

April 2022



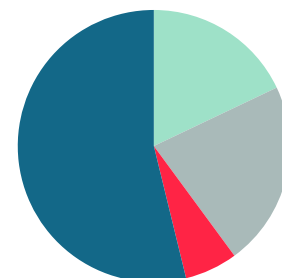
Area Delimited by County Of Mayes - Residential Property Type



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% |
| Median List Price | 173,950 | 231,750 | 33.23% |
| Median Sale Price | 170,500 | 222,500 | 30.50% |
| Median Percent of Selling Price to List Price | 98.88% | 100.00% | 1.13% |
| Median Days on Market to Sale | 20.00 | 15.00 | -25.00% |
| 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.

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 **30.50%** in April 2022 to \$222,500 versus the previous year at \$170,500.

Median Days on Market Shortens

The median number of **15.00** days that homes spent on the market before selling decreased by 5.00 days or **25.00%** in April 2022 compared to last year's same month at **20.00** DOM.

Sales Success for April 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

What's in this Issue

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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

April 2022



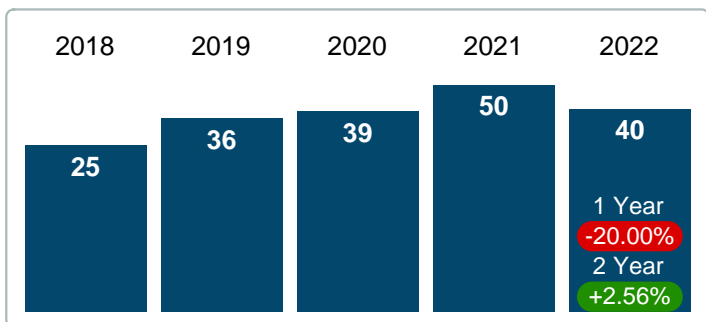
Area Delimited by County Of Mayes - Residential Property Type



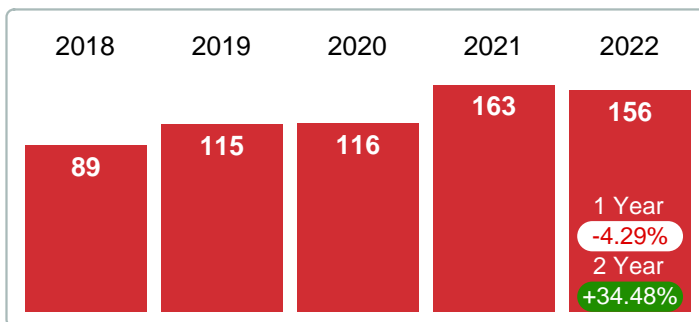
CLOSED LISTINGS

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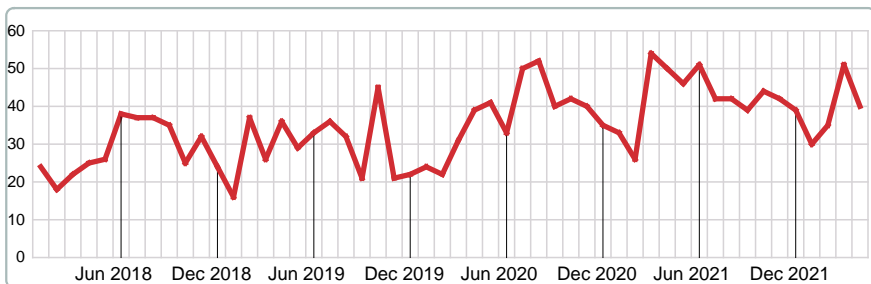
APRIL



YEAR TO DATE (YTD)

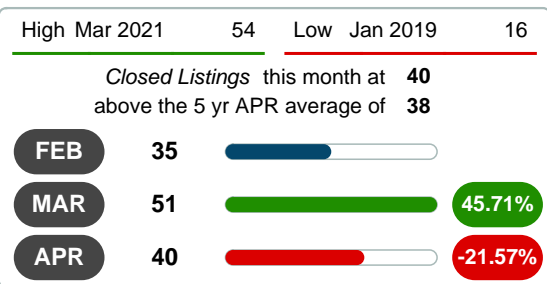


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 4 | 10.00% | 4.5 | 1 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 6 | 15.00% | 38.5 | 1 | 5 | 0 | 0 |
| \$125,001 - \$150,000 | 4 | 10.00% | 32.0 | 0 | 3 | 1 | 0 |
| \$150,001 - \$250,000 | 11 | 27.50% | 15.0 | 3 | 7 | 1 | 0 |
| \$250,001 - \$300,000 | 7 | 17.50% | 5.0 | 2 | 3 | 2 | 0 |
| \$300,001 - \$575,000 | 5 | 12.50% | 12.0 | 0 | 3 | 1 | 1 |
| \$575,001 and up | 3 | 7.50% | 58.0 | 1 | 0 | 0 | 2 |
| Total Closed Units | 40 | | | 8 | 24 | 5 | 3 |
| Total Closed Volume | 10,437,000 | 100% | 15.0 | 1.95M | 4.52M | 1.29M | 2.67M |
| Median Closed Price | \$222,500 | | | \$200,000 | \$176,250 | \$275,000 | \$700,000 |

