

May 2022



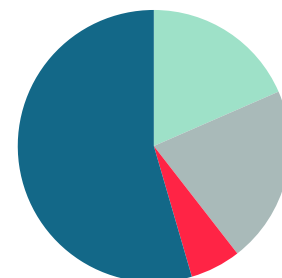
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	46	43	-6.52%
Pending Listings	46	49	6.52%
New Listings	58	76	31.03%
Average List Price	277,286	286,641	3.37%
Average Sale Price	275,205	274,717	-0.18%
Average Percent of Selling Price to List Price	103.74%	96.88%	-6.61%
Average Days on Market to Sale	30.39	28.23	-7.10%
End of Month Inventory	85	127	49.41%
Months Supply of Inventory	2.04	3.06	50.31%



■ Closed (18.45%)
■ Pending (21.03%)
■ Other OffMarket (6.01%)
■ Active (54.51%)

Absorption: Last 12 months, an Average of **42 Sales/Month Active Inventory** as of May 31, 2022 = **127**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2022 rose **49.41%** to 127 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 **3.06** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.18%** in May 2022 to \$274,717 versus the previous year at \$275,205.

Average Days on Market Shortens

The average number of **28.23** days that homes spent on the market before selling decreased by 2.16 days or **7.10%** in May 2022 compared to last year's same month at **30.39** DOM.

Sales Success for May 2022 is Positive

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

There were 76 New Listings in May 2022, up **31.03%** from last year at 58. Furthermore, there were 43 Closed Listings this month versus last year at 46, a **-6.52%** decrease.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, May 2021, at **79.3%**, a **28.66%** downswing. This will certainly create pressure on an increasing Monthly 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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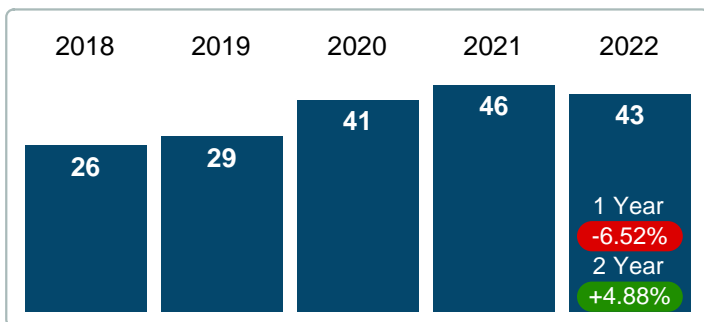
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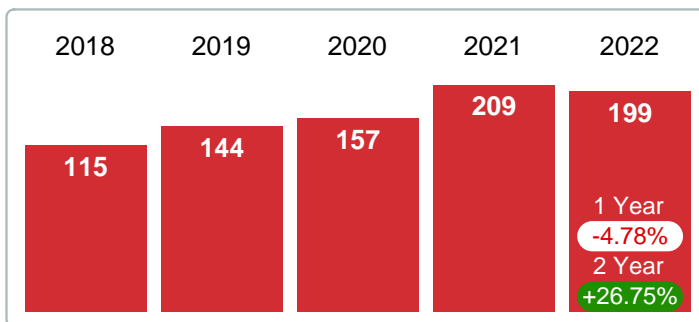
CLOSED LISTINGS

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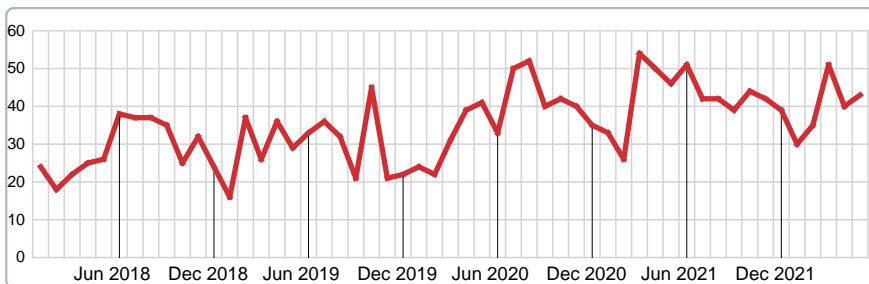
MAY



YEAR TO DATE (YTD)

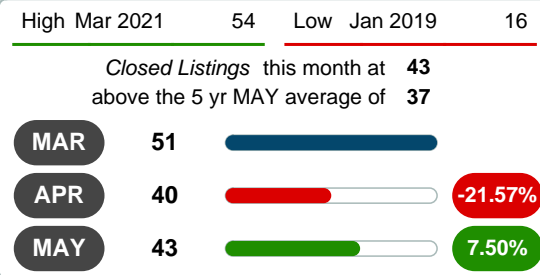


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY 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	4.65%	68.5	2	0	0	0
\$50,001 - \$75,000	4	9.30%	19.8	1	3	0	0
\$75,001 - \$125,000	9	20.93%	9.0	5	4	0	0
\$125,001 - \$175,000	7	16.28%	25.1	3	4	0	0
\$175,001 - \$250,000	12	27.91%	29.9	1	7	3	1
\$250,001 - \$400,000	4	9.30%	35.5	1	2	0	1
\$400,001 and up	5	11.63%	48.0	0	2	1	2
Total Closed Units	43			13	22	4	4
Total Closed Volume	11,812,850	100%	28.2	1.66M	5.31M	1.14M	3.71M
Average Closed Price	\$274,717			\$128,000	\$241,220	\$284,000	\$926,500

