

February 2022

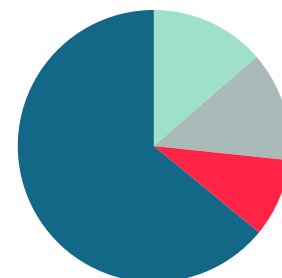
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	34	47	38.24%
Pending Listings	55	45	-18.18%
New Listings	65	58	-10.77%
Average List Price	193,622	270,597	39.76%
Average Sale Price	185,171	262,525	41.77%
Average Percent of Selling Price to List Price	94.44%	97.50%	3.24%
Average Days on Market to Sale	42.85	44.11	2.93%
End of Month Inventory	338	221	-34.62%
Months Supply of Inventory	6.87	4.06	-41.01%



■ Closed (13.62%)
■ Pending (13.04%)
■ Other OffMarket (9.28%)
■ Active (64.06%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of February 28, 2022 = **221**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **34.62%** to 221 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **4.06** 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 **41.77%** in February 2022 to \$262,525 versus the previous year at \$185,171.

Average Days on Market Lengthens

The average number of **44.11** days that homes spent on the market before selling increased by 1.25 days or **2.93%** in February 2022 compared to last year's same month at **42.85** DOM.

Sales Success for February 2022 is Positive

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

There were 58 New Listings in February 2022, down **10.77%** from last year at 65. Furthermore, there were 47 Closed Listings this month versus last year at 34, a **38.24%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, February 2021, at **52.3%**, a **54.92%** upswing. This will certainly create pressure on a decreasing Month's 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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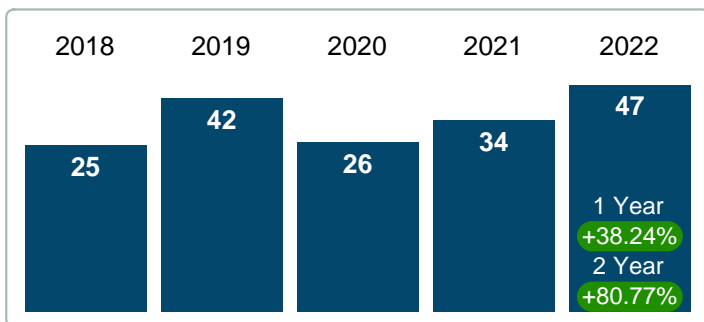
Area Delimited by County Of Mayes



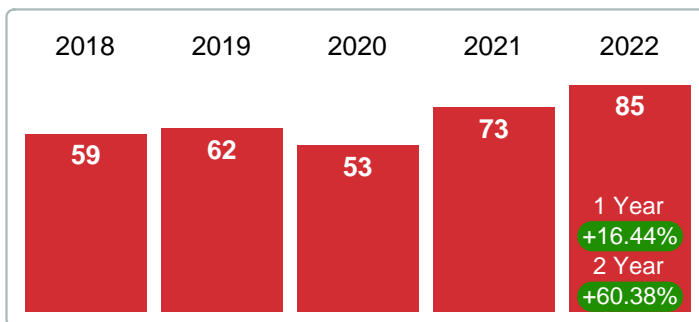
CLOSED LISTINGS

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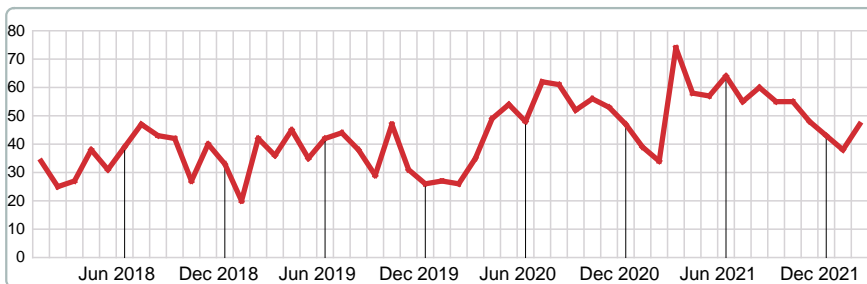
FEBRUARY



YEAR TO DATE (YTD)

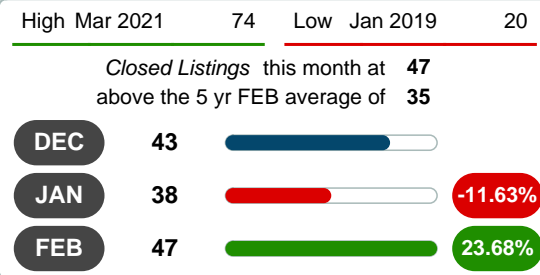


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.13%	4.0	1	0	0	0
\$25,001 - \$75,000	8	17.02%	71.8	5	3	0	0
\$75,001 - \$125,000	5	10.64%	20.0	4	1	0	0
\$125,001 - \$225,000	14	29.79%	35.6	5	8	0	1
\$225,001 - \$350,000	8	17.02%	30.8	5	3	0	0
\$350,001 - \$425,000	7	14.89%	38.7	1	4	2	0
\$425,001 and up	4	8.51%	95.0	1	2	0	1
Total Closed Units	47			22	21	2	2
Total Closed Volume	12,338,655	100%	44.1	3.62M	7.26M	749.50K	710.00K
Average Closed Price	\$262,525			\$164,446	\$345,779	\$374,750	\$355,000

