

May 2022



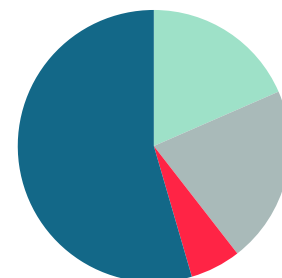
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	184,450	171,000	-7.29%
Median Sale Price	184,950	170,000	-8.08%
Median Percent of Selling Price to List Price	100.00%	99.64%	-0.36%
Median Days on Market to Sale	7.00	11.00	57.14%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **8.08%** in May 2022 to \$170,000 versus the previous year at \$184,950.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 4.00 days or **57.14%** in May 2022 compared to last year's same month at **7.00** DOM.

Sales Success for May 2022 is Positive

Overall, with Median Prices falling and Days on Market increasing, 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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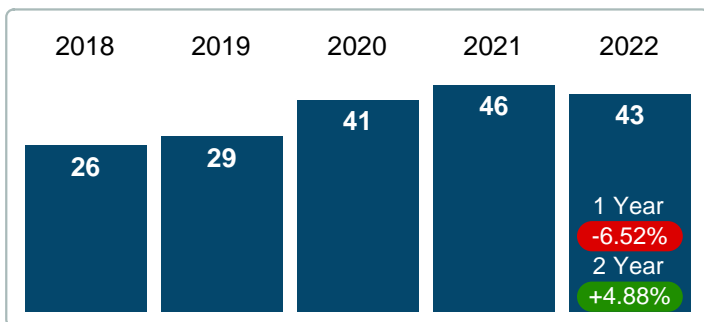
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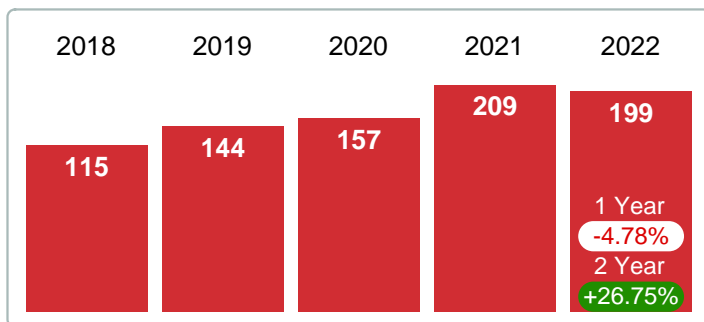
CLOSED LISTINGS

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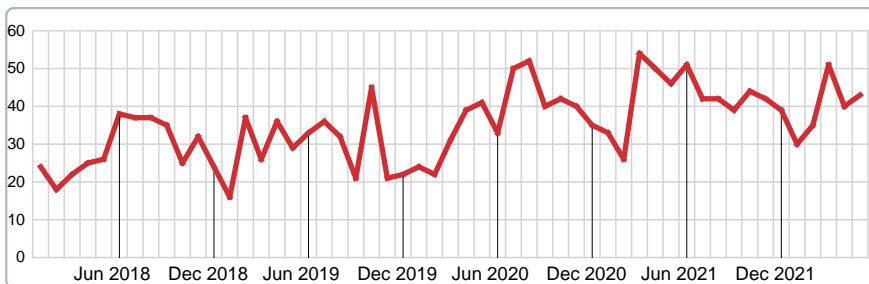
MAY



YEAR TO DATE (YTD)

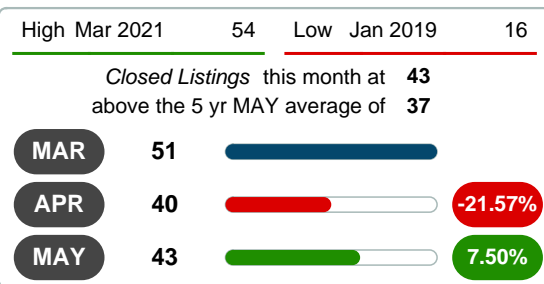


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	14.5	1	3	0	0
\$75,001 - \$125,000	9	20.93%	5.0	5	4	0	0
\$125,001 - \$175,000	7	16.28%	19.0	3	4	0	0
\$175,001 - \$250,000	12	27.91%	14.0	1	7	3	1
\$250,001 - \$400,000	4	9.30%	38.5	1	2	0	1
\$400,001 and up	5	11.63%	5.0	0	2	1	2
Total Closed Units	43			13	22	4	4
Total Closed Volume	11,812,850	100%	11.0	1.66M	5.31M	1.14M	3.71M
Median Closed Price	\$170,000			\$100,500	\$173,000	\$247,000	\$659,000

