

July 2022



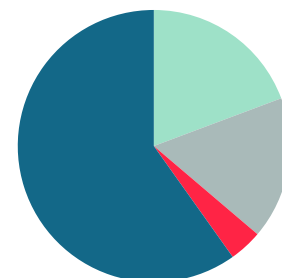
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2021 | July 2022 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 42 | 49 | 16.67% |
| Pending Listings | 36 | 43 | 19.44% |
| New Listings | 62 | 73 | 17.74% |
| Average List Price | 216,527 | 253,099 | 16.89% |
| Average Sale Price | 211,010 | 247,853 | 17.46% |
| Average Percent of Selling Price to List Price | 97.90% | 98.60% | 0.71% |
| Average Days on Market to Sale | 22.71 | 27.65 | 21.74% |
| End of Month Inventory | 181 | 152 | -16.02% |
| Months Supply of Inventory | 4.25 | 3.66 | -14.00% |



■ Closed (19.29%)
■ Pending (16.93%)
■ Other OffMarket (3.94%)
■ Active (59.84%)

Absorption: Last 12 months, an Average of **42** Sales/Month
Active Inventory as of July 31, 2022 = **152**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2022 decreased **16.02%** to 152 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 **3.66** 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 **17.46%** in July 2022 to \$247,853 versus the previous year at \$211,010.

Average Days on Market Lengthens

The average number of **27.65** days that homes spent on the market before selling increased by 4.94 days or **21.74%** in July 2022 compared to last year's same month at **22.71** DOM.

Sales Success for July 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 73 New Listings in July 2022, up **17.74%** from last year at 62. Furthermore, there were 49 Closed Listings this month versus last year at 42, a **16.67%** increase.

Closed versus Listed trends yielded a **67.1%** ratio, down from previous year's, July 2021, at **67.7%**, a **0.91%** downswing. This will certainly create pressure on a decreasing Month's 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 |
| Average Days on Market to Sale | 7 |
| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
| Average 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

July 2022



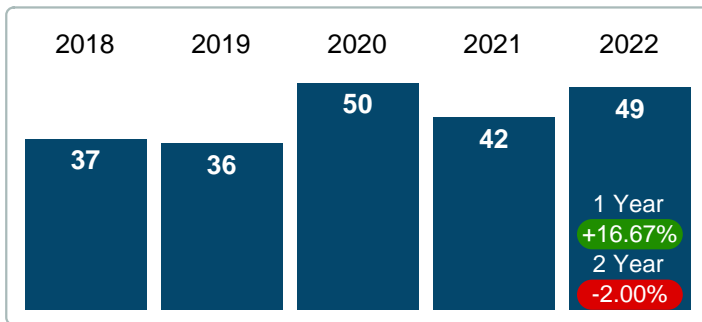
Area Delimited by County Of Mayes - Residential Property Type



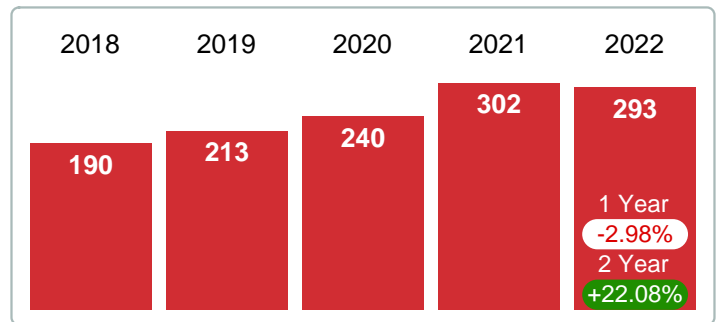
CLOSED LISTINGS

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

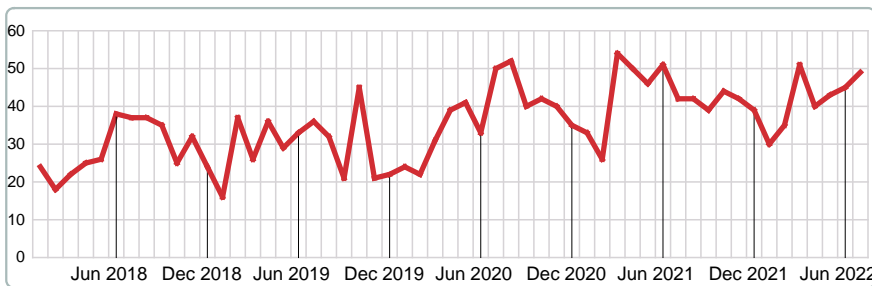
JULY



YEAR TO DATE (YTD)