April 2022



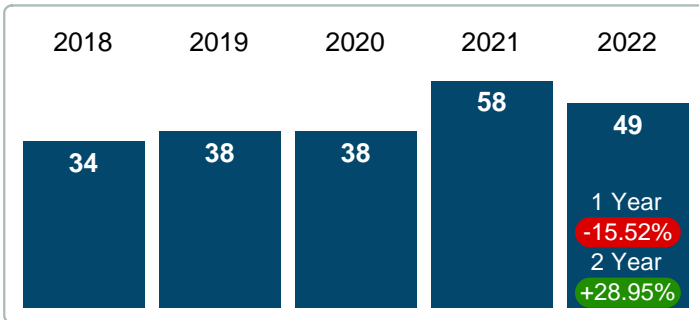
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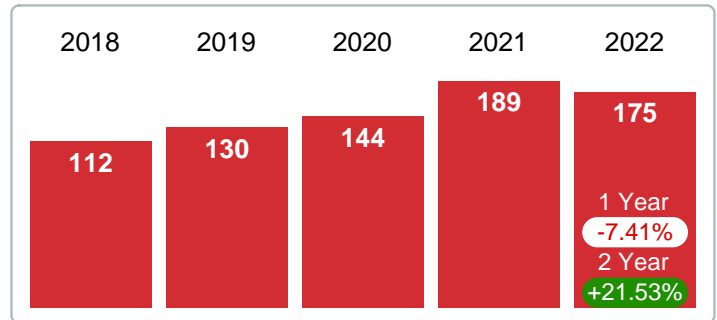
PENDING LISTINGS

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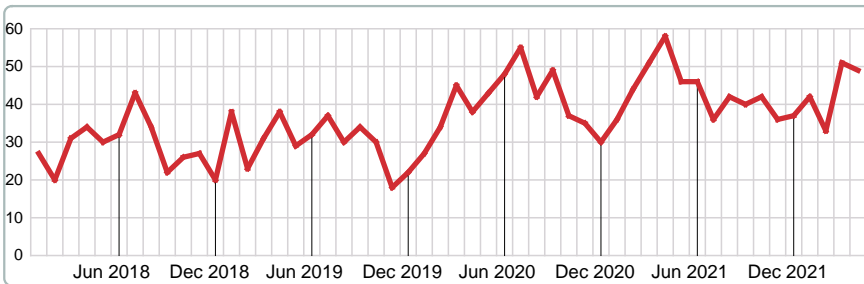
APRIL



YEAR TO DATE (YTD)

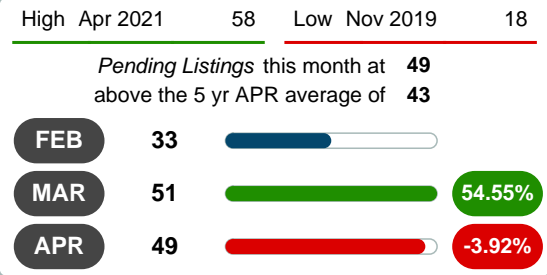


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 4 | 8.16% | 6.5 | 2 | 2 | 0 | 0 |
| \$50,001 - \$75,000 | 5 | 10.20% | 25.0 | 2 | 3 | 0 | 0 |
| \$75,001 - \$125,000 | 8 | 16.33% | 6.0 | 4 | 3 | 1 | 0 |
| \$125,001 - \$225,000 | 13 | 26.53% | 17.0 | 3 | 8 | 1 | 1 |
| \$225,001 - \$275,000 | 8 | 16.33% | 5.5 | 1 | 4 | 2 | 1 |
| \$275,001 - \$425,000 | 7 | 14.29% | 26.0 | 0 | 4 | 2 | 1 |
| \$425,001 and up | 4 | 8.16% | 47.5 | 1 | 1 | 2 | 0 |
| Total Pending Units | 49 | | | 13 | 25 | 8 | 3 |
| Total Pending Volume | 10,187,799 | 100% | 17.0 | 1.70M | 5.17M | 2.47M | 839.50K |
| Median Listing Price | \$190,000 | | | \$93,900 | \$190,000 | \$292,500 | \$235,000 |