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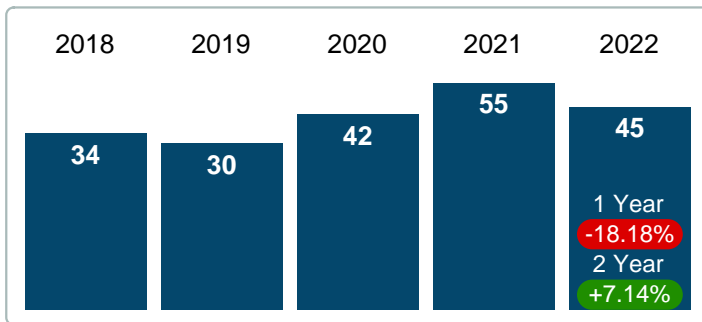
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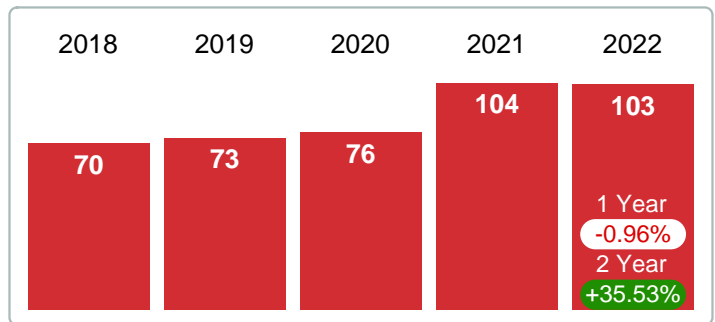
PENDING LISTINGS

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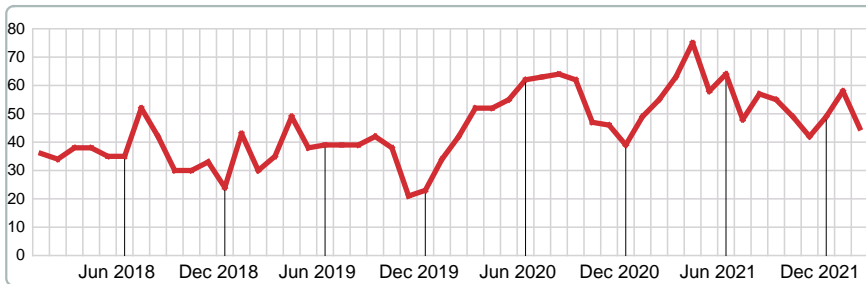
FEBRUARY



YEAR TO DATE (YTD)

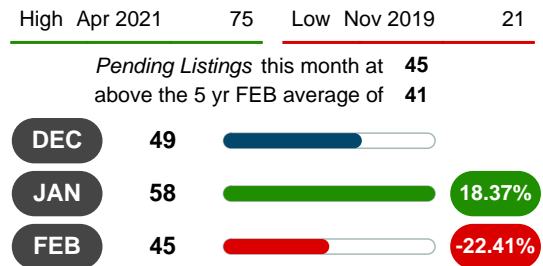


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 41



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	11.11%	96.0	5	0	0	0
\$50,001 - \$70,000	4	8.89%	82.5	2	2	0	0
\$70,001 - \$110,000	7	15.56%	27.6	4	2	1	0
\$110,001 - \$180,000	11	24.44%	79.5	2	9	0	0
\$180,001 - \$260,000	8	17.78%	53.8	0	7	1	0
\$260,001 - \$370,000	5	11.11%	49.4	1	3	1	0
\$370,001 and up	5	11.11%	37.6	1	2	2	0
Total Pending Units	45			15	25	5	0
Total Pending Volume	9,301,739	100%	4.5	1.91M	4.70M	2.69M	0.00B
Average Listing Price	\$115,063			\$127,253	\$187,998	\$538,600	\$0

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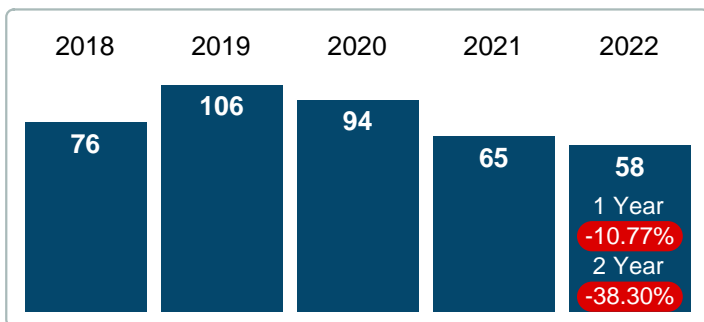
Area Delimited by County Of Mayes



