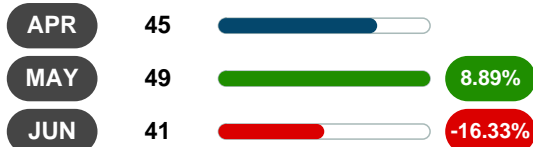


3 MONTHS

5 year JUN AVG = 40

High Apr 2021 58 Low Nov 2019 18

Pending Listings this month at 41
above the 5 yr JUN average of 40



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	3	7.32%	5.3	3	0	0	0
\$100,001 - \$125,000	3	7.32%	22.7	1	2	0	0
\$125,001 - \$150,000	8	19.51%	53.9	0	8	0	0
\$150,001 - \$250,000	11	26.83%	44.3	5	5	0	1
\$250,001 - \$325,000	6	14.63%	37.7	1	3	1	1
\$325,001 - \$375,000	5	12.20%	36.8	0	3	2	0
\$375,001 and up	5	12.20%	49.0	1	0	4	0
Total Pending Units	41			11	21	7	2
Total Pending Volume	9,468,600	100%	40.4	1.92M	4.21M	2.77M	569.00K
Average Listing Price	\$230,941			\$174,173	\$200,681	\$395,629	\$284,500

June 2022



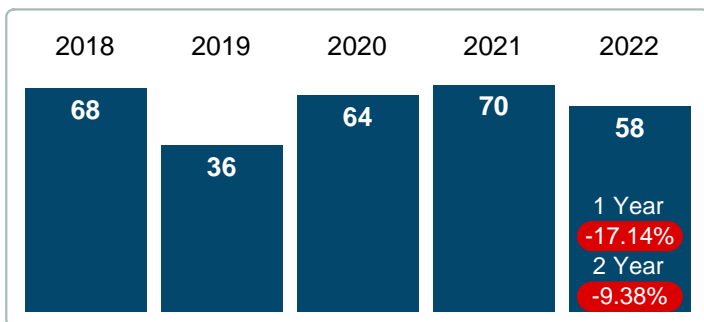
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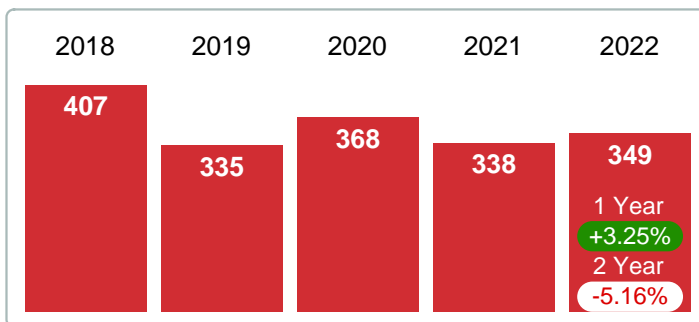
NEW LISTINGS

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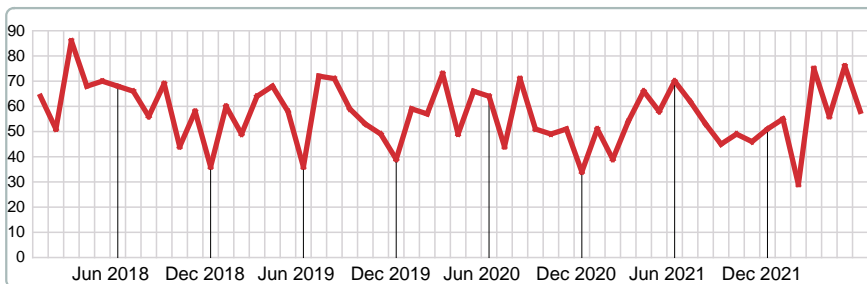
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

