

January 2022

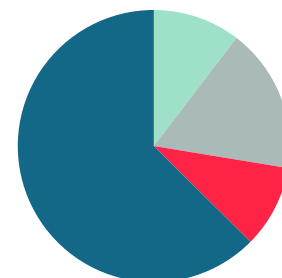
Area Delimited by County Of Mayes



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	39	38	-2.56%
Pending Listings	49	63	28.57%
New Listings	91	74	-18.68%
Average List Price	200,850	192,324	-4.24%
Average Sale Price	185,077	185,369	0.16%
Average Percent of Selling Price to List Price	93.63%	95.79%	2.30%
Average Days on Market to Sale	54.38	57.11	5.00%
End of Month Inventory	342	229	-33.04%
Months Supply of Inventory	7.05	4.29	-39.20%



■ Closed (10.38%)
■ Pending (17.21%)
■ Other OffMarket (9.84%)
■ Active (62.57%)

Absorption: Last 12 months, an Average of **53** Sales/Month
Active Inventory as of January 31, 2022 = **229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **33.04%** to 229 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **4.29** 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 **0.16%** in January 2022 to \$185,369 versus the previous year at \$185,077.

Average Days on Market Lengthens

The average number of **57.11** days that homes spent on the market before selling increased by 2.72 days or **5.00%** in January 2022 compared to last year's same month at **54.38** DOM.

Sales Success for January 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 74 New Listings in January 2022, down **18.68%** from last year at 91. Furthermore, there were 38 Closed Listings this month versus last year at 39, a **-2.56%** decrease.

Closed versus Listed trends yielded a **51.4%** ratio, up from previous year's, January 2021, at **42.9%**, a **19.82%** 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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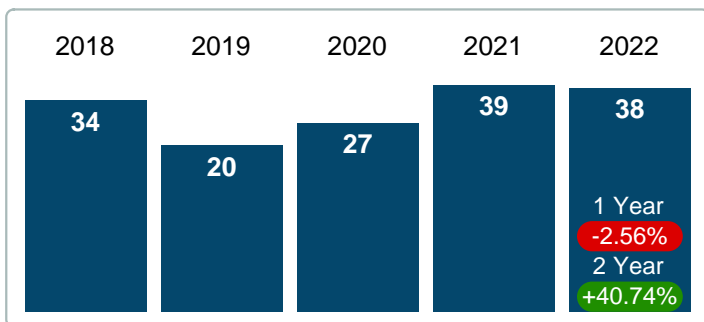
Area Delimited by County Of Mayes



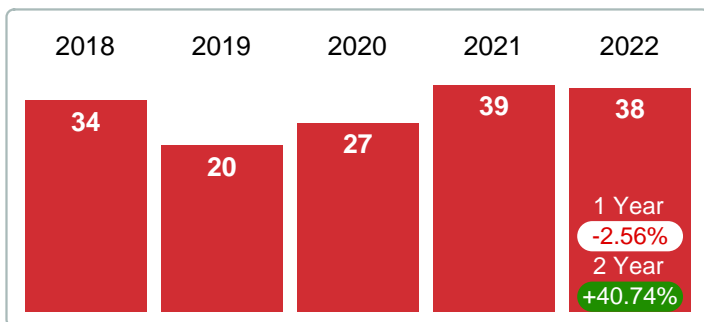
CLOSED LISTINGS

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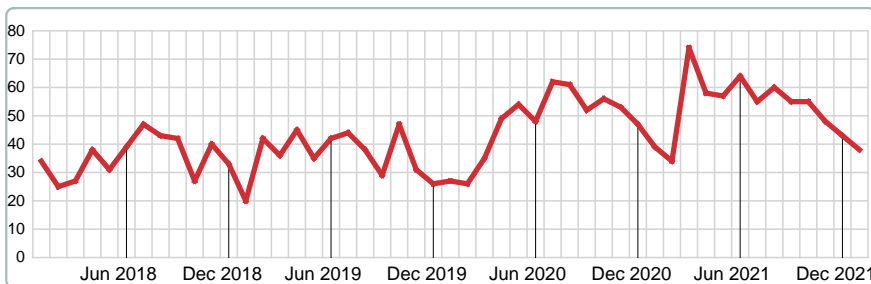
JANUARY



YEAR TO DATE (YTD)

