

April 2022



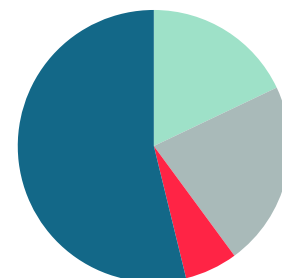
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	April 2022	+/-%
Closed Listings	50	40	-20.00%
Pending Listings	58	49	-15.52%
New Listings	66	56	-15.15%
Average List Price	229,808	265,865	15.69%
Average Sale Price	219,278	260,925	18.99%
Average Percent of Selling Price to List Price	97.00%	98.12%	1.15%
Average Days on Market to Sale	41.36	41.48	0.28%
End of Month Inventory	153	120	-21.57%
Months Supply of Inventory	3.70	2.87	-22.35%



■ Closed (17.94%)
■ Pending (21.97%)
■ Other OffMarket (6.28%)
■ Active (53.81%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of April 30, 2022 = **120**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **21.57%** to 120 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 **2.87** 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 **18.99%** in April 2022 to \$260,925 versus the previous year at \$219,278.

Average Days on Market Lengthens

The average number of **41.48** days that homes spent on the market before selling increased by 0.12 days or **0.28%** in April 2022 compared to last year's same month at **41.36** DOM.

Sales Success for April 2022 is Positive

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

There were 56 New Listings in April 2022, down **15.15%** from last year at 66. Furthermore, there were 40 Closed Listings this month versus last year at 50, a **-20.00%** decrease.

Closed versus Listed trends yielded a **71.4%** ratio, down from previous year's, April 2021, at **75.8%**, a **5.71%** downswing. This will certainly create pressure on a decreasing 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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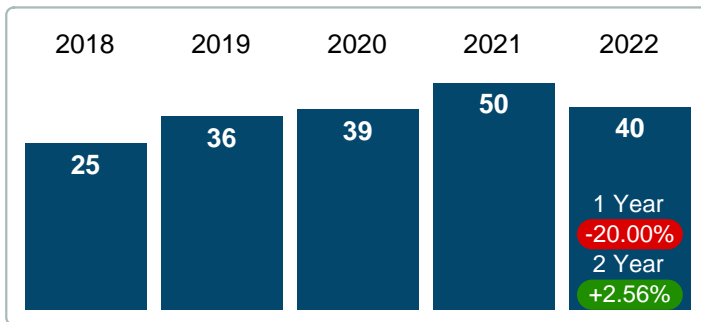
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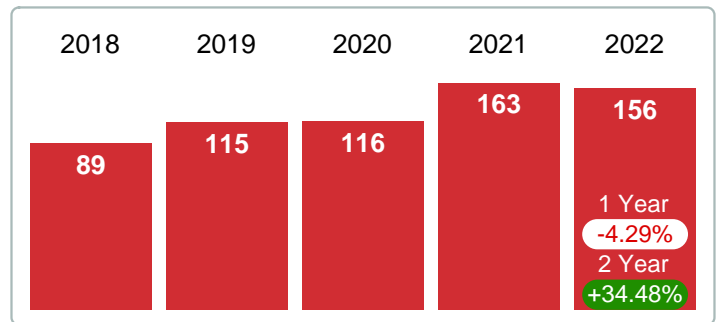
CLOSED LISTINGS

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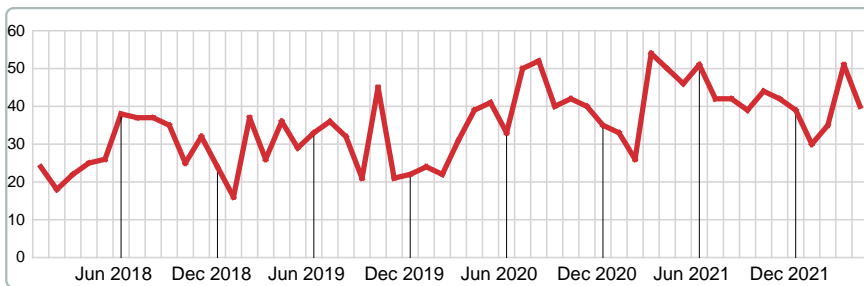
APRIL



YEAR TO DATE (YTD)

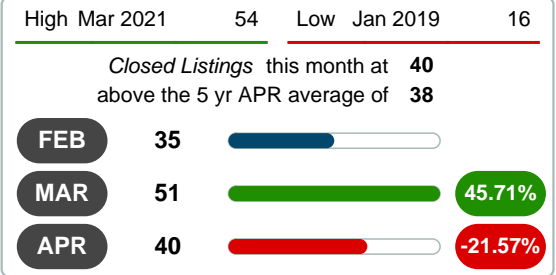


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	10.00%	34.0	1	3	0	0
\$75,001 - \$125,000	6	15.00%	47.8	1	5	0	0
\$125,001 - \$150,000	4	10.00%	56.3	0	3	1	0
\$150,001 - \$250,000	11	27.50%	37.8	3	7	1	0
\$250,001 - \$300,000	7	17.50%	14.4	2	3	2	0
\$300,001 - \$575,000	5	12.50%	21.4	0	3	1	1
\$575,001 and up	3	7.50%	129.0	1	0	0	2
Total Closed Units	40			8	24	5	3
Total Closed Volume	10,437,000	100%	41.5	1.95M	4.52M	1.29M	2.67M
Average Closed Price	\$260,925			\$244,138	\$188,288	\$258,200	\$891,333

