

July 2022



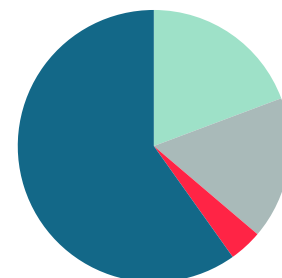
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	187,200	229,000	22.33%
Median Sale Price	187,200	225,000	20.19%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.50	14.00	33.33%
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.

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 **20.19%** in July 2022 to \$225,000 versus the previous year at \$187,200.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 3.50 days or **33.33%** in July 2022 compared to last year's same month at **10.50** DOM.

Sales Success for July 2022 is Positive

Overall, with Median 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.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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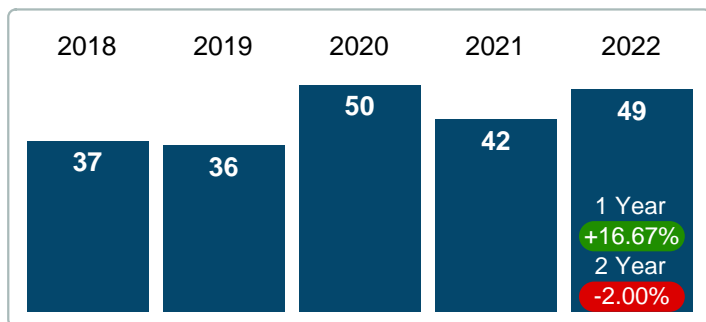
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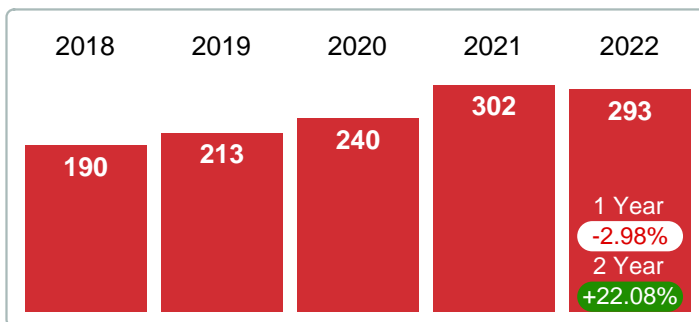
CLOSED LISTINGS

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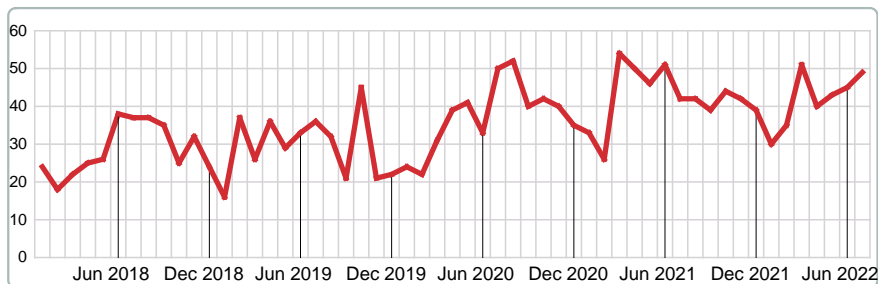
JULY



YEAR TO DATE (YTD)

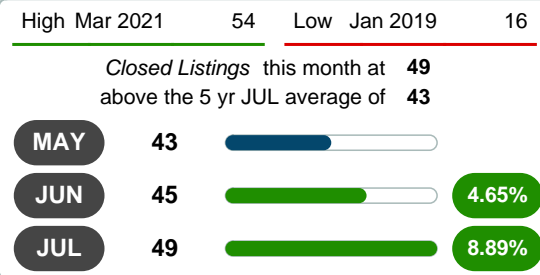


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	10.20%	34.0	3	2	0	0
\$100,001 - \$125,000	3	6.12%	10.0	0	3	0	0
\$125,001 - \$175,000	10	20.41%	6.5	1	9	0	0
\$175,001 - \$275,000	13	26.53%	6.0	1	8	2	2
\$275,001 - \$325,000	5	10.20%	36.0	0	4	1	0
\$325,001 - \$400,000	6	12.24%	18.5	0	4	2	0
\$400,001 and up	7	14.29%	22.0	0	1	5	1
Total Closed Units	49			5	31	10	3
Total Closed Volume	12,144,800	100%	14.0	544.90K	6.64M	3.75M	1.21M
Median Closed Price	\$225,000			\$55,000	\$189,000	\$397,500	\$240,000