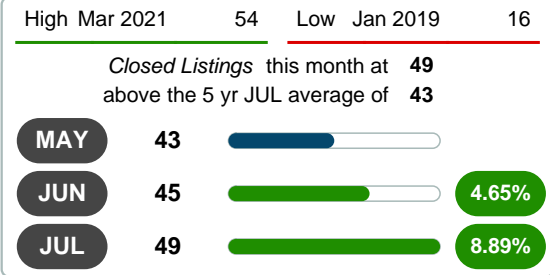


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 5 | 10.20% | 37.8 | 3 | 2 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 6.12% | 33.7 | 0 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 10 | 20.41% | 17.1 | 1 | 9 | 0 | 0 |
| \$175,001 - \$275,000 | 13 | 26.53% | 27.7 | 1 | 8 | 2 | 2 |
| \$275,001 - \$325,000 | 5 | 10.20% | 29.2 | 0 | 4 | 1 | 0 |
| \$325,001 - \$400,000 | 6 | 12.24% | 22.2 | 0 | 4 | 2 | 0 |
| \$400,001 and up | 7 | 14.29% | 36.4 | 0 | 1 | 5 | 1 |
| Total Closed Units | 49 | | | 5 | 31 | 10 | 3 |
| Total Closed Volume | 12,144,800 | 100% | 27.7 | 544.90K | 6.64M | 3.75M | 1.21M |
| Average Closed Price | \$247,853 | | | \$108,980 | \$214,158 | \$375,100 | \$403,333 |

July 2022



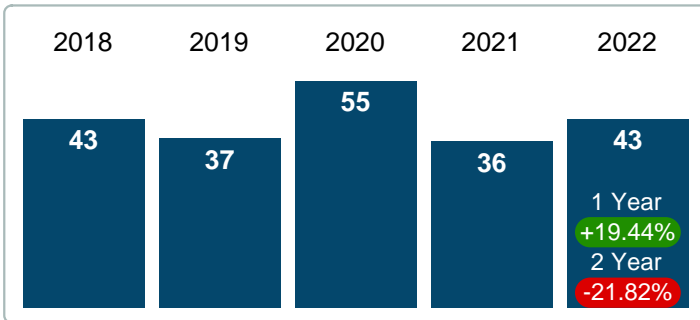
Area Delimited by County Of Mayes - Residential Property Type



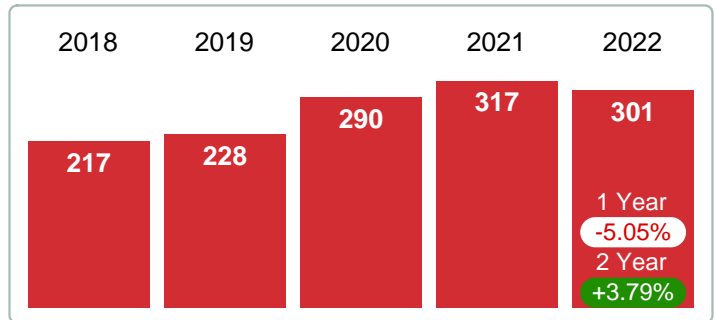
PENDING LISTINGS

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

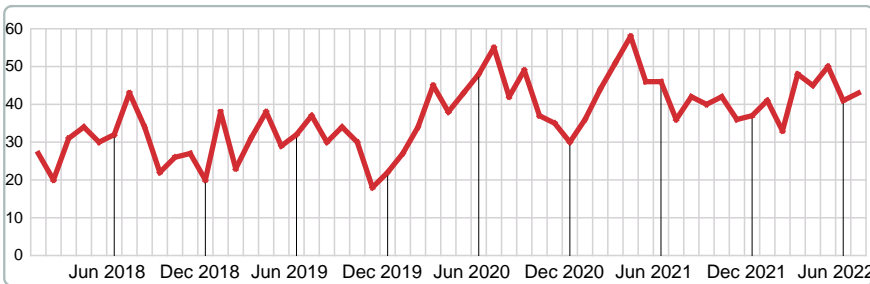
JULY



YEAR TO DATE (YTD)

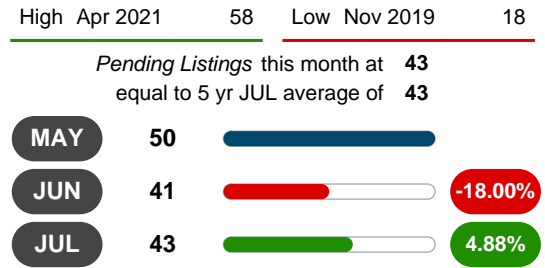


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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 |
|---|-------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 4 | 9.30% | 8.0 | 3 | 0 | 1 | 0 |
| \$75,001 - \$100,000 | 4 | 9.30% | 41.5 | 2 | 0 | 1 | 1 |
| \$100,001 - \$175,000 | 8 | 18.60% | 37.1 | 3 | 3 | 2 | 0 |
| \$175,001 - \$275,000 | 9 | 20.93% | 47.2 | 2 | 6 | 1 | 0 |
| \$275,001 - \$325,000 | 6 | 13.95% | 17.3 | 0 | 4 | 2 | 0 |
| \$325,001 - \$475,000 | 7 | 16.28% | 52.6 | 0 | 6 | 0 | 1 |
| \$475,001 and up | 5 | 11.63% | 64.0 | 0 | 3 | 1 | 1 |
| Total Pending Units | 43 | | | 10 | 22 | 8 | 3 |
| Total Pending Volume | 11,436,297 | 100% | 0.0 | 1.26M | 7.01M | 1.92M | 1.25M |
| Average Listing Price | \$261,500 | | | \$126,160 | \$318,745 | \$239,663 | \$415,000 |

