

## March 2022



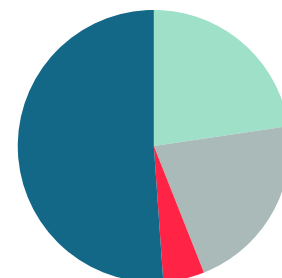
Area Delimited by County Of Mayes - Residential Property Type



### 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%
Median List Price	167,250	189,500	13.30%
Median Sale Price	167,250	191,000	14.20%
Median Percent of Selling Price to List Price	100.00%	98.59%	-1.41%
Median Days on Market to Sale	21.50	28.00	30.23%
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.

##### 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 **14.20%** in March 2022 to \$191,000 versus the previous year at \$167,250.

##### Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 6.50 days or **30.23%** in March 2022 compared to last year's same month at **21.50** DOM.

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

Overall, with Median Prices going up and Days on Market increasing, 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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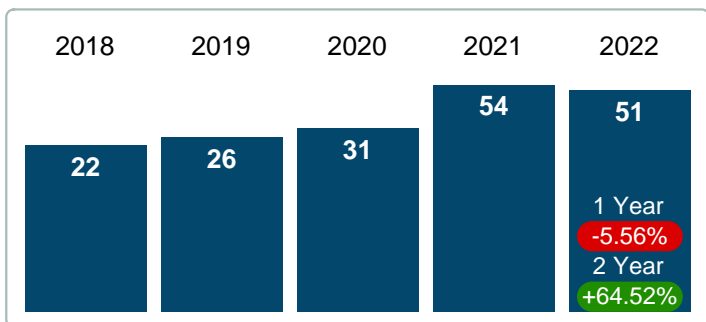
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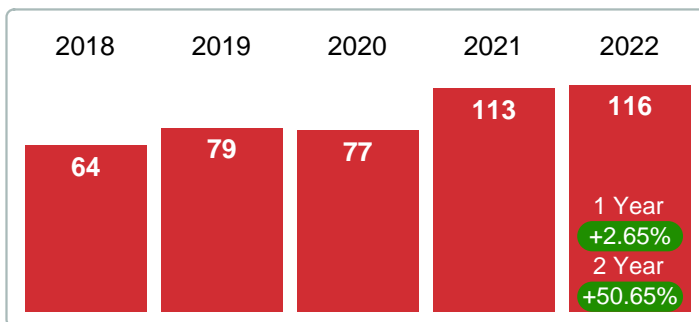
## CLOSED LISTINGS

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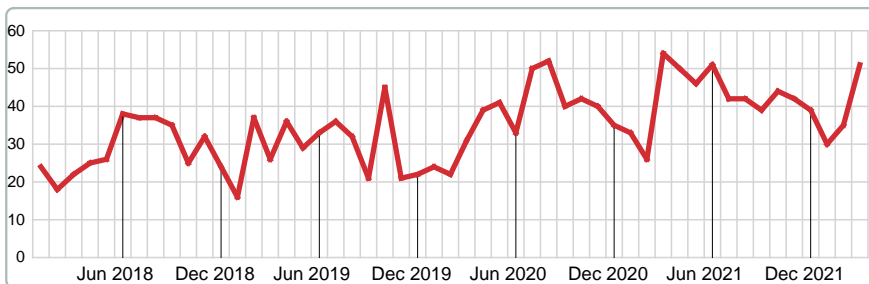
### MARCH



### YEAR TO DATE (YTD)

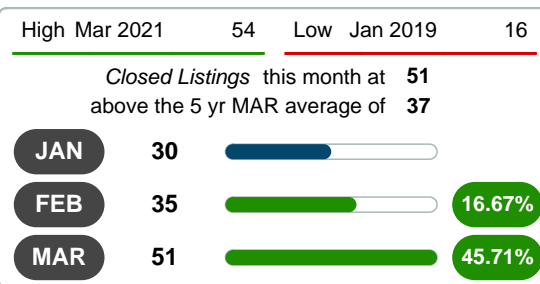


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 37



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	28.0	4	3	0	0
\$100,001 - \$150,000	8	15.69%	18.0	2	5	1	0
\$150,001 - \$200,000	14	27.45%	39.0	2	10	2	0
\$200,001 - \$250,000	7	13.73%	26.0	0	6	1	0
\$250,001 - \$475,000	7	13.73%	31.0	1	4	2	0
\$475,001 and up	6	11.76%	22.5	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>28.0</b>	<b>1.83M</b>	<b>7.64M</b>	<b>2.42M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$191,000</b>			<b>\$101,500</b>	<b>\$194,700</b>	<b>\$204,000</b>	<b>\$0</b>