July 2022



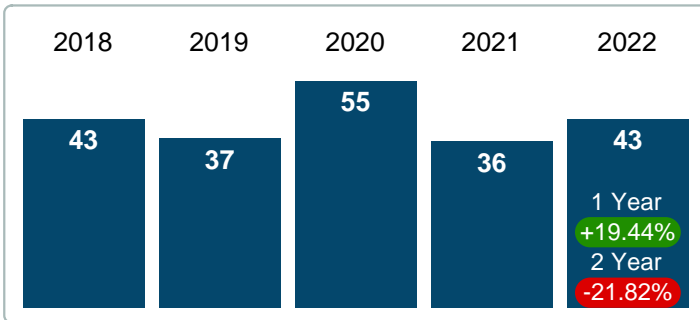
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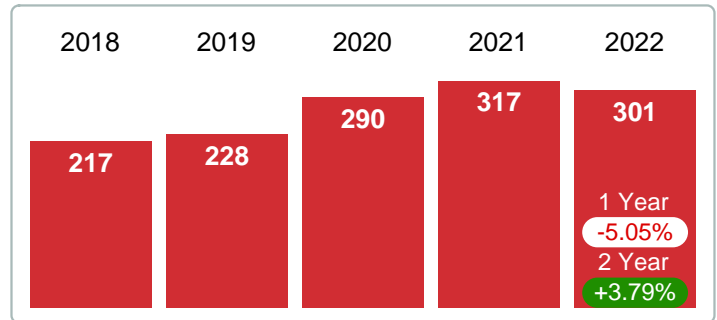
PENDING LISTINGS

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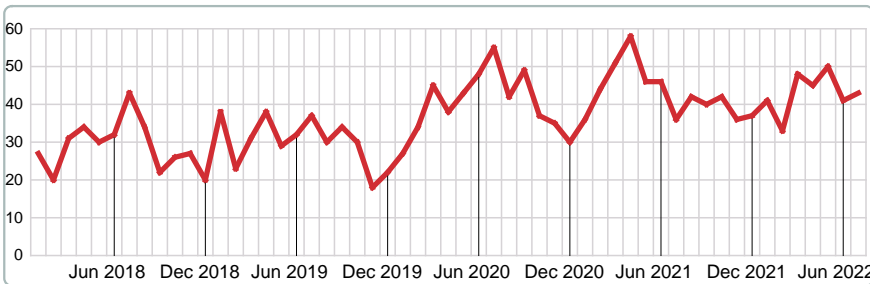
JULY



YEAR TO DATE (YTD)

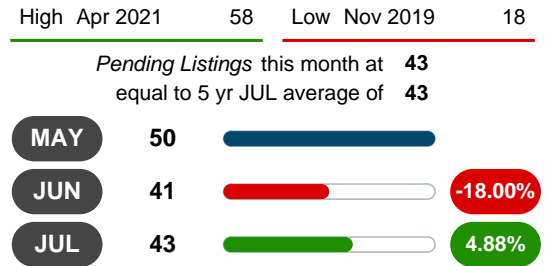


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 43



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.30%	4.0	3	0	1	0
\$75,001 - \$100,000	4	9.30%	42.0	2	0	1	1
\$100,001 - \$175,000	8	18.60%	35.5	3	3	2	0
\$175,001 - \$275,000	9	20.93%	49.0	2	6	1	0
\$275,001 - \$325,000	6	13.95%	4.5	0	4	2	0
\$325,001 - \$475,000	7	16.28%	16.0	0	6	0	1
\$475,001 and up	5	11.63%	52.0	0	3	1	1
Total Pending Units	43			10	22	8	3
Total Pending Volume	11,436,297	100%	24.0	1.26M	7.01M	1.92M	1.25M
Median Listing Price	\$204,300			\$102,500	\$292,750	\$177,500	\$395,000

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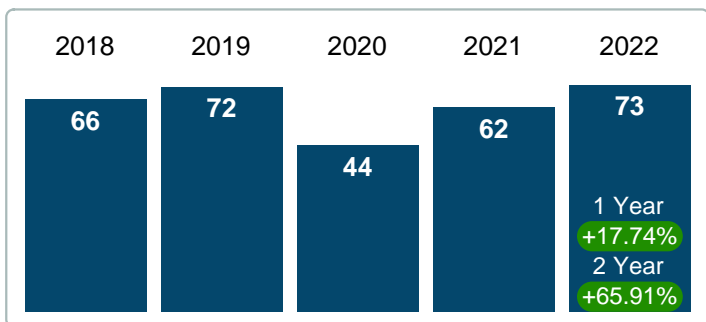
Area Delimited by County Of Mayes - Residential Property Type