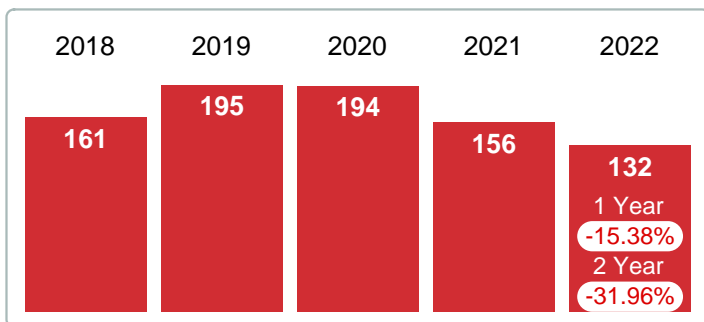
NEW LISTINGS

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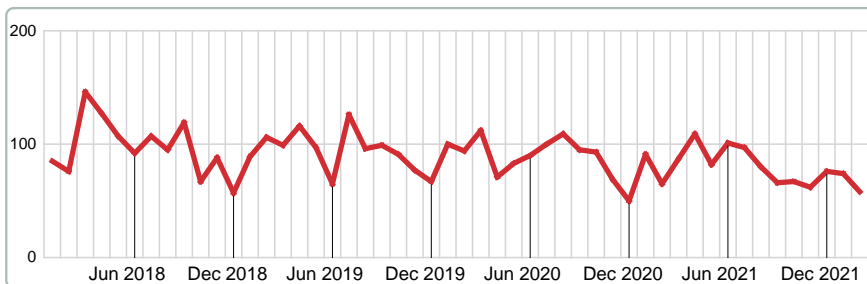
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 80

High Mar 2018 146 Low Dec 2020 50

New Listings this month at **58**
 below the 5 yr FEB average of **80**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	10	17.24%	10	0	0	0
\$25,001-\$75,000	9	15.52%	9	0	0	0
\$75,001-\$225,000	14	24.14%	7	6	1	0
\$225,001-\$350,000	9	15.52%	2	6	1	0
\$350,001-\$500,000	12	20.69%	6	2	3	1
\$500,001 and up	4	6.90%	1	1	0	2
Total New Listed Units	58		35	15	5	3
Total New Listed Volume	13,905,650	100%	5.43M	4.22M	1.57M	2.69M
Average New Listed Listing Price	\$165,125		\$155,177	\$281,177	\$313,580	\$896,300

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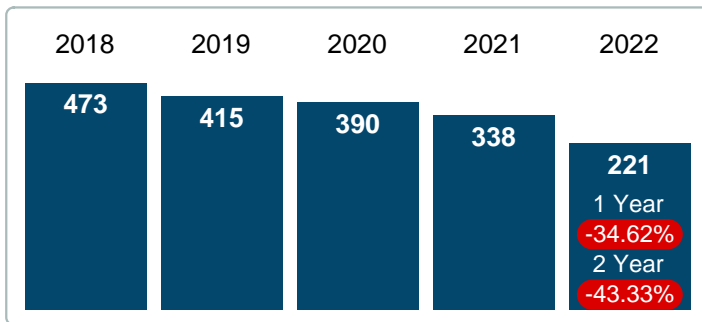
Area Delimited by County Of Mayes



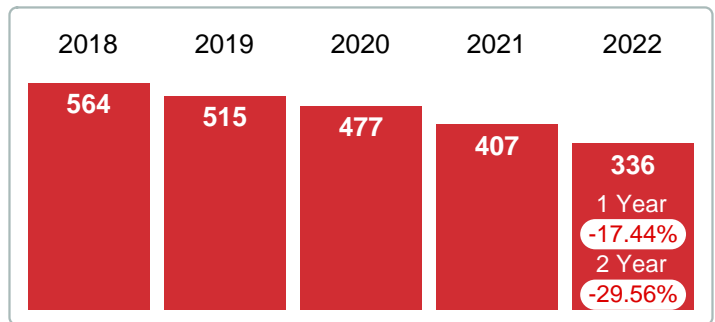
ACTIVE INVENTORY

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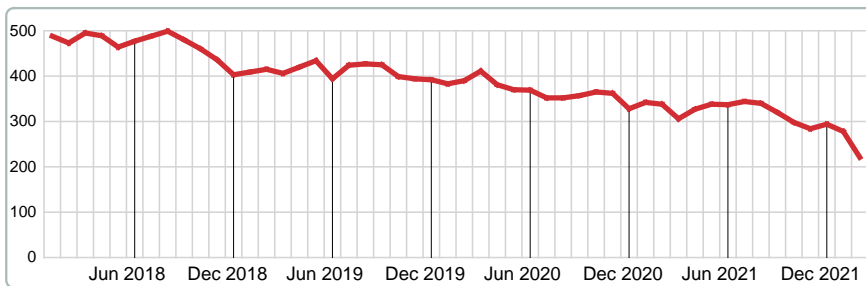
END OF FEBRUARY