# March 2022



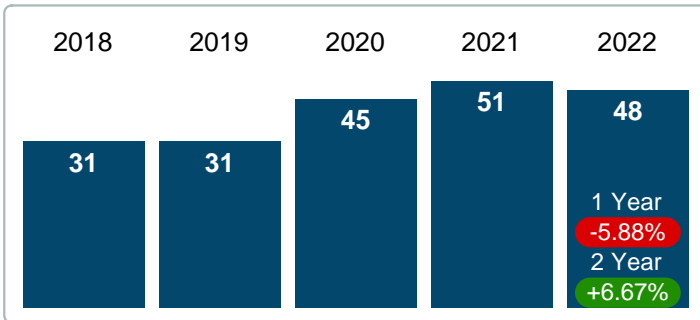
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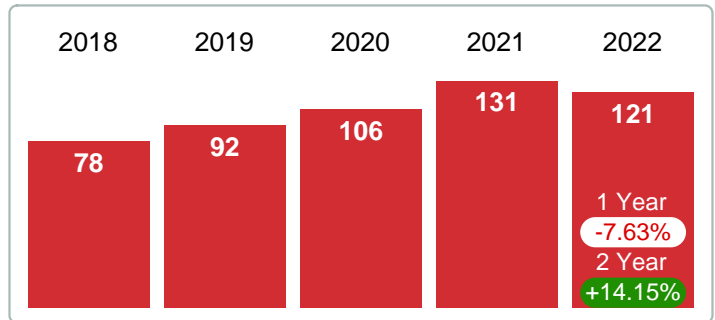
## PENDING LISTINGS

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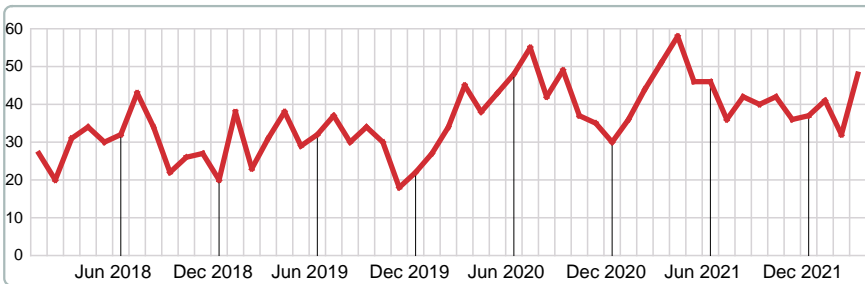
### MARCH



### YEAR TO DATE (YTD)

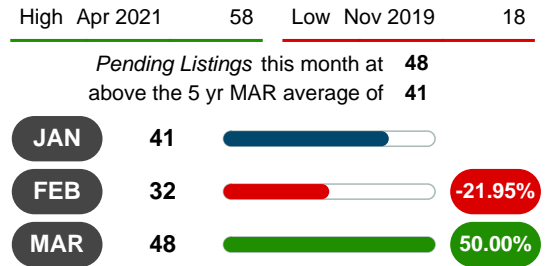


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 41



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	8.33%	20.0	3	1	0	0
\$100,001 - \$125,000	3	6.25%	3.0	1	2	0	0
\$125,001 - \$175,000	11	22.92%	26.0	3	6	2	0
\$175,001 - \$250,000	12	25.00%	30.0	1	7	4	0
\$250,001 - \$325,000	7	14.58%	10.0	1	5	1	0
\$325,001 - \$875,000	6	12.50%	6.0	1	4	0	1
\$875,001 and up	5	10.42%	21.0	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>14.5</b>	<b>1.99M</b>	<b>8.54M</b>	<b>1.56M</b>	<b>5.50M</b>
<b>Median Listing Price</b>	<b>\$238,750</b>			<b>\$134,000</b>	<b>\$225,000</b>	<b>\$239,000</b>	<b>\$1,174,500</b>

# March 2022



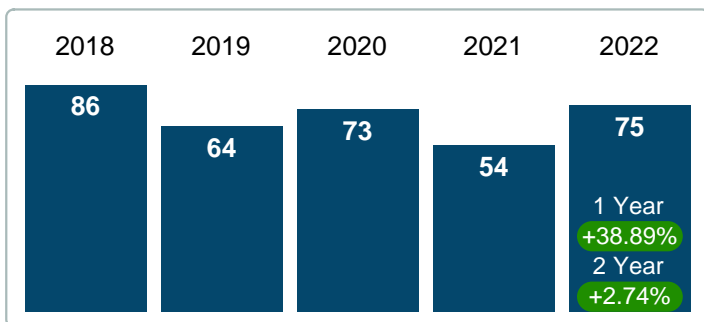
Area Delimited by County Of Mayes - Residential Property Type