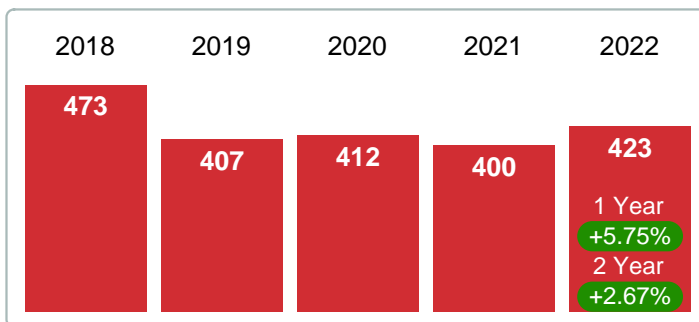
NEW LISTINGS

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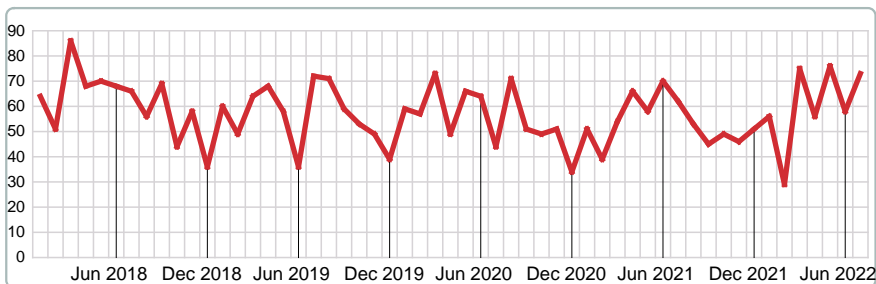
JULY



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
Median New Listed Listing Price	\$229,000		\$112,500	\$230,000	\$346,275	\$486,000

July 2022



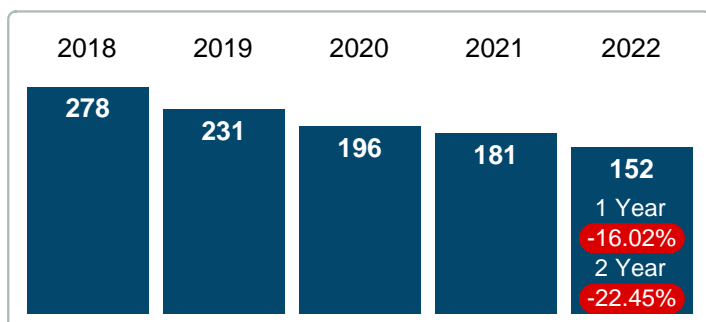
Area Delimited by County Of Mayes - Residential Property Type



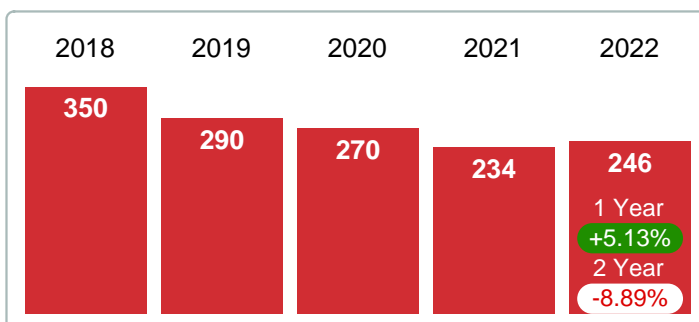
ACTIVE INVENTORY

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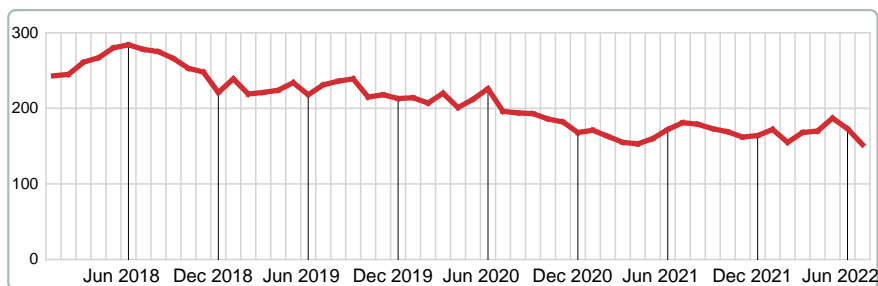
END OF JULY