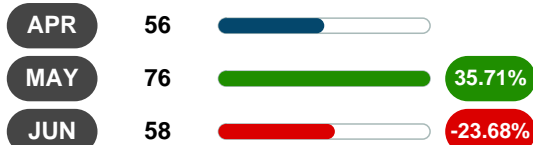


3 MONTHS

5 year JUN AVG = 59

High Mar 2018 86 Low Feb 2022 29

New Listings this month at 58
below the 5 yr JUN average of 59



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.90%	4	0	0	0
\$50,001 - \$125,000	10	17.24%	4	4	2	0
\$125,001 - \$150,000	5	8.62%	1	4	0	0
\$150,001 - \$250,000	17	29.31%	7	9	1	0
\$250,001 - \$325,000	6	10.34%	1	2	1	2
\$325,001 - \$425,000	9	15.52%	2	5	1	1
\$425,001 and up	7	12.07%	0	4	2	1
Total New Listed Units	58		19	28	7	4
Total New Listed Volume	14,370,997	100%	2.89M	7.54M	2.21M	1.73M
Average New Listed Listing Price	\$229,732		\$152,053	\$269,304	\$315,929	\$432,500

June 2022



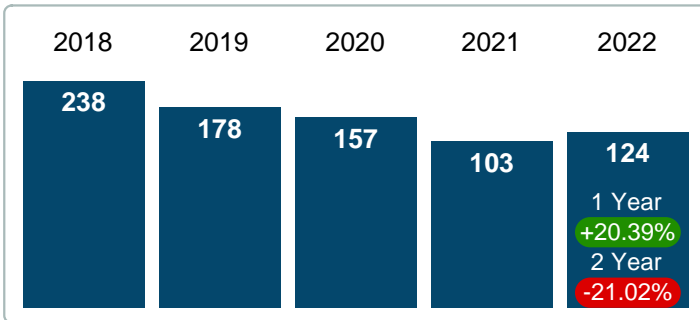
Area Delimited by County Of Mayes - Residential Property Type



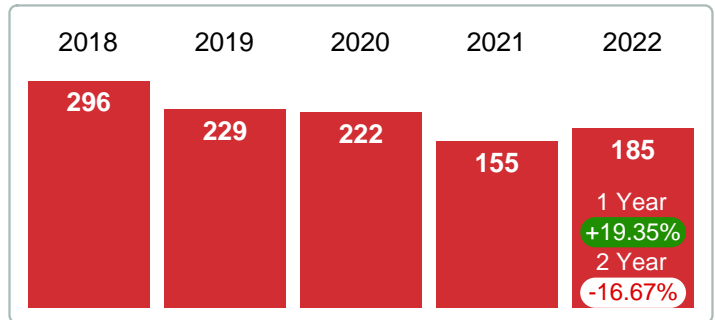
ACTIVE INVENTORY

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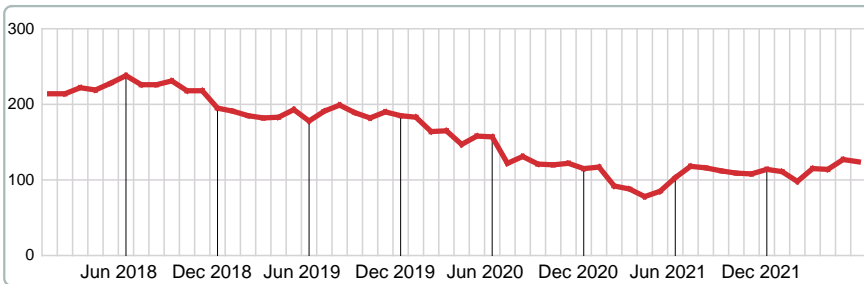
END OF JUNE