May 2022



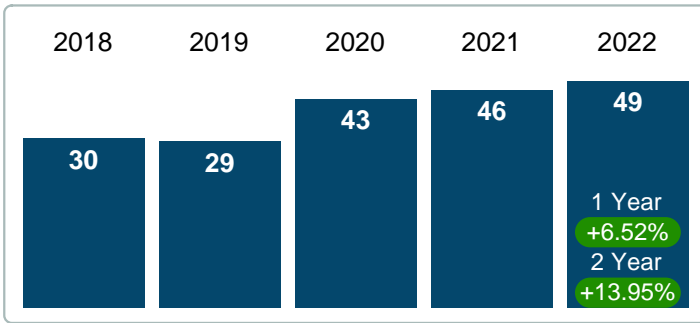
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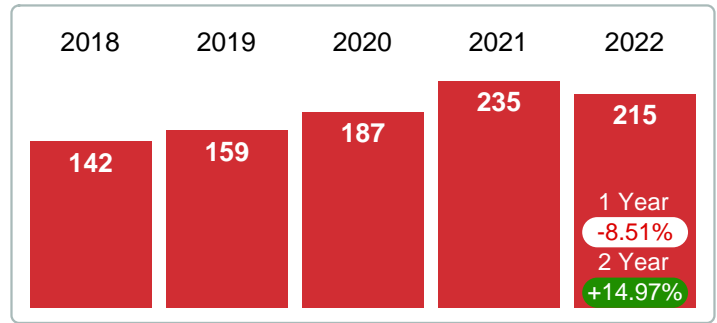
PENDING LISTINGS

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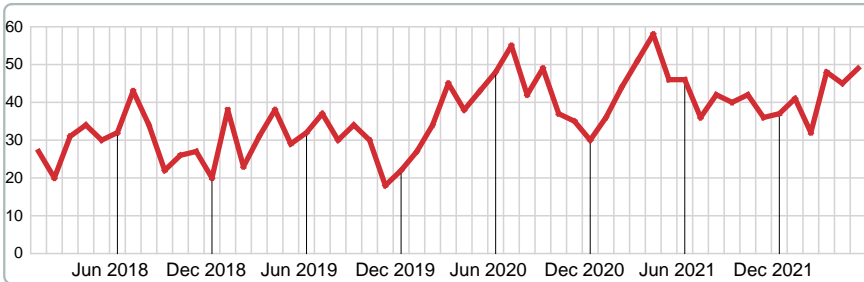
MAY



YEAR TO DATE (YTD)

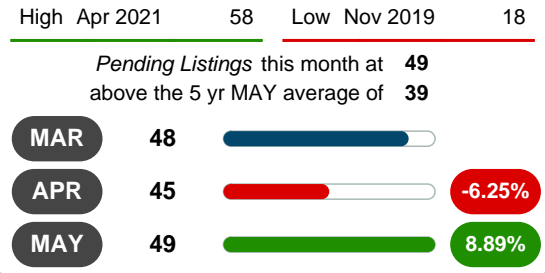


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.16%	31.3	3	1	0	0
\$75,001 - \$100,000	3	6.12%	18.0	2	1	0	0
\$100,001 - \$150,000	11	22.45%	38.7	4	7	0	0
\$150,001 - \$225,000	9	18.37%	21.8	1	7	0	1
\$225,001 - \$300,000	11	22.45%	23.9	0	8	3	0
\$300,001 - \$475,000	6	12.24%	44.7	0	5	1	0
\$475,001 and up	5	10.20%	30.2	0	2	2	1
Total Pending Units	49			10	31	6	2
Total Pending Volume	12,477,549	100%	30.3	1.03M	7.88M	2.54M	1.04M
Average Listing Price	\$254,644			\$102,755	\$254,132	\$422,817	\$517,500