April 2022



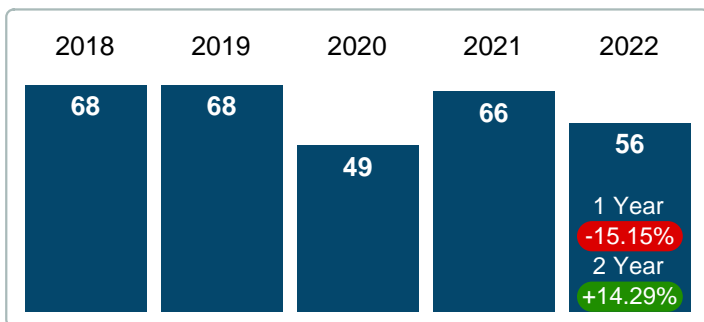
Area Delimited by County Of Mayes - Residential Property Type



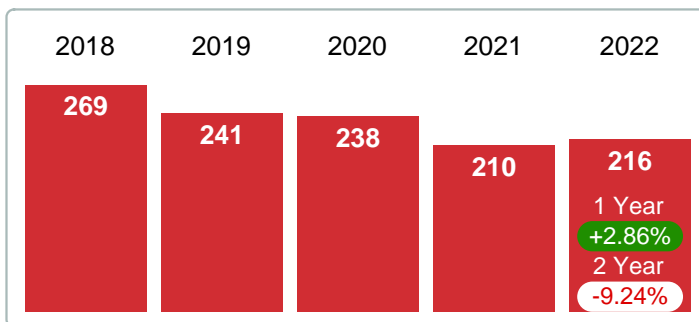
NEW LISTINGS

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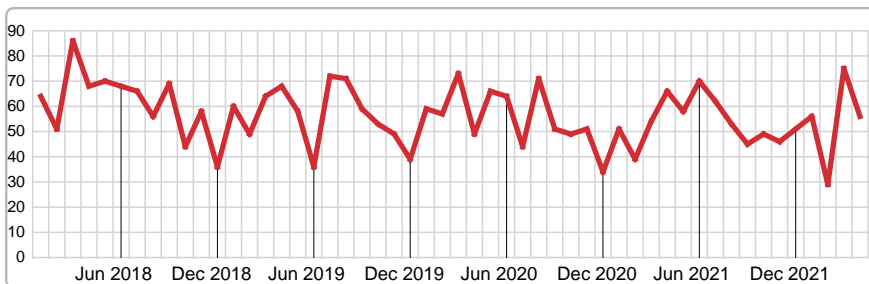
APRIL



YEAR TO DATE (YTD)

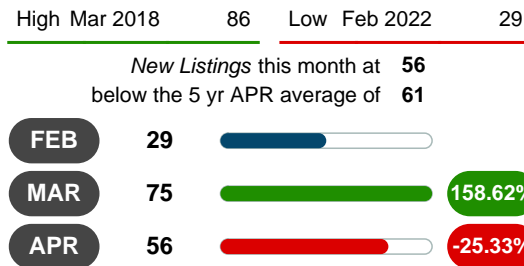


5 YEAR MARKET ACTIVITY TRENDS



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 |
| Median New Listed Listing Price | \$249,450 | | \$96,500 | \$300,000 | \$292,500 | \$265,000 |

April 2022



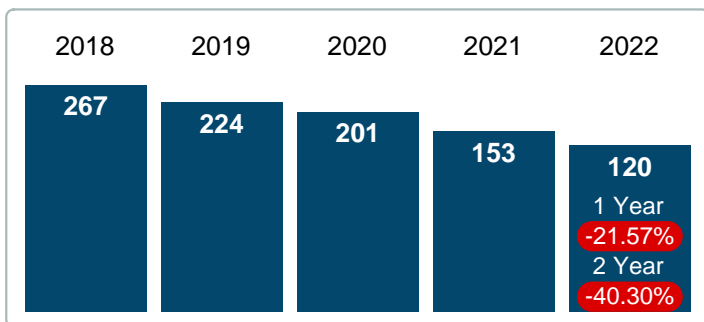
Area Delimited by County Of Mayes - Residential Property Type



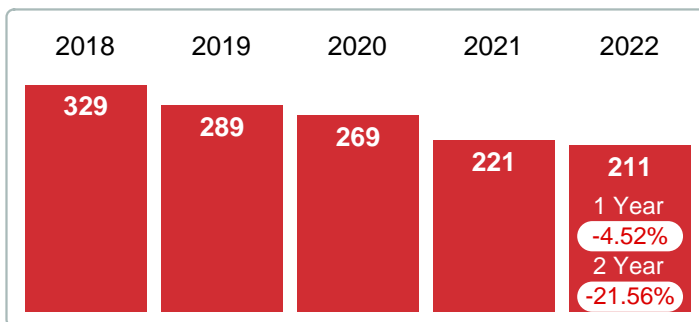
ACTIVE INVENTORY

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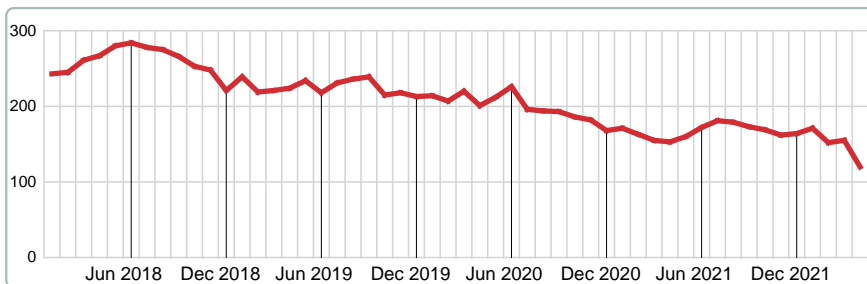
END OF APRIL