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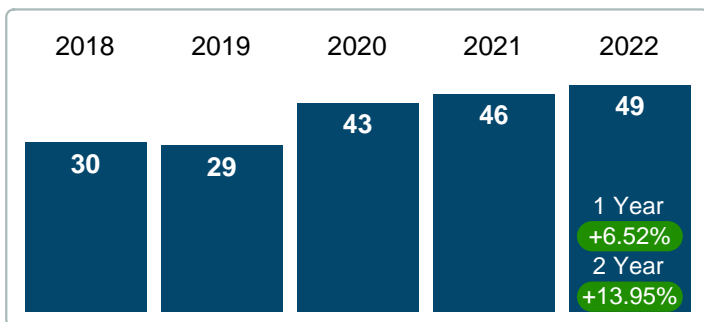
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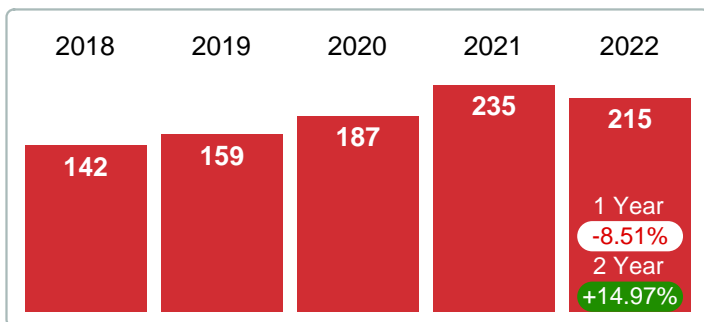
PENDING LISTINGS

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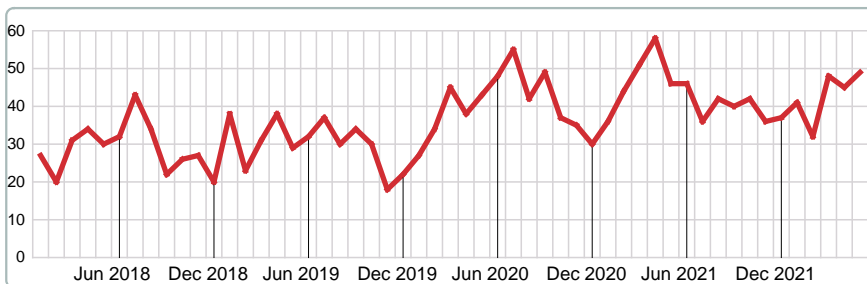
MAY



YEAR TO DATE (YTD)

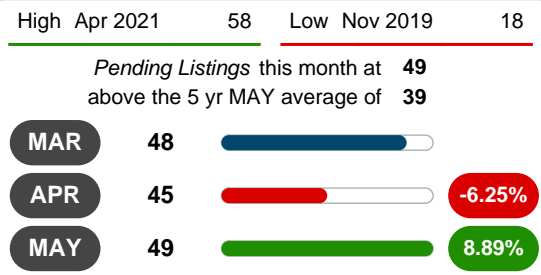


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.16%	38.0	3	1	0	0
\$75,001 - \$100,000	3	6.12%	10.0	2	1	0	0
\$100,001 - \$150,000	11	22.45%	15.0	4	7	0	0
\$150,001 - \$225,000	9	18.37%	11.0	1	7	0	1
\$225,001 - \$300,000	11	22.45%	14.0	0	8	3	0
\$300,001 - \$475,000	6	12.24%	37.5	0	5	1	0
\$475,001 and up	5	10.20%	19.0	0	2	2	1
Total Pending Units	49			10	31	6	2
Total Pending Volume	12,477,549	100%	14.0	1.03M	7.88M	2.54M	1.04M
Median Listing Price	\$190,000			\$101,200	\$190,000	\$359,950	\$517,500

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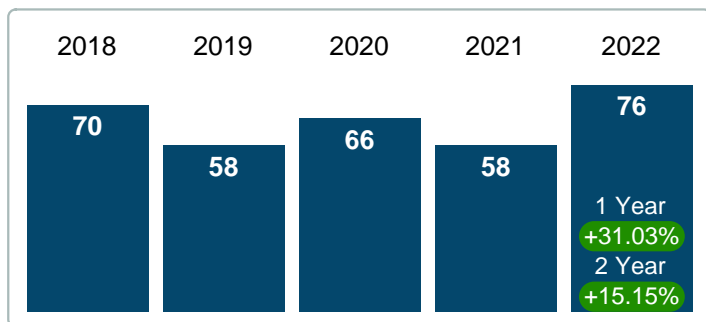
Area Delimited by County Of Mayes - Residential Property Type