May 2022



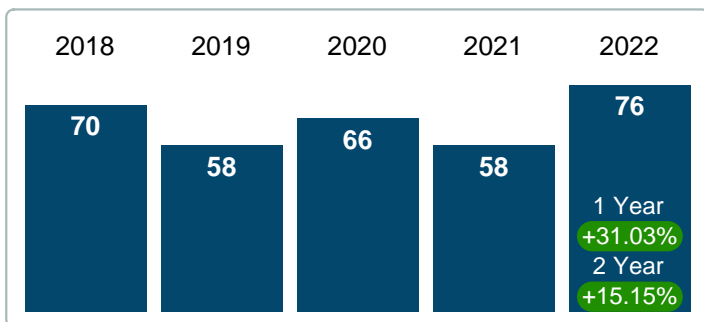
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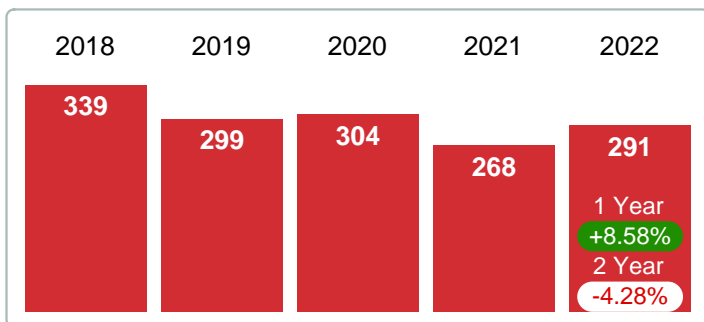
NEW LISTINGS

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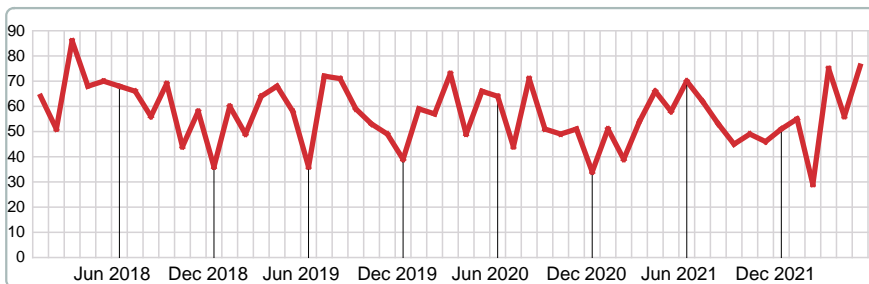
MAY



YEAR TO DATE (YTD)

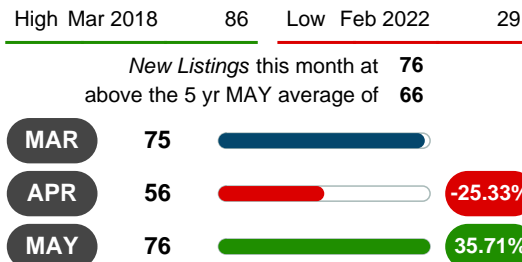


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 66



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	5.26%	3	0	1	0
\$75,001 - \$125,000	9	11.84%	6	3	0	0
\$125,001 - \$175,000	12	15.79%	3	7	2	0
\$175,001 - \$275,000	19	25.00%	2	13	2	2
\$275,001 - \$375,000	14	18.42%	1	5	7	1
\$375,001 - \$575,000	10	13.16%	1	3	4	2
\$575,001 and up	8	10.53%	0	4	2	2
Total New Listed Units	76		16	35	18	7
Total New Listed Volume	24,816,039	100%	2.29M	12.64M	6.52M	3.36M
Average New Listed Listing Price	\$249,562		\$143,009	\$361,126	\$362,422	\$480,700

May 2022



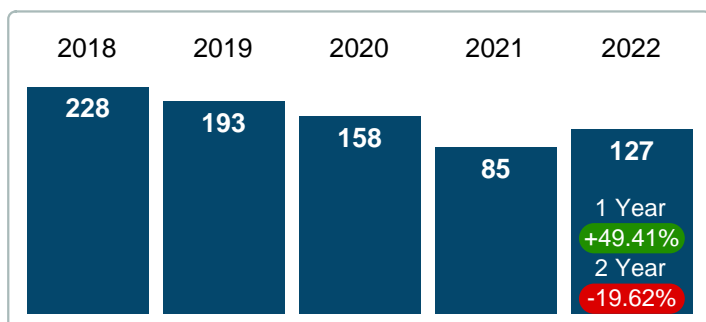
Area Delimited by County Of Mayes - Residential Property Type