ACTIVE DURING JUNE

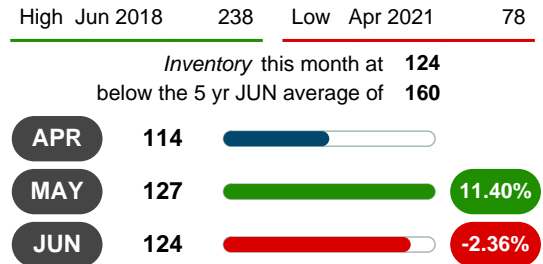


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 160



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	9	7.26%	38.3	6	2	1	0
\$75,001 - \$150,000	18	14.52%	60.8	5	9	4	0
\$150,001 - \$200,000	16	12.90%	46.9	4	9	3	0
\$200,001 - \$350,000	34	27.42%	66.8	5	18	7	4
\$350,001 - \$475,000	16	12.90%	91.6	2	10	2	2
\$475,001 - \$750,000	19	15.32%	64.4	0	10	4	5
\$750,001 and up	12	9.68%	136.1	0	6	2	4
Total Active Inventory by Units	124			22	64	23	15
Total Active Inventory by Volume	52,452,287	100%	70.8	3.60M	27.41M	8.15M	13.29M
Average Active Inventory Listing Price	\$423,002			\$163,586	\$428,294	\$354,352	\$886,167

June 2022



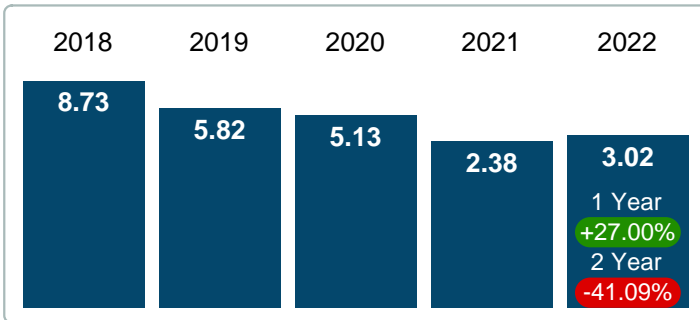
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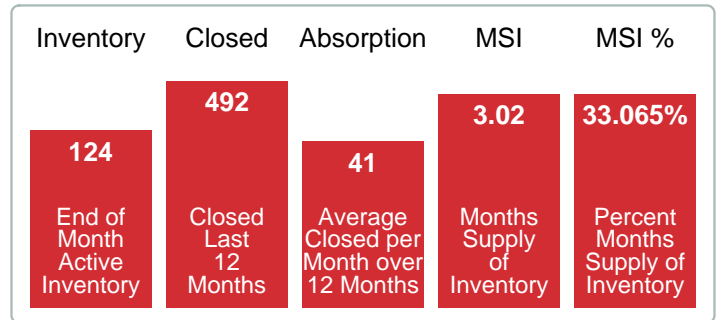
MONTHS SUPPLY of INVENTORY (MSI)

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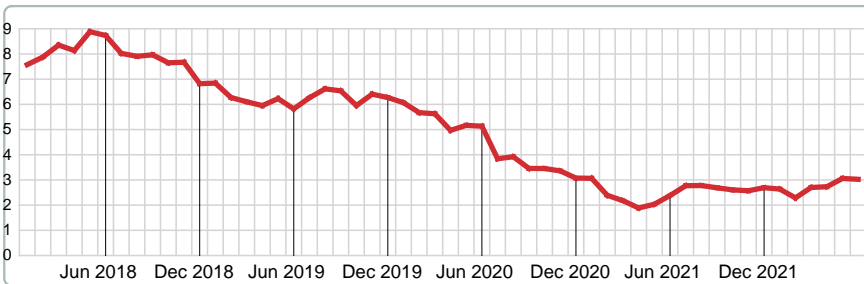
MSI FOR JUNE