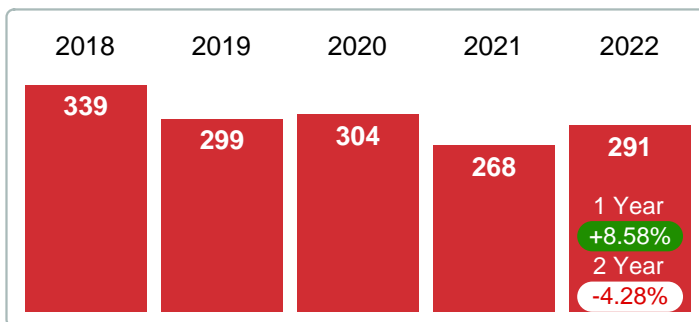
NEW LISTINGS

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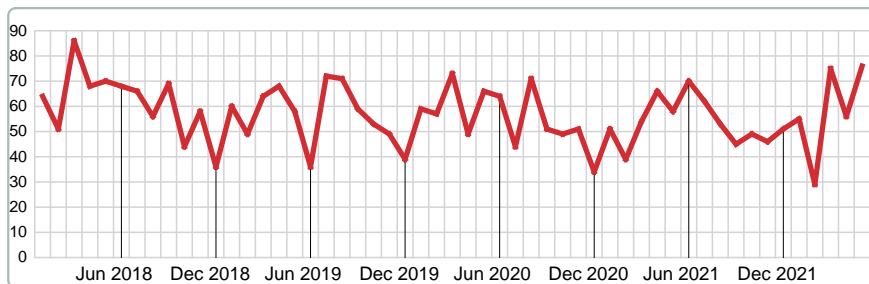
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YEAR TO DATE (YTD)

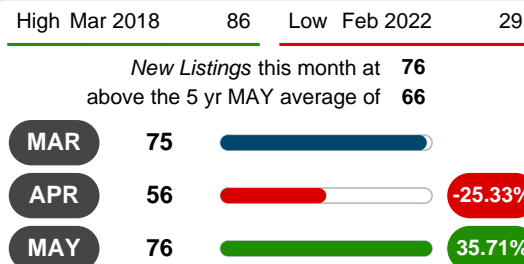


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$239,500		\$123,750	\$229,000	\$349,000	\$495,000

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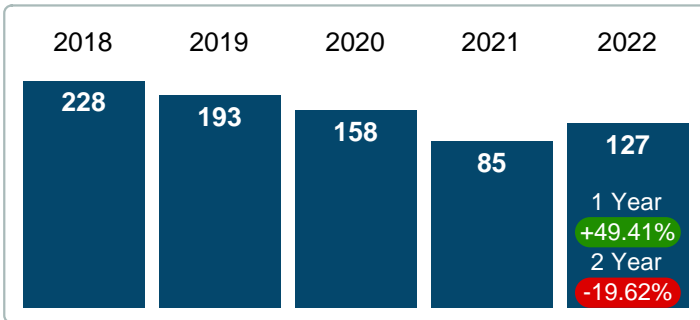
Area Delimited by County Of Mayes - Residential Property Type



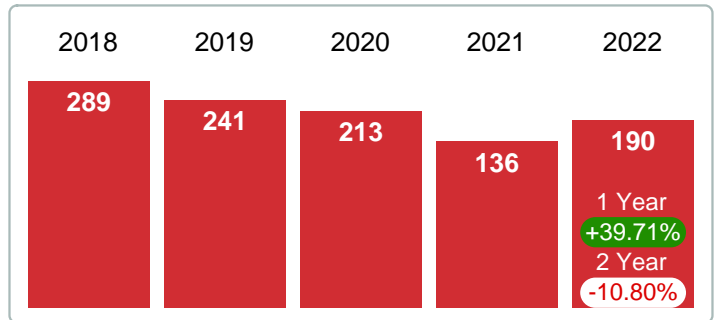
ACTIVE INVENTORY

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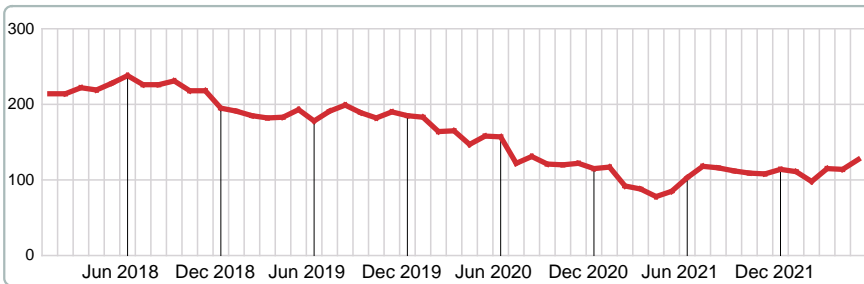
END OF MAY