ACTIVE DURING APRIL

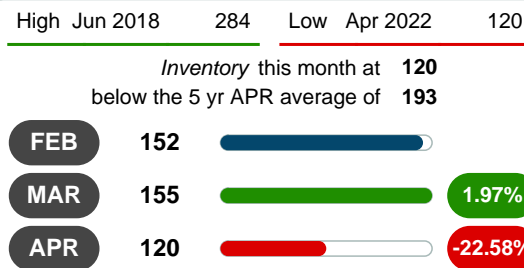


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 193



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 10 | 8.33% | 43.5 | 7 | 3 | 0 | 0 |
| \$75,001 - \$150,000 | 14 | 11.67% | 37.5 | 7 | 7 | 0 | 0 |
| \$150,001 - \$200,000 | 20 | 16.67% | 47.5 | 4 | 14 | 2 | 0 |
| \$200,001 - \$325,000 | 27 | 22.50% | 68.0 | 2 | 17 | 5 | 3 |
| \$325,001 - \$525,000 | 21 | 17.50% | 57.0 | 1 | 12 | 6 | 2 |
| \$525,001 - \$825,000 | 15 | 12.50% | 59.0 | 0 | 5 | 7 | 3 |
| \$825,001 and up | 13 | 10.83% | 36.0 | 0 | 5 | 2 | 6 |
| Total Active Inventory by Units | 120 | | | 21 | 63 | 22 | 14 |
| Total Active Inventory by Volume | 56,223,449 | 100% | 46.0 | 2.63M | 22.57M | 11.04M | 19.98M |
| Median Active Inventory Listing Price | \$261,000 | | | \$94,900 | \$250,000 | \$432,450 | \$811,750 |

April 2022



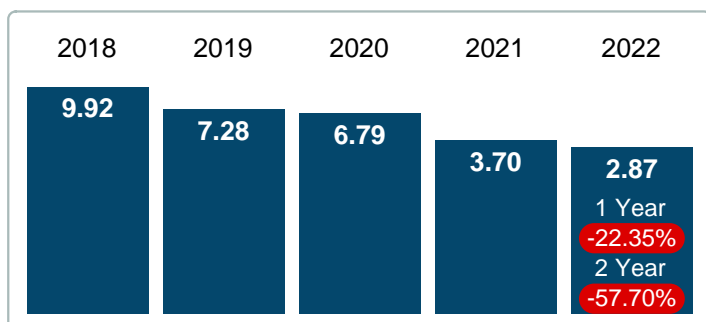
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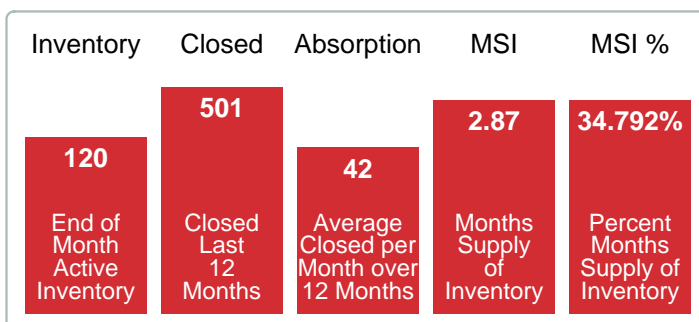
MONTHS SUPPLY of INVENTORY (MSI)

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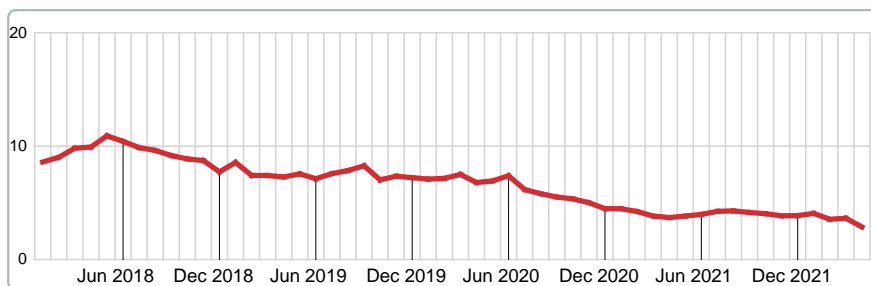
MSI FOR APRIL