April 2022



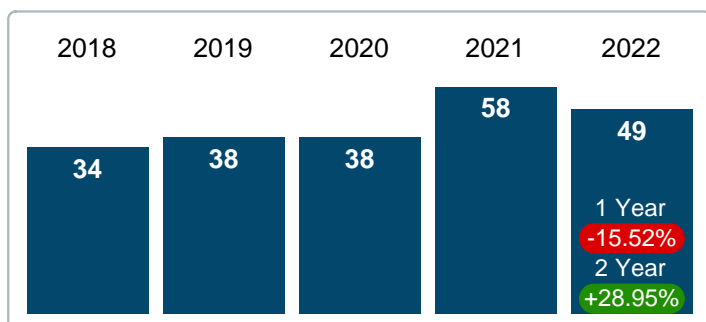
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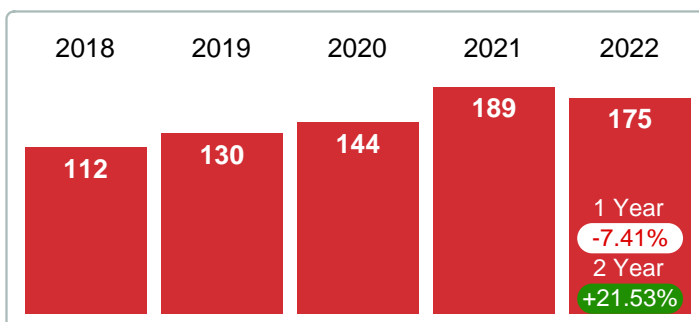
PENDING LISTINGS

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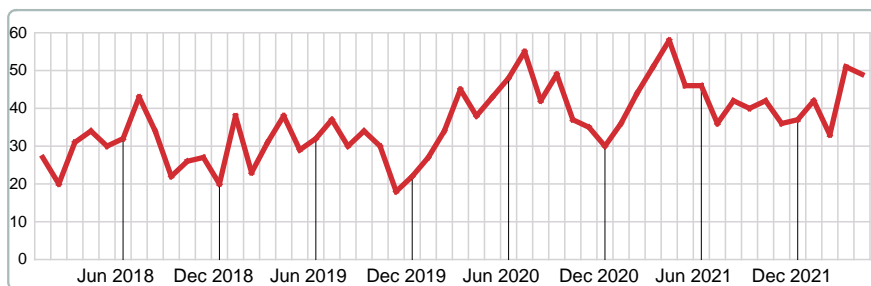
APRIL



YEAR TO DATE (YTD)

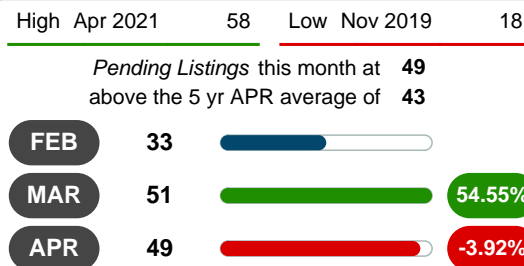


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	4	8.16%	35.5	2	2	0	0
\$60,001 - \$90,000	6	12.24%	31.0	3	3	0	0
\$90,001 - \$120,000	5	10.20%	19.2	3	2	0	0
\$120,001 - \$230,000	15	30.61%	31.7	3	9	2	1
\$230,001 - \$270,000	7	14.29%	24.9	1	3	2	1
\$270,001 - \$420,000	7	14.29%	23.9	0	4	2	1
\$420,001 and up	5	10.20%	60.8	1	2	2	0
Total Pending Units	49			13	25	8	3
Total Pending Volume	10,187,799	100%	19.6	1.70M	5.17M	2.47M	839.50K
Average Listing Price	\$148,722			\$131,069	\$206,804	\$309,288	\$279,833

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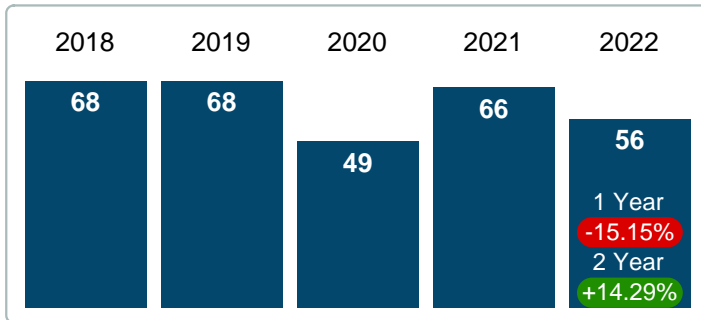
Area Delimited by County Of Mayes - Residential Property Type