July 2022



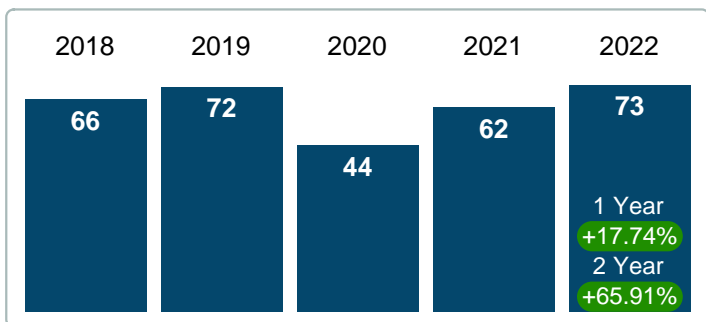
Area Delimited by County Of Mayes - Residential Property Type



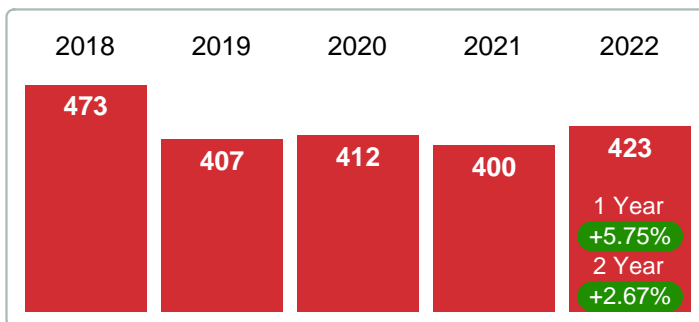
NEW LISTINGS

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

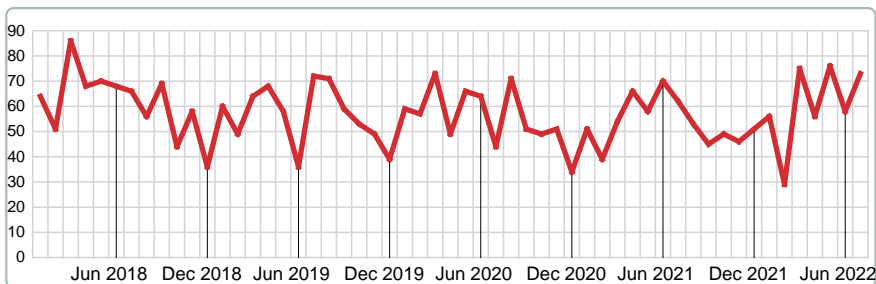
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 63

High Mar 2018 86 Low Feb 2022 29

New Listings this month at 73
above the 5 yr JUL average of 63



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 8 | 10.96% | 5 | 1 | 2 | 0 |
| \$100,001 - \$125,000 | 6 | 8.22% | 3 | 3 | 0 | 0 |
| \$125,001 - \$175,000 | 10 | 13.70% | 2 | 7 | 1 | 0 |
| \$175,001 - \$250,000 | 16 | 21.92% | 1 | 14 | 0 | 1 |
| \$250,001 - \$325,000 | 14 | 19.18% | 1 | 12 | 1 | 0 |
| \$325,001 - \$525,000 | 11 | 15.07% | 0 | 4 | 6 | 1 |
| \$525,001 and up | 8 | 10.96% | 0 | 4 | 2 | 2 |
| Total New Listed Units | 73 | | 12 | 45 | 12 | 4 |
| Total New Listed Volume | 20,664,709 | 100% | 1.51M | 12.11M | 3.95M | 3.10M |
| Average New Listed Listing Price | \$261,500 | | \$125,892 | \$269,002 | \$328,993 | \$775,250 |

July 2022



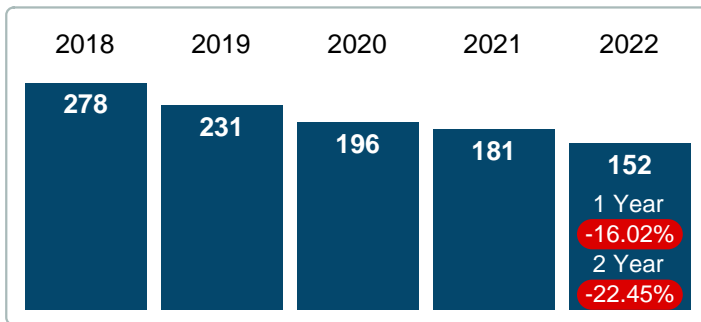
Area Delimited by County Of Mayes - Residential Property Type