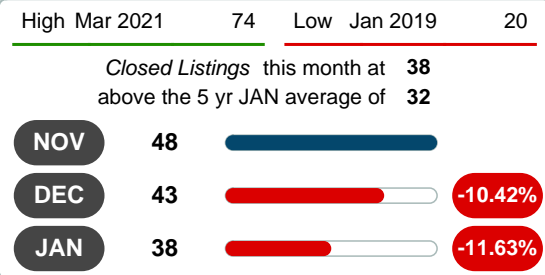


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 32



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	4	10.53%	80.3	4	0	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	10	26.32%	40.3	5	5	0	0
\$125,001 - \$175,000	7	18.42%	86.3	3	3	1	0
\$175,001 - \$250,000	8	21.05%	41.1	0	6	2	0
\$250,001 - \$300,000	4	10.53%	28.3	0	2	1	1
\$300,001 and up	5	13.16%	80.0	1	2	2	0
Total Closed Units	38			13	18	6	1
Total Closed Volume	7,044,035	100%	57.1	1.99M	3.19M	1.56M	300.00K
Average Closed Price	\$185,369			\$153,002	\$177,251	\$260,750	\$300,000

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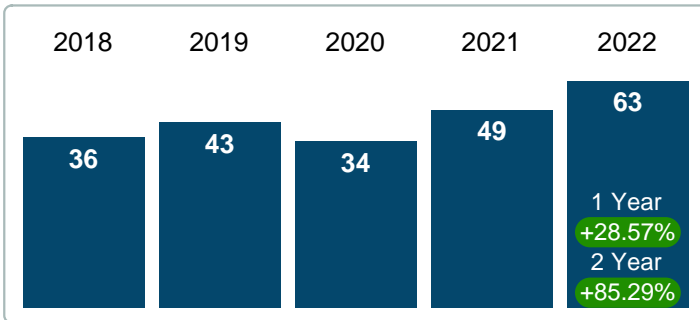
Area Delimited by County Of Mayes



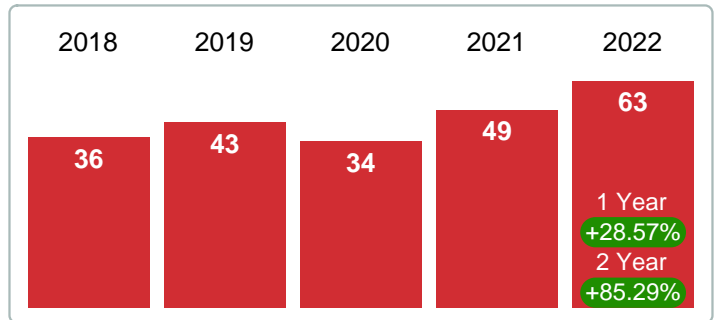
PENDING LISTINGS

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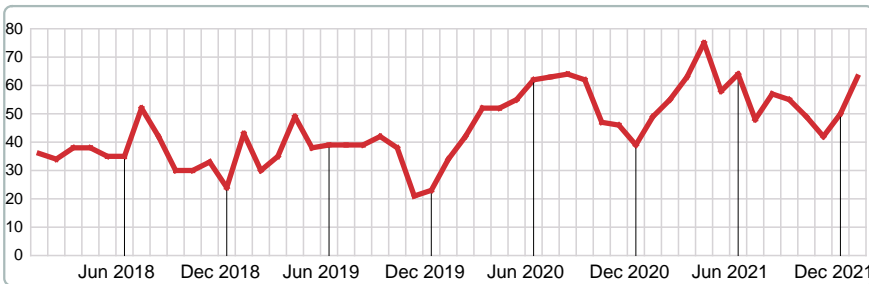
JANUARY



YEAR TO DATE (YTD)

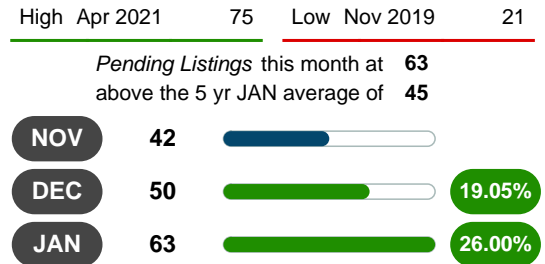


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	3	4.76%	5.3	3	0	0	0
\$30,001 - \$70,000	10	15.87%	129.9	8	2	0	0
\$70,001 - \$130,000	10	15.87%	31.7	6	4	0	0
\$130,001 - \$200,000	16	25.40%	50.7	4	10	2	0
\$200,001 - \$250,000	10	15.87%	20.4	2	5	2	1
\$250,001 - \$370,000	7	11.11%	32.6	2	4	1	0
\$370,001 and up	7	11.11%	63.1	1	3	1	2
Total Pending Units	63			26	28	6	3
Total Pending Volume	12,007,949	100%	216.0	3.22M	5.91M	1.51M	1.37M
Average Listing Price	\$149,900			\$123,915	\$211,148	\$251,500	\$455,000

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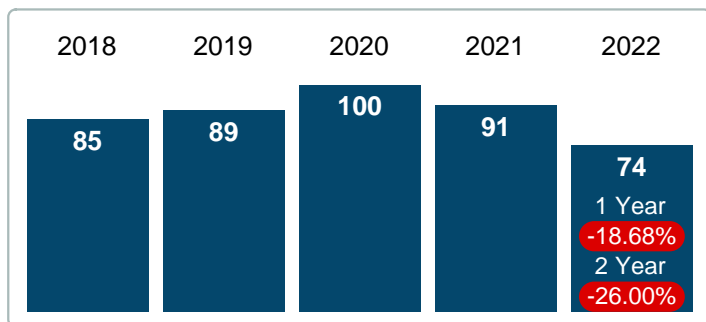
Area Delimited by County Of Mayes