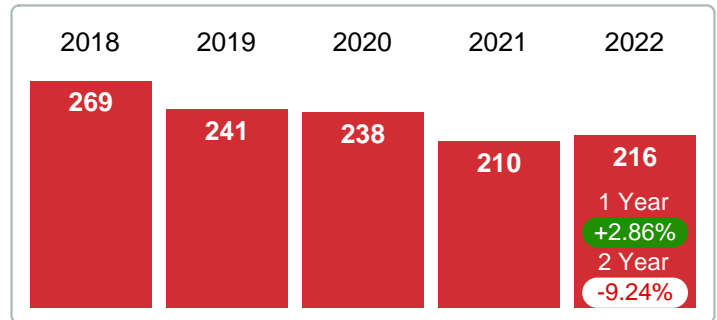
NEW LISTINGS

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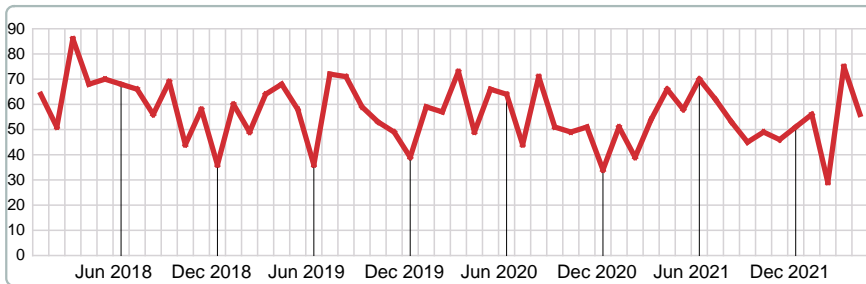
APRIL



YEAR TO DATE (YTD)

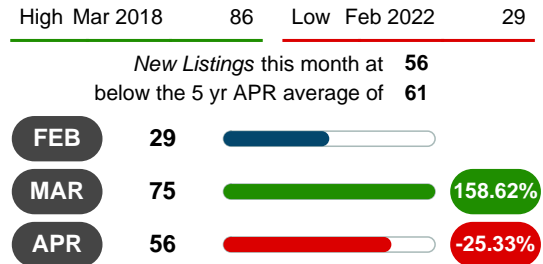


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 61



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	7.14%	2	2	0	0
\$75,001 - \$125,000	9	16.07%	6	3	0	0
\$125,001 - \$225,000	9	16.07%	2	4	3	0
\$225,001 - \$300,000	14	25.00%	2	9	1	2
\$300,001 - \$400,000	7	12.50%	0	6	1	0
\$400,001 - \$575,000	7	12.50%	0	4	3	0
\$575,001 and up	6	10.71%	0	5	0	1
Total New Listed Units	56		12	33	8	3
Total New Listed Volume	18,744,599	100%	1.58M	11.78M	2.64M	2.75M
Average New Listed Listing Price	\$163,700		\$131,700	\$356,918	\$329,488	\$916,667

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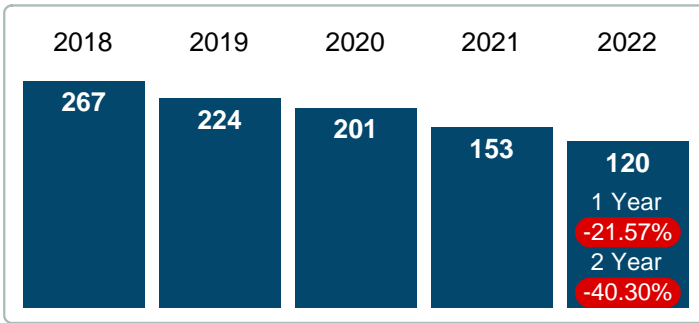
Area Delimited by County Of Mayes - Residential Property Type



