

## March 2022



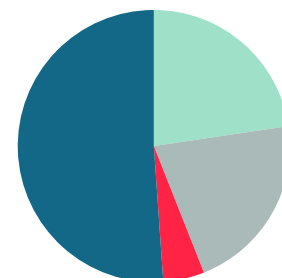
Area Delimited by County Of Mayes - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	54	51	-5.56%
Pending Listings	51	48	-5.88%
New Listings	54	75	38.89%
Average List Price	204,011	241,665	18.46%
Average Sale Price	191,159	233,184	21.98%
Average Percent of Selling Price to List Price	96.53%	97.53%	1.04%
Average Days on Market to Sale	42.06	38.41	-8.66%
End of Month Inventory	88	115	30.68%
Months Supply of Inventory	2.18	2.70	24.03%



■ Closed (22.67%)  
■ Pending (21.33%)  
■ Other OffMarket (4.89%)  
■ Active (51.11%)

**Absorption:** Last 12 months, an Average of **43** Sales/Month  
**Active Inventory** as of March 31, 2022 = **115**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **30.68%** to 115 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 **2.70** 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 **21.98%** in March 2022 to \$233,184 versus the previous year at \$191,159.

##### Average Days on Market Shortens

The average number of **38.41** days that homes spent on the market before selling decreased by 3.64 days or **8.66%** in March 2022 compared to last year's same month at **42.06** DOM.

##### Sales Success for March 2022 is Positive

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

There were 75 New Listings in March 2022, up **38.89%** from last year at 54. Furthermore, there were 51 Closed Listings this month versus last year at 54, a **-5.56%** decrease.

Closed versus Listed trends yielded a **68.0%** ratio, down from previous year's, March 2021, at **100.0%**, a **32.00%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### 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

# March 2022



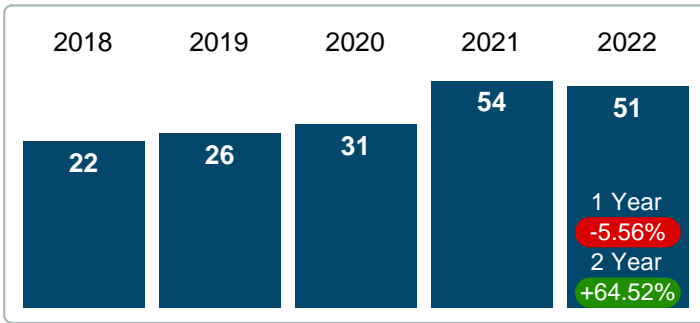
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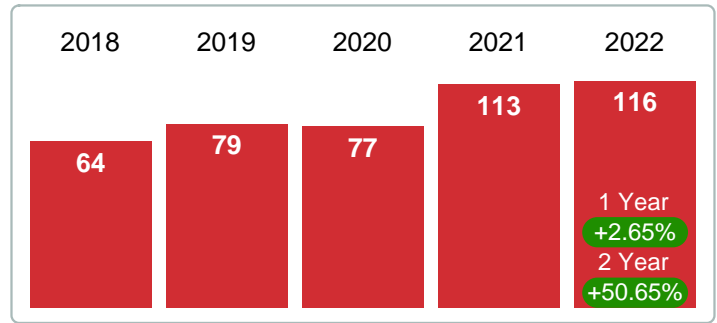
## CLOSED LISTINGS

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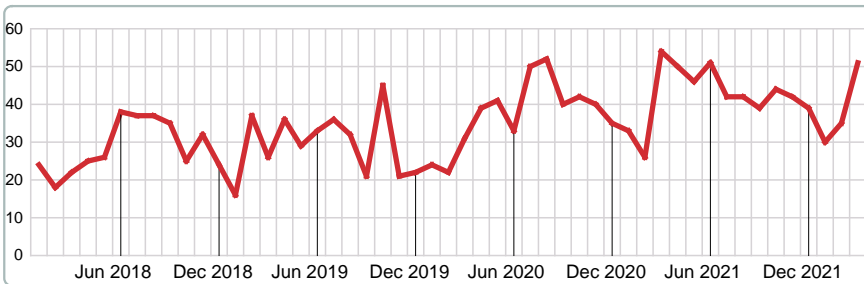
### MARCH



### YEAR TO DATE (YTD)

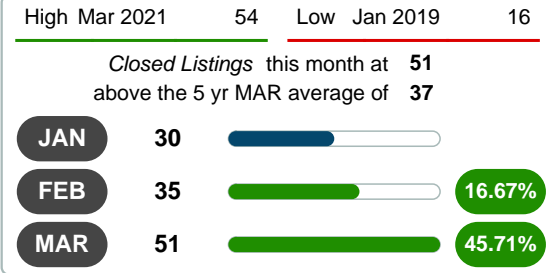


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 37



### 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	3.92%	6.5	2	0	0	0
\$50,001 - \$100,000	7	13.73%	48.7	4	3	0	0
\$100,001 - \$150,000	8	15.69%	38.5	2	5	1	0
\$150,001 - \$200,000	14	27.45%	47.5	2	10	2	0
\$200,001 - \$250,000	7	13.73%	37.0	0	6	1	0
\$250,001 - \$475,000	7	13.73%	35.4	1	4	2	0
\$475,001 and up	6	11.76%	20.8	1	4	1	0
<b>Total Closed Units</b>	<b>51</b>			<b>12</b>	<b>32</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>11,892,388</b>	<b>100%</b>	<b>38.4</b>	<b>1.83M</b>	<b>7.64M</b>	<b>2.42M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$233,184</b>			<b>\$152,458</b>	<b>\$238,887</b>	<b>\$345,500</b>	<b>\$0</b>