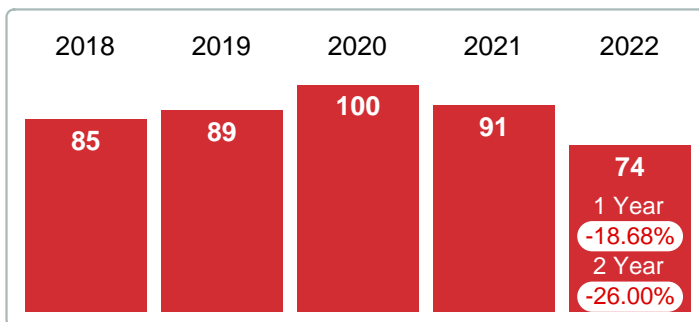
NEW LISTINGS

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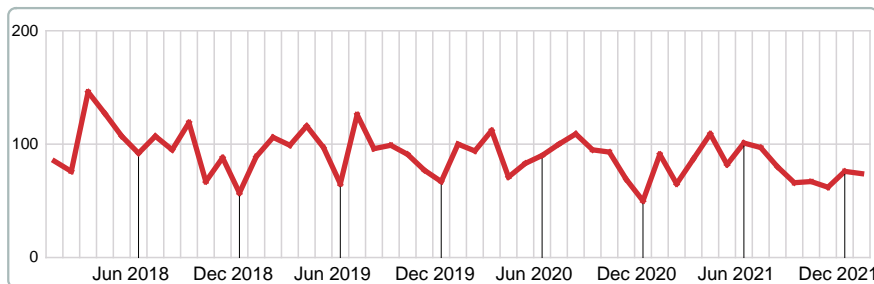
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 88

High Mar 2018 146 Low Dec 2020 50

New Listings this month at 74
below the 5 yr JAN average of 88



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.11%	6	0	0	0
\$50,001 - \$110,000	10	13.51%	5	5	0	0
\$110,001 - \$140,000	11	14.86%	4	5	2	0
\$140,001 - \$230,000	17	22.97%	4	11	1	1
\$230,001 - \$320,000	12	16.22%	2	5	4	1
\$320,001 - \$430,000	10	13.51%	4	5	1	0
\$430,001 and up	8	10.81%	3	1	1	3
Total New Listed Units	74		28	32	9	5
Total New Listed Volume	25,140,849	100%	6.46M	7.11M	3.04M	8.53M
Average New Listed Listing Price	\$0		\$230,780	\$222,144	\$337,933	\$1,705,800

January 2022



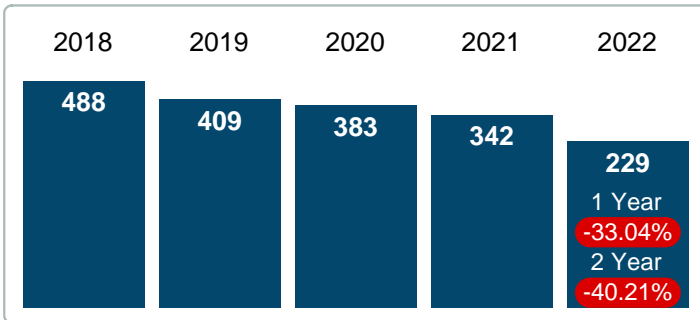
Area Delimited by County Of Mayes



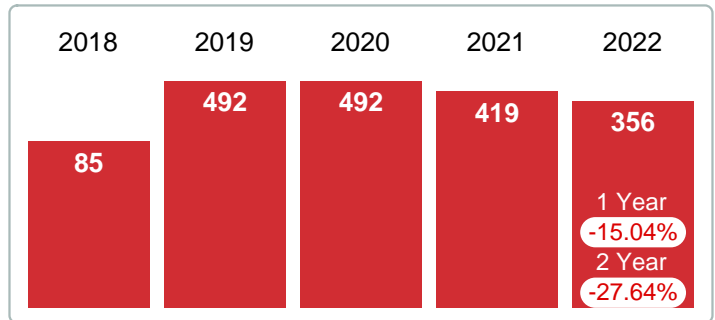
ACTIVE INVENTORY

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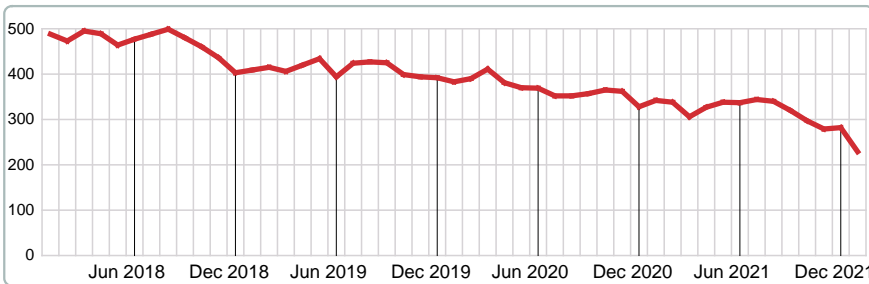
END OF JANUARY