ACTIVE DURING MAY

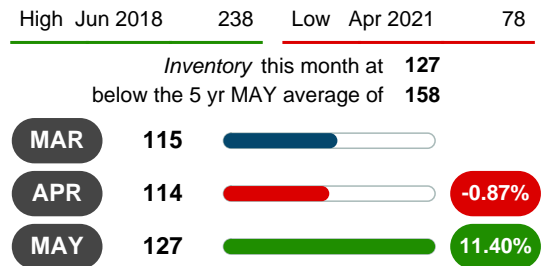


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 158



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	6.30%	41.0	5	2	1	0
\$75,001 - \$150,000	20	15.75%	36.5	6	11	3	0
\$150,001 - \$225,000	20	15.75%	50.0	5	13	2	0
\$225,001 - \$325,000	27	21.26%	39.0	2	15	4	6
\$325,001 - \$475,000	21	16.54%	46.0	2	9	9	1
\$475,001 - \$775,000	20	15.75%	45.0	0	10	5	5
\$775,001 and up	11	8.66%	67.0	0	4	1	6
Total Active Inventory by Units	127			20	64	25	18
Total Active Inventory by Volume	59,298,615	100%	43.0	3.14M	25.70M	9.38M	21.08M
Median Active Inventory Listing Price	\$277,000			\$123,750	\$250,000	\$354,500	\$549,450

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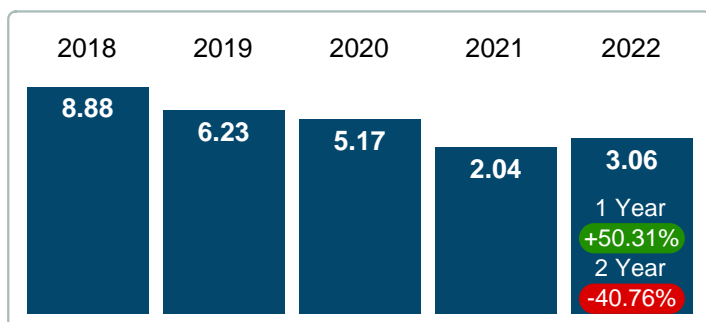
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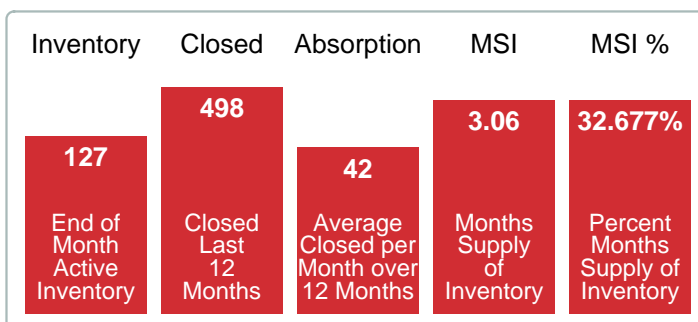
MONTHS SUPPLY of INVENTORY (MSI)

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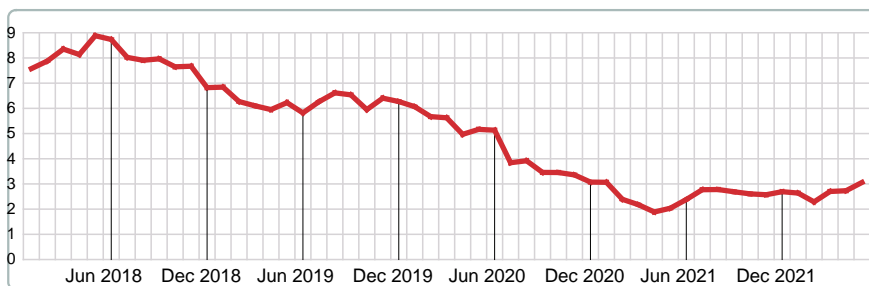
MSI FOR MAY



