

March 2022



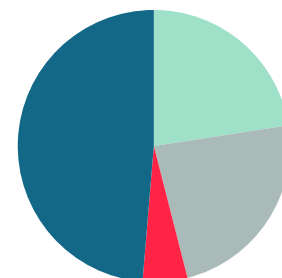
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	54	51	-5.56%
Pending Listings	51	53	3.92%
New Listings	54	75	38.89%
Median List Price	167,250	189,500	13.30%
Median Sale Price	167,250	191,000	14.20%
Median Percent of Selling Price to List Price	100.00%	98.59%	-1.41%
Median Days on Market to Sale	21.50	28.00	30.23%
End of Month Inventory	155	110	-29.03%
Months Supply of Inventory	3.84	2.58	-32.64%



■ Closed (22.57%)
■ Pending (23.45%)
■ Other OffMarket (5.31%)
■ Active (48.67%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of March 31, 2022 = **110**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **29.03%** to 110 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **2.58** 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 **14.20%** in March 2022 to \$191,000 versus the previous year at \$167,250.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 6.50 days or **30.23%** in March 2022 compared to last year's same month at **21.50** DOM.

Sales Success for March 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 75 New Listings in March 2022, up **38.89%** from last year at 54. Furthermore, there were 51 Closed Listings this month versus last year at 54, a **-5.56%** decrease.

Closed versus Listed trends yielded a **68.0%** ratio, down from previous year's, March 2021, at **100.0%**, a **32.00%** 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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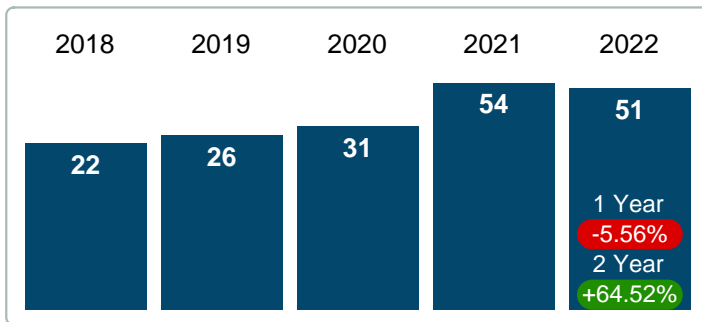
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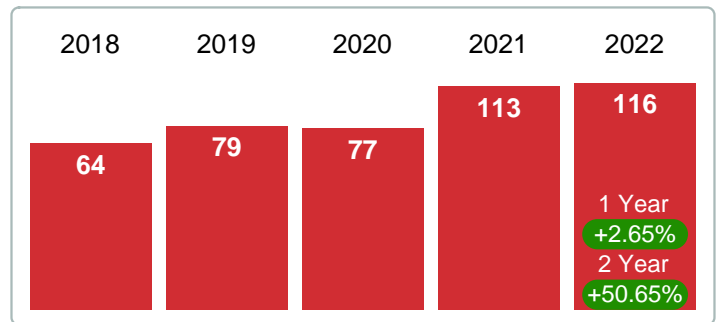
CLOSED LISTINGS

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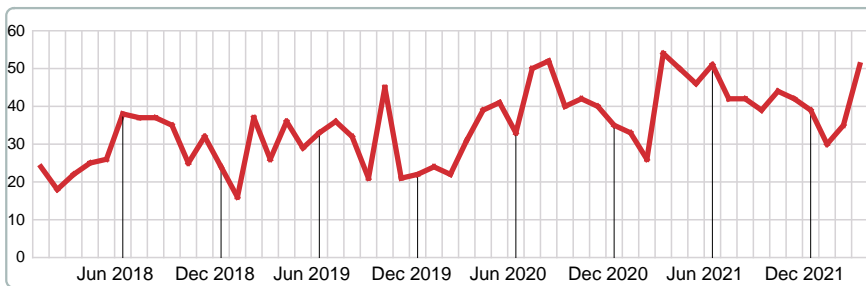
MARCH



YEAR TO DATE (YTD)