INDICATORS FOR JUNE 2022

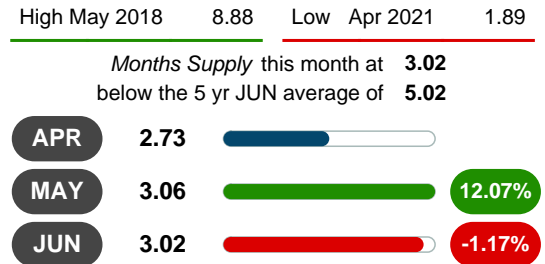


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 5.02



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	9	7.26%	1.71	2.12	0.86	12.00	0.00
\$75,001 - \$150,000	18	14.52%	1.49	1.36	1.19	4.80	0.00
\$150,001 - \$200,000	16	12.90%	2.37	5.33	1.71	5.14	0.00
\$200,001 - \$350,000	34	27.42%	2.98	3.16	2.30	3.82	24.00
\$350,001 - \$475,000	16	12.90%	5.49	12.00	5.45	2.67	12.00
\$475,001 - \$750,000	19	15.32%	10.36	0.00	15.00	9.60	12.00
\$750,001 and up	12	9.68%	16.00	0.00	18.00	12.00	16.00
Market Supply of Inventory (MSI)			3.02	2.36	2.48	4.93	12.86
Total Active Inventory by Units		100%	3.02	22	64	23	15

June 2022



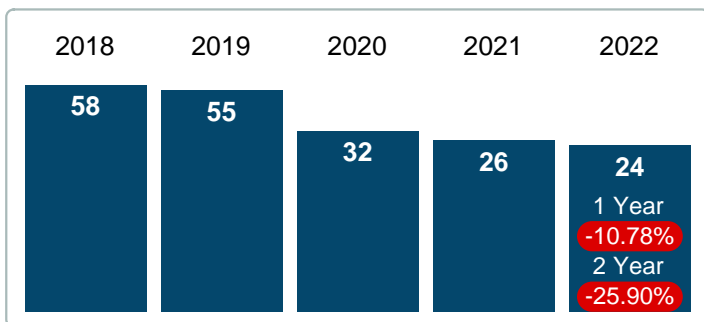
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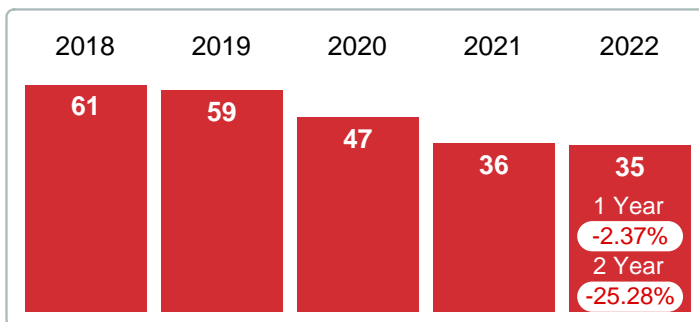
AVERAGE DAYS ON MARKET TO SALE

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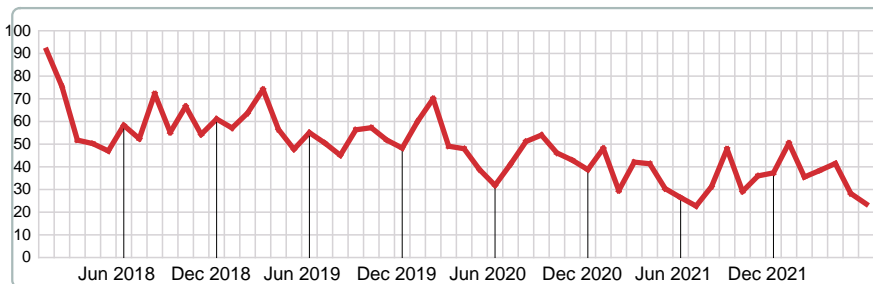
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