INDICATORS FOR MAY 2022

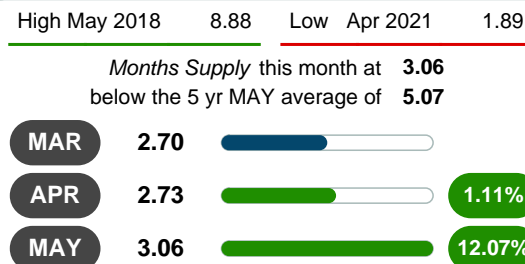


5 YEAR MARKET ACTIVITY TRENDS



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

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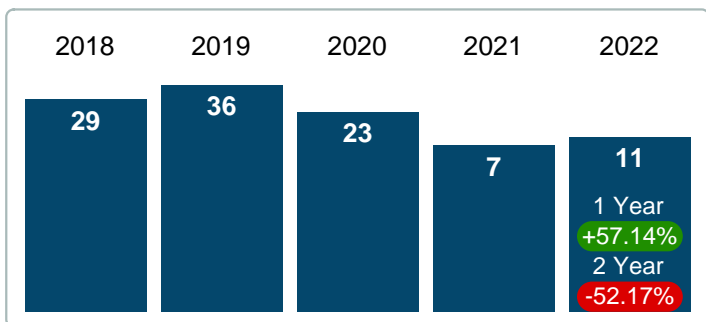
Area Delimited by County Of Mayes - Residential Property Type



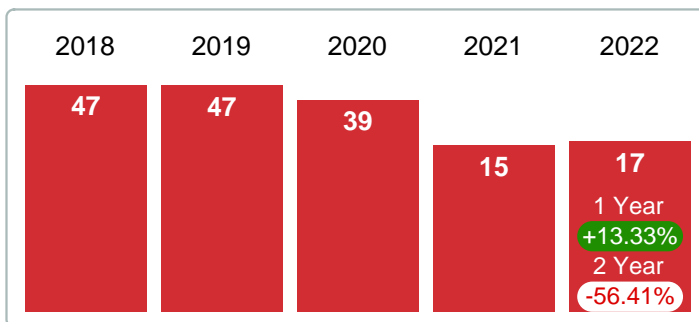
MEDIAN DAYS ON MARKET TO SALE

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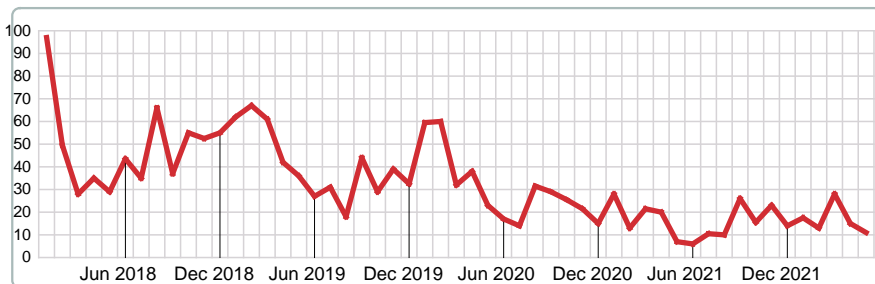
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 21

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 11 below the 5 yr MAY average of 21



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	4.65%	69	69	0	0	0
\$50,001 - \$75,000	9.30%	15	3	25	0	0
\$75,001 - \$125,000	20.93%	5	6	5	0	0
\$125,001 - \$175,000	16.28%	19	22	15	0	0
\$175,001 - \$250,000	27.91%	14	5	5	40	14
\$250,001 - \$400,000	9.30%	39	46	18	0	61
\$400,001 and up	11.63%	5	0	116	2	3
Median Closed DOM		11	8	9	36	10
Total Closed Units	100%	43	13	22	4	4
Total Closed Volume		11,812,850	1.66M	5.31M	1.14M	3.71M

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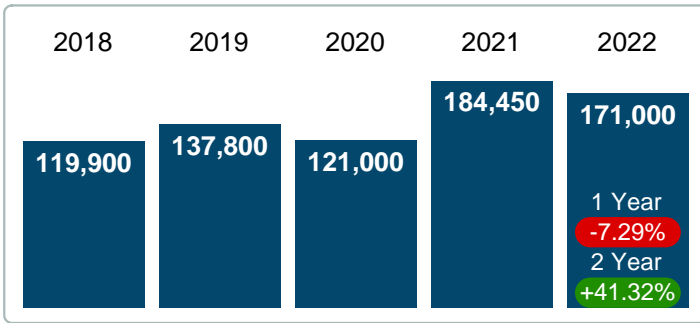
Area Delimited by County Of Mayes - Residential Property Type