ACTIVE DURING JANUARY

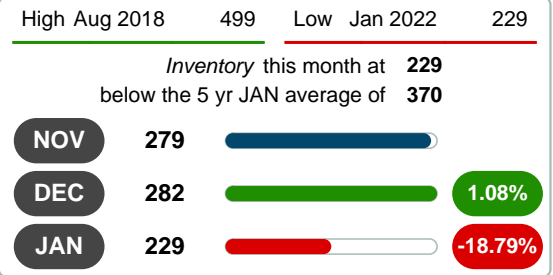


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 370



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	22	9.61%	212.8	22	0	0	0
\$25,001 - \$50,000	16	6.99%	152.9	16	0	0	0
\$50,001 - \$125,000	45	19.65%	99.4	32	12	1	0
\$125,001 - \$250,000	53	23.14%	86.6	23	26	4	0
\$250,001 - \$375,000	38	16.59%	99.9	17	11	7	3
\$375,001 - \$800,000	33	14.41%	89.8	15	8	4	6
\$800,001 and up	22	9.61%	117.0	7	4	6	5
Total Active Inventory by Units	229			132	61	22	14
Total Active Inventory by Volume	85,282,037	100%	111.4	34.69M	17.94M	13.78M	18.87M
Average Active Inventory Listing Price	\$372,411			\$262,820	\$294,072	\$626,482	\$1,347,768

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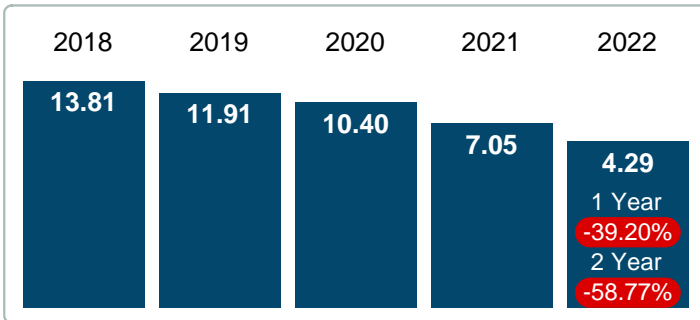
Area Delimited by County Of Mayes



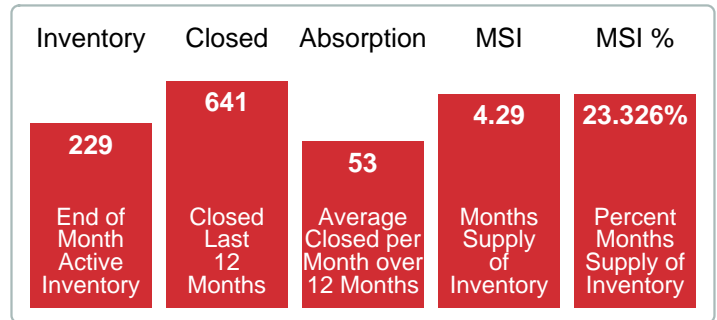
MONTHS SUPPLY of INVENTORY (MSI)

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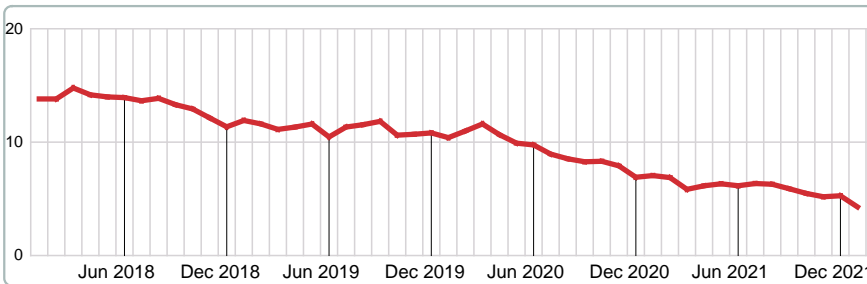
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