ACTIVE DURING FEBRUARY

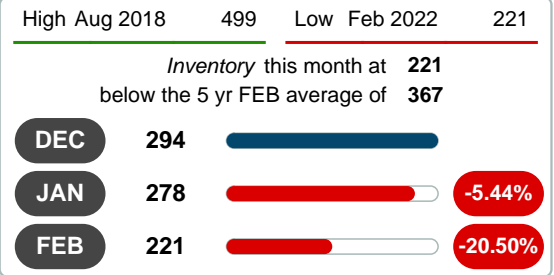


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 367



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	20	9.05%	69.2	20	0	0	0
\$25,001 - \$50,000	20	9.05%	136.5	20	0	0	0
\$50,001 - \$125,000	39	17.65%	118.4	34	5	0	0
\$125,001 - \$250,000	56	25.34%	83.6	19	29	8	0
\$250,001 - \$425,000	37	16.74%	93.7	17	10	7	3
\$425,001 - \$675,000	24	10.86%	86.1	12	6	3	3
\$675,001 and up	25	11.31%	112.0	10	5	4	6
Total Active Inventory by Units	221			132	55	22	12
Total Active Inventory by Volume	77,637,146	100%	98.4	34.03M	17.45M	10.56M	15.60M
Average Active Inventory Listing Price	\$351,299			\$257,804	\$317,293	\$480,000	\$1,299,658

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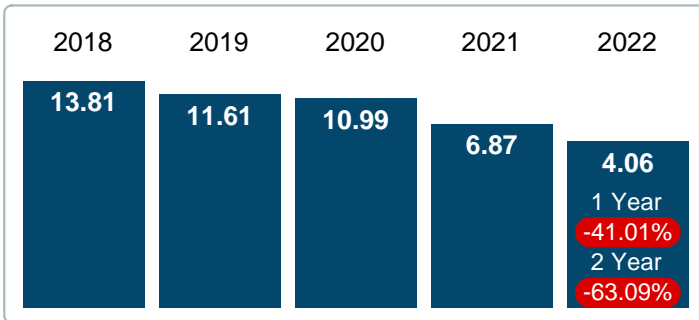
Area Delimited by County Of Mayes



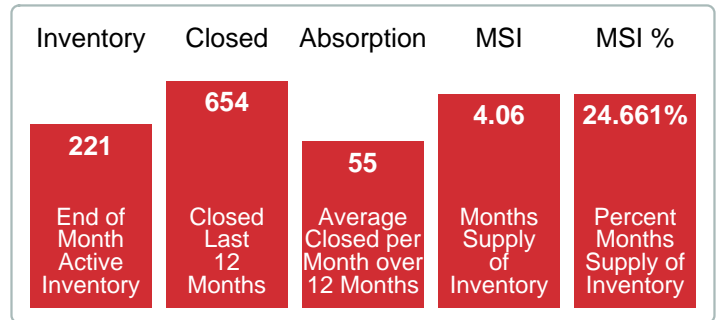
MONTHS SUPPLY of INVENTORY (MSI)

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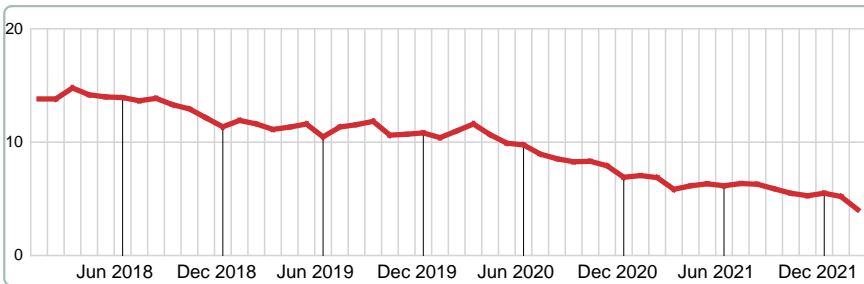
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