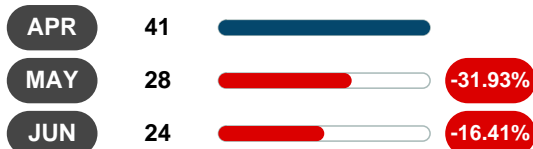


3 MONTHS

5 year JUN AVG = 39

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 24 below the 5 yr JUN 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
\$50,000 and less	4.44%	7	7	0	0	0
\$50,001 - \$100,000	13.33%	18	21	2	0	0
\$100,001 - \$125,000	8.89%	29	28	0	31	0
\$125,001 - \$225,000	24.44%	15	4	17	0	0
\$225,001 - \$300,000	28.89%	33	17	36	24	0
\$300,001 - \$375,000	11.11%	30	0	20	70	0
\$375,001 and up	8.89%	23	0	22	24	0
Average Closed DOM		24	17	25	33	0
Total Closed Units	100%	45	13	26	6	0
Total Closed Volume		11,027,300	1.47M	7.32M	2.23M	0.00B

June 2022



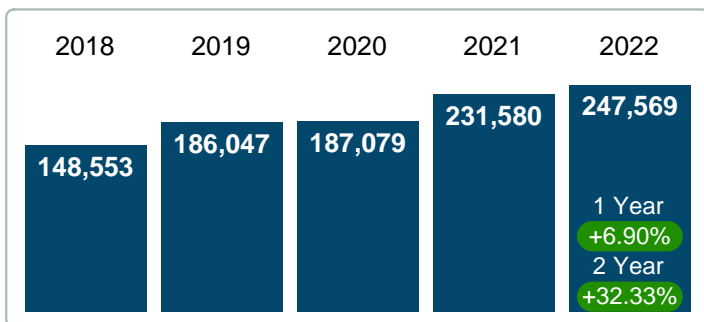
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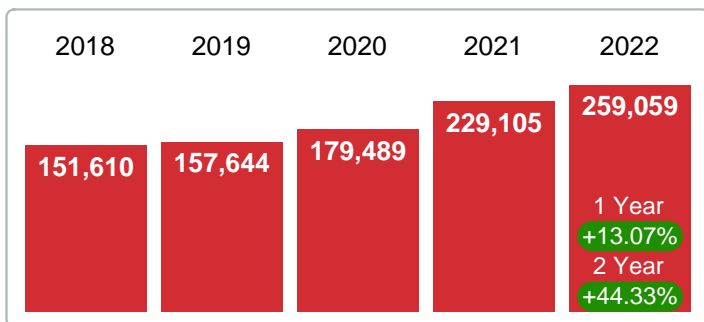
AVERAGE LIST PRICE AT CLOSING

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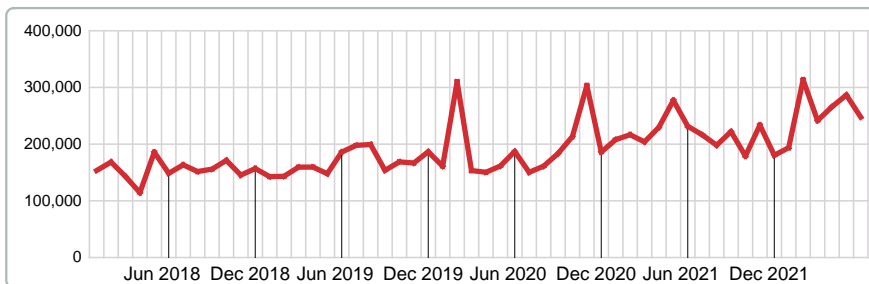
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

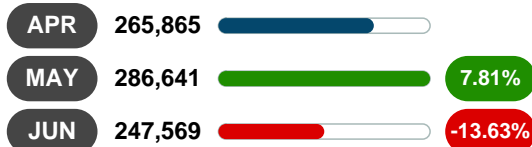


3 MONTHS

5 year JUN AVG = 200,166

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

Average List Price at Closing this month at **247,569**
above the 5 yr JUN average of **200,166**