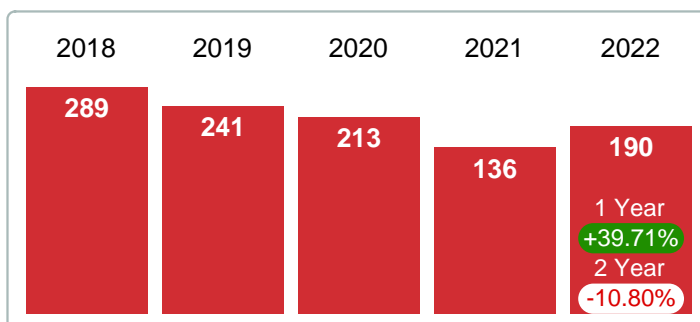
ACTIVE INVENTORY

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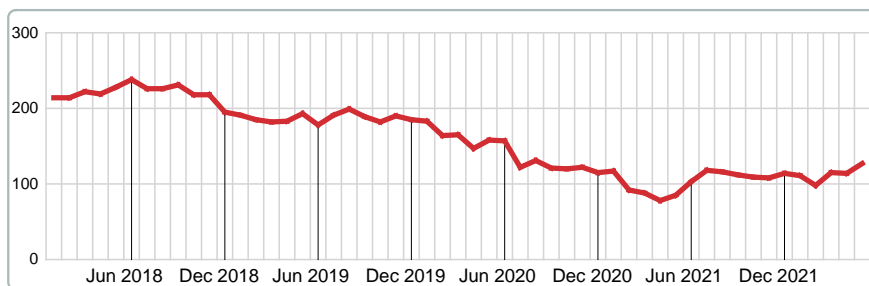
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 158

High Jun 2018 238 Low Apr 2021 78

Inventory this month at 127
below the 5 yr MAY average of 158

MAR	115	<div style="width: 76.25%;"></div>
APR	114	<div style="width: 72.5%; background-color: red;"></div> -0.87%
MAY	127	<div style="width: 80.38%; background-color: green;"></div> 11.40%

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	8	6.30%	62.3	5	2	1	0
\$75,001 - \$150,000	20	15.75%	54.8	6	11	3	0
\$150,001 - \$225,000	20	15.75%	68.2	5	13	2	0
\$225,001 - \$325,000	27	21.26%	64.0	2	15	4	6
\$325,001 - \$475,000	21	16.54%	86.1	2	9	9	1
\$475,001 - \$775,000	20	15.75%	59.6	0	10	5	5
\$775,001 and up	11	8.66%	121.4	0	4	1	6
Total Active Inventory by Units	127			20	64	25	18
Total Active Inventory by Volume	59,298,615	100%	71.0	3.14M	25.70M	9.38M	21.08M
Average Active Inventory Listing Price	\$466,918			\$156,810	\$401,588	\$375,316	\$1,170,996

May 2022



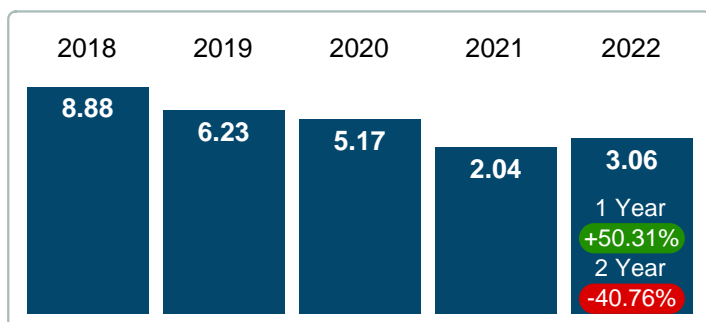
Area Delimited by County Of Mayes - Residential Property Type



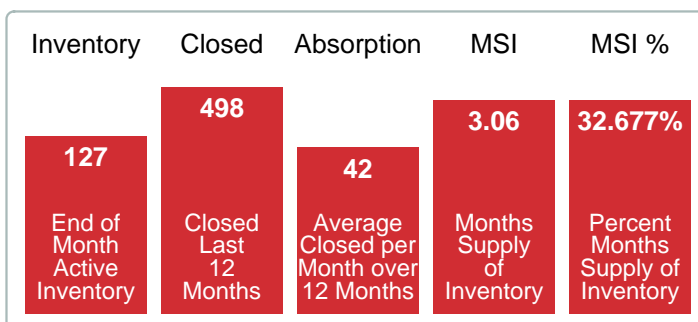
MONTHS SUPPLY of INVENTORY (MSI)

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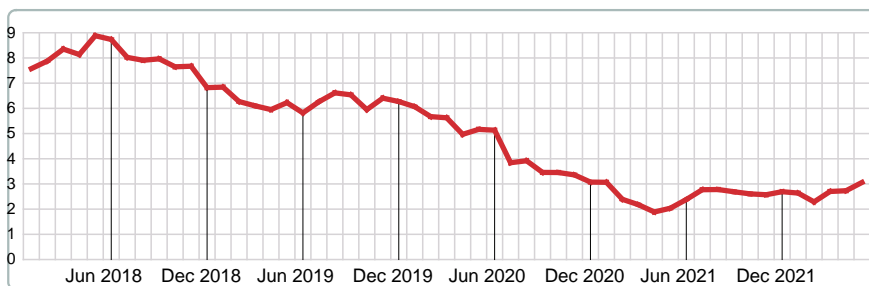
MSI FOR MAY