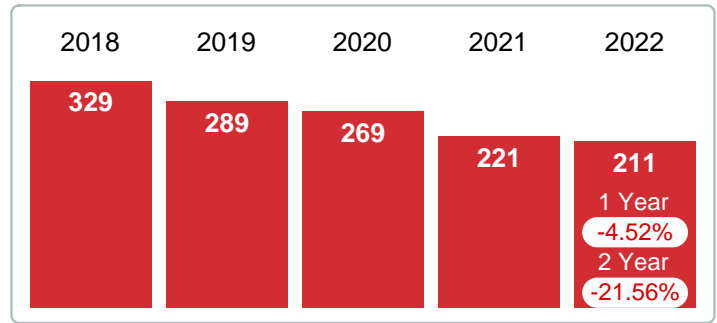
ACTIVE INVENTORY

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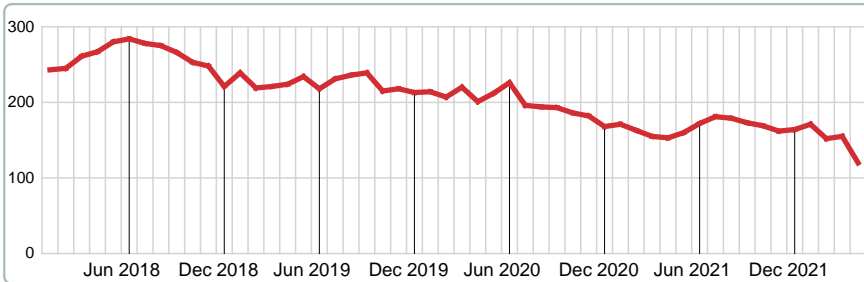
END OF APRIL



ACTIVE DURING APRIL

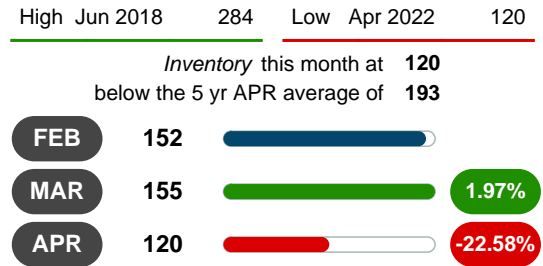


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 193



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	10	8.33%	94.8	7	3	0	0
\$75,001 - \$150,000	14	11.67%	45.0	7	7	0	0
\$150,001 - \$200,000	20	16.67%	63.9	4	14	2	0
\$200,001 - \$325,000	27	22.50%	64.6	2	17	5	3
\$325,001 - \$525,000	21	17.50%	85.3	1	12	6	2
\$525,001 - \$825,000	15	12.50%	79.1	0	5	7	3
\$825,001 and up	13	10.83%	82.7	0	5	2	6
Total Active Inventory by Units	120			21	63	22	14
Total Active Inventory by Volume	56,223,449	100%	72.1	2.63M	22.57M	11.04M	19.98M
Average Active Inventory Listing Price	\$468,529			\$125,224	\$358,267	\$501,818	\$1,427,350

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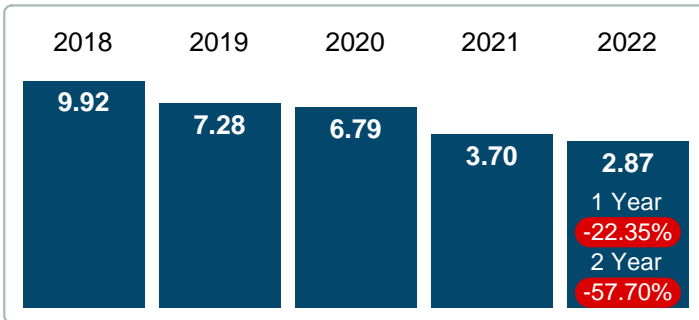
Area Delimited by County Of Mayes - Residential Property Type



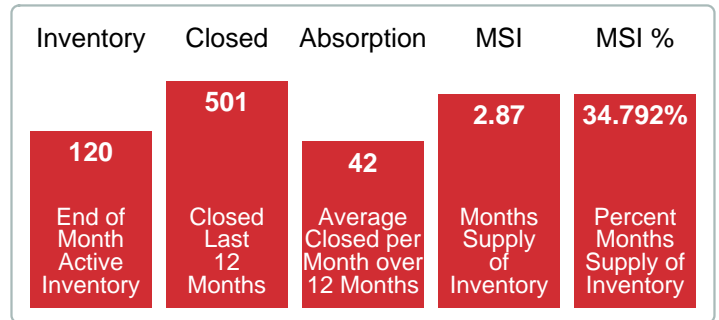
MONTHS SUPPLY of INVENTORY (MSI)

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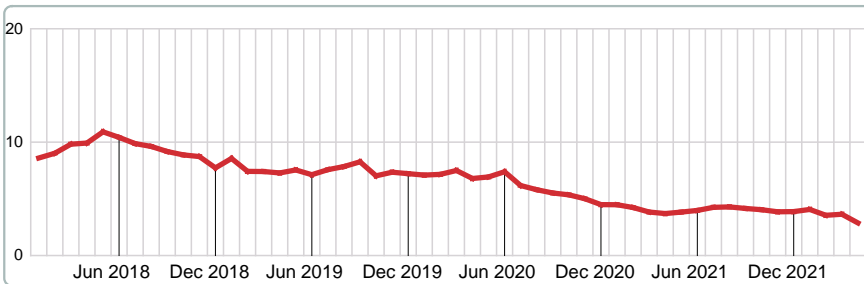
MSI FOR APRIL