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	6.67%	44,967	42,450	0	0	0
\$50,001 - \$100,000	13.33%	84,317	83,780	87,000	0	0
\$100,001 - \$125,000	11.11%	120,900	118,333	0	124,500	0
\$125,001 - \$225,000	20.00%	167,811	169,000	149,700	0	0
\$225,001 - \$300,000	26.67%	260,658	309,000	264,390	242,000	0
\$300,001 - \$375,000	11.11%	336,660	0	352,425	354,500	0
\$375,001 and up	11.11%	714,760	0	947,500	644,450	0
Average List Price		247,569	115,831	283,958	375,317	0
Total Closed Units	100%	247,569	13	26	6	0
Total Closed Volume		11,140,599	1.51M	7.38M	2.25M	0.00B

June 2022



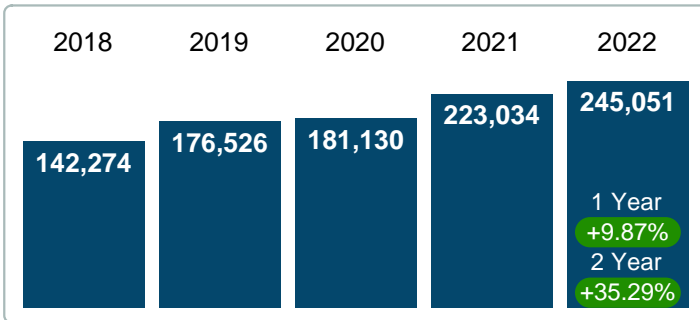
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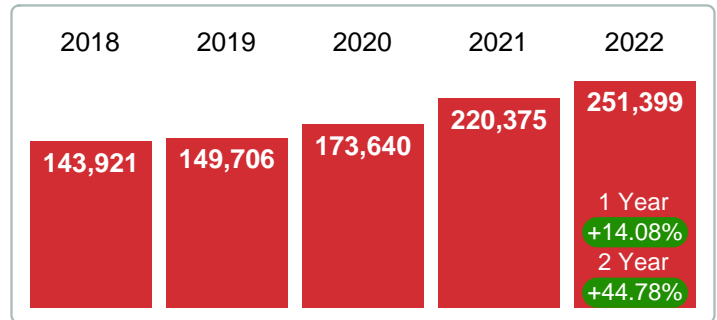
AVERAGE SOLD PRICE AT CLOSING

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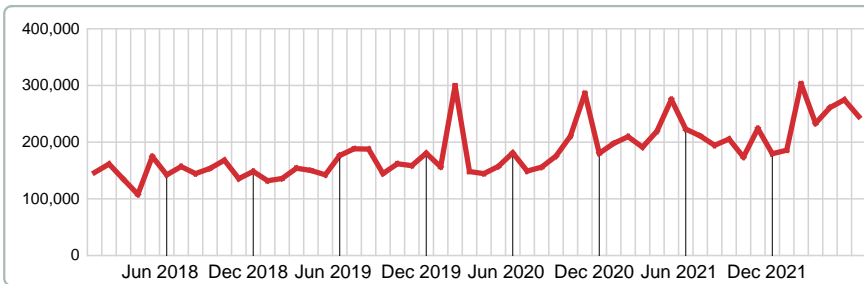
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

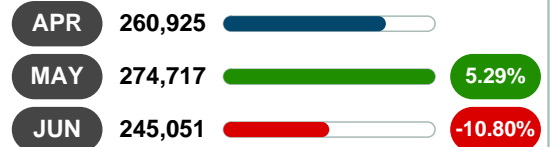


3 MONTHS

5 year JUN AVG = 193,603

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

Average Sold Price at Closing this month at **245,051**
above the 5 yr JUN average of **193,603**