# March 2022



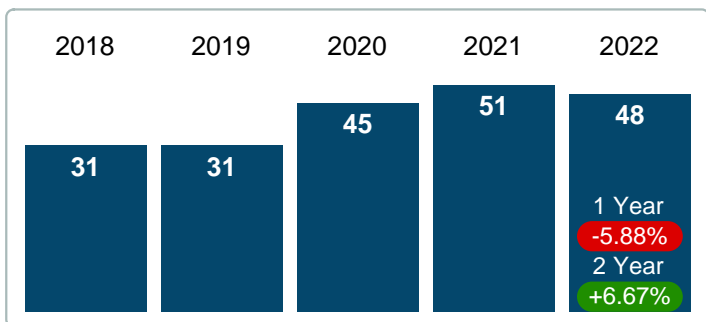
Area Delimited by County Of Mayes - Residential Property Type



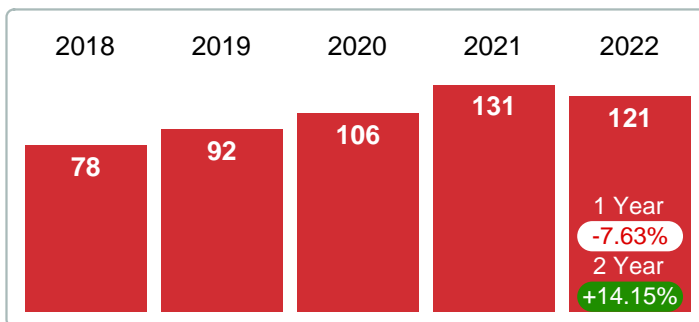
## PENDING LISTINGS

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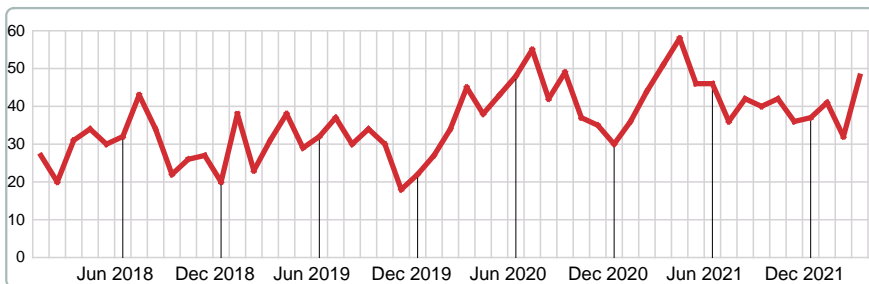
### MARCH



### YEAR TO DATE (YTD)

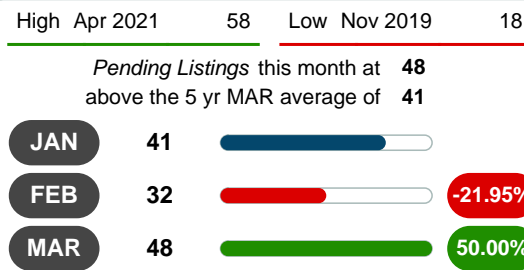


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### 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	4	8.33%	61.5	3	1	0	0
\$100,001 - \$125,000	3	6.25%	3.0	1	2	0	0
\$125,001 - \$175,000	11	22.92%	47.4	3	6	2	0
\$175,001 - \$250,000	12	25.00%	39.7	1	7	4	0
\$250,001 - \$325,000	7	14.58%	57.6	1	5	1	0
\$325,001 - \$875,000	6	12.50%	63.0	1	4	0	1
\$875,001 and up	5	10.42%	35.6	0	2	0	3
<b>Total Pending Units</b>	<b>48</b>			<b>10</b>	<b>27</b>	<b>7</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>17,589,699</b>	<b>100%</b>	<b>47.0</b>	<b>1.99M</b>	<b>8.54M</b>	<b>1.56M</b>	<b>5.50M</b>
<b>Average Listing Price</b>	<b>\$366,270</b>			<b>\$199,290</b>	<b>\$316,393</b>	<b>\$222,314</b>	<b>\$1,374,500</b>