INDICATORS FOR APRIL 2022

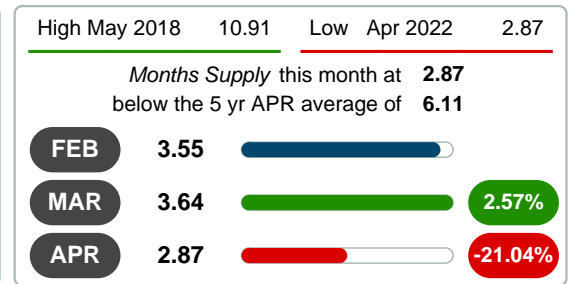


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.11



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	10	8.33%	1.94	2.80	1.16	0.00	0.00
\$75,001 - \$150,000	14	11.67%	1.14	2.10	0.86	0.00	0.00
\$150,001 - \$200,000	20	16.67%	2.79	5.33	2.63	2.00	0.00
\$200,001 - \$325,000	27	22.50%	2.53	1.41	2.34	2.86	12.00
\$325,001 - \$525,000	21	17.50%	4.85	4.00	4.50	4.80	12.00
\$525,001 - \$825,000	15	12.50%	10.00	0.00	10.00	16.80	9.00
\$825,001 and up	13	10.83%	19.50	0.00	30.00	8.00	24.00
Market Supply of Inventory (MSI)			2.87	2.47	2.36	4.00	12.92
Total Active Inventory by Units		100%	2.87	21	63	22	14

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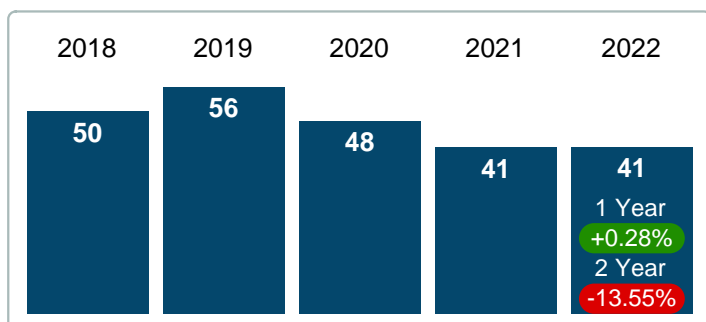
Area Delimited by County Of Mayes - Residential Property Type



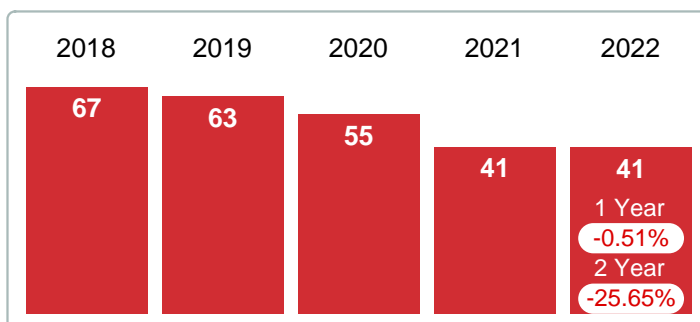
AVERAGE DAYS ON MARKET TO SALE

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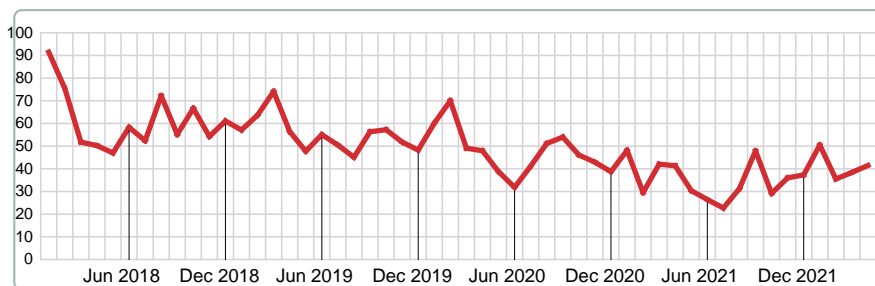
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 48

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 41 below the 5 yr APR average of 48



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
\$75,000 and less	10.00%	34	126	3	0	0
\$75,001 - \$125,000	15.00%	48	1	57	0	0
\$125,001 - \$150,000	10.00%	56	0	67	23	0
\$150,001 - \$250,000	27.50%	38	6	55	15	0
\$250,001 - \$300,000	17.50%	14	41	4	4	0
\$300,001 - \$575,000	12.50%	21	0	16	1	59
\$575,001 and up	7.50%	129	308	0	0	40
Average Closed DOM		41	67	39	9	46
Total Closed Units	100%	41	8	24	5	3
Total Closed Volume		10,437,000	1.95M	4.52M	1.29M	2.67M