ACTIVE DURING JULY

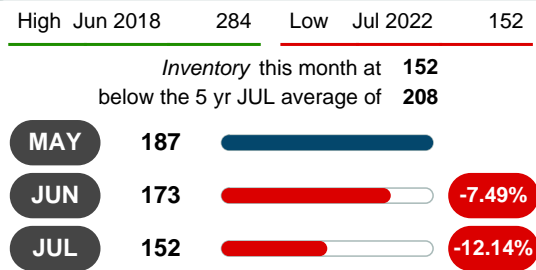


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 208



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	16	10.53%	59.5	10	4	2	0
\$100,001 - \$150,000	17	11.18%	38.0	5	10	2	0
\$150,001 - \$200,000	25	16.45%	30.0	3	21	1	0
\$200,001 - \$325,000	36	23.68%	48.0	5	24	3	4
\$325,001 - \$475,000	22	14.47%	45.0	2	8	10	2
\$475,001 - \$675,000	16	10.53%	84.5	0	10	3	3
\$675,001 and up	20	13.16%	82.0	0	7	6	7
Total Active Inventory by Units		152		25	84	27	16
Total Active Inventory by Volume		60,495,909	100%	3.83M	30.30M	11.14M	15.23M
Median Active Inventory Listing Price		\$254,250		\$137,500	\$235,750	\$358,490	\$597,000

July 2022



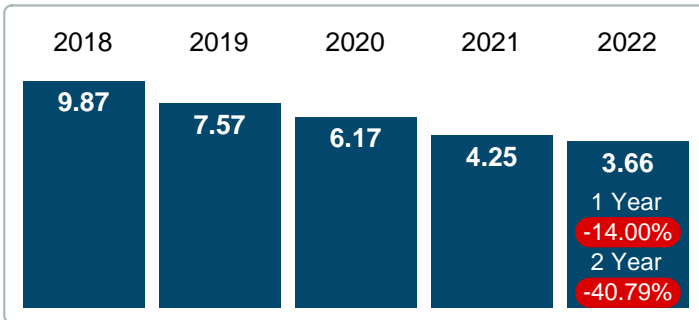
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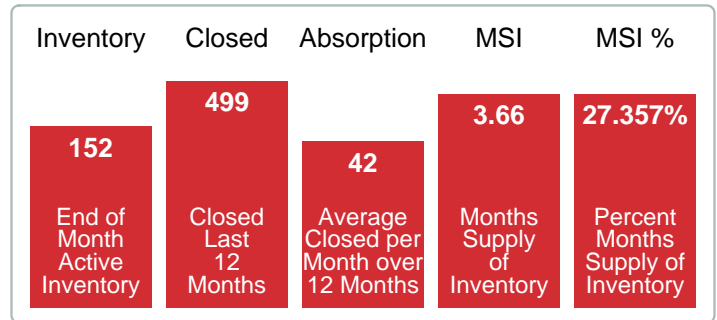
MONTHS SUPPLY of INVENTORY (MSI)

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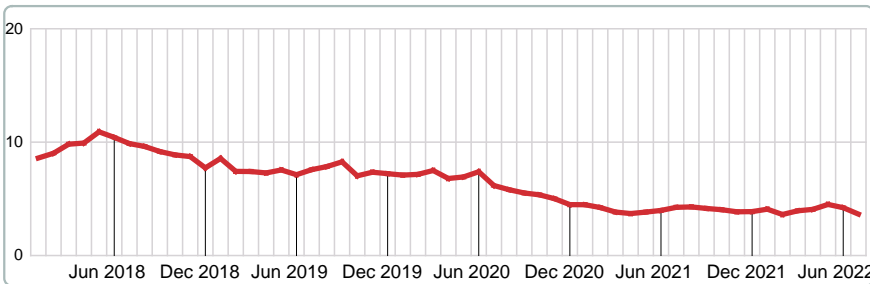
MSI FOR JULY



INDICATORS FOR JULY 2022

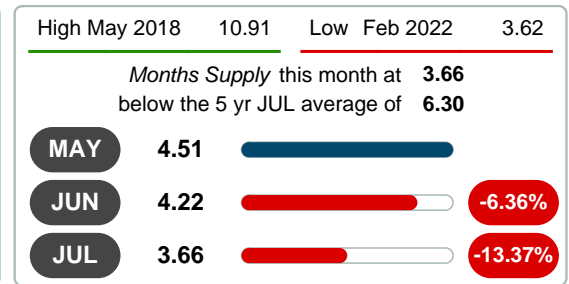


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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