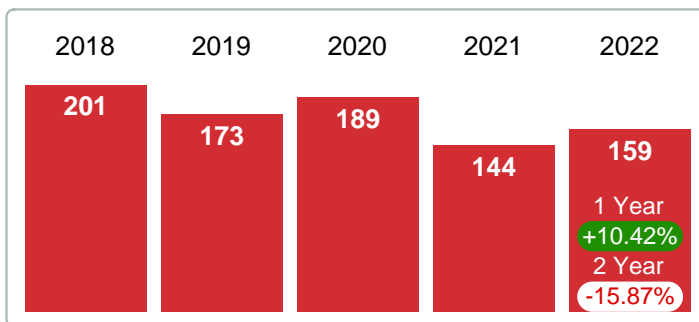
## NEW LISTINGS

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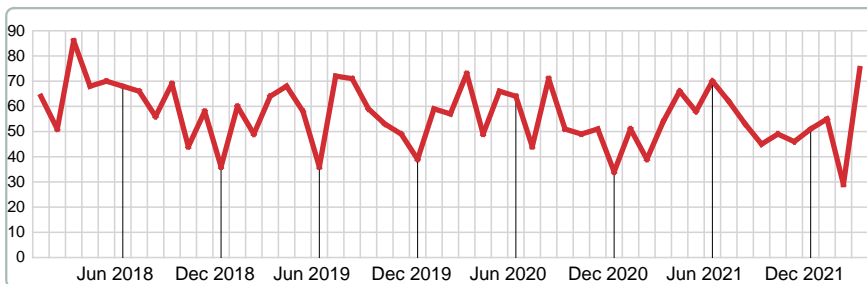
### MARCH



### YEAR TO DATE (YTD)

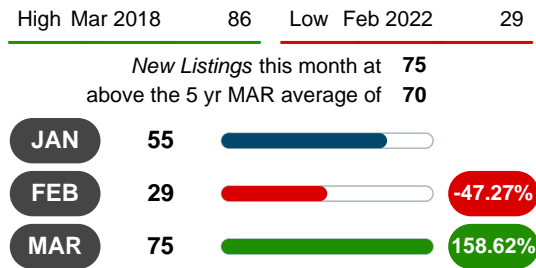


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 70



### 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>Median New Listed Listing Price</b>	<b>\$199,000</b>		<b>\$129,900</b>	<b>\$187,500</b>	<b>\$434,900</b>	<b>\$1,300,000</b>

# March 2022



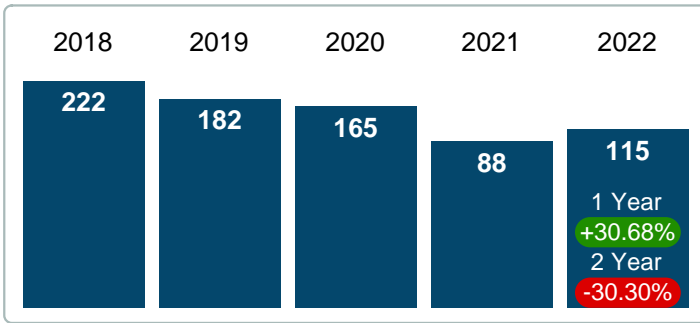
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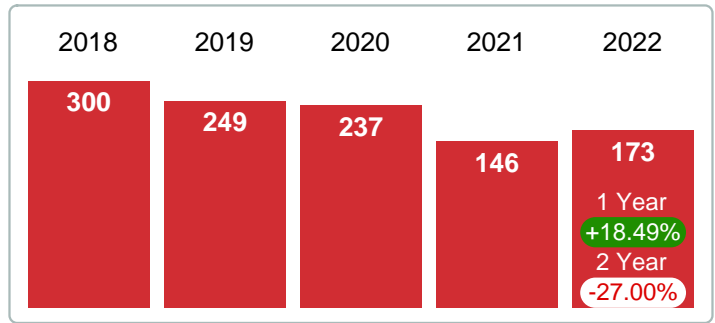
## ACTIVE INVENTORY