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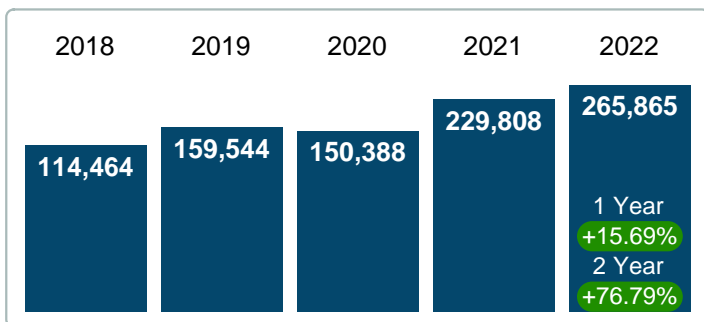
Area Delimited by County Of Mayes - Residential Property Type



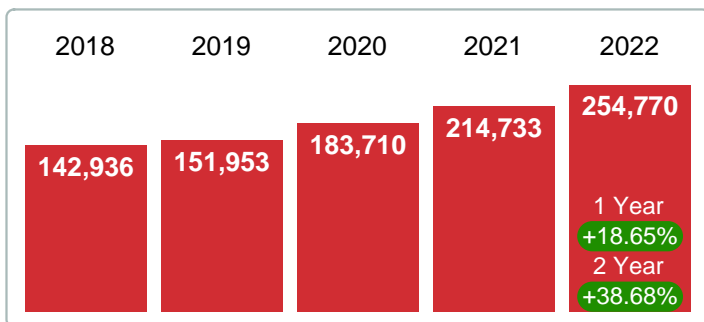
AVERAGE LIST PRICE AT CLOSING

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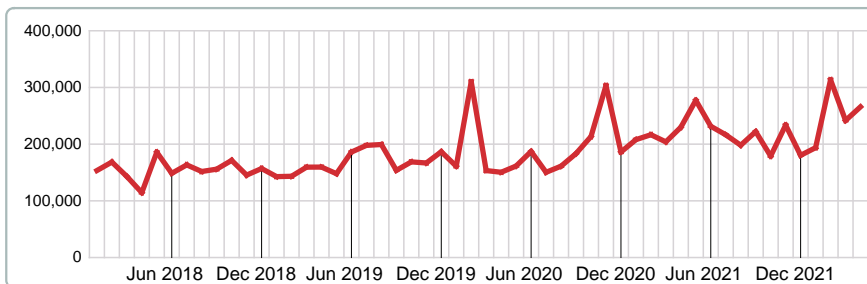
APRIL



YEAR TO DATE (YTD)

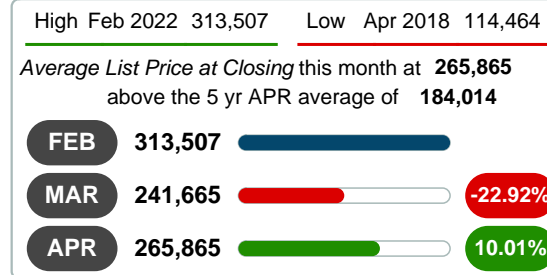


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 184,014



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
\$75,000 and less	10.00%	52,375	75,000	44,833	0	0
\$75,001 - \$125,000	12.50%	113,100	110,000	117,100	0	0
\$125,001 - \$150,000	15.00%	139,817	0	142,000	149,900	0
\$150,001 - \$250,000	27.50%	219,900	178,500	218,271	238,500	0
\$250,001 - \$300,000	12.50%	276,780	300,000	283,300	254,500	0
\$300,001 - \$575,000	12.50%	361,980	0	379,967	345,000	635,000
\$575,001 and up	10.00%	852,000	675,000	0	0	01,049,000
Average List Price		265,865	249,438	194,321	248,480	911,000
Total Closed Units	100%	265,865	8	24	5	3
Total Closed Volume		10,634,599	2.00M	4.66M	1.24M	2.73M

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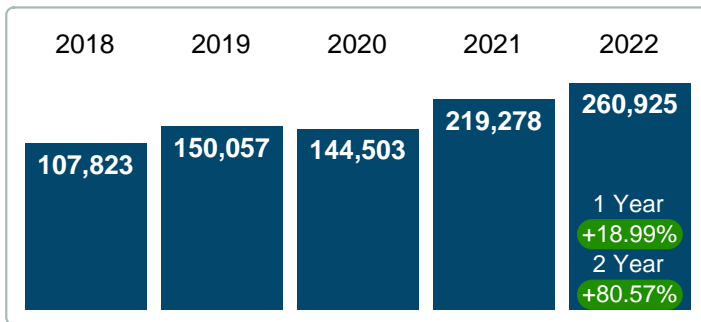
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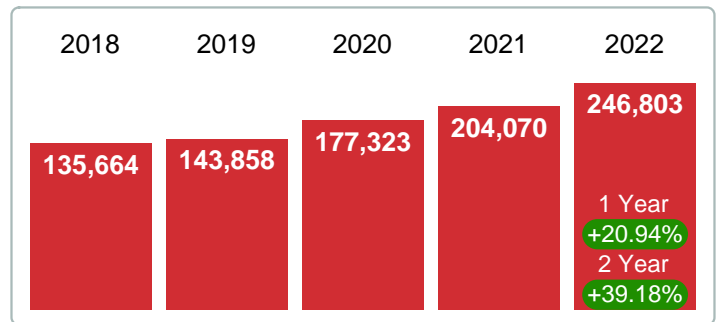
AVERAGE SOLD PRICE AT CLOSING