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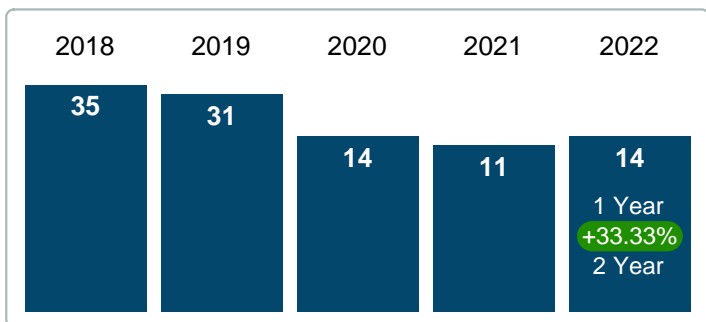
Area Delimited by County Of Mayes - Residential Property Type



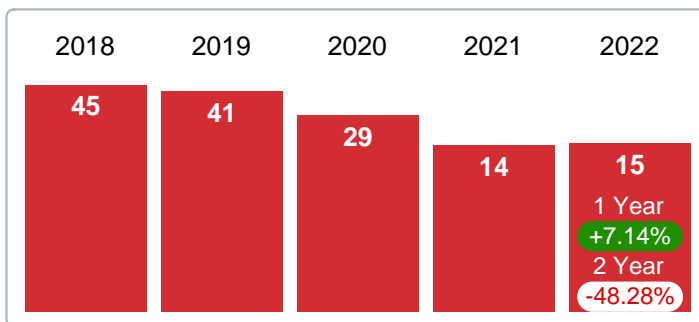
MEDIAN DAYS ON MARKET TO SALE

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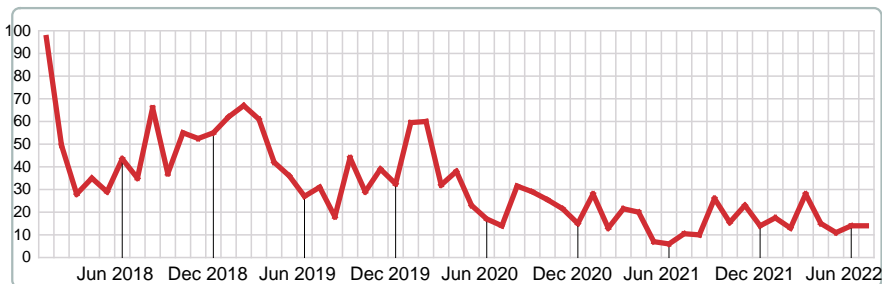
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

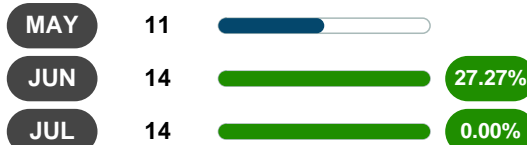


3 MONTHS

5 year JUL AVG = 21

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 14 below the 5 yr JUL average of 21



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
\$100,000 and less	5	10.20%	34	5	73	0	0
\$100,001 - \$125,000	3	6.12%	10	0	10	0	0
\$125,001 - \$175,000	10	20.41%	7	22	6	0	0
\$175,001 - \$275,000	13	26.53%	6	5	7	20	15
\$275,001 - \$325,000	5	10.20%	36	0	38	15	0
\$325,001 - \$400,000	6	12.24%	19	0	16	19	0
\$400,001 and up	7	14.29%	22	0	16	22	79
Median Closed DOM			14	5	10	19	28
Total Closed Units		100%	49	5	31	10	3
Total Closed Volume			12,144,800	544.90K	6.64M	3.75M	1.21M