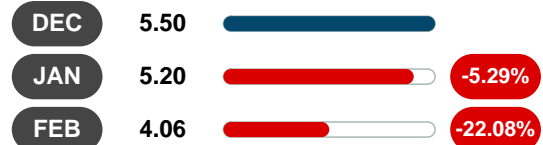


3 MONTHS

5 year FEB AVG = 9.47

High Mar 2018 14.78 Low Feb 2022 4.06

Months Supply this month at **4.06**
below the 5 yr FEB average of **9.47**



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
\$25,000 and less	20	9.05%	6.32	6.49	0.00	0.00	0.00
\$25,001 - \$50,000	20	9.05%	4.62	5.85	0.00	0.00	0.00
\$50,001 - \$125,000	39	17.65%	2.63	4.69	0.72	0.00	0.00
\$125,001 - \$250,000	56	25.34%	2.96	5.30	2.32	3.31	0.00
\$250,001 - \$425,000	37	16.74%	4.04	13.60	1.76	3.36	18.00
\$425,001 - \$675,000	24	10.86%	9.29	16.00	5.54	7.20	9.00
\$675,001 and up	25	11.31%	16.67	24.00	20.00	8.00	18.00
Market Supply of Inventory (MSI)			4.06	6.68	2.01	3.57	9.60
Total Active Inventory by Units		100%	4.06	132	55	22	12

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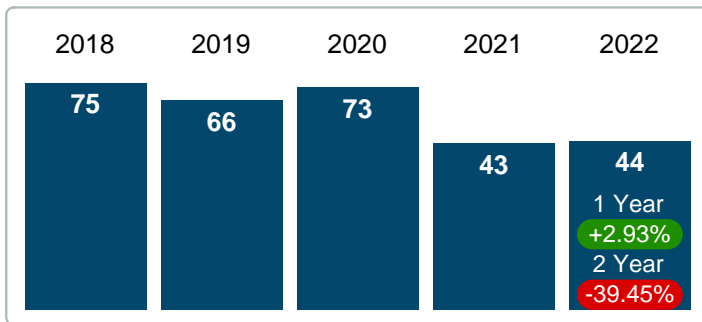
Area Delimited by County Of Mayes



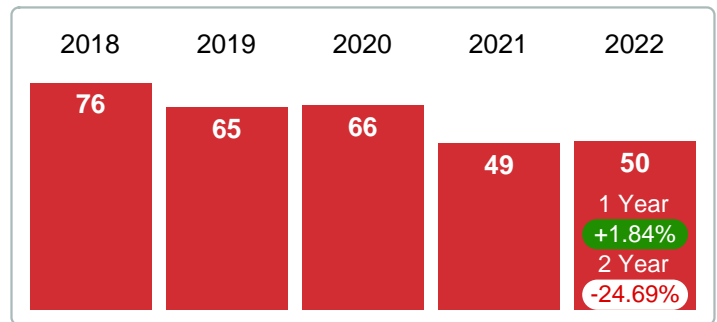
AVERAGE DAYS ON MARKET TO SALE

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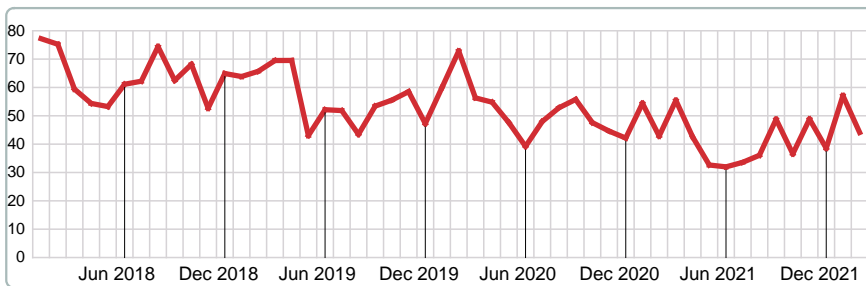
FEBRUARY



YEAR TO DATE (YTD)

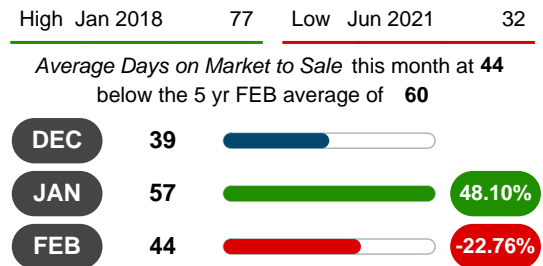


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 60



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
\$25,000 and less	2.13%	4	4	0	0	0
\$25,001 - \$75,000	17.02%	72	105	16	0	0
\$75,001 - \$125,000	10.64%	20	15	42	0	0
\$125,001 - \$225,000	29.79%	36	34	40	0	5
\$225,001 - \$350,000	17.02%	31	40	16	0	0
\$350,001 - \$425,000	14.89%	39	4	53	29	0
\$425,001 and up	8.51%	95	97	74	0	136
Average Closed DOM		44	48	39	29	71
Total Closed Units	100%	44	22	21	2	2
Total Closed Volume		12,338,655	3.62M	7.26M	749.50K	710.00K