INDICATORS FOR APRIL 2022



5 YEAR MARKET ACTIVITY TRENDS

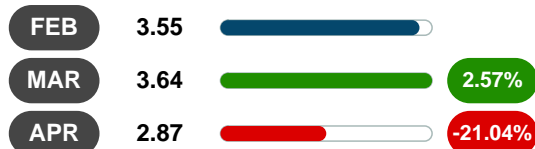


3 MONTHS

5 year APR AVG = 6.11

High May 2018 10.91 Low Apr 2022 2.87

Months Supply this month at **2.87**
below the 5 yr APR average of **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 |

April 2022



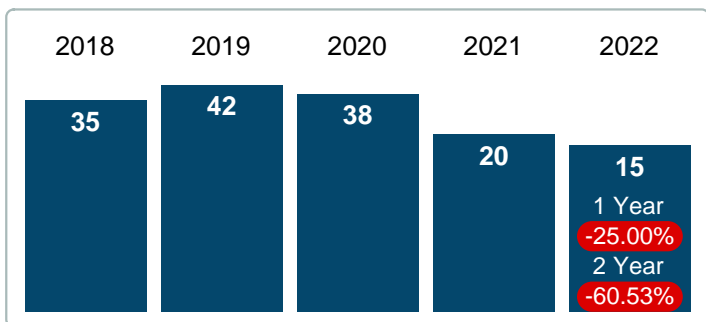
Area Delimited by County Of Mayes - Residential Property Type



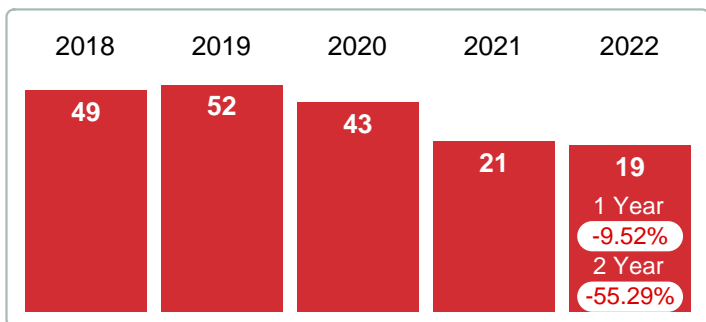
MEDIAN DAYS ON MARKET TO SALE

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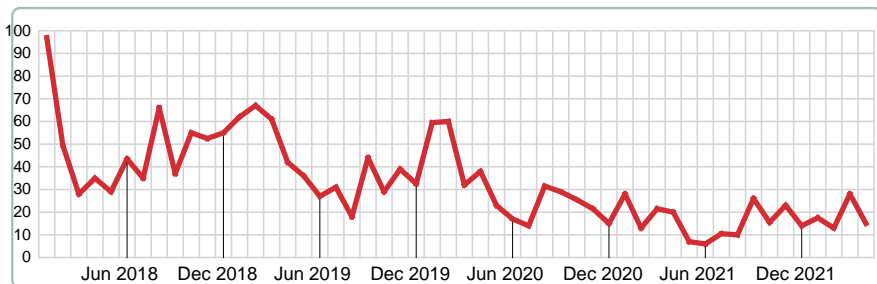
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 30

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 15 below the 5 yr APR average of 30



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 |
|--|--------|------------|----------|--------|--------|---------|
| \$75,000 and less | 10.00% | 5 | 126 | 4 | 0 | 0 |
| \$75,001 - \$125,000 | 15.00% | 39 | 1 | 54 | 0 | 0 |
| \$125,001 - \$150,000 | 10.00% | 32 | 0 | 41 | 23 | 0 |
| \$150,001 - \$250,000 | 27.50% | 15 | 5 | 36 | 15 | 0 |
| \$250,001 - \$300,000 | 17.50% | 5 | 41 | 1 | 4 | 0 |
| \$300,001 - \$575,000 | 12.50% | 12 | 0 | 12 | 1 | 59 |
| \$575,001 and up | 7.50% | 58 | 308 | 0 | 0 | 40 |
| Median Closed DOM | | 15 | 9 | 18 | 5 | 58 |
| Total Closed Units | 100% | 15.0 | 8 | 24 | 5 | 3 |
| Total Closed Volume | | 10,437,000 | 1.95M | 4.52M | 1.29M | 2.67M |