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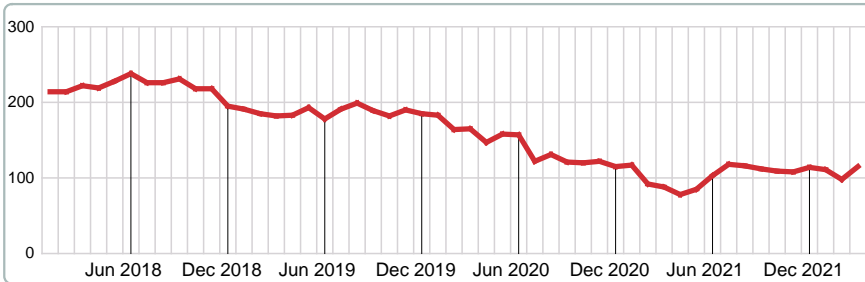
### END OF MARCH



### ACTIVE DURING MARCH

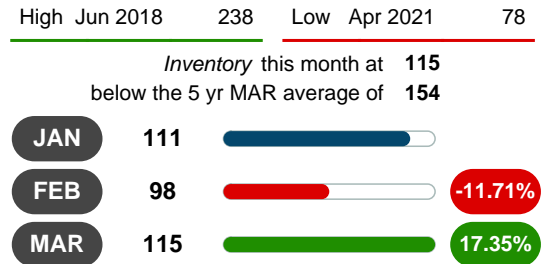


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 154



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.96%	47.5	6	2	0	0
\$50,001 - \$125,000	16	13.91%	30.5	5	9	2	0
\$125,001 - \$175,000	12	10.43%	19.0	5	7	0	0
\$175,001 - \$325,000	35	30.43%	52.0	3	24	5	3
\$325,001 - \$450,000	18	15.65%	47.5	1	8	7	2
\$450,001 - \$775,000	14	12.17%	45.0	1	7	4	2
\$775,001 and up	12	10.43%	103.5	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>38.0</b>	<b>2.83M</b>	<b>18.51M</b>	<b>12.95M</b>	<b>16.62M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$245,000</b>			<b>\$94,900</b>	<b>\$219,000</b>	<b>\$434,900</b>	<b>\$674,700</b>

# March 2022



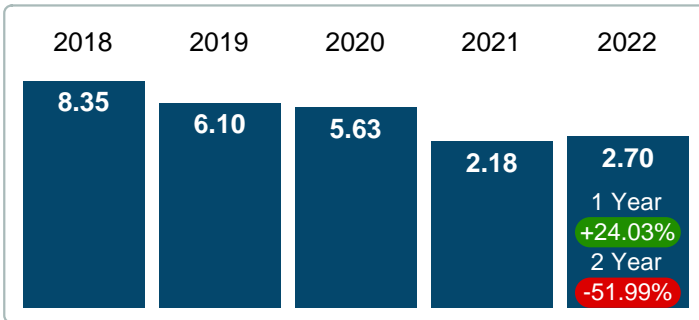
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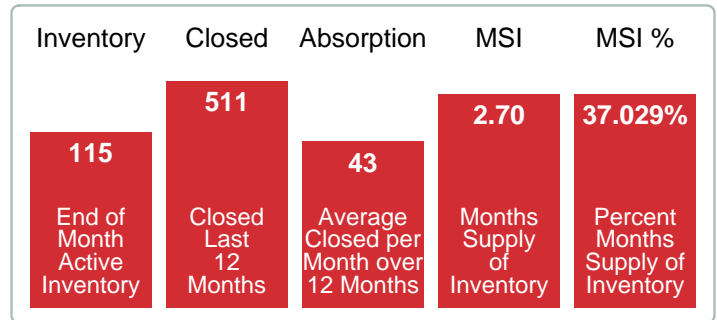
## MONTHS SUPPLY of INVENTORY (MSI)

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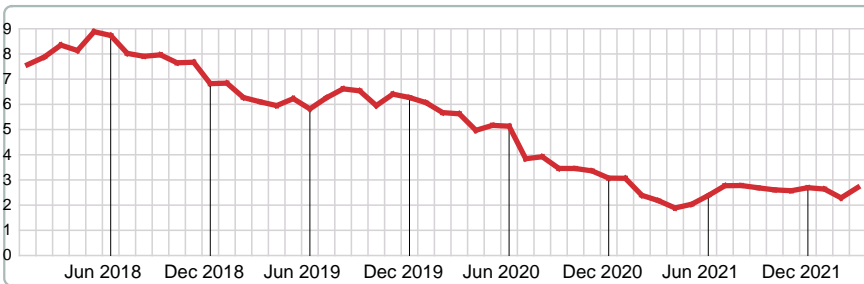
### MSI FOR MARCH