July 2022



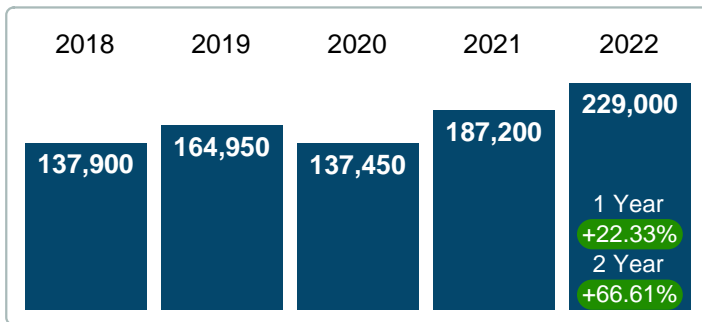
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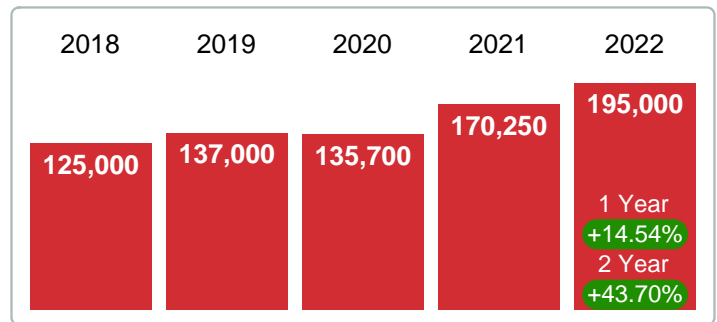
MEDIAN LIST PRICE AT CLOSING

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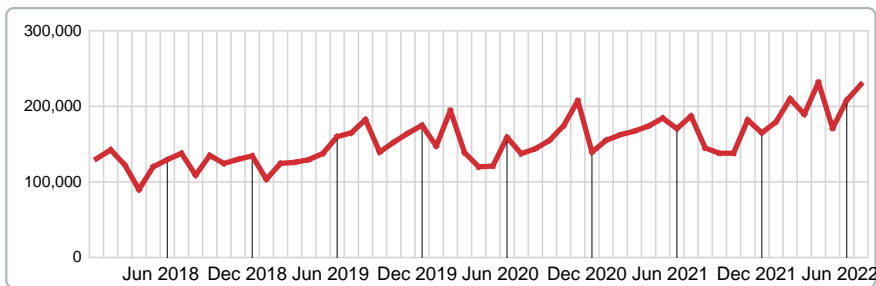
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

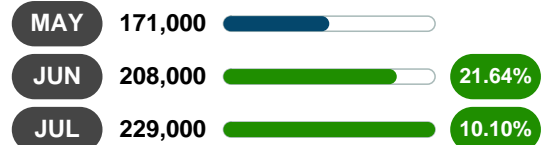


3 MONTHS

5 year JUL AVG = 171,300

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

Median List Price at Closing this month at **229,000**
above the 5 yr JUL average of **171,300**



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
\$100,000 and less	6.12%	49,900	49,900	0	0	0
\$100,001 - \$125,000	10.20%	119,000	0	119,000	0	0
\$125,001 - \$175,000	18.37%	140,000	0	140,000	0	0
\$175,001 - \$275,000	26.53%	225,000	199,500	210,000	254,500	237,000
\$275,001 - \$325,000	10.20%	290,000	0	292,500	289,900	0
\$325,001 - \$400,000	14.29%	342,000	0	330,000	380,000	0
\$400,001 and up	14.29%	449,000	0	525,000	434,900	810,000
Median List Price		229,000	55,000	190,000	412,500	249,000
Total Closed Units	100%	229,000	5	31	10	3
Total Closed Volume		12,401,850	549.65K	6.78M	3.79M	1.28M

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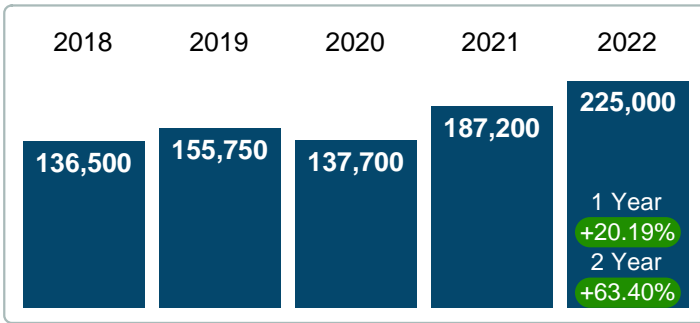
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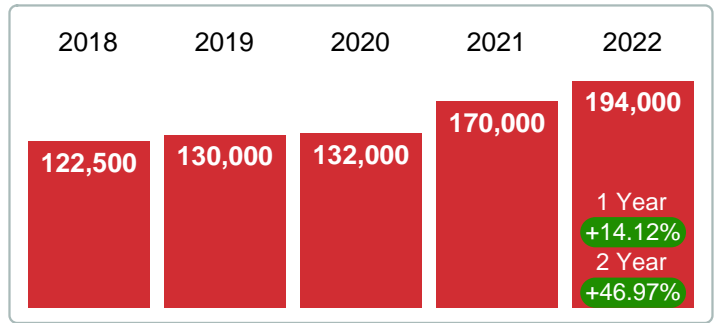
MEDIAN SOLD PRICE AT CLOSING