April 2022



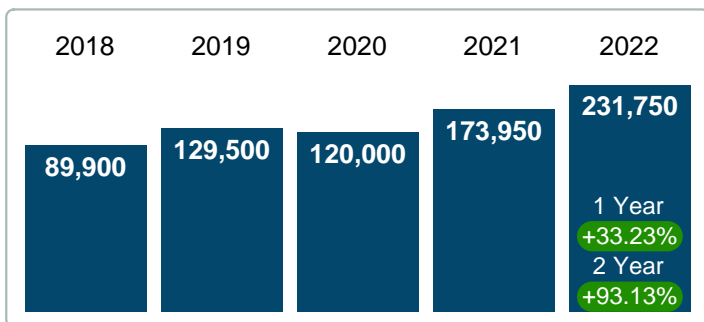
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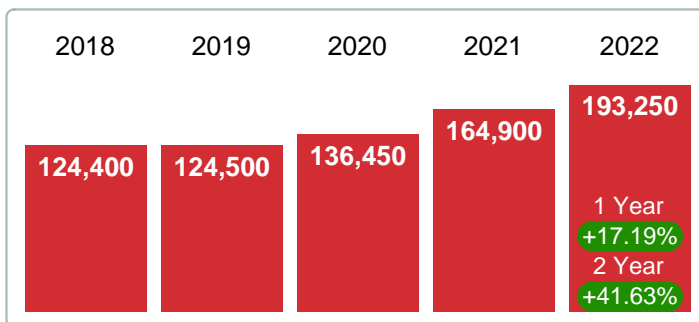
MEDIAN LIST PRICE AT CLOSING

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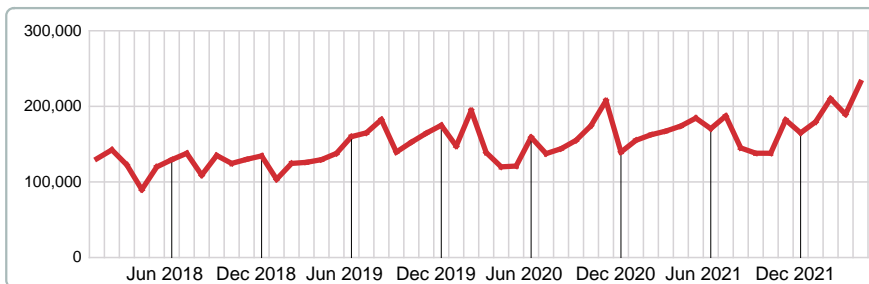
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 149,020

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

Median List Price at Closing this month at **231,750**
above the 5 yr APR average of **149,020**

- FEB 210,000
- MAR 189,500 -9.76%
- APR 231,750 22.30%

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 |
|---|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 10.00% | 54,750 | 75,000 | 40,000 | 0 | 0 |
| \$75,001 - \$125,000 | 12.50% | 116,500 | 110,000 | 117,750 | 0 | 0 |
| \$125,001 - \$150,000 | 15.00% | 138,000 | 133,000 | 138,000 | 149,900 | 0 |
| \$150,001 - \$250,000 | 27.50% | 238,500 | 201,250 | 225,000 | 244,250 | 0 |
| \$250,001 - \$300,000 | 12.50% | 275,000 | 275,000 | 275,000 | 259,000 | 0 |
| \$300,001 - \$575,000 | 12.50% | 345,000 | 325,000 | 379,900 | 345,000 | 0 |
| \$575,001 and up | 10.00% | 687,000 | 675,000 | 0 | 0 | 699,000 |
| Median List Price | | 231,750 | 201,250 | 184,500 | 250,000 | 699,000 |
| Total Closed Units | 100% | 231,750 | 8 | 24 | 5 | 3 |
| Total Closed Volume | | 10,634,599 | 2.00M | 4.66M | 1.24M | 2.73M |

April 2022



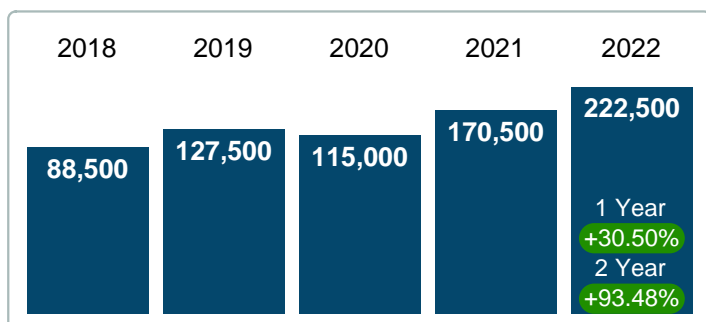
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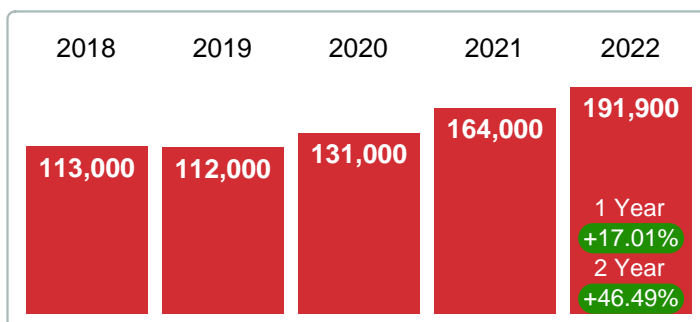
MEDIAN SOLD PRICE AT CLOSING