### 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



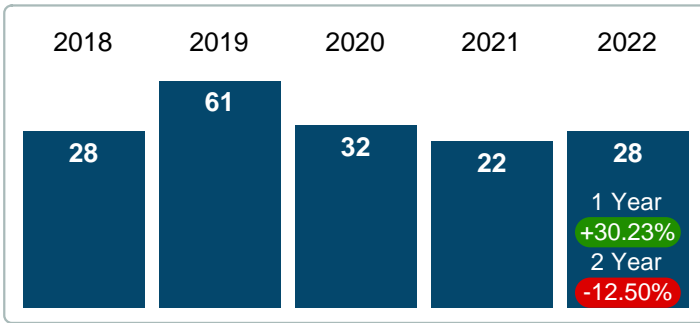
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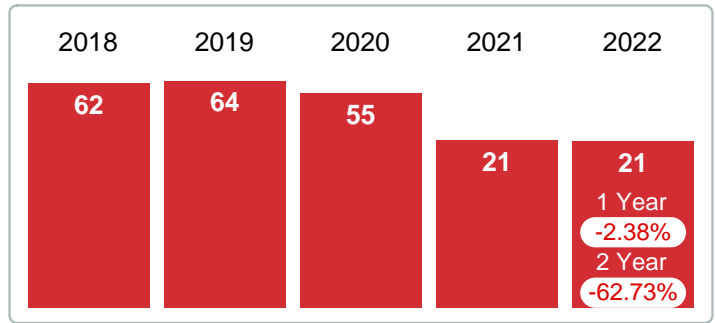
## MEDIAN DAYS ON MARKET TO SALE

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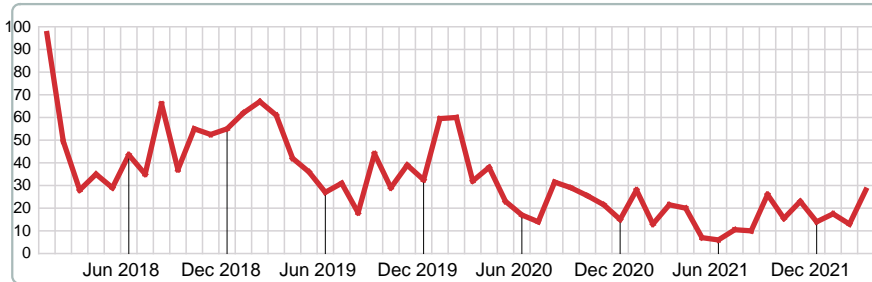
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 34

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 28 below the 5 yr MAR average of 34



### 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	2	3.92%	7	7	0	0	0
\$50,001 - \$100,000	7	13.73%	28	16	63	0	0
\$100,001 - \$150,000	8	15.69%	18	1	36	3	0
\$150,001 - \$200,000	14	27.45%	39	51	28	96	0
\$200,001 - \$250,000	7	13.73%	26	0	30	12	0
\$250,001 - \$475,000	7	13.73%	31	31	35	39	0
\$475,001 and up	6	11.76%	23	17	15	35	0
Median Closed DOM	28			15	33	34	0
Total Closed Units	51	100%	28.0	12	32	7	
Total Closed Volume	11,892,388			1.83M	7.64M	2.42M	0.00B

# March 2022



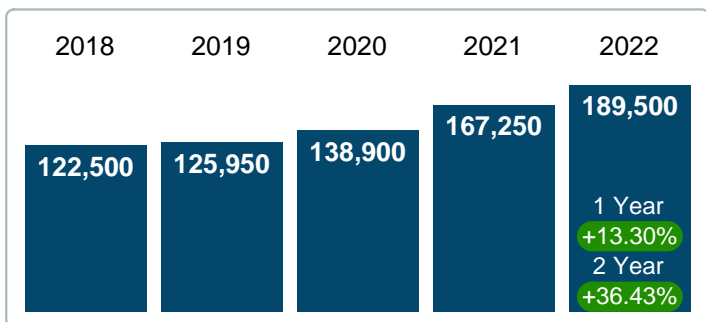
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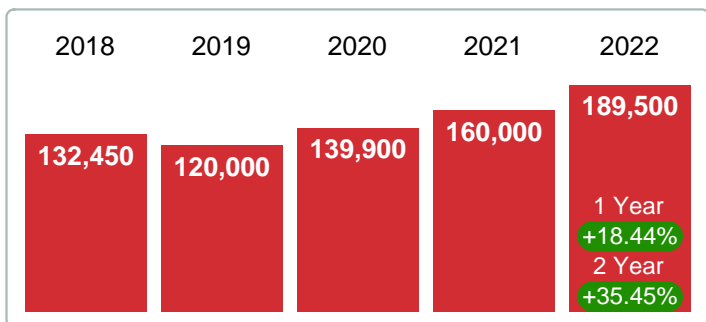
## MEDIAN LIST PRICE AT CLOSING