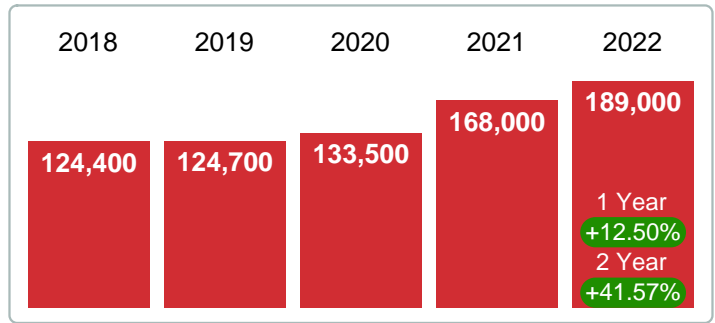
MEDIAN LIST PRICE AT CLOSING

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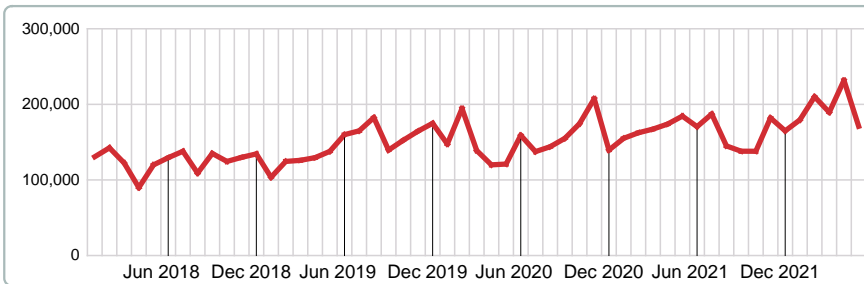
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

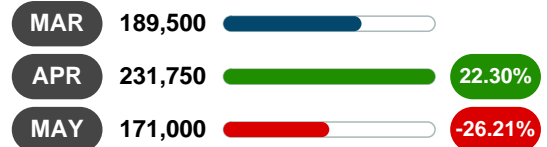


3 MONTHS

5 year MAY AVG = 146,830

High Apr 2022 231,750 Low Apr 2018 89,900

Median List Price at Closing this month at 171,000 above the 5 yr MAY average of 146,830



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	4.65%	33,350	33,350	0	0	0
\$50,001 - \$75,000	9.30%	67,000	69,000	65,000	0	0
\$75,001 - \$125,000	20.93%	94,900	92,950	110,000	0	0
\$125,001 - \$175,000	16.28%	150,000	132,450	164,400	0	0
\$175,001 - \$250,000	25.58%	216,000	240,000	190,450	239,900	204,500
\$250,001 - \$400,000	9.30%	322,200	0	319,900	0	399,999
\$400,001 and up	13.95%	712,500	475,000	1,055,000	412,000	1,700,000
Median List Price		171,000	95,000	173,475	244,900	675,000
Total Closed Units		43	13	22	4	4
Total Closed Volume		12,325,549	1.77M	5.41M	1.14M	4.00M

May 2022



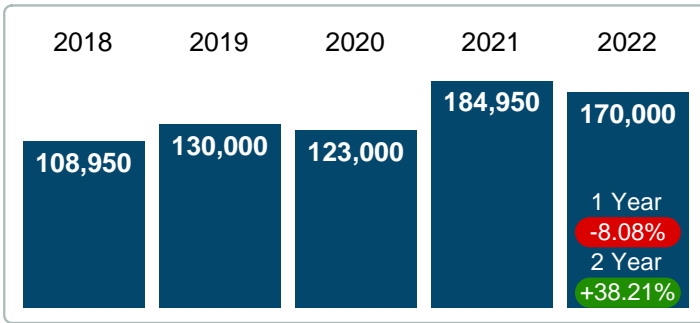
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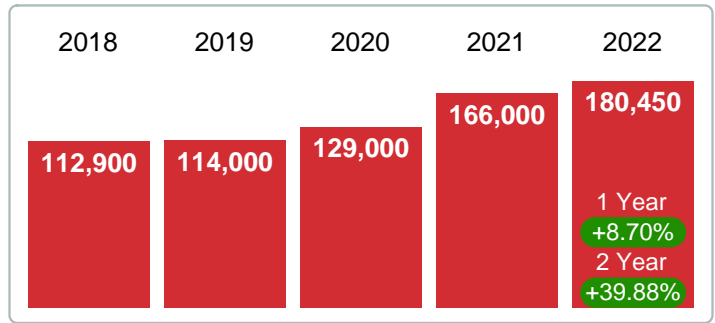
MEDIAN SOLD PRICE AT CLOSING