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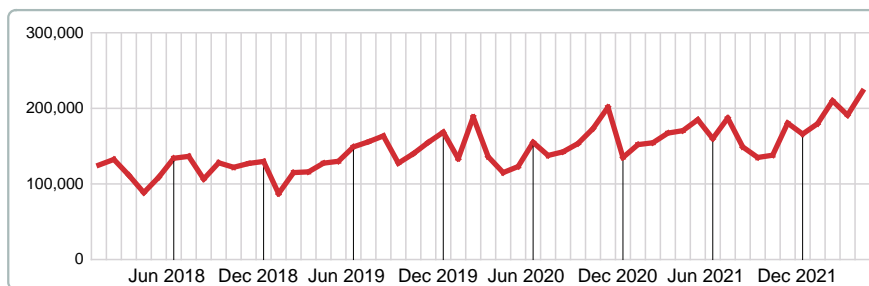
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

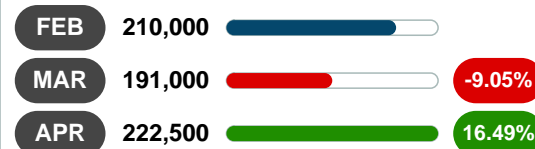


3 MONTHS

5 year APR AVG = 144,800

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

Median Sold Price at Closing this month at **222,500**
above the 5 yr APR average of **144,800**



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 |
|---|--------|------------|----------|---------|---------|------------|
| \$75,000 and less | 10.00% | 54,750 | 72,100 | 40,000 | 0 | 0 |
| \$75,001 - \$125,000 | 15.00% | 112,000 | 115,000 | 109,000 | 0 | 0 |
| \$125,001 - \$150,000 | 10.00% | 136,750 | 0 | 133,500 | 140,000 | 0 |
| \$150,001 - \$250,000 | 27.50% | 210,000 | 160,000 | 210,000 | 240,000 | 0 |
| \$250,001 - \$300,000 | 17.50% | 275,000 | 279,000 | 274,900 | 283,000 | 0 |
| \$300,001 - \$575,000 | 12.50% | 365,000 | 0 | 365,000 | 345,000 | 575,000 |
| \$575,001 and up | 7.50% | 700,000 | 655,000 | 0 | 0 | 01,049,500 |
| Median Sold Price | | 222,500 | 200,000 | 176,250 | 275,000 | 700,000 |
| Total Closed Units | 100% | 222,500 | 8 | 24 | 5 | 3 |
| Total Closed Volume | | 10,437,000 | 1.95M | 4.52M | 1.29M | 2.67M |

April 2022



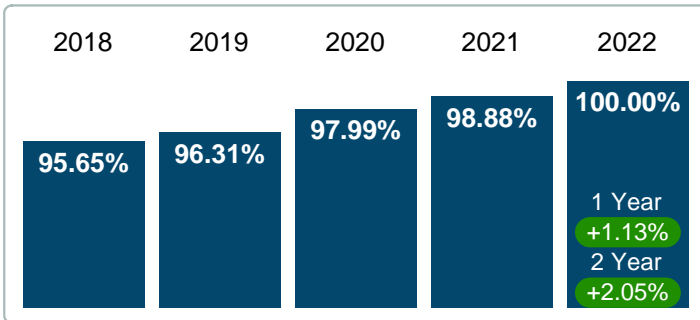
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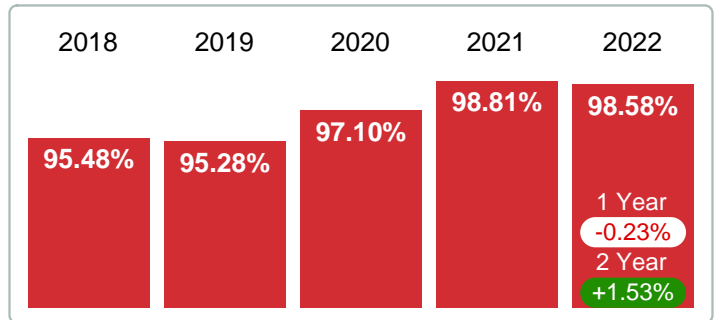
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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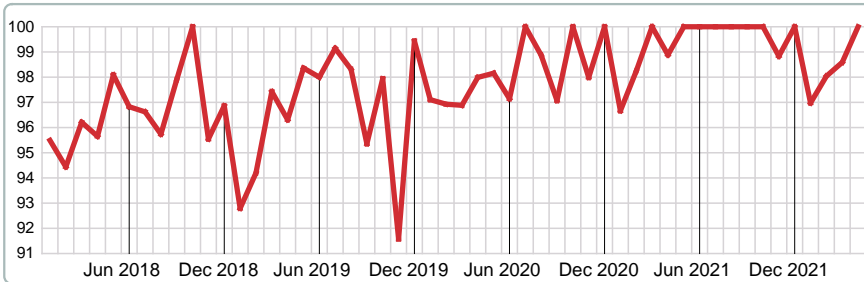
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