February 2022

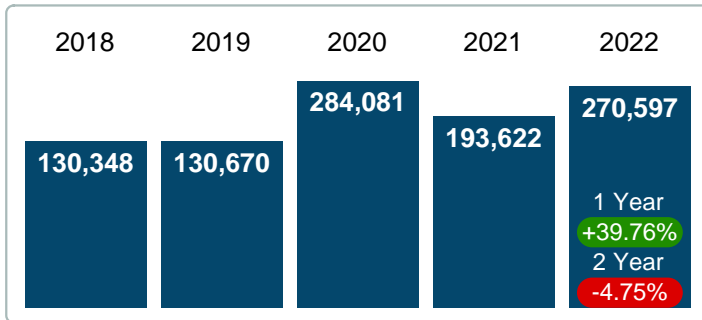
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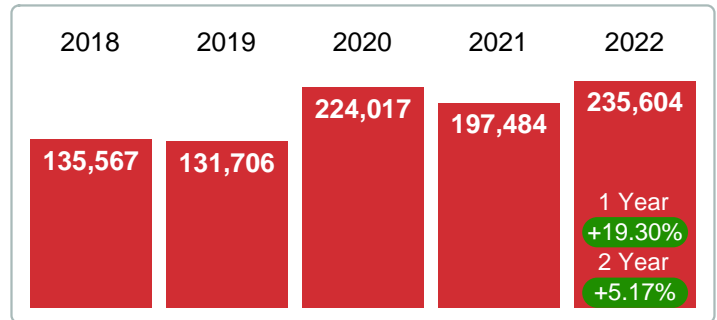
AVERAGE LIST PRICE AT CLOSING

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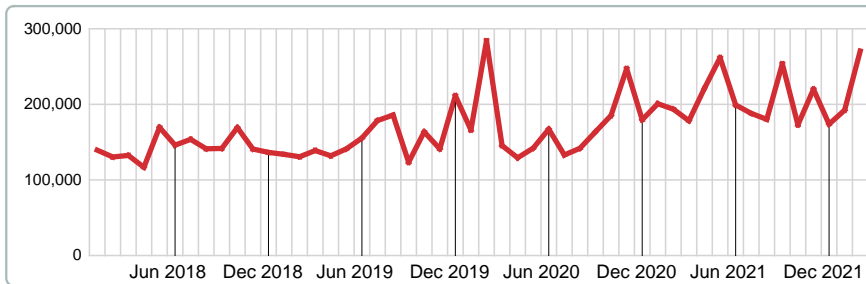
FEBRUARY



YEAR TO DATE (YTD)

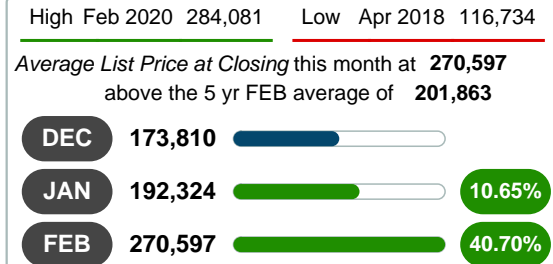


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 201,863



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
\$25,000 and less	1	2.13%	22,000	22,000	0	0	0
\$25,001 - \$75,000	7	14.89%	56,343	53,860	68,333	0	0
\$75,001 - \$125,000	6	12.77%	96,067	96,875	109,000	0	0
\$125,001 - \$225,000	14	29.79%	168,279	155,500	171,050	0	210,000
\$225,001 - \$350,000	10	21.28%	289,655	285,960	259,417	0	0
\$350,001 - \$425,000	5	10.64%	393,760	339,000	392,225	374,700	0
\$425,001 and up	4	8.51%	1,126,000	435,000	1,774,500	0	520,000
Average List Price			270,597	166,368	360,883	374,700	365,000
Total Closed Units		100%	270,597	22	21	2	2
Total Closed Volume			12,718,050	3.66M	7.58M	749.40K	730.00K

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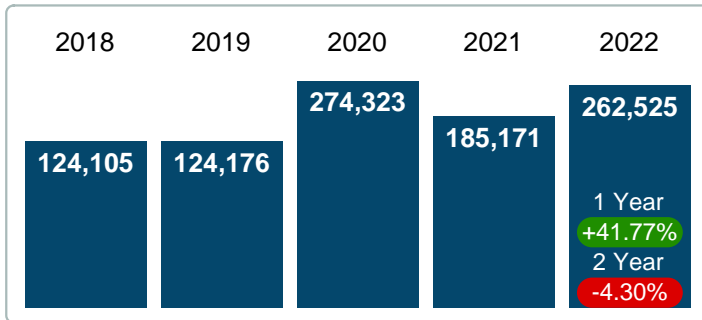
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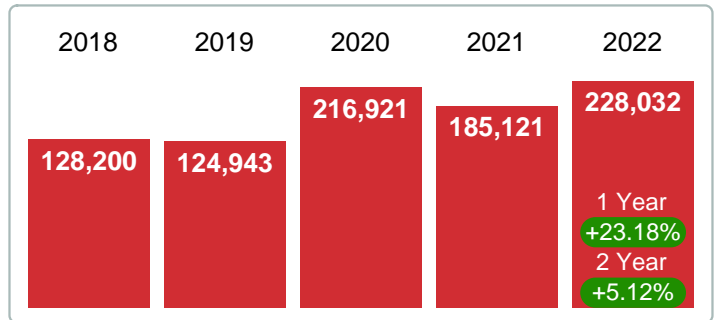
AVERAGE SOLD PRICE AT CLOSING