# March 2022



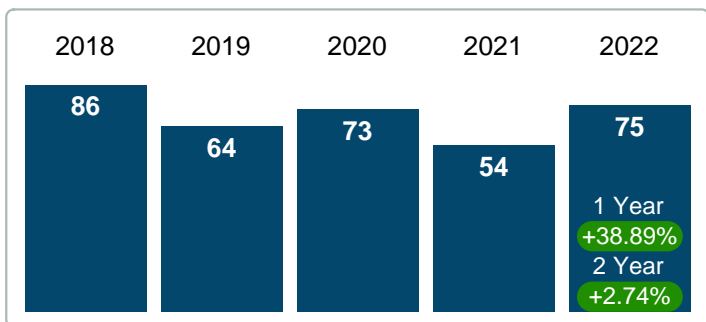
Area Delimited by County Of Mayes - Residential Property Type



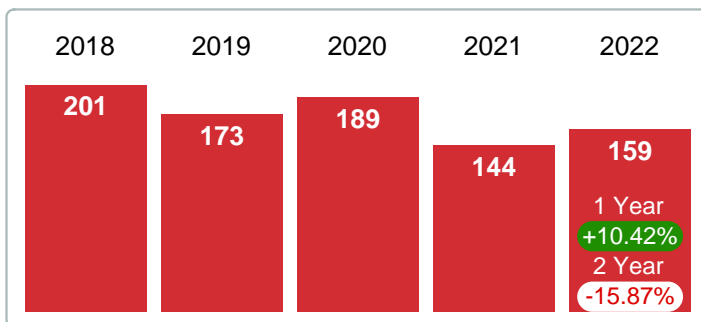
## NEW LISTINGS

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

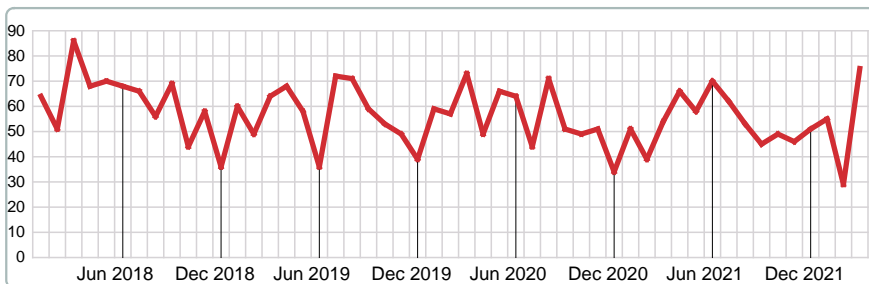
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 70

High Mar 2018 86 Low Feb 2022 29

New Listings this month at **75**  
above the 5 yr MAR average of **70**

Month	New Listings	% Change
JAN	55	
FEB	29	-47.27%
MAR	75	158.62%

### 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	5.33%	2	2	0	0
\$50,001 - \$100,000	7	9.33%	4	3	0	0
\$100,001 - \$150,000	14	18.67%	6	8	0	0
\$150,001 - \$250,000	22	29.33%	3	15	3	1
\$250,001 - \$425,000	10	13.33%	1	8	1	0
\$425,001 - \$800,000	11	14.67%	0	5	6	0
\$800,001 and up	7	9.33%	0	1	1	5
<b>Total New Listed Units</b>	<b>75</b>		<b>16</b>	<b>42</b>	<b>11</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>29,576,999</b>	<b>100%</b>	<b>2.01M</b>	<b>12.44M</b>	<b>5.86M</b>	<b>9.26M</b>
<b>Average New Listed Listing Price</b>	<b>\$261,263</b>		<b>\$125,406</b>	<b>\$296,293</b>	<b>\$532,882</b>	<b>\$1,544,083</b>

# March 2022



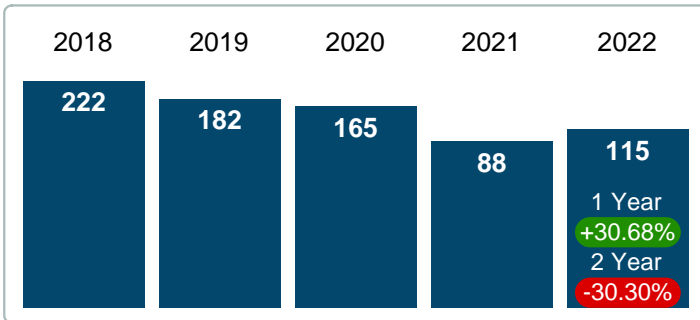
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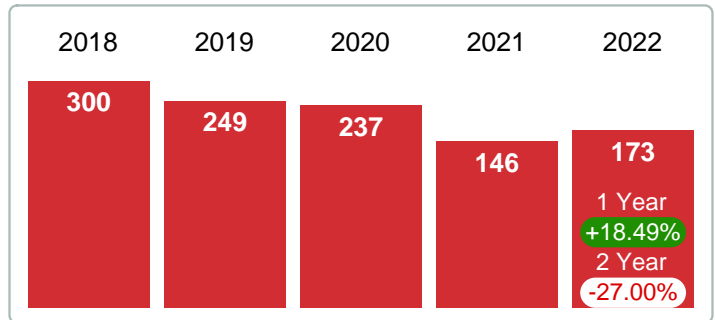
## ACTIVE INVENTORY