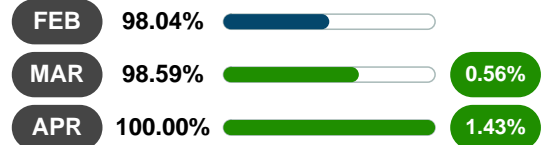


3 MONTHS

5 year APR AVG = 97.77%

High Apr 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr APR average of **97.77%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$75,000 and less | 4 | 10.00% | 100.00% | 96.13% | 100.00% | 0.00% | 0.00% |
| \$75,001 - \$125,000 | 6 | 15.00% | 95.58% | 104.55% | 95.00% | 0.00% | 0.00% |
| \$125,001 - \$150,000 | 4 | 10.00% | 96.70% | 0.00% | 100.00% | 93.40% | 0.00% |
| \$150,001 - \$250,000 | 11 | 27.50% | 100.00% | 104.92% | 96.04% | 100.63% | 0.00% |
| \$250,001 - \$300,000 | 7 | 17.50% | 100.00% | 93.12% | 100.00% | 111.18% | 0.00% |
| \$300,001 - \$575,000 | 5 | 12.50% | 99.54% | 0.00% | 99.54% | 100.00% | 90.55% |
| \$575,001 and up | 3 | 7.50% | 100.00% | 97.04% | 0.00% | 0.00% | 100.07% |
| Median Sold/List Ratio | | 100.00% | | 96.59% | 99.77% | 100.63% | 100.00% |
| Total Closed Units | | 40 | 100% | 8 | 24 | 5 | 3 |
| Total Closed Volume | | 10,437,000 | | 1.95M | 4.52M | 1.29M | 2.67M |

April 2022



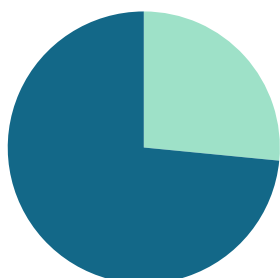
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

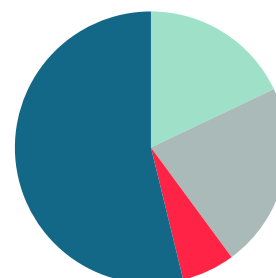


Inventory
 New Listings
56 = 26.54%
 Start Inventory
155
 Total Inventory Units
211
 Volume
\$81,337,147

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% |
| Median List Price | 173,950 | 231,750 | 33.23% | 164,900 | 193,250 | 17.19% |
| Median Sale Price | 170,500 | 222,500 | 30.50% | 164,000 | 191,900 | 17.01% |
| Median Percent of Selling Price to List Price | 98.88% | 100.00% | 1.13% | 98.81% | 98.58% | -0.23% |
| Median Days on Market to Sale | 20.00 | 15.00 | -25.00% | 21.00 | 19.00 | -9.52% |
| 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

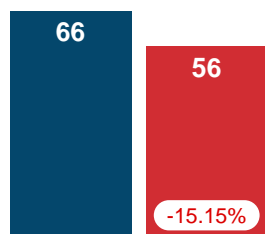
Inventory on April 30, 2022 = **120**

2021 **2022**

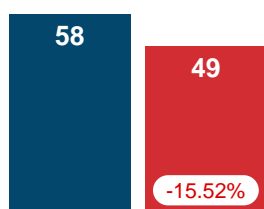
APRIL MARKET

MEDIAN PRICES

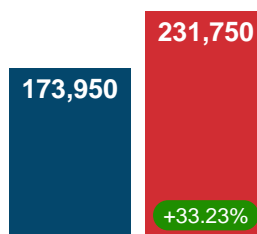
New Listings



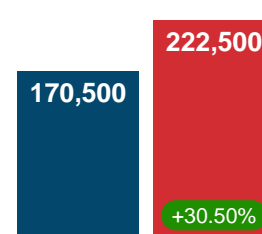
Pending Listings



List Price



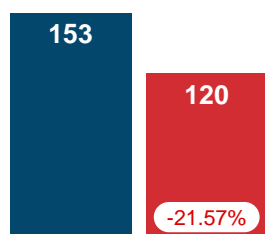
Sale Price



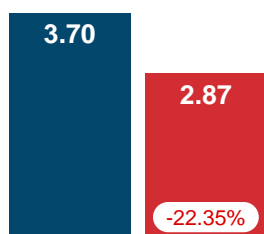
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

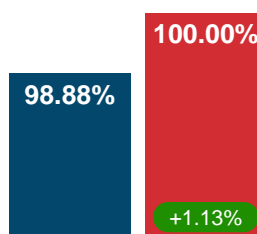
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