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	4.44%	40,000	40,000	0	0	0
\$50,001 - \$100,000	13.33%	79,667	77,600	90,000	0	0
\$100,001 - \$125,000	8.89%	119,875	118,333	0	124,500	0
\$125,001 - \$225,000	24.44%	161,718	174,000	158,989	0	0
\$225,001 - \$300,000	28.89%	258,262	300,000	257,140	243,000	0
\$300,001 - \$375,000	11.11%	341,900	0	338,750	354,500	0
\$375,001 and up	8.89%	786,000	0	937,500	634,500	0
Average Sold Price		245,051	113,154	281,627	372,333	0
Total Closed Units	100%	245,051	13	26	6	0
Total Closed Volume		11,027,300	1.47M	7.32M	2.23M	0.00B

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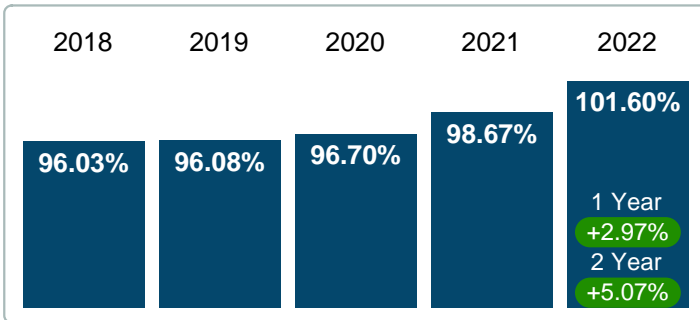
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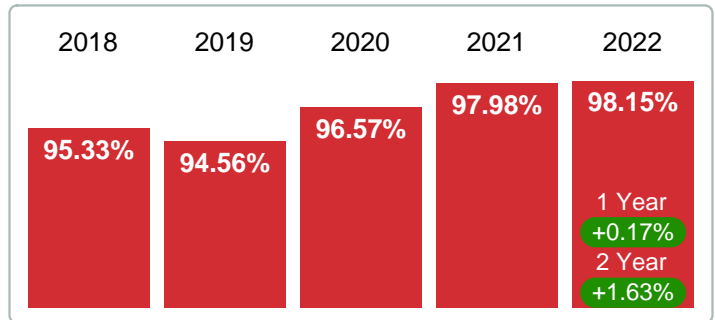
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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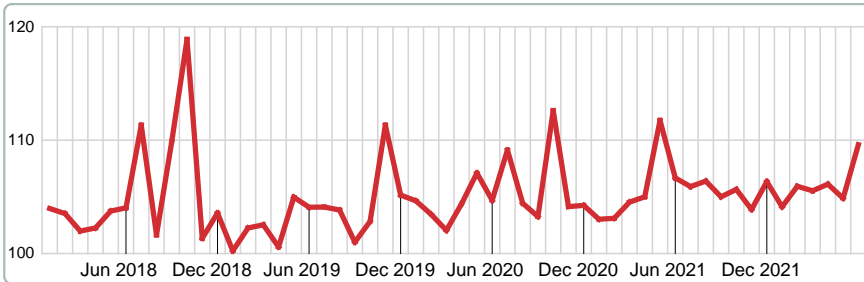
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

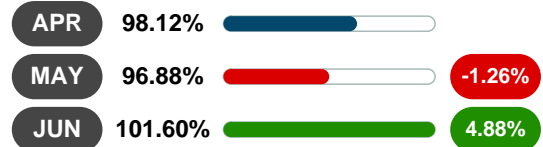


3 MONTHS

5 year JUN AVG = 97.82%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **101.60%**
above the 5 yr JUN average of **97.82%**



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	2	4.44%	95.09%	95.09%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	6	13.33%	94.26%	92.42%	103.45%	0.00%	0.00%
\$100,001 - \$125,000	4	8.89%	100.01%	100.01%	0.00%	100.00%	0.00%
\$125,001 - \$225,000	11	24.44%	115.19%	103.85%	117.72%	0.00%	0.00%
\$225,001 - \$300,000	13	28.89%	97.87%	97.09%	97.44%	100.39%	0.00%
\$300,001 - \$375,000	5	11.11%	96.96%	0.00%	96.20%	100.00%	0.00%
\$375,001 and up	4	8.89%	98.00%	0.00%	98.26%	97.74%	0.00%
Average Sold/List Ratio			101.60%	96.70%	104.56%	99.38%	0.00%
Total Closed Units		100%	101.60%	13	26	6	
Total Closed Volume				1.47M	7.32M	2.23M	0.00B