INDICATORS FOR MAY 2022

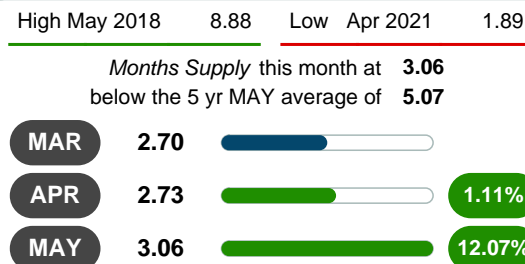


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 5.07



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	8	6.30%	1.52	2.00	0.75	12.00	0.00
\$75,001 - \$150,000	20	15.75%	1.60	1.60	1.38	4.00	0.00
\$150,001 - \$225,000	20	15.75%	2.18	5.00	1.88	2.00	0.00
\$225,001 - \$325,000	27	21.26%	3.15	1.50	2.69	2.53	72.00
\$325,001 - \$475,000	21	16.54%	6.15	12.00	4.15	9.82	6.00
\$475,001 - \$775,000	20	15.75%	10.91	0.00	15.00	12.00	12.00
\$775,001 and up	11	8.66%	14.67	0.00	16.00	6.00	18.00
Market Supply of Inventory (MSI)			3.06	2.20	2.44	5.08	14.40
Total Active Inventory by Units		100%	3.06	20	64	25	18

May 2022



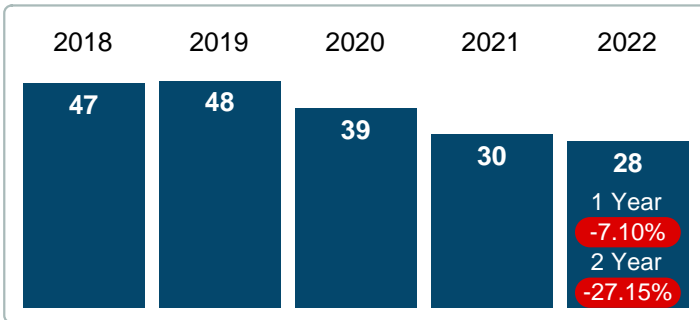
Area Delimited by County Of Mayes - Residential Property Type



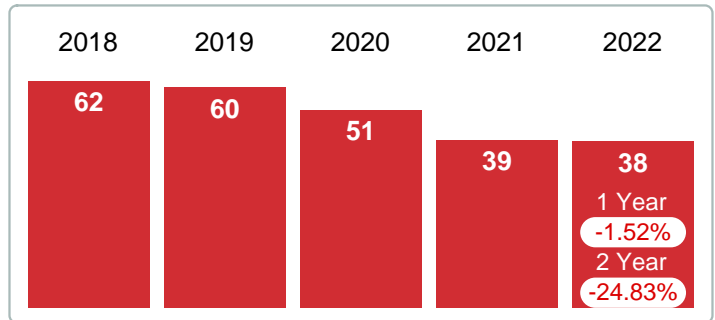
AVERAGE DAYS ON MARKET TO SALE

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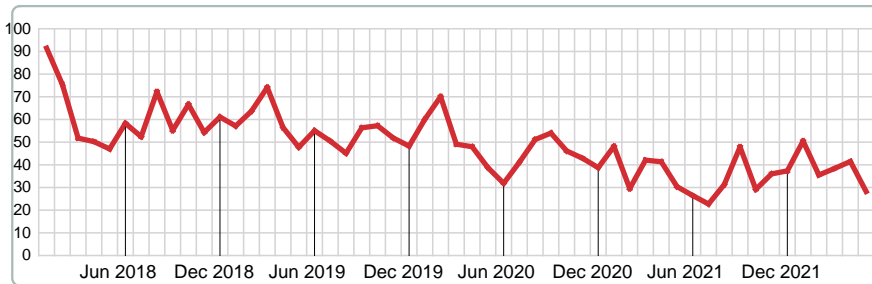
MAY



YEAR TO DATE (YTD)

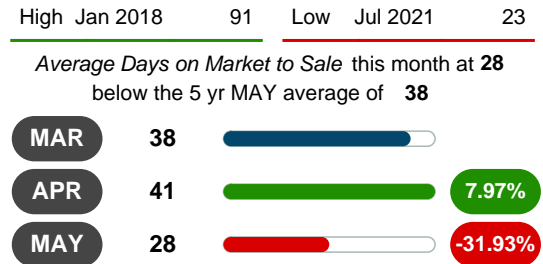


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 38



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	4.65%	69	69	0	0	0
\$50,001 - \$75,000	9.30%	20	3	25	0	0
\$75,001 - \$125,000	20.93%	9	12	5	0	0
\$125,001 - \$175,000	16.28%	25	22	28	0	0
\$175,001 - \$250,000	27.91%	30	5	31	40	14
\$250,001 - \$400,000	9.30%	36	46	18	0	61
\$400,001 and up	11.63%	48	0	116	2	3
Average Closed DOM		28	24	32	31	20
Total Closed Units	100%	43	13	22	4	4
Total Closed Volume		11,812,850	1.66M	5.31M	1.14M	3.71M