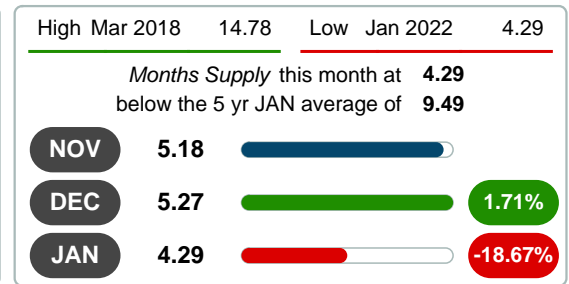


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 9.49



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	22	9.61%	6.60	7.14	0.00	0.00	0.00
\$25,001 - \$50,000	16	6.99%	3.92	4.92	0.00	0.00	0.00
\$50,001 - \$125,000	45	19.65%	3.00	4.36	1.71	1.50	0.00
\$125,001 - \$250,000	53	23.14%	2.86	7.26	2.08	1.66	0.00
\$250,001 - \$375,000	38	16.59%	5.18	20.40	2.32	4.42	18.00
\$375,001 - \$800,000	33	14.41%	7.33	13.85	5.05	3.00	12.00
\$800,001 and up	22	9.61%	33.00	42.00	48.00	36.00	20.00
Market Supply of Inventory (MSI)			4.29	6.98	2.27	3.52	10.50
Total Active Inventory by Units		100%	4.29	132	61	22	14

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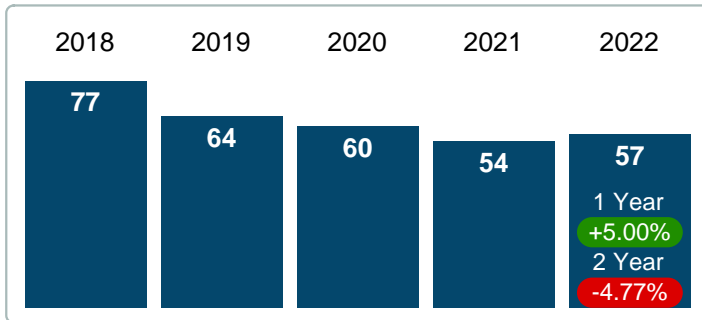
Area Delimited by County Of Mayes



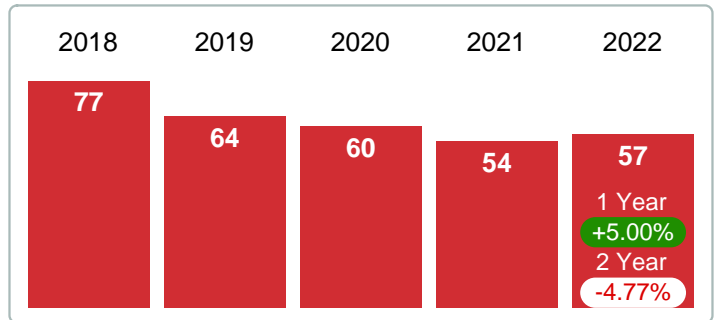
AVERAGE DAYS ON MARKET TO SALE

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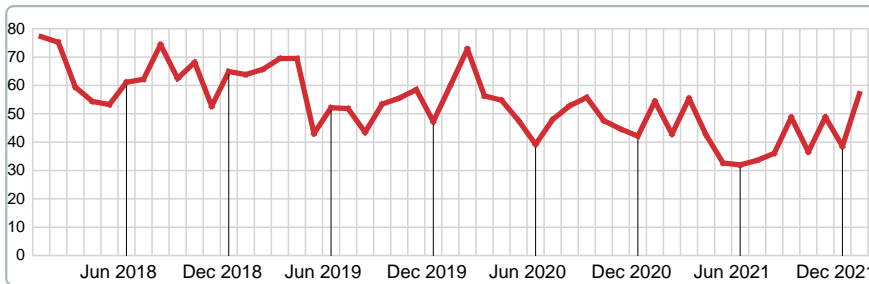
JANUARY



YEAR TO DATE (YTD)

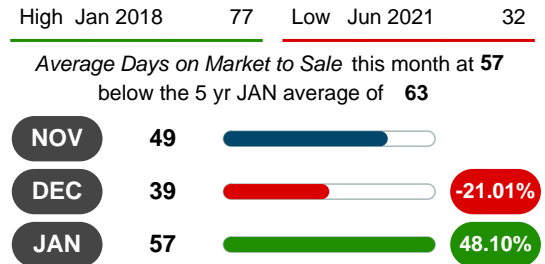


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 63



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	10.53%	80	80	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	26.32%	40	46	34	0	0
\$125,001 - \$175,000	18.42%	86	43	150	27	0
\$175,001 - \$250,000	21.05%	41	0	54	4	0
\$250,001 - \$300,000	10.53%	28	0	42	18	12
\$300,001 and up	13.16%	80	88	134	23	0
Average Closed DOM		57	59	72	16	12
Total Closed Units	100%	38	13	18	6	1
Total Closed Volume		7,044,035	1.99M	3.19M	1.56M	300.00K