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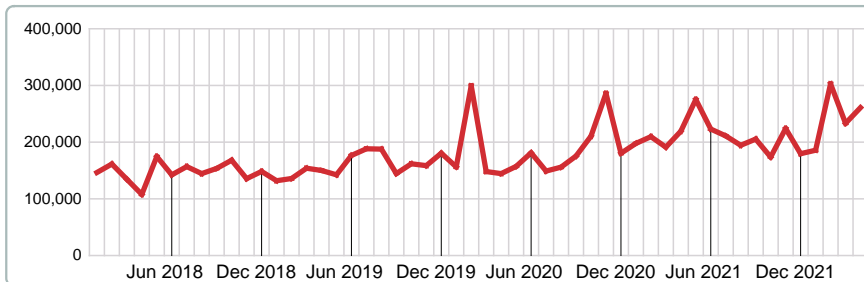
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

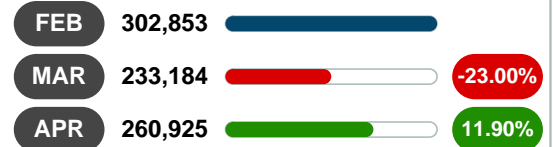


3 MONTHS

5 year APR AVG = 176,517

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

Average Sold Price at Closing this month at **260,925** above the 5 yr APR average of **176,517**



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
\$75,000 and less	10.00%	51,650	72,100	44,833	0	0
\$75,001 - \$125,000	15.00%	110,250	115,000	109,300	0	0
\$125,001 - \$150,000	10.00%	137,000	0	136,000	140,000	0
\$150,001 - \$250,000	27.50%	204,773	184,333	208,500	240,000	0
\$250,001 - \$300,000	17.50%	281,557	279,000	282,300	283,000	0
\$300,001 - \$575,000	12.50%	408,700	0	374,500	345,000	575,000
\$575,001 and up	7.50%	918,000	655,000	0	0	01,049,500
Average Sold Price		260,925	244,138	188,288	258,200	891,333
Total Closed Units	100%	260,925	8	24	5	3
Total Closed Volume		10,437,000	1.95M	4.52M	1.29M	2.67M

April 2022



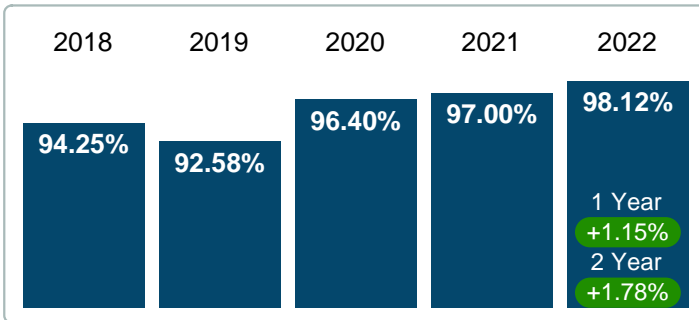
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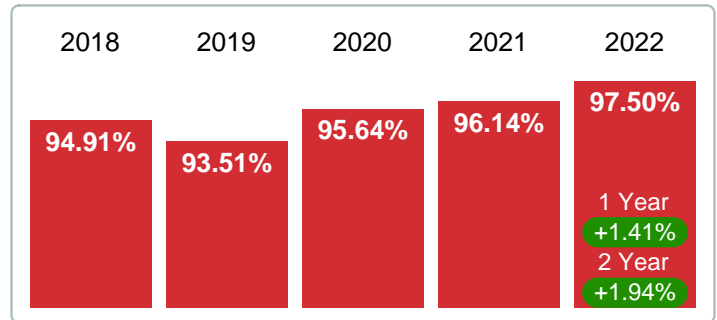
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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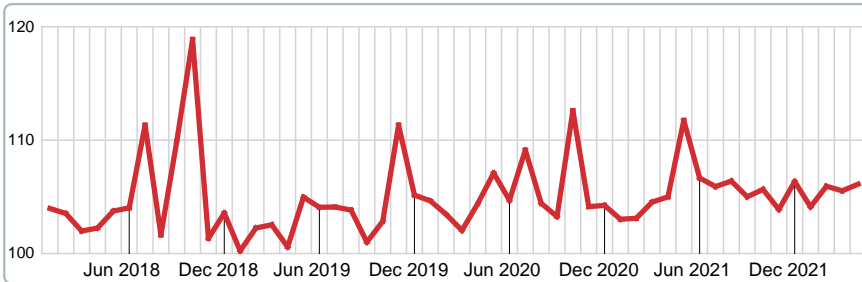
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