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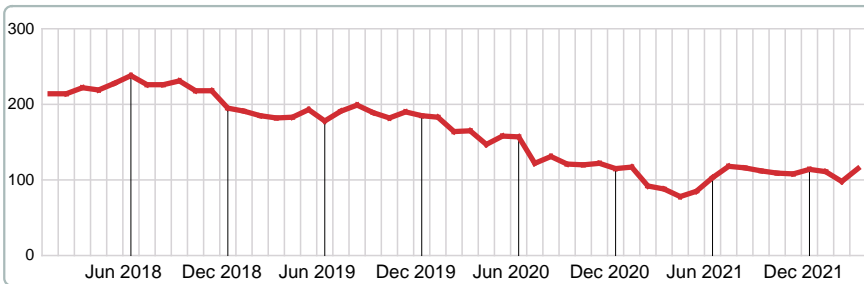
### END OF MARCH



### ACTIVE DURING MARCH

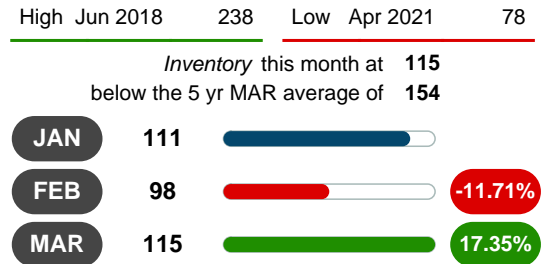


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 154



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.96%	61.9	6	2	0	0
\$50,001 - \$125,000	16	13.91%	61.3	5	9	2	0
\$125,001 - \$175,000	12	10.43%	42.5	5	7	0	0
\$175,001 - \$325,000	35	30.43%	56.6	3	24	5	3
\$325,001 - \$450,000	18	15.65%	65.7	1	8	7	2
\$450,001 - \$775,000	14	12.17%	75.9	1	7	4	2
\$775,001 and up	12	10.43%	107.1	0	2	5	5
<b>Total Active Inventory by Units</b>	<b>115</b>			<b>21</b>	<b>59</b>	<b>23</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>50,904,624</b>	<b>100%</b>	<b>65.2</b>	<b>2.83M</b>	<b>18.51M</b>	<b>12.95M</b>	<b>16.62M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$442,649</b>			<b>\$134,719</b>	<b>\$313,653</b>	<b>\$562,935</b>	<b>\$1,385,210</b>

# March 2022



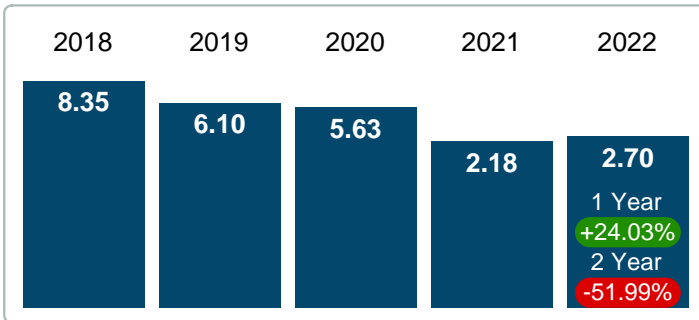
Area Delimited by County Of Mayes - Residential Property Type



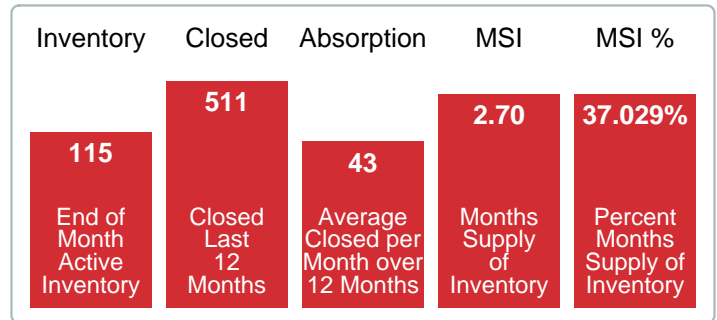
## MONTHS SUPPLY of INVENTORY (MSI)

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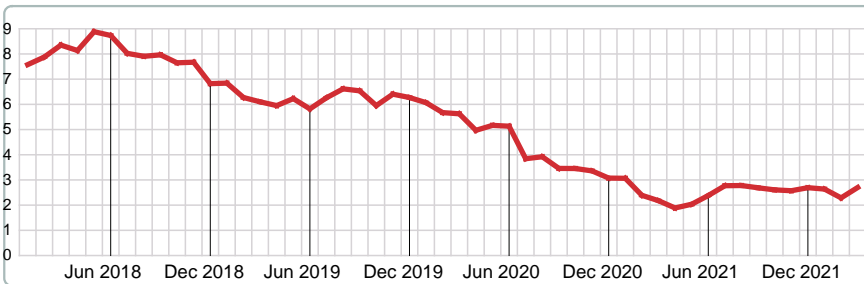
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.99