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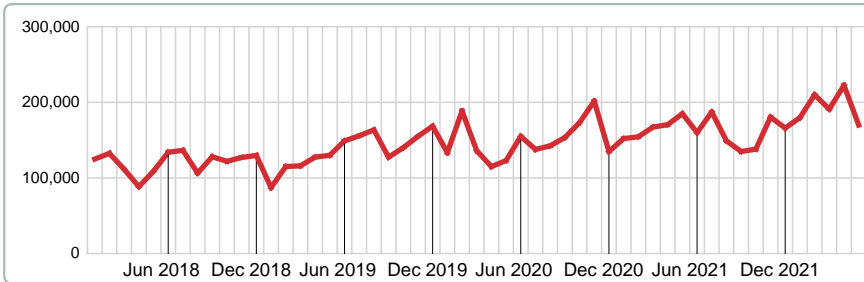
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

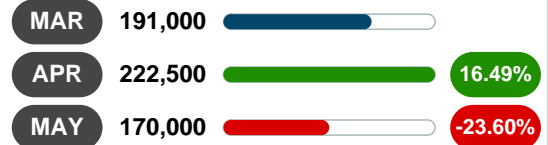


3 MONTHS

5 year MAY AVG = 143,380

High Apr 2022 222,500 Low Jan 2019 87,250

Median Sold Price at Closing this month at 170,000 above the 5 yr MAY average of 143,380



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	2	4.65%	24,500	24,500	0	0	0
\$50,001 - \$75,000	4	9.30%	65,050	67,600	62,500	0	0
\$75,001 - \$125,000	9	20.93%	100,000	100,000	99,500	0	0
\$125,001 - \$175,000	7	16.28%	150,000	140,000	159,000	0	0
\$175,001 - \$250,000	12	27.91%	213,050	240,000	195,000	245,000	188,000
\$250,001 - \$400,000	4	9.30%	345,500	395,000	321,000	0	368,000
\$400,001 and up	5	11.63%	950,000		01,017,500	412,000	1,575,000
Median Sold Price			170,000	100,500	173,000	247,000	659,000
Total Closed Units		100%	170,000	13	22	4	4
Total Closed Volume			11,812,850	1.66M	5.31M	1.14M	3.71M

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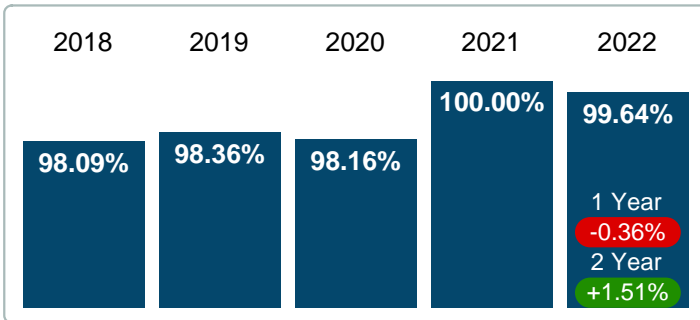
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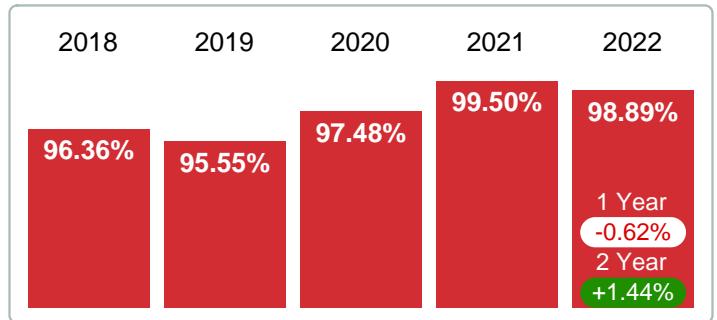
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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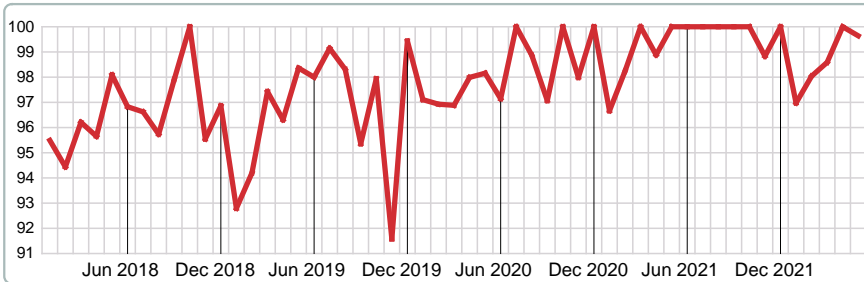
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