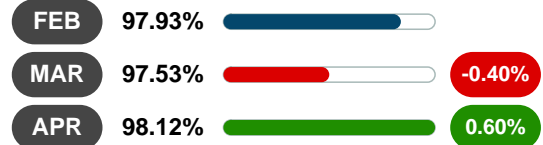


3 MONTHS

5 year APR AVG = 95.67%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.12%**
above the 5 yr APR average of **95.67%**



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	
\$75,000 and less	4	10.00%	99.03%	96.13%	100.00%	0.00%	0.00%	
\$75,001 - \$125,000	6	15.00%	95.14%	104.55%	93.26%	0.00%	0.00%	
\$125,001 - \$150,000	4	10.00%	95.35%	0.00%	96.00%	93.40%	0.00%	
\$150,001 - \$250,000	11	27.50%	98.68%	105.32%	95.55%	100.63%	0.00%	
\$250,001 - \$300,000	7	17.50%	101.07%	93.12%	99.64%	111.18%	0.00%	
\$300,001 - \$575,000	5	12.50%	97.23%	0.00%	98.54%	100.00%	90.55%	
\$575,001 and up	3	7.50%	99.06%	97.04%	0.00%	0.00%	100.07%	
Average Sold/List Ratio		98.10%		99.99%	96.57%	103.28%	96.90%	
Total Closed Units		40	100%	98.10%	8	24	5	3
Total Closed Volume		10,437,000			1.95M	4.52M	1.29M	2.67M

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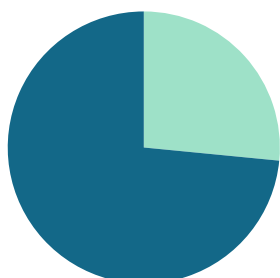
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on May 11, 2022 for MLS Technology Inc.

INVENTORY

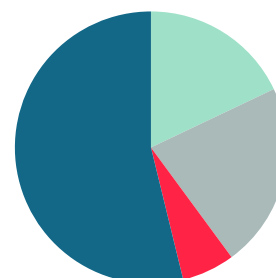


Inventory
 New Listings
56 = 26.54%
 Start Inventory
155
 Total Inventory Units
211
 Volume
\$81,337,147

Market Activity

Closed Sales
40 = 17.94%
 Pending Sales
49 = 21.97%
 Other Off Market
14 = 6.28%
 Active Inventory
120 = 53.81%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	50	40	-20.00%	163	156	-4.29%
Pending Sales	58	49	-15.52%	189	175	-7.41%
New Listings	66	56	-15.15%	210	216	2.86%
Average List Price	229,808	265,865	15.69%	214,733	254,770	18.65%
Average Sale Price	219,278	260,925	18.99%	204,070	246,803	20.94%
Average Percent of Selling Price to List Price	97.00%	98.12%	1.15%	96.14%	97.50%	1.41%
Average Days on Market to Sale	41.36	41.48	0.28%	41.07	40.87	-0.51%
Monthly Inventory	153	120	-21.57%	153	120	-21.57%
Months Supply of Inventory	3.70	2.87	-22.35%	3.70	2.87	-22.35%

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

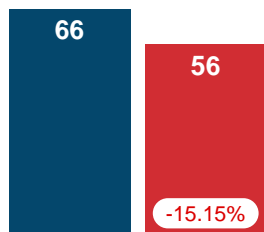
Inventory on April 30, 2022 = **120**

2021 **2022**

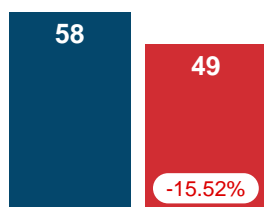
APRIL MARKET

AVERAGE PRICES

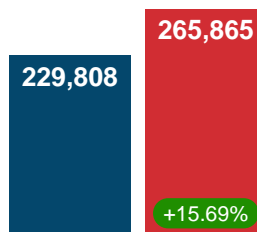
New Listings



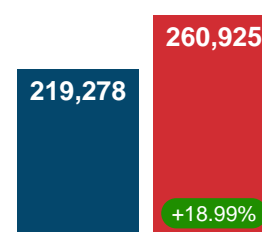
Pending Listings



List Price



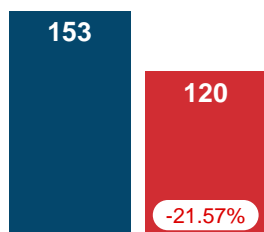
Sale Price



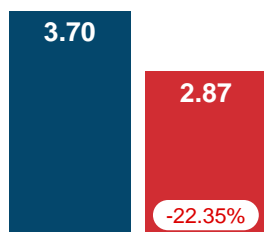
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

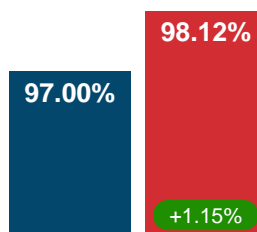
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