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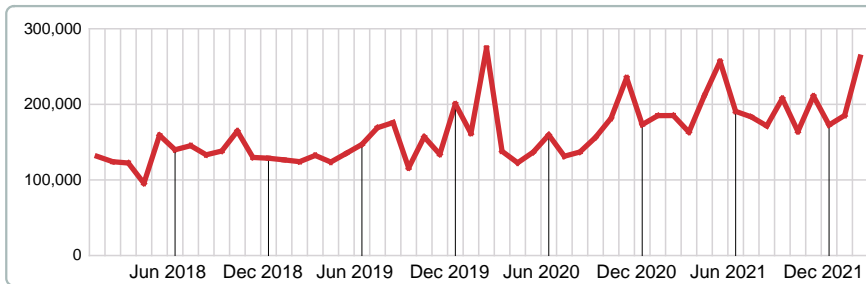
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

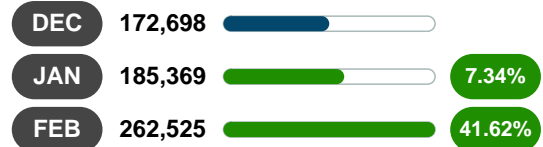


3 MONTHS

5 year FEB AVG = 194,060

High Feb 2020 274,323 Low Apr 2018 95,594

Average Sold Price at Closing this month at **262,525** above the 5 yr FEB average of **194,060**



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
\$25,000 and less	2.13%	22,000	22,000	0	0	0
\$25,001 - \$75,000	17.02%	52,475	47,560	60,667	0	0
\$75,001 - \$125,000	10.64%	95,500	93,125	105,000	0	0
\$125,001 - \$225,000	29.79%	166,939	148,100	173,331	0	210,000
\$225,001 - \$350,000	17.02%	278,588	291,000	257,902	0	0
\$350,001 - \$425,000	14.89%	375,643	355,000	381,250	374,750	0
\$425,001 and up	8.51%	1,056,000	435,000	1,644,500	0	500,000
Average Sold Price		262,525	164,446	345,779	374,750	355,000
Total Closed Units	100%	262,525	22	21	2	2
Total Closed Volume		12,338,655	3.62M	7.26M	749.50K	710.00K

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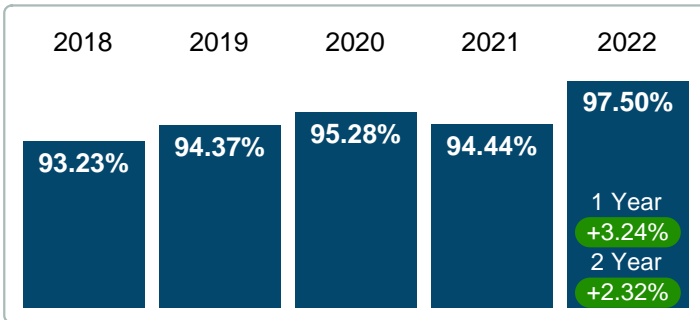
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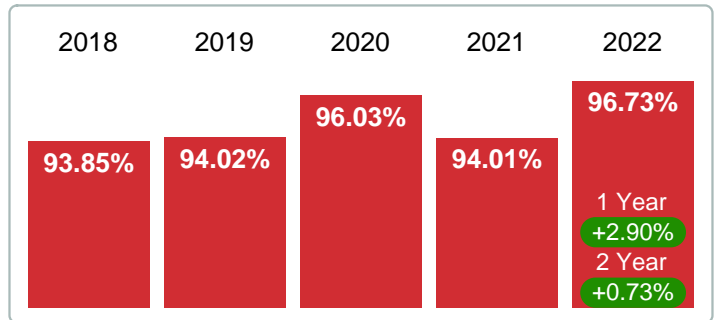
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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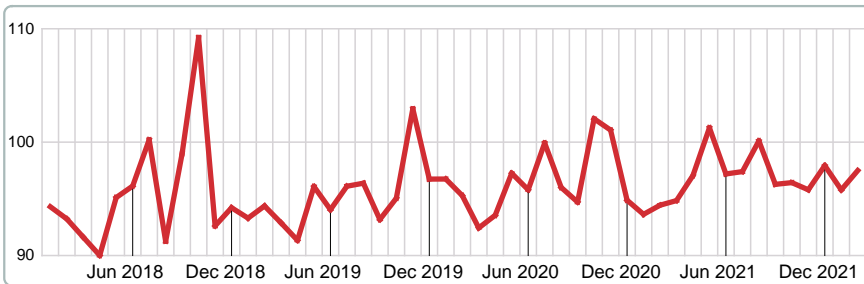
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