High May 2018 8.88 Low Apr 2021 1.89

Months Supply this month at **2.70**  
below the 5 yr MAR average of **4.99**



### 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
\$50,000 and less	8	6.96%	3.69	4.50	2.67	0.00	0.00
\$50,001 - \$125,000	16	13.91%	1.41	1.18	1.38	3.43	0.00
\$125,001 - \$175,000	12	10.43%	1.32	5.00	1.01	0.00	0.00
\$175,001 - \$325,000	35	30.43%	2.58	1.89	2.50	2.40	9.00
\$325,001 - \$450,000	18	15.65%	5.27	12.00	3.84	6.00	24.00
\$450,001 - \$775,000	14	12.17%	6.00	3.00	7.00	6.86	4.80
\$775,001 and up	12	10.43%	18.00	0.00	8.00	20.00	30.00
Market Supply of Inventory (MSI)			2.70	2.45	2.18	3.94	11.08
Total Active Inventory by Units		100%	2.70	21	59	23	12

# March 2022



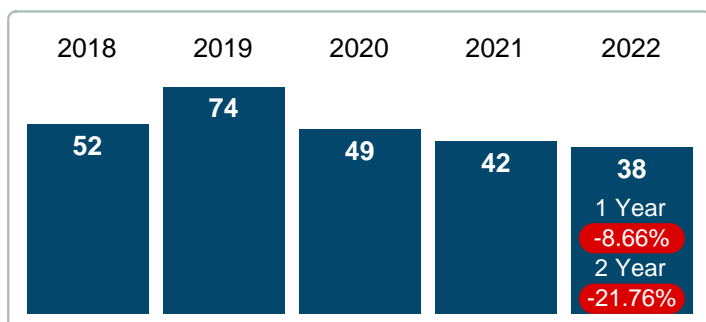
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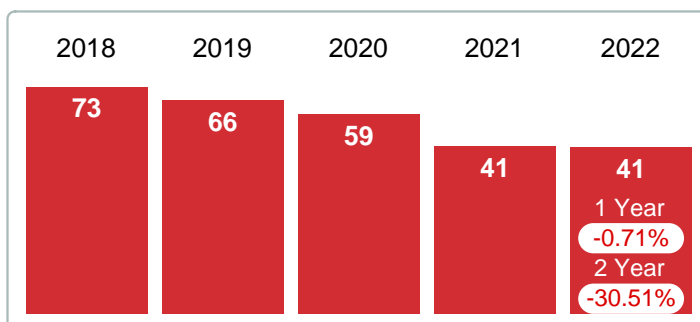
## AVERAGE DAYS ON MARKET TO SALE

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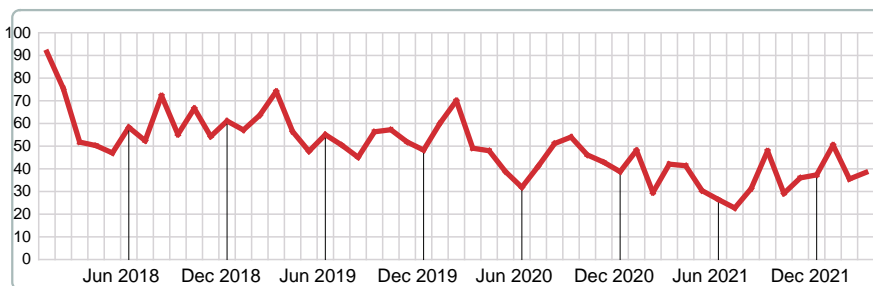
### MARCH



### YEAR TO DATE (YTD)

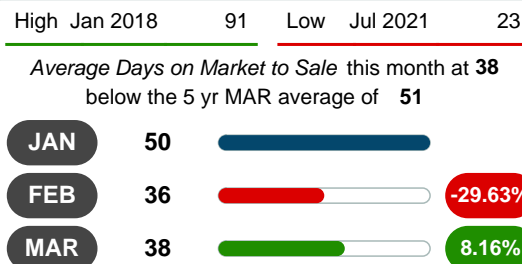


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 51



### 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	3.92%	7	7	0	0	0
\$50,001 - \$100,000	13.73%	49	27	77	0	0
\$100,001 - \$150,000	15.69%	39	1	61	3	0
\$150,001 - \$200,000	27.45%	48	51	37	96	0
\$200,001 - \$250,000	13.73%	37	0	41	12	0
\$250,001 - \$475,000	13.73%	35	31	35	39	0
\$475,001 and up	11.76%	21	17	18	35	0
<b>Average Closed DOM</b>		<b>38</b>	<b>23</b>	<b>43</b>	<b>46</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>38</b>	<b>12</b>	<b>32</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,892,388</b>	<b>1.83M</b>	<b>7.64M</b>	<b>2.42M</b>	<b>0.00B</b>