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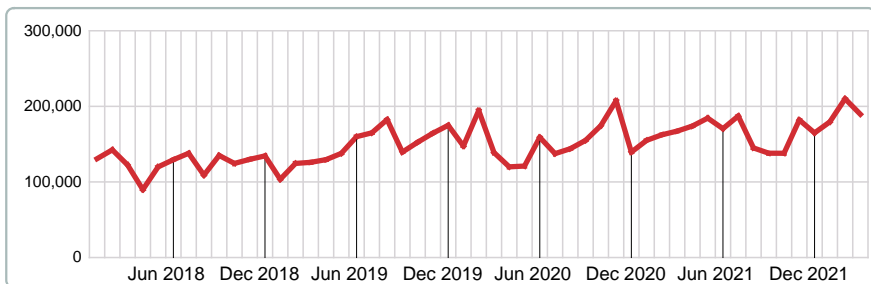
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

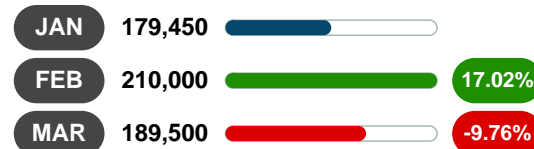


### 3 MONTHS

5 year MAR AVG = 148,820

High Feb 2022 210,000 Low Apr 2018 89,900

Median List Price at Closing this month at **189,500**  
above the 5 yr MAR average of **148,820**



### 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	3.92%	33,750	33,750	0	0	0
\$50,001 - \$100,000	13.73%	69,900	75,950	58,000	0	0
\$100,001 - \$150,000	17.65%	129,900	116,500	133,700	138,000	0
\$150,001 - \$200,000	23.53%	175,000	171,500	182,250	183,450	0
\$200,001 - \$250,000	15.69%	222,000	0	225,000	206,999	0
\$250,001 - \$475,000	13.73%	325,000	345,000	289,500	369,000	0
\$475,001 and up	11.76%	616,500	595,000	616,500	1,200,000	0
Median List Price		189,500	99,000	198,000	206,999	0
Total Closed Units	100%	189,500	12	32	7	
Total Closed Volume		12,324,899	1.89M	7.78M	2.65M	0.00B



# March 2022



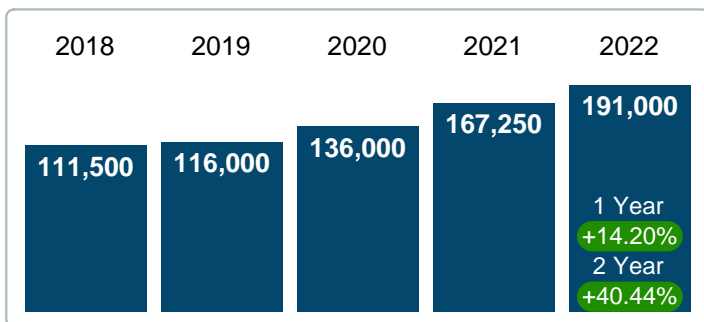
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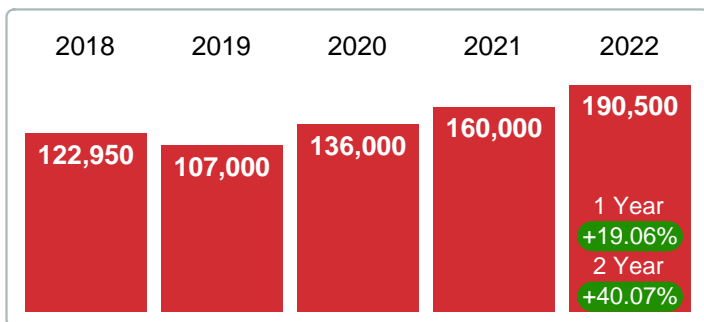
## MEDIAN SOLD PRICE AT CLOSING