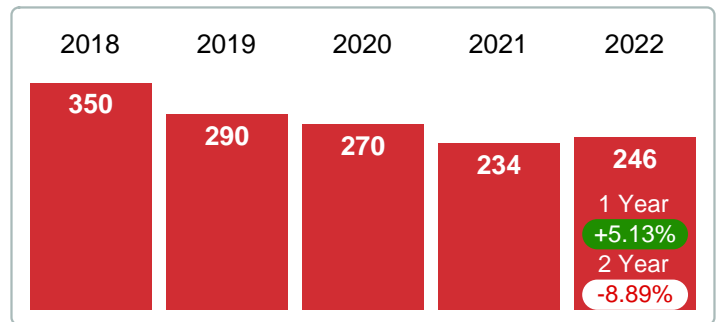
ACTIVE INVENTORY

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

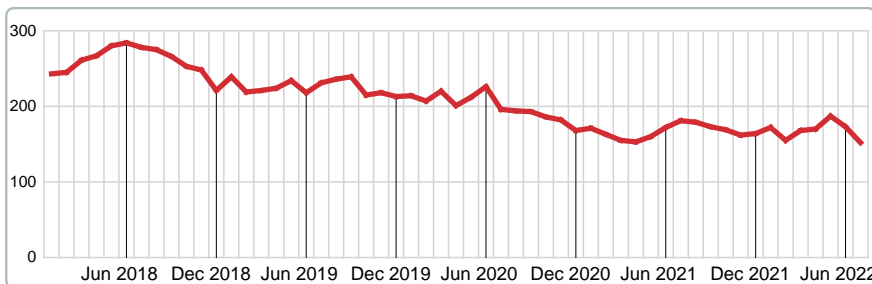
END OF JULY



ACTIVE DURING JULY

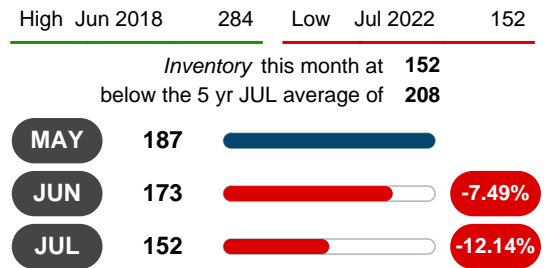


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 208



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 16 | 10.53% | 68.2 | 10 | 4 | 2 | 0 |
| \$100,001 - \$150,000 | 17 | 11.18% | 52.9 | 5 | 10 | 2 | 0 |
| \$150,001 - \$200,000 | 25 | 16.45% | 41.9 | 3 | 21 | 1 | 0 |
| \$200,001 - \$325,000 | 36 | 23.68% | 63.6 | 5 | 24 | 3 | 4 |
| \$325,001 - \$475,000 | 22 | 14.47% | 78.5 | 2 | 8 | 10 | 2 |
| \$475,001 - \$675,000 | 16 | 10.53% | 67.9 | 0 | 10 | 3 | 3 |
| \$675,001 and up | 20 | 13.16% | 110.0 | 0 | 7 | 6 | 7 |
| Total Active Inventory by Units | 152 | | | 25 | 84 | 27 | 16 |
| Total Active Inventory by Volume | 60,495,909 | 100% | 68.0 | 3.83M | 30.30M | 11.14M | 15.23M |
| Average Active Inventory Listing Price | \$397,999 | | | \$153,064 | \$360,696 | \$412,752 | \$951,656 |

July 2022



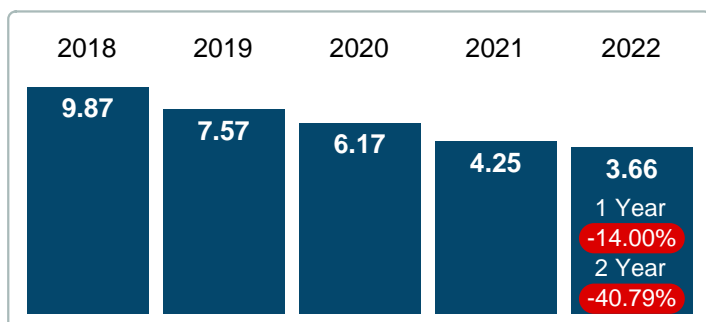
Area Delimited by County Of Mayes - Residential Property Type



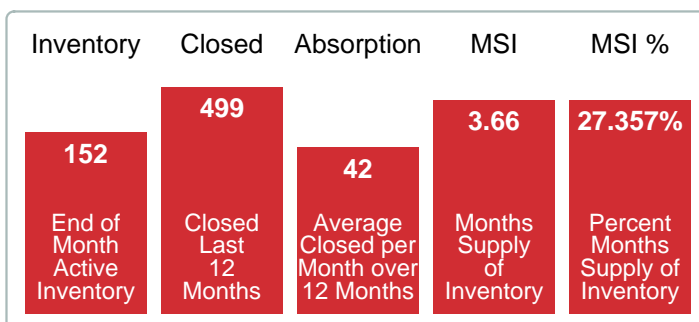
MONTHS SUPPLY of INVENTORY (MSI)

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

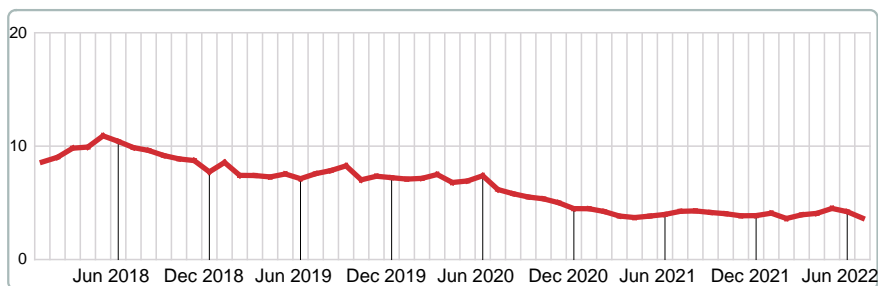
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.30