June 2022



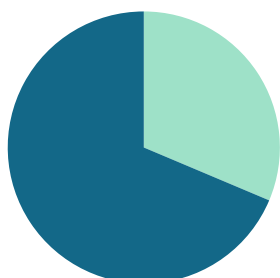
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

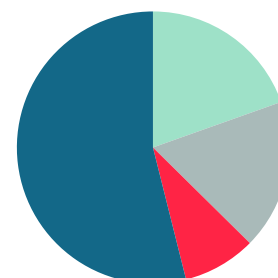


Inventory
 New Listings
58 = 31.35%
 Start Inventory
127
 Total Inventory Units
185
 Volume
\$73,669,612

Market Activity

Closed Sales
45 = 19.57%
 Pending Sales
41 = 17.83%
 Other Off Market
20 = 8.70%
 Active Inventory
124 = 53.91%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	51	45	-11.76%	260	244	-6.15%
Pending Sales	46	41	-10.87%	281	256	-8.90%
New Listings	70	58	-17.14%	338	349	3.25%
Average List Price	231,580	247,569	6.90%	229,105	259,059	13.07%
Average Sale Price	223,034	245,051	9.87%	220,375	251,399	14.08%
Average Percent of Selling Price to List Price	98.67%	101.60%	2.97%	97.98%	98.15%	0.17%
Average Days on Market to Sale	26.45	23.60	-10.78%	36.32	35.45	-2.37%
Monthly Inventory	103	124	20.39%	103	124	20.39%
Months Supply of Inventory	2.38	3.02	27.00%	2.38	3.02	27.00%

Absorption: Last 12 months, an Average of **41** Sales/Month

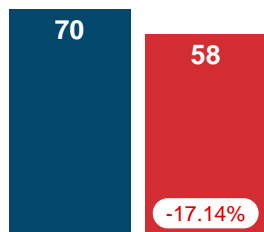
Inventory on June 30, 2022 = **124**

2021 **2022**

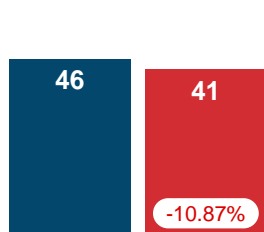
JUNE MARKET

AVERAGE PRICES

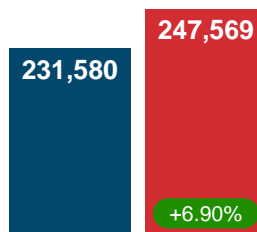
New Listings



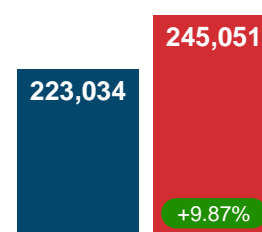
Pending Listings



List Price



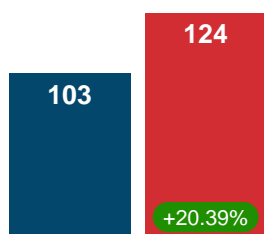
Sale Price



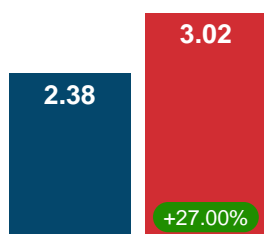
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

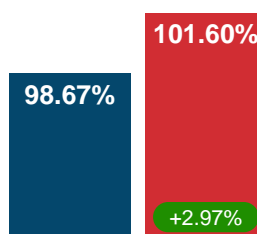
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