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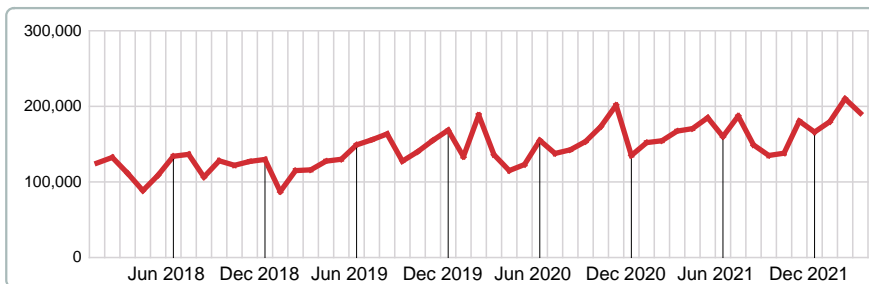
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

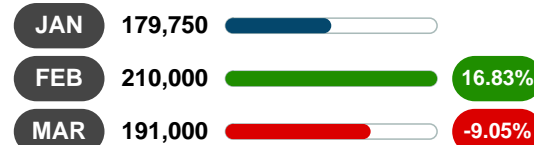


### 3 MONTHS

5 year MAR AVG = 144,350

High Feb 2022 210,000 Low Jan 2019 87,250

Median Sold Price at Closing this month at 191,000 above the 5 yr MAR average of 144,350



### 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	3.92%	30,000	30,000	0	0	0
\$50,001 - \$100,000	13.73%	61,500	71,500	58,000	0	0
\$100,001 - \$150,000	15.69%	130,000	119,000	130,000	144,000	0
\$150,001 - \$200,000	27.45%	172,500	158,500	183,000	180,750	0
\$200,001 - \$250,000	13.73%	225,000	0	225,998	204,000	0
\$250,001 - \$475,000	13.73%	300,000	320,000	282,500	354,500	0
\$475,001 and up	11.76%	629,000	595,000	629,000	1,000,000	0
<b>Median Sold Price</b>		<b>191,000</b>	<b>101,500</b>	<b>194,700</b>	<b>204,000</b>	<b>0</b>
<b>Total Closed Units</b>		<b>51</b>	<b>12</b>	<b>32</b>	<b>7</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>

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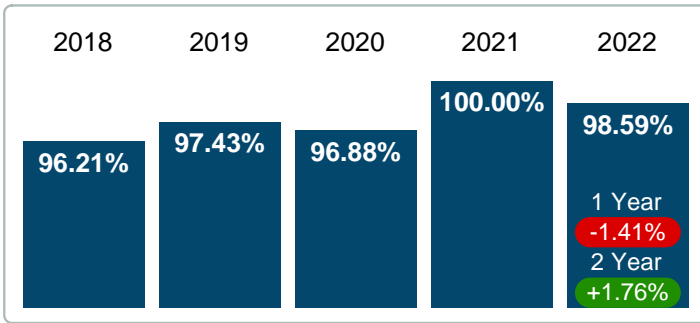
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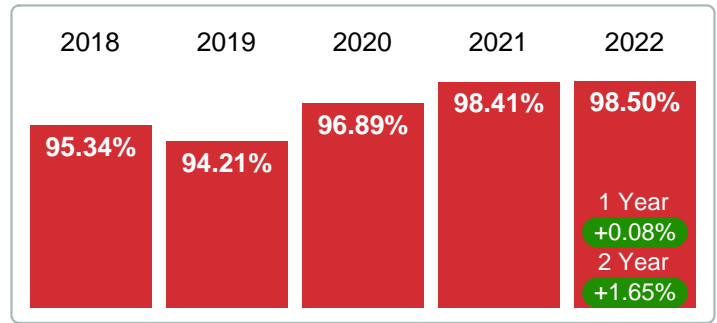
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