High May 2018 10.91 | Low Feb 2022 3.62

Months Supply this month at **3.66**
below the 5 yr JUL average of **6.30**



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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$100,000 and less | 16 | 10.53% | 1.78 | 2.26 | 0.89 | 24.00 | 0.00 |
| \$100,001 - \$150,000 | 17 | 11.18% | 2.02 | 2.40 | 1.79 | 2.67 | 0.00 |
| \$150,001 - \$200,000 | 25 | 16.45% | 3.95 | 4.00 | 4.20 | 2.00 | 0.00 |
| \$200,001 - \$325,000 | 36 | 23.68% | 3.22 | 3.16 | 3.16 | 1.80 | 12.00 |
| \$325,001 - \$475,000 | 22 | 14.47% | 5.50 | 12.00 | 3.31 | 8.00 | 12.00 |
| \$475,001 - \$675,000 | 16 | 10.53% | 11.29 | 0.00 | 17.14 | 12.00 | 12.00 |
| \$675,001 and up | 20 | 13.16% | 16.00 | 0.00 | 16.80 | 18.00 | 14.00 |
| Market Supply of Inventory (MSI) | | | 3.66 | 2.68 | 3.22 | 5.59 | 12.00 |
| Total Active Inventory by Units | | 100% | 3.66 | 25 | 84 | 27 | 16 |

July 2022



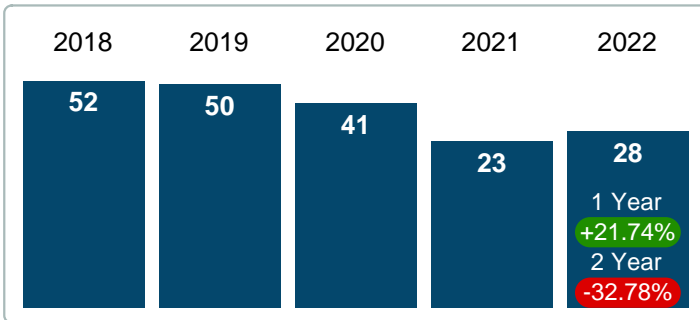
Area Delimited by County Of Mayes - Residential Property Type



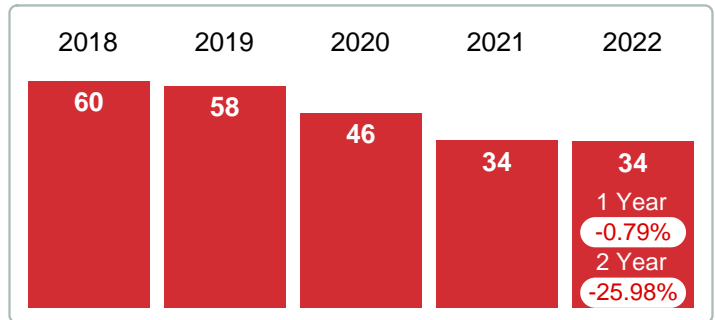
AVERAGE DAYS ON MARKET TO SALE

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

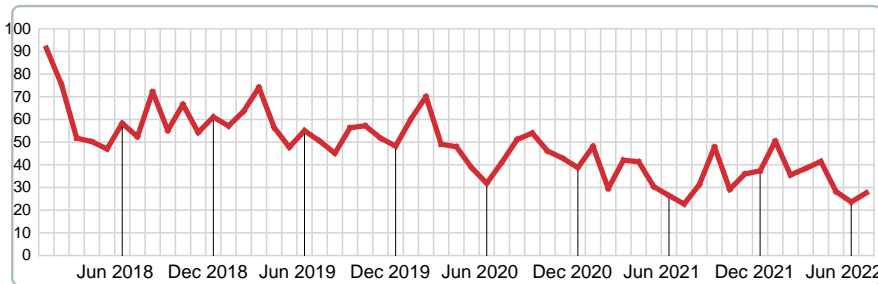
JULY



YEAR TO DATE (YTD)

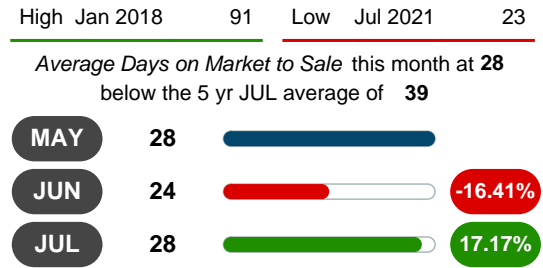


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39



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 |
|---|-------------|-------------------|----------------|--------------|--------------|--------------|
| \$100,000 and less | 10.20% | 38 | 14 | 73 | 0 | 0 |
| \$100,001 - \$125,000 | 6.12% | 34 | 0 | 34 | 0 | 0 |
| \$125,001 - \$175,000 | 20.41% | 17 | 22 | 17 | 0 | 0 |
| \$175,001 - \$275,000 | 26.53% | 28 | 5 | 36 | 20 | 15 |
| \$275,001 - \$325,000 | 10.20% | 29 | 0 | 33 | 15 | 0 |
| \$325,001 - \$400,000 | 12.24% | 22 | 0 | 24 | 19 | 0 |
| \$400,001 and up | 14.29% | 36 | 0 | 16 | 32 | 79 |
| Average Closed DOM | | 28 | | | | |
| Total Closed Units | 100% | 28 | 5 | 31 | 10 | 3 |
| Total Closed Volume | | 12,144,800 | 544.90K | 6.64M | 3.75M | 1.21M |