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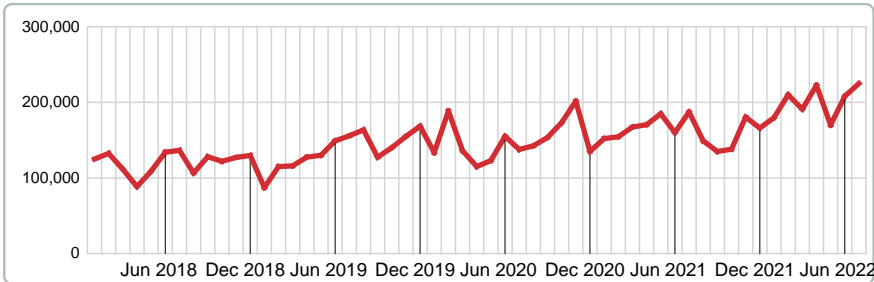
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

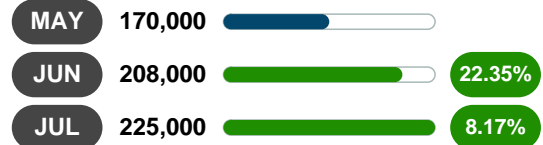


3 MONTHS

5 year JUL AVG = 168,430

High Jul 2022 225,000 Low Jan 2019 87,250

Median Sold Price at Closing this month at **225,000** above the 5 yr JUL average of **168,430**



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
\$100,000 and less	10.20%	55,000	49,900	92,500	0	0
\$100,001 - \$125,000	6.12%	120,000	0	120,000	0	0
\$125,001 - \$175,000	20.41%	149,950	175,000	149,900	0	0
\$175,001 - \$275,000	26.53%	225,000	220,000	221,000	252,500	232,500
\$275,001 - \$325,000	10.20%	295,000	0	290,000	325,000	0
\$325,001 - \$400,000	12.24%	341,000	0	334,000	362,500	0
\$400,001 and up	14.29%	435,000	0	435,000	422,000	745,000
Median Sold Price		225,000	55,000	189,000	397,500	240,000
Total Closed Units	100%	225,000	5	31	10	3
Total Closed Volume		12,144,800	544.90K	6.64M	3.75M	1.21M

July 2022



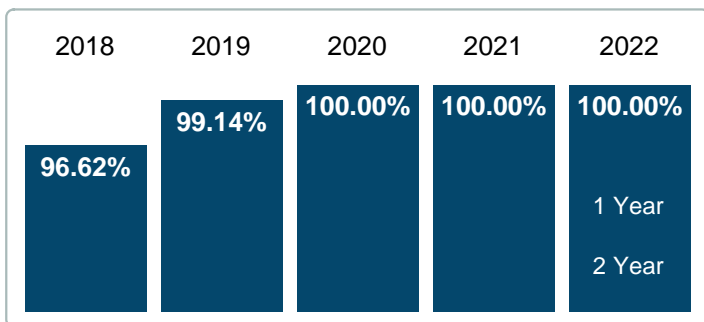
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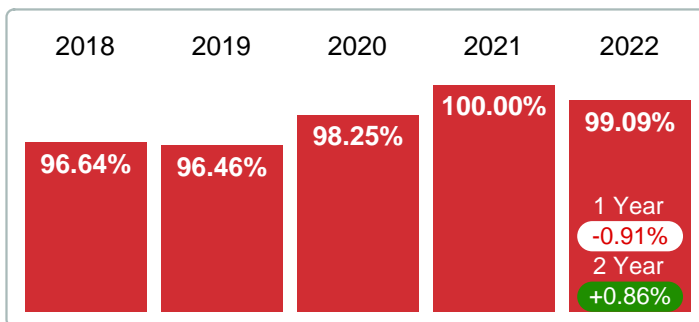
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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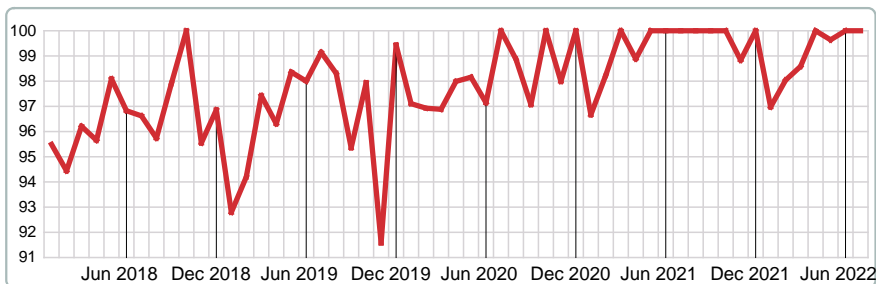
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