# March 2022



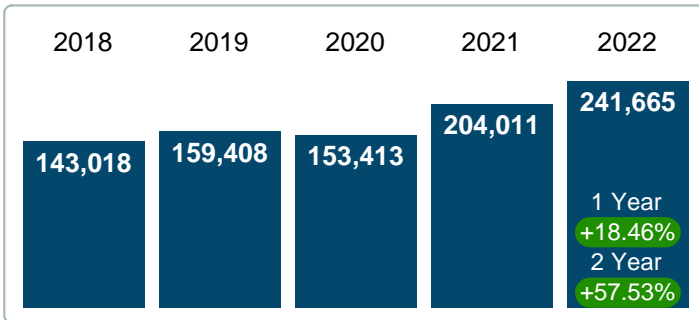
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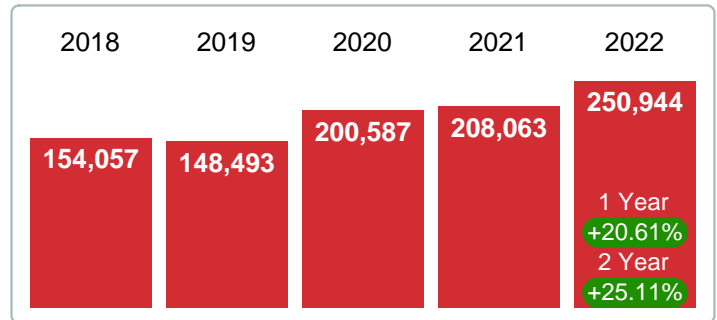
## AVERAGE LIST PRICE AT CLOSING

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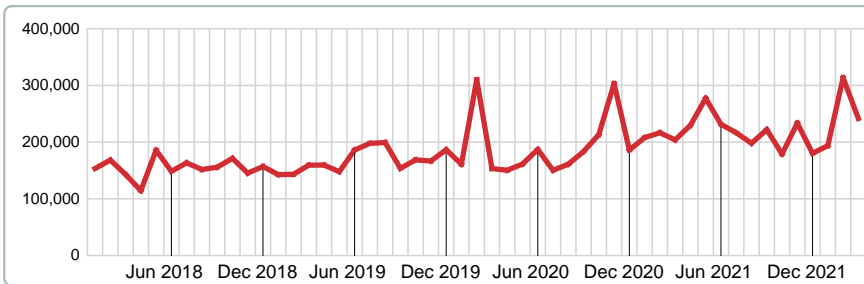
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

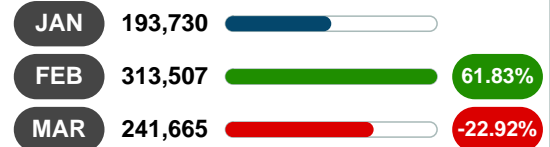


### 3 MONTHS

5 year MAR AVG = 180,303

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

Average List Price at Closing this month at **241,665**  
above the 5 yr MAR average of **180,303**



### 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	3.92%	33,750	33,750	0	0	0
\$50,001 - \$100,000	13.73%	69,921	77,200	60,217	0	0
\$100,001 - \$150,000	17.65%	130,322	116,500	130,880	138,000	0
\$150,001 - \$200,000	23.53%	179,529	171,500	183,695	183,450	0
\$200,001 - \$250,000	15.69%	222,462	0	221,283	206,999	0
\$250,001 - \$475,000	13.73%	320,429	345,000	290,000	369,000	0
\$475,001 and up	11.76%	736,333	595,000	655,750	1,200,000	0
<b>Average List Price</b>		<b>241,665</b>	<b>157,692</b>	<b>243,209</b>	<b>378,557</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>241,665</b>	<b>12</b>	<b>32</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>12,324,899</b>	<b>1.89M</b>	<b>7.78M</b>	<b>2.65M</b>	<b>0.00B</b>



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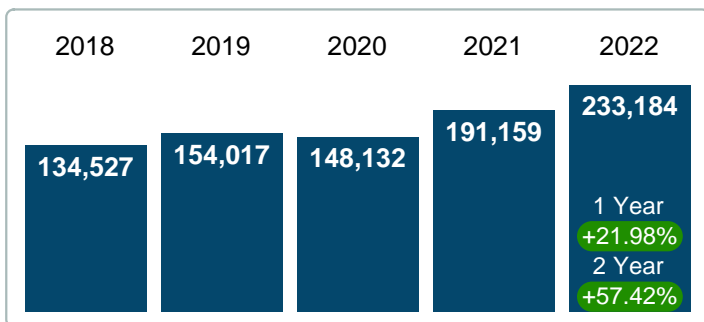
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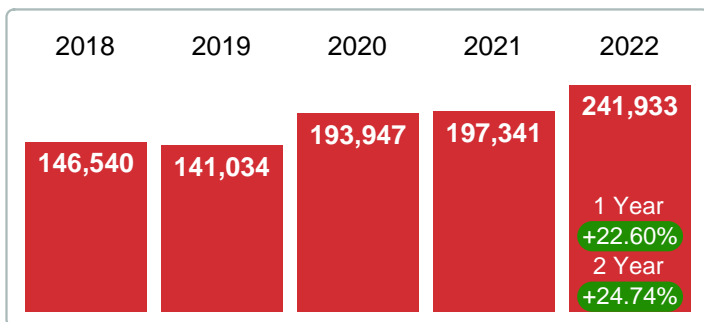
## AVERAGE SOLD PRICE AT CLOSING