January 2022

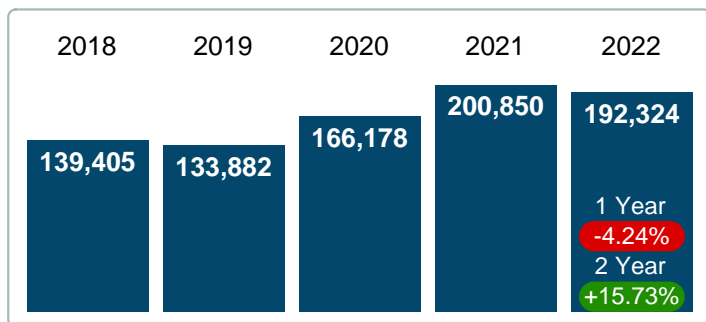
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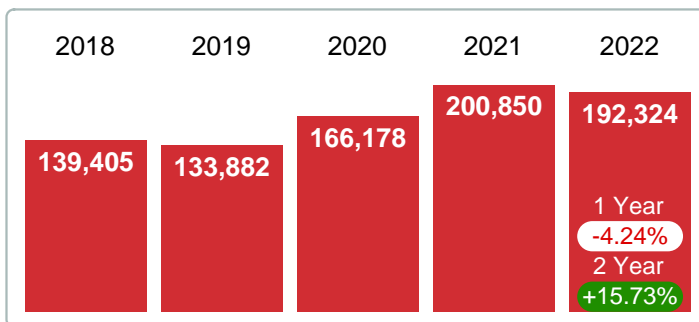
AVERAGE LIST PRICE AT CLOSING

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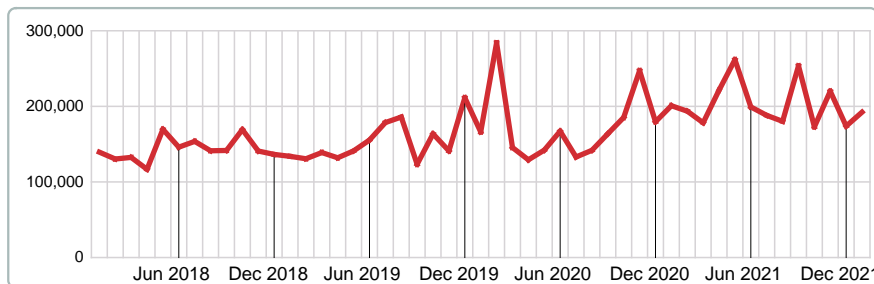
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

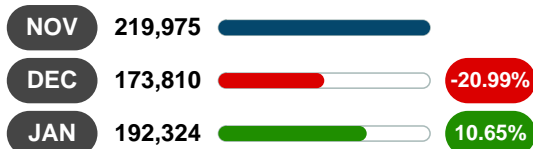


3 MONTHS

5 year JAN AVG = 166,528

High Feb 2020 284,081 Low Apr 2018 116,734

Average List Price at Closing this month at **192,324**
above the 5 yr JAN average of **166,528**



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	10.53%	29,475	29,475	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	23.68%	84,400	101,600	76,120	0	0
\$125,001 - \$175,000	21.05%	152,250	146,500	167,967	155,000	0
\$175,001 - \$250,000	18.42%	206,486	0	199,333	247,500	0
\$250,001 - \$300,000	7.89%	274,000	0	302,500	292,000	324,900
\$300,001 and up	18.42%	420,775	975,525	332,500	325,000	0
Average List Price		192,324	156,994	186,139	265,333	324,900
Total Closed Units	100%	192,324	13	18	6	1
Total Closed Volume		7,308,325	2.04M	3.35M	1.59M	324.90K

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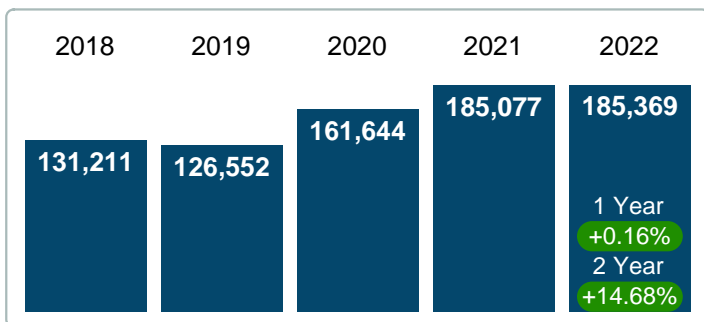
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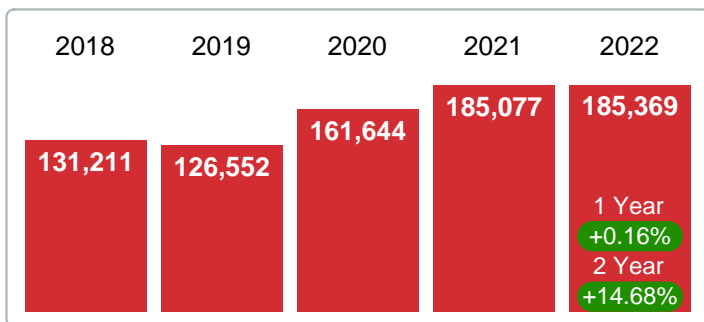
AVERAGE SOLD PRICE AT CLOSING