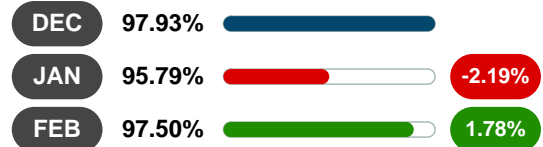


3 MONTHS

5 year FEB AVG = 94.96%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **97.50%**
above the 5 yr FEB average of **94.96%**



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
\$25,000 and less	1	2.13%	100.00%	100.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	17.02%	89.73%	90.34%	88.73%	0.00%	0.00%
\$75,001 - \$125,000	5	10.64%	96.16%	96.11%	96.33%	0.00%	0.00%
\$125,001 - \$225,000	14	29.79%	99.42%	95.75%	101.64%	0.00%	100.00%
\$225,001 - \$350,000	8	17.02%	101.67%	102.70%	99.95%	0.00%	0.00%
\$350,001 - \$425,000	7	14.89%	99.11%	104.72%	97.17%	100.19%	0.00%
\$425,001 and up	4	8.51%	96.18%	100.00%	94.28%	0.00%	96.15%
Average Sold/List Ratio		97.50%		96.96%	97.75%	100.19%	98.08%
Total Closed Units		47	100%	22	21	2	2
Total Closed Volume		12,338,655		3.62M	7.26M	749.50K	710.00K

February 2022

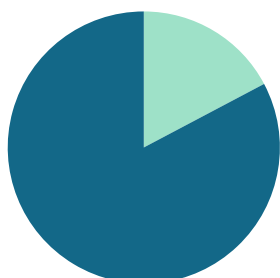
Area Delimited by County Of Mayes



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

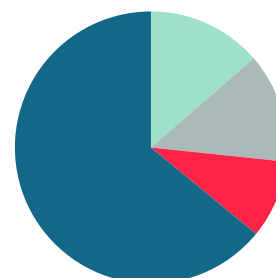


Inventory
 New Listings
58 = 17.26%
 Start Inventory
278
 Total Inventory Units
336
 Volume
\$111,670,486

Market Activity

Closed Sales
47 = 13.62%
 Pending Sales
45 = 13.04%
 Other Off Market
32 = 9.28%
 Active Inventory
221 = 64.06%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	34	47	38.24%	73	85	16.44%
Pending Sales	55	45	-18.18%	104	103	-0.96%
New Listings	65	58	-10.77%	156	132	-15.38%
Average List Price	193,622	270,597	39.76%	197,484	235,604	19.30%
Average Sale Price	185,171	262,525	41.77%	185,121	228,032	23.18%
Average Percent of Selling Price to List Price	94.44%	97.50%	3.24%	94.01%	96.73%	2.90%
Average Days on Market to Sale	42.85	44.11	2.93%	49.01	49.92	1.84%
Monthly Inventory	338	221	-34.62%	338	221	-34.62%
Months Supply of Inventory	6.87	4.06	-41.01%	6.87	4.06	-41.01%

Absorption: Last 12 months, an Average of **55** Sales/Month

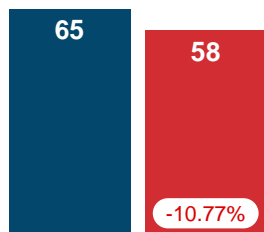
Inventory on February 28, 2022 = **221**

2021 **2022**

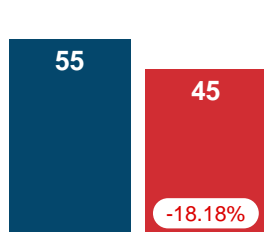
FEBRUARY MARKET

AVERAGE PRICES

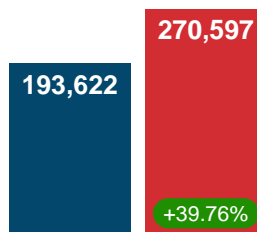
New Listings



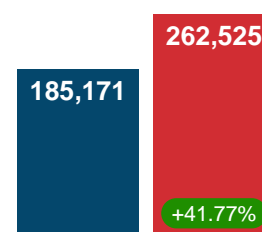
Pending Listings



List Price



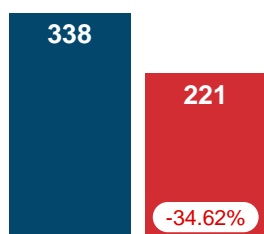
Sale Price



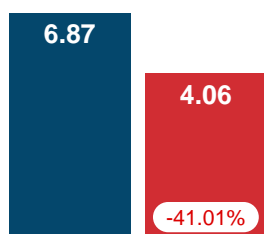
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

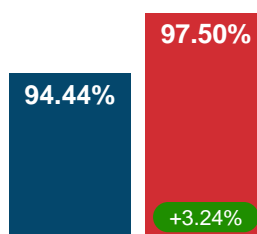
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