May 2022



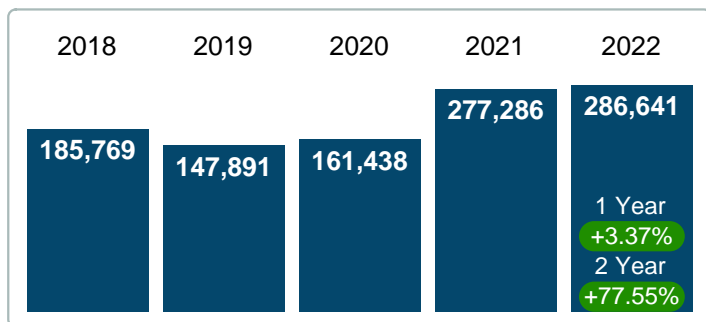
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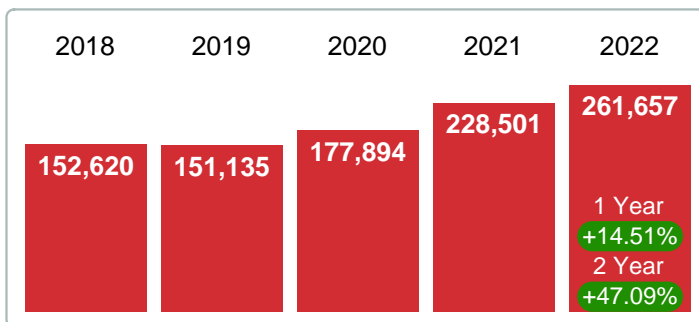
AVERAGE LIST PRICE AT CLOSING

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MAY



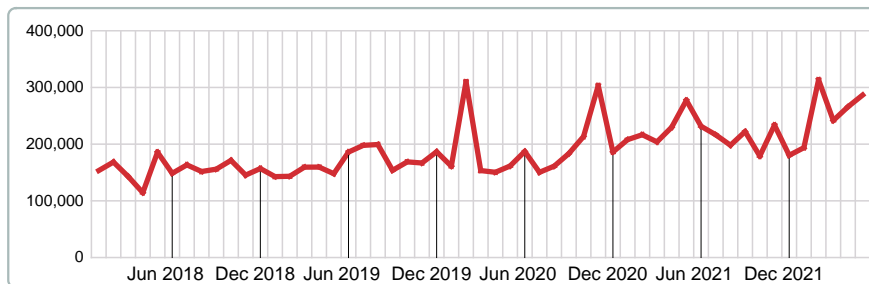
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year MAY AVG = 211,805



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

Average List Price at Closing this month at **286,641**
 above the 5 yr MAY average of **211,805**

MAR	241,665	<div style="width: 80%;"></div>
APR	265,865	<div style="width: 90%;"></div> 10.01%
MAY	286,641	<div style="width: 100%;"></div> 7.81%

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	4.65%	33,350	33,350	0	0	0
\$50,001 - \$75,000	9.30%	66,600	69,000	65,800	0	0
\$75,001 - \$125,000	20.93%	101,089	100,160	104,725	0	0
\$125,001 - \$175,000	16.28%	147,871	139,933	163,600	0	0
\$175,001 - \$250,000	25.58%	213,741	240,000	197,693	242,933	204,500
\$250,001 - \$400,000	9.30%	324,850	475,000	322,200	0	399,999
\$400,001 and up	13.95%	1,066,167		01,055,000	412,000	1,700,000
Average List Price		286,641	136,254	245,861	285,200	1,001,125
Total Closed Units	100%	286,641	13	22	4	4
Total Closed Volume		12,325,549	1.77M	5.41M	1.14M	4.00M

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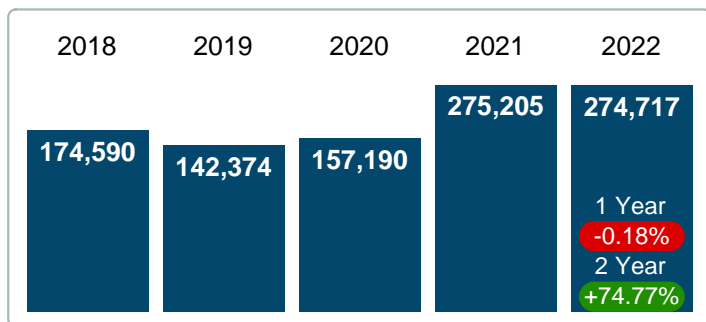
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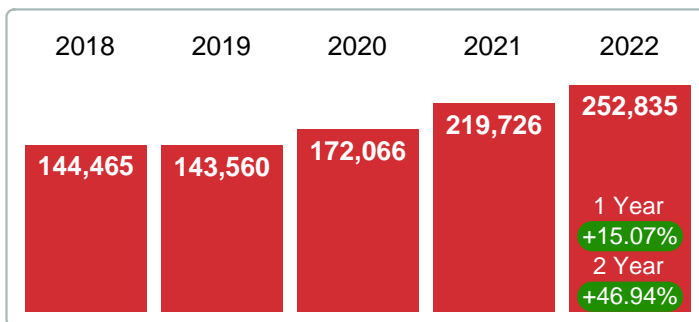
AVERAGE SOLD PRICE AT CLOSING