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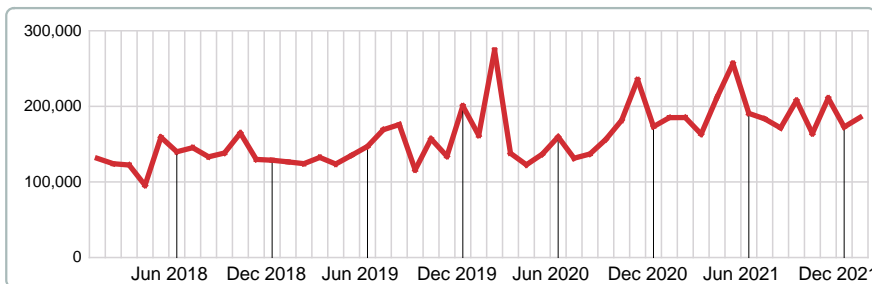
JANUARY



YEAR TO DATE (YTD)

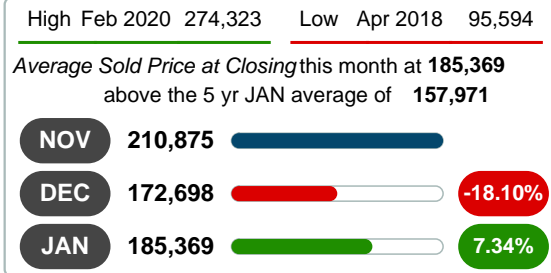


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 157,971



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	10.53%	28,125	28,125	0	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	26.32%	83,620	95,100	72,140	0	0
\$125,001 - \$175,000	18.42%	151,643	141,833	158,000	162,000	0
\$175,001 - \$250,000	21.05%	208,250	0	196,417	243,750	0
\$250,001 - \$300,000	10.53%	285,000	0	275,000	290,000	300,000
\$300,001 and up	13.16%	445,567	975,525	313,655	312,500	0
Average Sold Price		185,369	153,002	177,251	260,750	300,000
Total Closed Units	100%	185,369	13	18	6	1
Total Closed Volume		7,044,035	1.99M	3.19M	1.56M	300.00K

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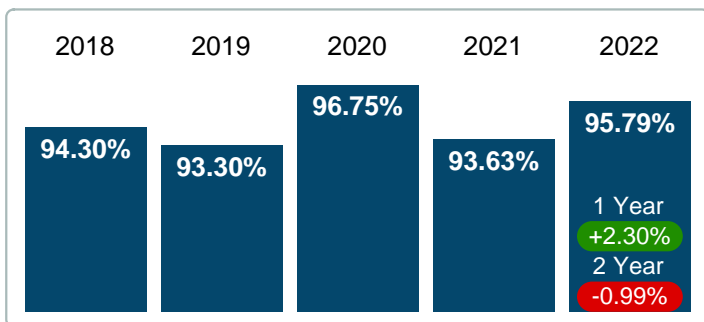
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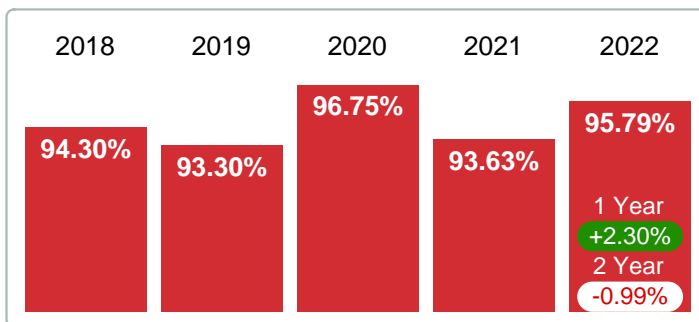
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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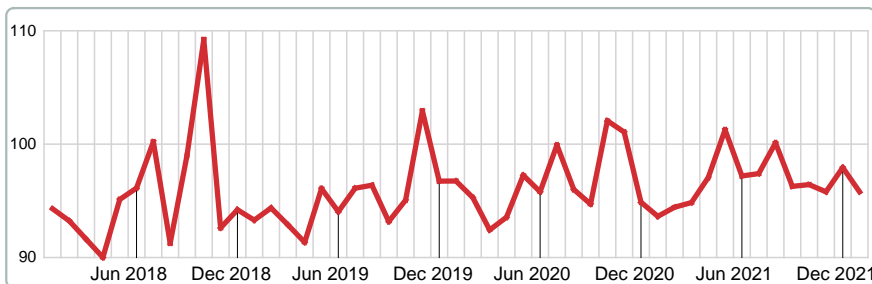
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