July 2022



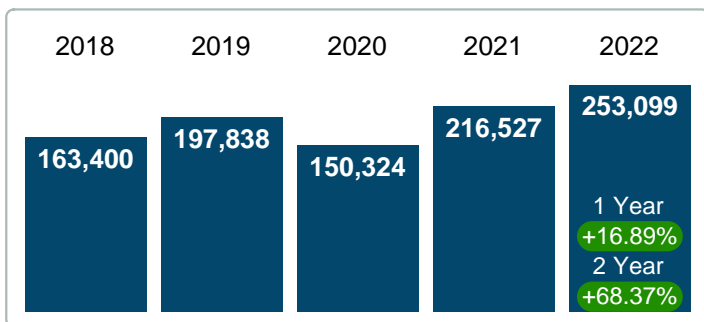
Area Delimited by County Of Mayes - Residential Property Type



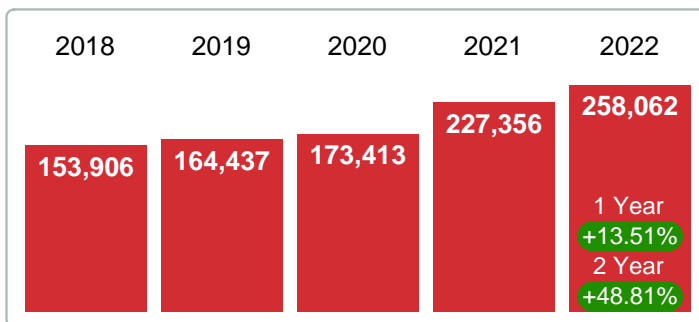
AVERAGE LIST PRICE AT CLOSING

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

JULY



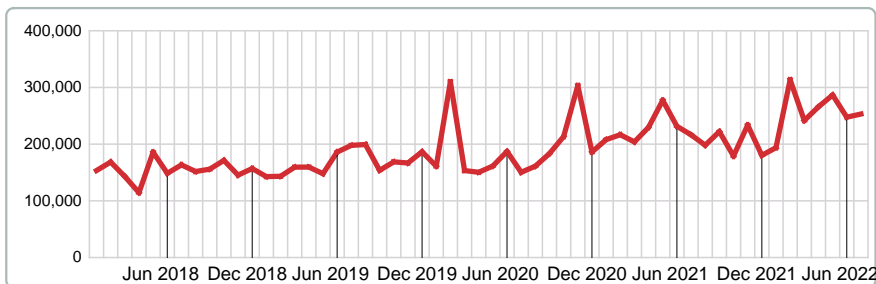
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUL AVG = 196,238



High Feb 2022 313,507 Low Apr 2018 114,464

Average List Price at Closing this month at **253,099**
above the 5 yr JUL average of **196,238**

| | | |
|-----|---------|---------|
| MAY | 286,641 | |
| JUN | 247,569 | -13.63% |
| JUL | 253,099 | 2.23% |

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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$100,000 and less | 3 | 6.12% | 50,217 | 50,217 | 110,000 | 0 | 0 |
| \$100,001 - \$125,000 | 5 | 10.20% | 116,800 | 0 | 123,000 | 0 | 0 |
| \$125,001 - \$175,000 | 9 | 18.37% | 146,267 | 179,000 | 145,711 | 0 | 0 |
| \$175,001 - \$275,000 | 13 | 26.53% | 221,885 | 220,000 | 223,563 | 254,500 | 237,000 |
| \$275,001 - \$325,000 | 5 | 10.20% | 292,580 | 0 | 303,875 | 289,900 | 0 |
| \$325,001 - \$400,000 | 7 | 14.29% | 348,500 | 0 | 337,750 | 380,000 | 0 |
| \$400,001 and up | 7 | 14.29% | 509,129 | 0 | 525,000 | 445,780 | 810,000 |
| Average List Price | | | 253,099 | 109,930 | 218,723 | 378,780 | 428,000 |
| Total Closed Units | | 100% | 253,099 | 5 | 31 | 10 | 3 |
| Total Closed Volume | | | 12,401,850 | 549.65K | 6.78M | 3.79M | 1.28M |

July 2022



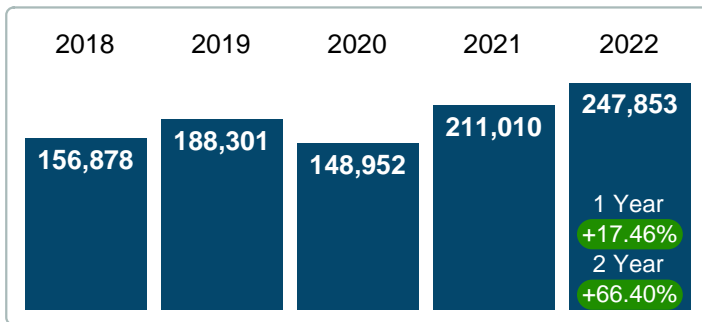
Area Delimited by County Of Mayes - Residential Property Type