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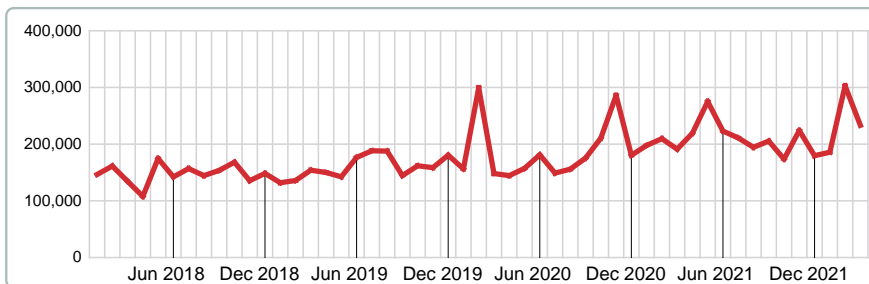
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

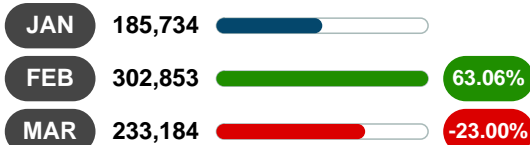


### 3 MONTHS

5 year MAR AVG = 172,204

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

Average Sold Price at Closing this month at **233,184** above the 5 yr MAR average of **172,204**



### 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	3.92%	30,000	30,000	0	0	0
\$50,001 - \$100,000	13.73%	67,214	74,875	57,000	0	0
\$100,001 - \$150,000	15.69%	127,813	119,000	128,100	144,000	0
\$150,001 - \$200,000	27.45%	176,418	158,500	179,135	180,750	0
\$200,001 - \$250,000	13.73%	223,077	0	226,256	204,000	0
\$250,001 - \$475,000	13.73%	307,857	320,000	281,500	354,500	0
\$475,001 and up	11.76%	692,167	595,000	639,500	1,000,000	0
<b>Average Sold Price</b>		<b>233,184</b>	<b>152,458</b>	<b>238,887</b>	<b>345,500</b>	<b>0</b>
<b>Total Closed Units</b>		<b>51</b>	<b>12</b>	<b>32</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>11,892,388</b>	<b>1.83M</b>	<b>7.64M</b>	<b>2.42M</b>	<b>0.00B</b>

# March 2022



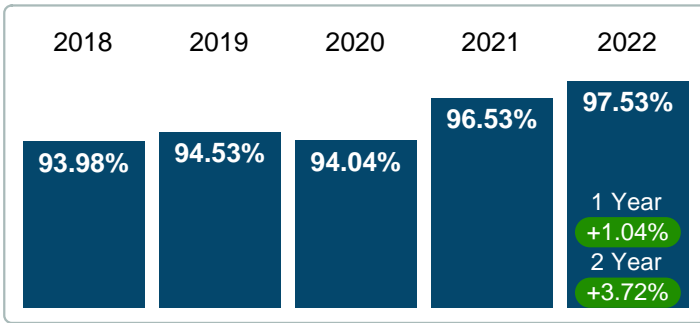
Area Delimited by County Of Mayes - Residential Property Type



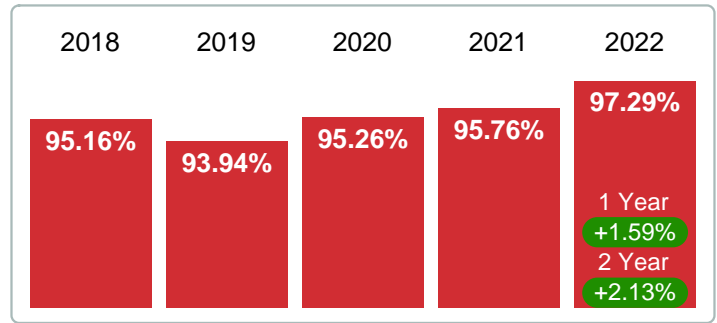
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

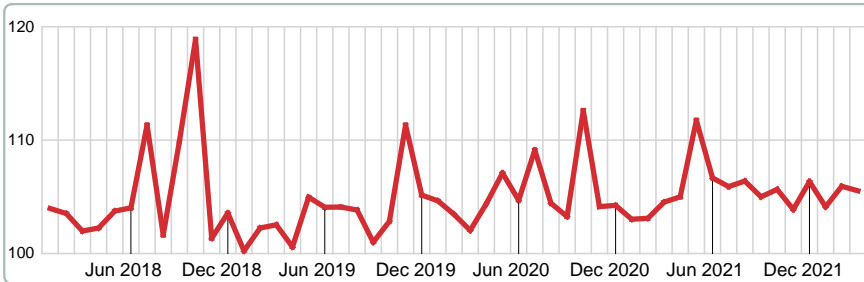
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