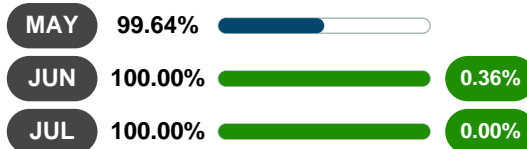


3 MONTHS

5 year JUL AVG = 99.15%

High Jul 2022 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.15%**



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
\$100,000 and less	5	10.20%	98.36%	100.00%	84.58%	0.00%	0.00%
\$100,001 - \$125,000	3	6.12%	100.00%	0.00%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	10	20.41%	100.00%	97.77%	100.00%	0.00%	0.00%
\$175,001 - \$275,000	13	26.53%	100.00%	100.00%	101.08%	99.28%	98.19%
\$275,001 - \$325,000	5	10.20%	97.68%	0.00%	97.15%	112.11%	0.00%
\$325,001 - \$400,000	6	12.24%	97.95%	0.00%	100.61%	95.41%	0.00%
\$400,001 and up	7	14.29%	97.67%	0.00%	82.86%	97.67%	91.98%
Median Sold/List Ratio		100.00%		100.00%	100.00%	97.91%	96.39%
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



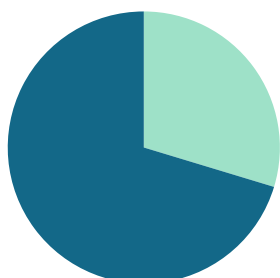
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

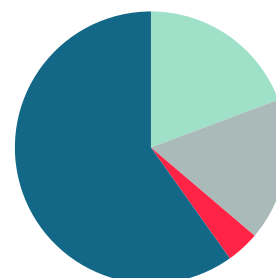


Inventory
 New Listings
73 = 29.67%
 Start Inventory
173
 Total Inventory Units
246
 Volume
\$86,034,856

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%
Median List Price	187,200	229,000	22.33%	170,250	195,000	14.54%
Median Sale Price	187,200	225,000	20.19%	170,000	194,000	14.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	99.09%	-0.91%
Median Days on Market to Sale	10.50	14.00	33.33%	14.00	15.00	7.14%
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

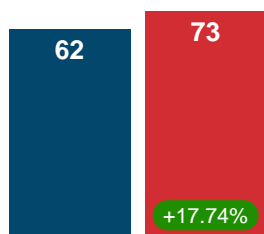
Inventory on July 31, 2022 = **152**

2021 **2022**

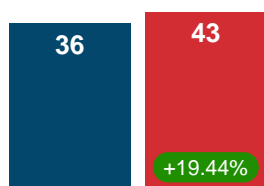
JULY MARKET

MEDIAN PRICES

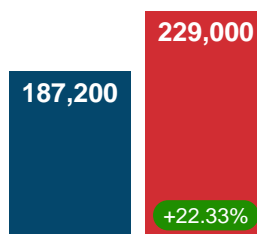
New Listings



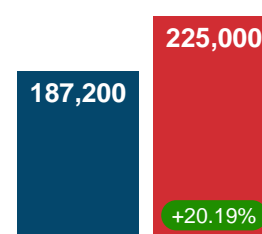
Pending Listings



List Price



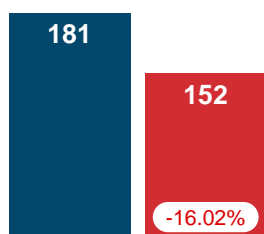
Sale Price



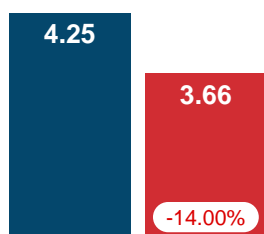
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