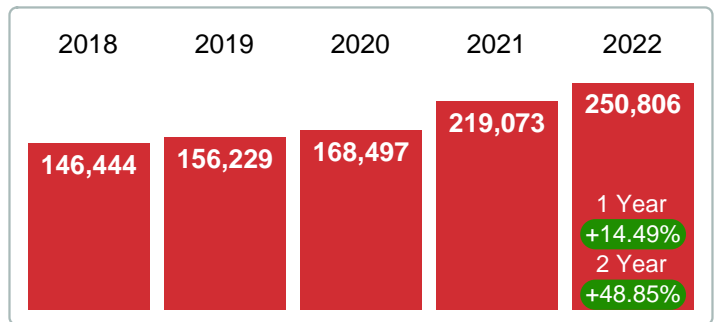
AVERAGE SOLD PRICE AT CLOSING

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

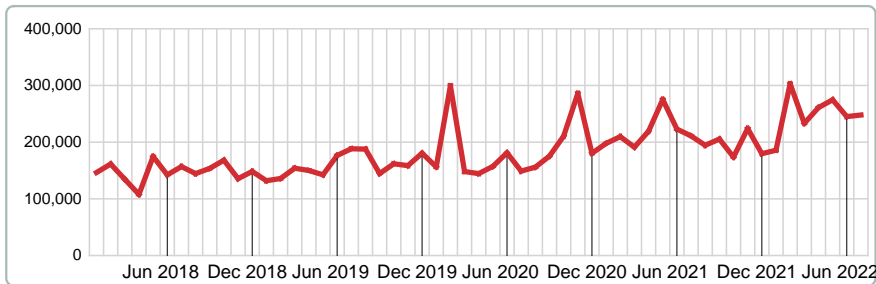
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

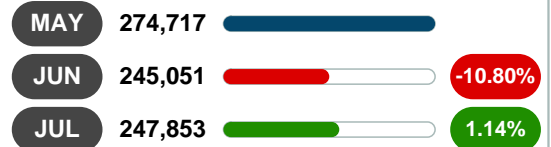


3 MONTHS

5 year JUL AVG = 190,599

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

Average Sold Price at Closing this month at **247,853** above the 5 yr JUL average of **190,599**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 10.20% | 66,980 | 49,967 | 92,500 | 0 | 0 |
| \$100,001 - \$125,000 | 6.12% | 121,333 | 0 | 121,333 | 0 | 0 |
| \$125,001 - \$175,000 | 20.41% | 149,740 | 175,000 | 146,933 | 0 | 0 |
| \$175,001 - \$275,000 | 26.53% | 230,192 | 220,000 | 225,313 | 252,500 | 232,500 |
| \$275,001 - \$325,000 | 10.20% | 302,000 | 0 | 296,250 | 325,000 | 0 |
| \$325,001 - \$400,000 | 12.24% | 345,000 | 0 | 336,250 | 362,500 | 0 |
| \$400,001 and up | 14.29% | 482,286 | 0 | 435,000 | 439,200 | 745,000 |
| Average Sold Price | | 247,853 | 108,980 | 214,158 | 375,100 | 403,333 |
| Total Closed Units | 100% | 247,853 | 5 | 31 | 10 | 3 |
| Total Closed Volume | | 12,144,800 | 544.90K | 6.64M | 3.75M | 1.21M |

July 2022



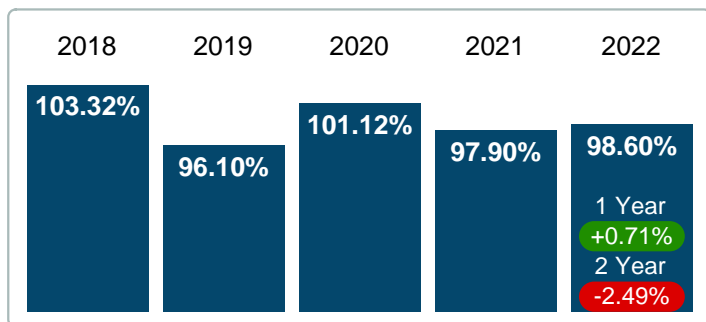
Area Delimited by County Of Mayes - Residential Property Type



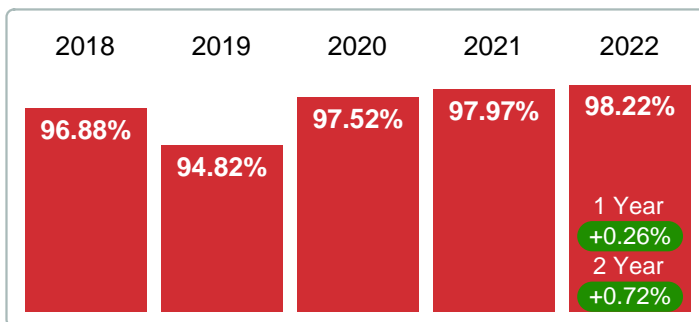
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