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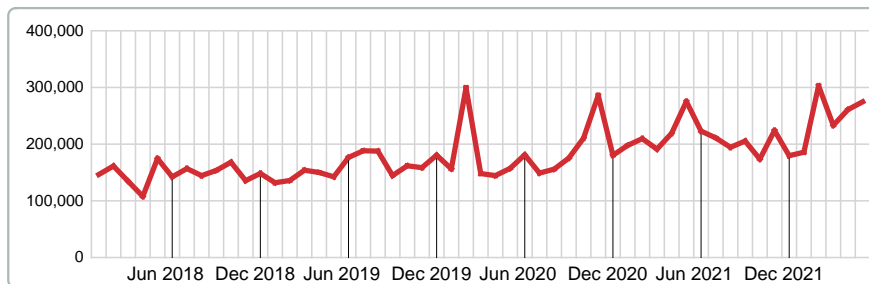
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 204,815

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

Average Sold Price at Closing this month at **274,717**
above the 5 yr MAY average of **204,815**

- MAR: 233,184
- APR: 260,925 (+11.90%)
- MAY: 274,717 (+5.29%)

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	4.65%	24,500	24,500	0	0	0
\$50,001 - \$75,000	9.30%	65,025	67,600	64,167	0	0
\$75,001 - \$125,000	20.93%	99,978	97,500	103,075	0	0
\$125,001 - \$175,000	16.28%	149,414	141,633	155,250	0	0
\$175,001 - \$250,000	27.91%	213,004	240,000	200,579	241,333	188,000
\$250,001 - \$400,000	9.30%	351,250	395,000	321,000	0	368,000
\$400,001 and up	11.63%	1,119,400		01,017,500	412,000	1,575,000
Average Sold Price		274,717	128,000	241,220	284,000	926,500
Total Closed Units	100%	274,717	13	22	4	4
Total Closed Volume		11,812,850	1.66M	5.31M	1.14M	3.71M

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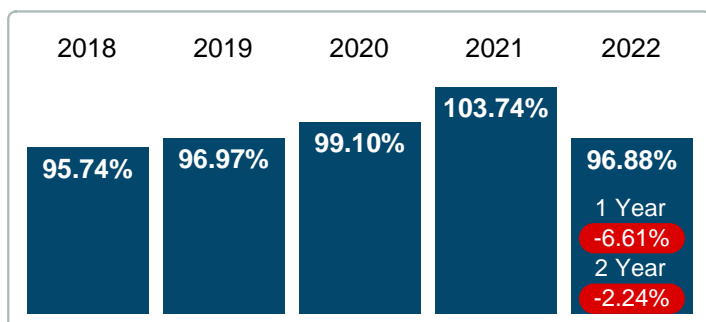
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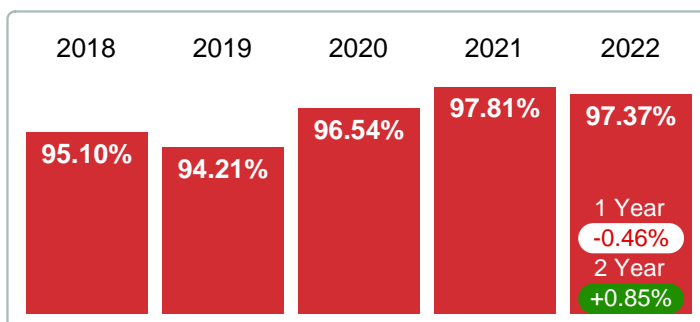
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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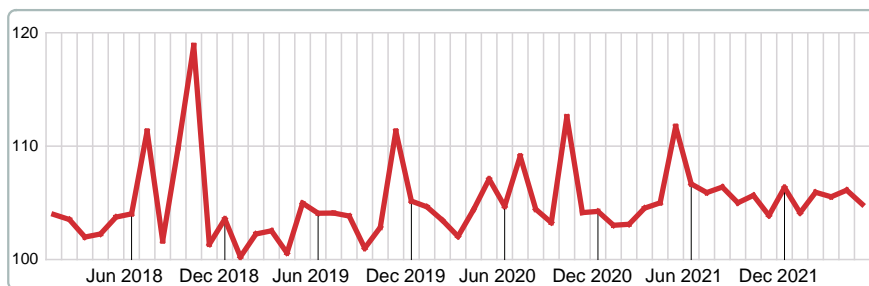
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