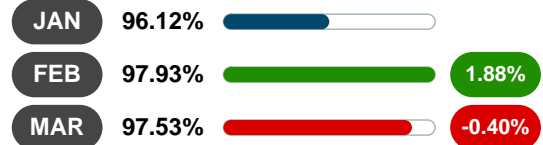


### 3 MONTHS

5 year MAR AVG = 95.32%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.53%** above the 5 yr MAR average of **95.32%**



### 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	3.92%	89.20%	89.20%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	13.73%	95.89%	96.35%	95.28%	0.00%	0.00%
\$100,001 - \$150,000	8	15.69%	99.59%	102.00%	97.68%	104.35%	0.00%
\$150,001 - \$200,000	14	27.45%	97.35%	92.50%	98.08%	98.53%	0.00%
\$200,001 - \$250,000	7	13.73%	101.86%	0.00%	102.41%	98.55%	0.00%
\$250,001 - \$475,000	7	13.73%	96.38%	92.75%	97.39%	96.17%	0.00%
\$475,001 and up	6	11.76%	96.21%	100.00%	98.49%	83.33%	0.00%
Average Sold/List Ratio		97.50%		95.46%	98.53%	96.52%	0.00%
Total Closed Units		51	100%	12	32	7	
Total Closed Volume		11,892,388		1.83M	7.64M	2.42M	0.00B

# March 2022



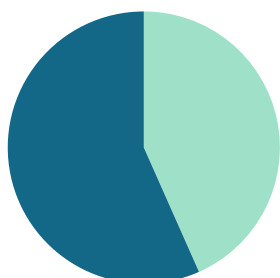
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

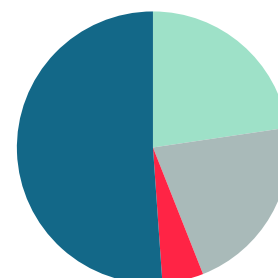


**Inventory**  
 New Listings  
**75 = 43.35%**  
 Start Inventory  
**98**  
 Total Inventory Units  
**173**  
 Volume  
**\$77,704,123**

### Market Activity

Closed Sales  
**51 = 22.67%**  
 Pending Sales  
**48 = 21.33%**  
 Other Off Market  
**11 = 4.89%**  
 Active Inventory  
**115 = 51.11%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	51	-5.56%	113	116	2.65%
Pending Sales	51	48	-5.88%	131	121	-7.63%
New Listings	54	75	38.89%	144	159	10.42%
Average List Price	204,011	241,665	18.46%	208,063	250,944	20.61%
Average Sale Price	191,159	233,184	21.98%	197,341	241,933	22.60%
Average Percent of Selling Price to List Price	96.53%	97.53%	1.04%	95.76%	97.29%	1.59%
Average Days on Market to Sale	42.06	38.41	-8.66%	40.95	40.66	-0.71%
Monthly Inventory	88	115	30.68%	88	115	30.68%
Months Supply of Inventory	2.18	2.70	24.03%	2.18	2.70	24.03%

**Absorption:** Last 12 months, an Average of **43** Sales/Month

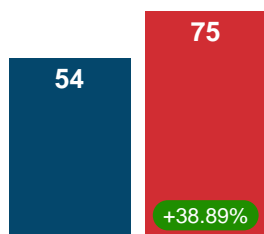
**Inventory** on March 31, 2022 = **115**

**2021** **2022**

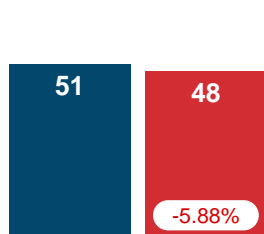
### MARCH MARKET

### AVERAGE PRICES

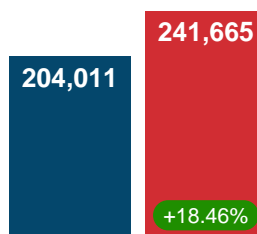
#### New Listings



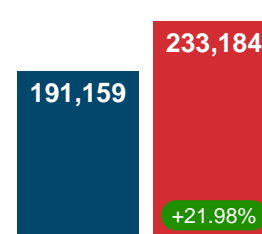
#### Pending Listings



#### List Price



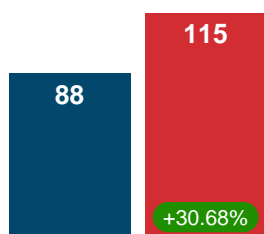
#### Sale Price



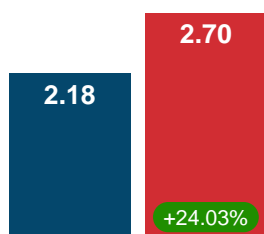
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

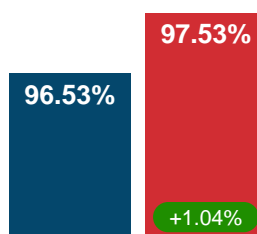
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