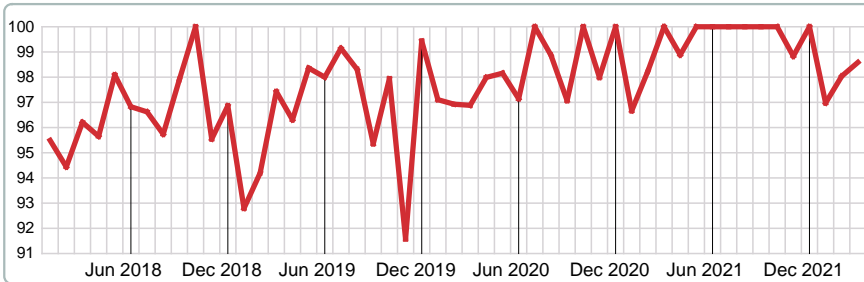
### MARCH



### YEAR TO DATE (YTD)

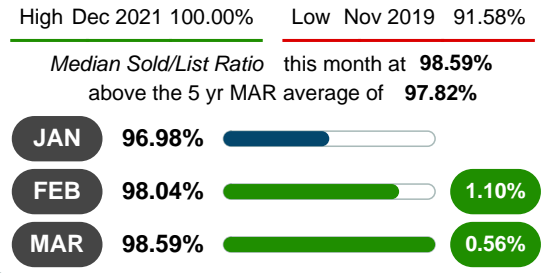


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 97.82%



### 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	2	3.92%	89.20%	89.20%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	13.73%	98.58%	95.33%	98.58%	0.00%	0.00%
\$100,001 - \$150,000	8	15.69%	100.00%	102.00%	99.27%	104.35%	0.00%
\$150,001 - \$200,000	14	27.45%	97.84%	92.50%	98.60%	98.53%	0.00%
\$200,001 - \$250,000	7	13.73%	103.02%	0.00%	103.89%	98.55%	0.00%
\$250,001 - \$475,000	7	13.73%	96.77%	92.75%	97.64%	96.17%	0.00%
\$475,001 and up	6	11.76%	100.00%	100.00%	100.00%	83.33%	0.00%
Median Sold/List Ratio		98.59%		94.59%	100.00%	98.55%	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



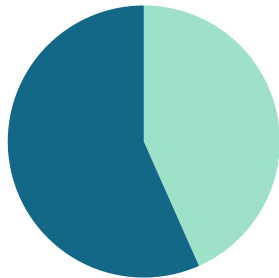
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

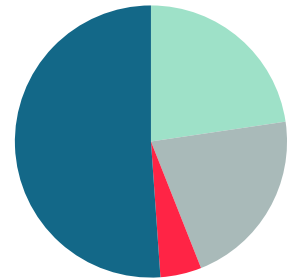


**Inventory**  
 New Listings  
**75 = 43.35%**  
 Start Inventory  
**98**  
 Total Inventory Units  
**173**  
 Volume  
**\$77,704,123**

### 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%
Median List Price	167,250	189,500	13.30%	160,000	189,500	18.44%
Median Sale Price	167,250	191,000	14.20%	160,000	190,500	19.06%
Median Percent of Selling Price to List Price	100.00%	98.59%	-1.41%	98.41%	98.50%	0.08%
Median Days on Market to Sale	21.50	28.00	30.23%	21.00	20.50	-2.38%
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

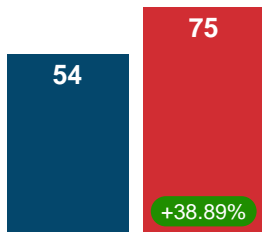
**Inventory** on March 31, 2022 = **115**

**2021** **2022**

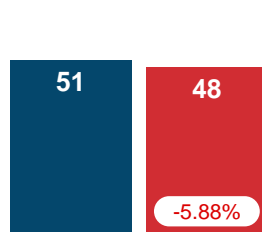
### MARCH MARKET

### MEDIAN PRICES

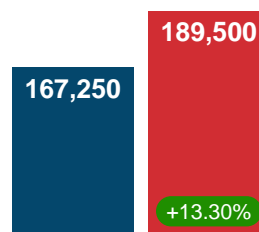
#### New Listings



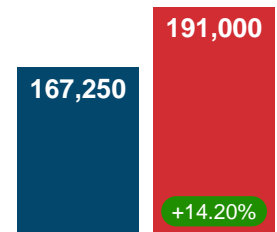
#### Pending Listings



#### List Price



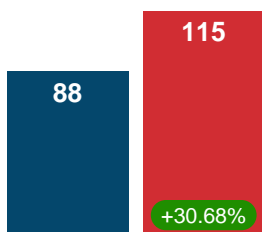
#### Sale Price



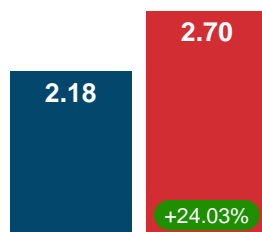
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

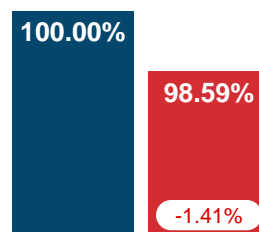
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