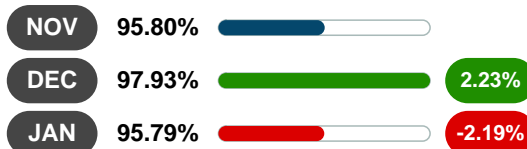


3 MONTHS

5 year JAN AVG = 94.75%

High Oct 2018 109.23% Low Apr 2018 90.01%

Average Sold/List Ratio this month at **95.79%**
above the 5 yr JAN average of **94.75%**



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	4	10.53%	92.56%	92.56%	0.00%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	10	26.32%	93.94%	93.29%	94.59%	0.00%	0.00%
\$125,001 - \$175,000	7	18.42%	97.06%	97.24%	94.40%	104.52%	0.00%
\$175,001 - \$250,000	8	21.05%	99.38%	0.00%	99.67%	98.53%	0.00%
\$250,001 - \$300,000	4	10.53%	93.67%	0.00%	91.52%	99.32%	92.34%
\$300,001 and up	5	13.16%	96.23%	100.00%	94.41%	96.15%	0.00%
Average Sold/List Ratio		95.80%		94.50%	95.89%	98.87%	92.34%
Total Closed Units		38	100%	13	18	6	1
Total Closed Volume		7,044,035		1.99M	3.19M	1.56M	300.00K

January 2022

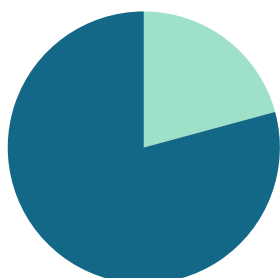
Area Delimited by County Of Mayes



MARKET SUMMARY

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

INVENTORY

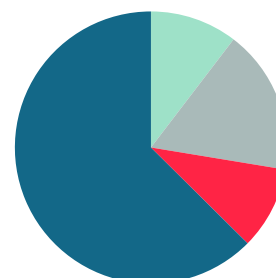


Inventory
 New Listings
74 = 20.79%
 Start Inventory
282
 Total Inventory Units
356
 Volume
\$114,904,688

Market Activity

Closed Sales
38 = 10.38%
 Pending Sales
63 = 17.21%
 Other Off Market
36 = 9.84%
 Active Inventory
229 = 62.57%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	39	38	-2.56%	39	38	-2.56%
Pending Sales	49	63	28.57%	49	63	28.57%
New Listings	91	74	-18.68%	91	74	-18.68%
Average List Price	200,850	192,324	-4.24%	200,850	192,324	-4.24%
Average Sale Price	185,077	185,369	0.16%	185,077	185,369	0.16%
Average Percent of Selling Price to List Price	93.63%	95.79%	2.30%	93.63%	95.79%	2.30%
Average Days on Market to Sale	54.38	57.11	5.00%	54.38	57.11	5.00%
Monthly Inventory	342	229	-33.04%	342	229	-33.04%
Months Supply of Inventory	7.05	4.29	-39.20%	7.05	4.29	-39.20%

Absorption: Last 12 months, an Average of **53** Sales/Month

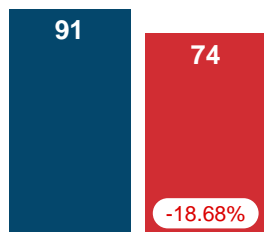
Inventory on January 31, 2022 = **229**

2021 **2022**

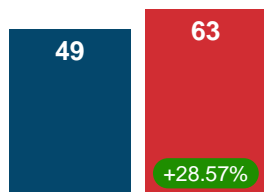
JANUARY MARKET

AVERAGE PRICES

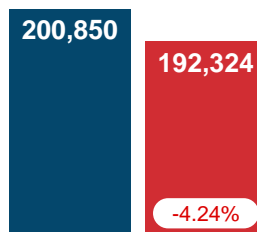
New Listings



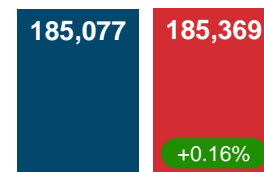
Pending Listings



List Price



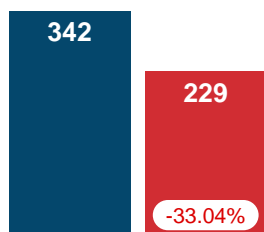
Sale Price



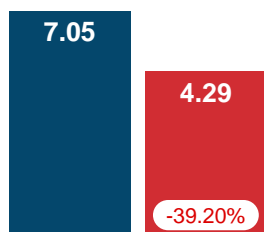
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

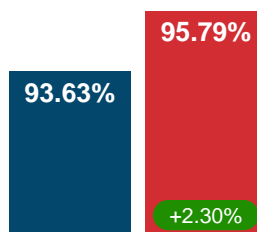
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