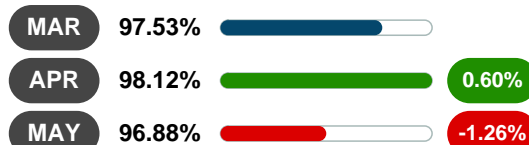


3 MONTHS

5 year MAY AVG = 98.49%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.88%**
below the 5 yr MAY average of **98.49%**



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	4.65%	70.04%	70.04%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	9.30%	97.35%	97.97%	97.14%	0.00%	0.00%
\$75,001 - \$125,000	9	20.93%	98.13%	97.98%	98.31%	0.00%	0.00%
\$125,001 - \$175,000	7	16.28%	99.15%	101.26%	97.57%	0.00%	0.00%
\$175,001 - \$250,000	12	27.91%	100.16%	100.00%	101.71%	99.33%	91.93%
\$250,001 - \$400,000	4	9.30%	93.60%	83.16%	99.63%	0.00%	92.00%
\$400,001 and up	5	11.63%	96.54%	0.00%	96.45%	100.00%	94.90%
Average Sold/List Ratio		96.90%		93.45%	99.05%	99.50%	93.43%
Total Closed Units		43	100%	13	22	4	4
Total Closed Volume		11,812,850		1.66M	5.31M	1.14M	3.71M

May 2022



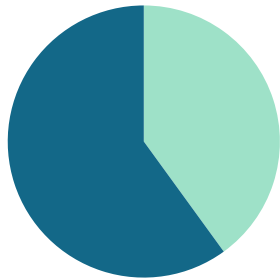
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

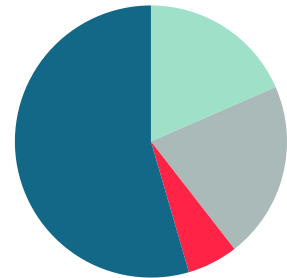


Inventory
 New Listings
76 = 40.00%
 Start Inventory
114
 Total Inventory Units
190
 Volume
\$78,867,964

Market Activity

Closed Sales
43 = 18.45%
 Pending Sales
49 = 21.03%
 Other Off Market
14 = 6.01%
 Active Inventory
127 = 54.51%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	46	43	-6.52%	209	199	-4.78%
Pending Sales	46	49	6.52%	235	215	-8.51%
New Listings	58	76	31.03%	268	291	8.58%
Average List Price	277,286	286,641	3.37%	228,501	261,657	14.51%
Average Sale Price	275,205	274,717	-0.18%	219,726	252,835	15.07%
Average Percent of Selling Price to List Price	103.74%	96.88%	-6.61%	97.81%	97.37%	-0.46%
Average Days on Market to Sale	30.39	28.23	-7.10%	38.72	38.14	-1.52%
Monthly Inventory	85	127	49.41%	85	127	49.41%
Months Supply of Inventory	2.04	3.06	50.31%	2.04	3.06	50.31%

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

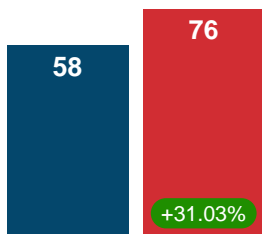
Inventory on May 31, 2022 = **127**

2021 **2022**

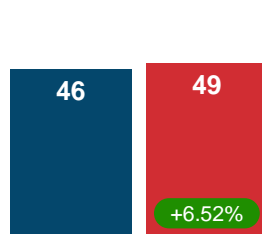
MAY MARKET

AVERAGE PRICES

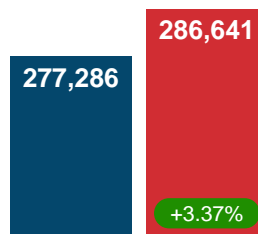
New Listings



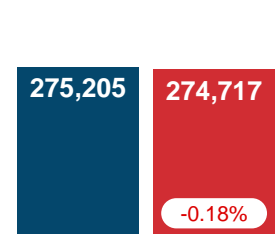
Pending Listings



List Price



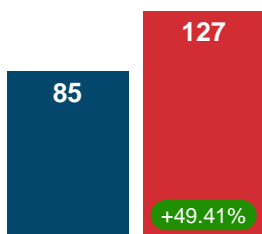
Sale Price



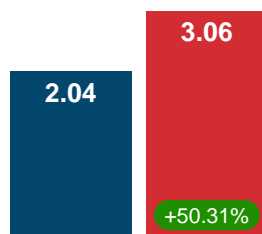
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

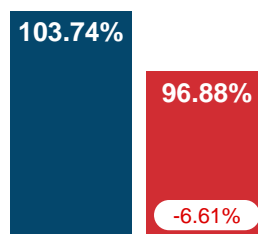
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