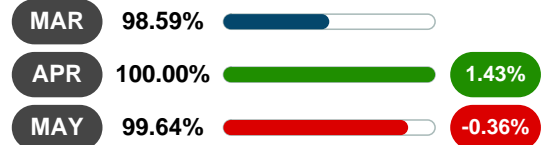


3 MONTHS

5 year MAY AVG = 98.85%

High Apr 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **99.64%**
above the 5 yr MAY average of **98.85%**



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	4.65%	70.04%	70.04%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	9.30%	97.06%	97.97%	96.15%	0.00%	0.00%
\$75,001 - \$125,000	9	20.93%	99.09%	97.78%	99.55%	0.00%	0.00%
\$125,001 - \$175,000	7	16.28%	100.06%	100.06%	101.09%	0.00%	0.00%
\$175,001 - \$250,000	12	27.91%	100.00%	100.00%	100.00%	99.64%	91.93%
\$250,001 - \$400,000	4	9.30%	95.77%	83.16%	99.63%	0.00%	92.00%
\$400,001 and up	5	11.63%	96.47%	0.00%	96.45%	100.00%	94.90%
Median Sold/List Ratio		99.64%		97.97%	99.86%	99.82%	91.97%
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



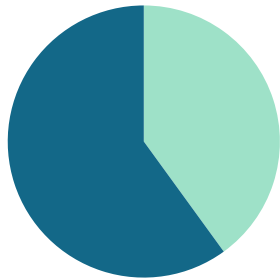
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

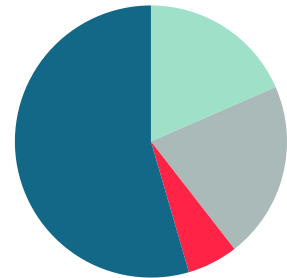


Inventory
 New Listings
76 = 40.00%
 Start Inventory
114
 Total Inventory Units
190
 Volume
\$78,867,964

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%
Median List Price	184,450	171,000	-7.29%	168,000	189,000	12.50%
Median Sale Price	184,950	170,000	-8.08%	166,000	180,450	8.70%
Median Percent of Selling Price to List Price	100.00%	99.64%	-0.36%	99.50%	98.89%	-0.62%
Median Days on Market to Sale	7.00	11.00	57.14%	15.00	17.00	13.33%
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

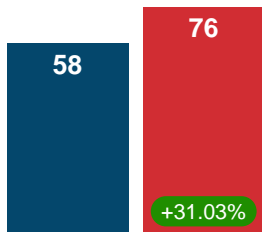
Inventory on May 31, 2022 = **127**

2021 **2022**

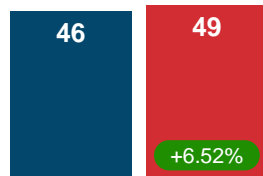
MAY MARKET

MEDIAN PRICES

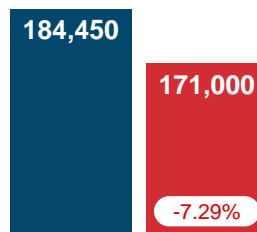
New Listings



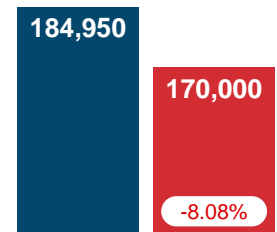
Pending Listings



List Price



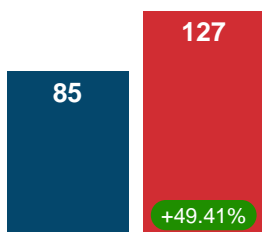
Sale Price



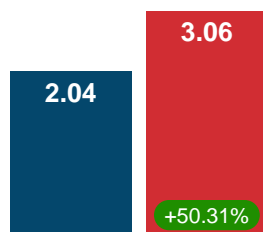
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

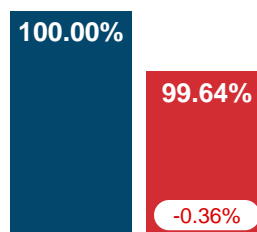
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