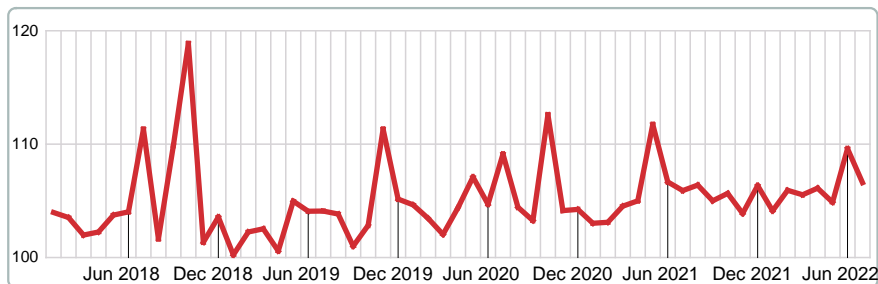
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

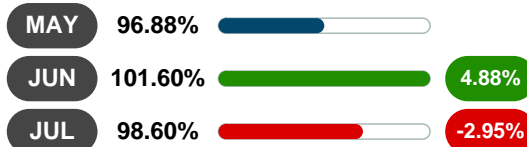


3 MONTHS

5 year JUL AVG = 99.41%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.60%** equal to 5 yr JUL average of **99.41%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$100,000 and less | 5 | 10.20% | 93.50% | 99.45% | 84.58% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 3 | 6.12% | 98.72% | 0.00% | 98.72% | 0.00% | 0.00% |
| \$125,001 - \$175,000 | 10 | 20.41% | 100.60% | 97.77% | 100.92% | 0.00% | 0.00% |
| \$175,001 - \$275,000 | 13 | 26.53% | 100.27% | 100.00% | 101.07% | 99.28% | 98.19% |
| \$275,001 - \$325,000 | 5 | 10.20% | 100.38% | 0.00% | 97.44% | 112.11% | 0.00% |
| \$325,001 - \$400,000 | 6 | 12.24% | 98.20% | 0.00% | 99.60% | 95.41% | 0.00% |
| \$400,001 and up | 7 | 14.29% | 95.32% | 0.00% | 82.86% | 98.48% | 91.98% |
| Average Sold/List Ratio | | 98.60% | | 99.23% | 98.49% | 99.39% | 96.12% |
| Total Closed Units | | 49 | 100% | 5 | 31 | 10 | 3 |
| Total Closed Volume | | 12,144,800 | | 544.90K | 6.64M | 3.75M | 1.21M |

July 2022



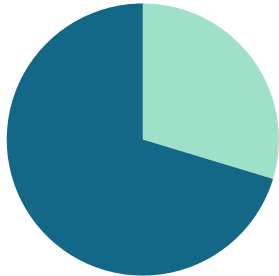
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

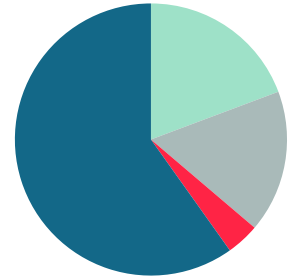


Inventory
 New Listings
73 = 29.67%
 Start Inventory
173
 Total Inventory Units
246
 Volume
\$86,034,856

Market Activity

Closed Sales
49 = 19.29%
 Pending Sales
43 = 16.93%
 Other Off Market
10 = 3.94%
 Active Inventory
152 = 59.84%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 42 | 49 | 16.67% | 302 | 293 | -2.98% |
| Pending Sales | 36 | 43 | 19.44% | 317 | 301 | -5.05% |
| New Listings | 62 | 73 | 17.74% | 400 | 423 | 5.75% |
| Average List Price | 216,527 | 253,099 | 16.89% | 227,356 | 258,062 | 13.51% |
| Average Sale Price | 211,010 | 247,853 | 17.46% | 219,073 | 250,806 | 14.49% |
| Average Percent of Selling Price to List Price | 97.90% | 98.60% | 0.71% | 97.97% | 98.22% | 0.26% |
| Average Days on Market to Sale | 22.71 | 27.65 | 21.74% | 34.42 | 34.15 | -0.79% |
| Monthly Inventory | 181 | 152 | -16.02% | 181 | 152 | -16.02% |
| Months Supply of Inventory | 4.25 | 3.66 | -14.00% | 4.25 | 3.66 | -14.00% |

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

Inventory on July 31, 2022 = **152**

2021 **2022**

JULY MARKET

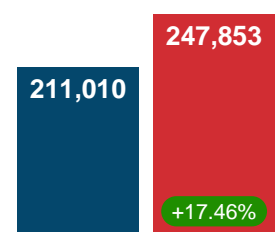
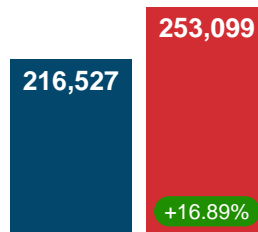
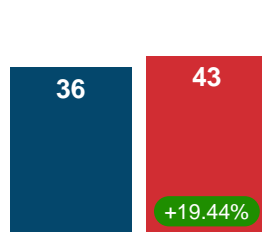
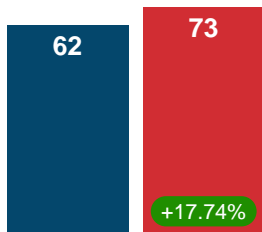
AVERAGE PRICES

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