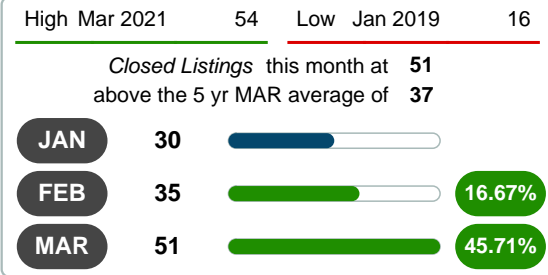


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	3.92%	6.5	2	0	0	0
\$50,001 - \$100,000	7	13.73%	28.0	4	3	0	0
\$100,001 - \$150,000	8	15.69%	18.0	2	5	1	0
\$150,001 - \$200,000	14	27.45%	39.0	2	10	2	0
\$200,001 - \$250,000	7	13.73%	26.0	0	6	1	0
\$250,001 - \$475,000	7	13.73%	31.0	1	4	2	0
\$475,001 and up	6	11.76%	22.5	1	4	1	0
Total Closed Units	51			12	32	7	0
Total Closed Volume	11,892,388	100%	28.0	1.83M	7.64M	2.42M	0.00B
Median Closed Price	\$191,000			\$101,500	\$194,700	\$204,000	\$0

March 2022



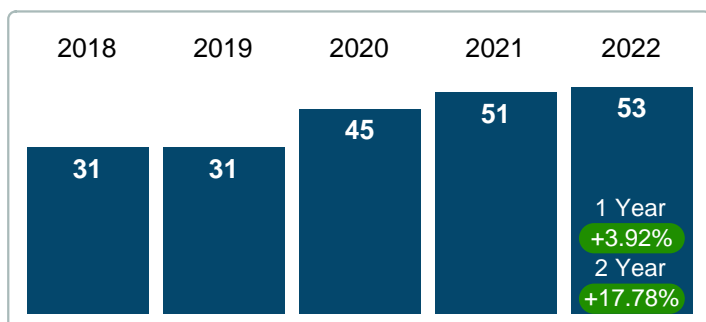
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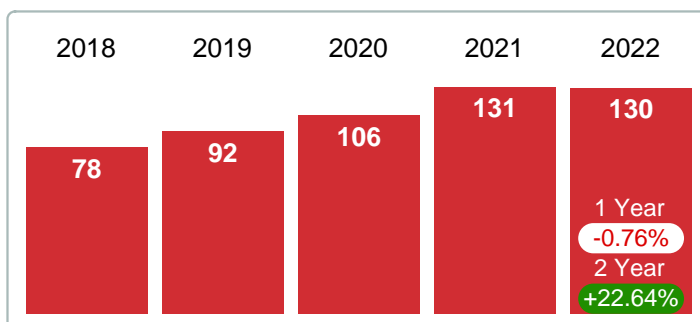
PENDING LISTINGS

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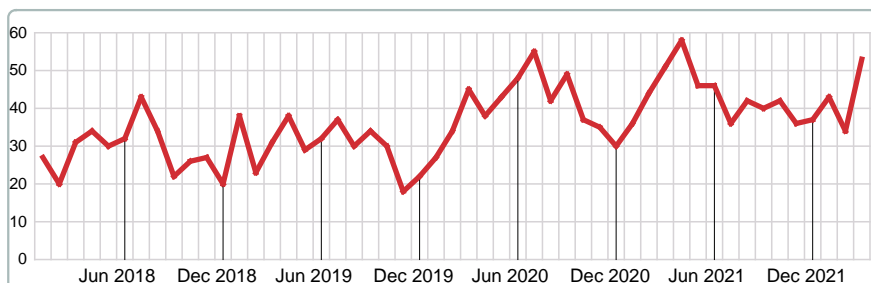
MARCH



YEAR TO DATE (YTD)

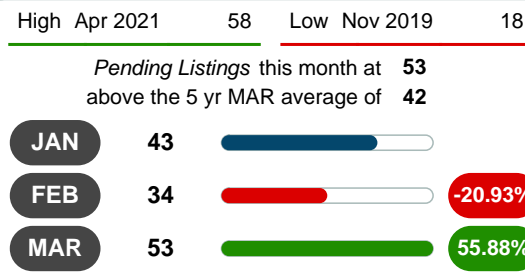


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 42



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	7.55%	20.0	3	1	0	0
\$100,001 - \$125,000	4	7.55%	4.0	1	3	0	0
\$125,001 - \$175,000	11	20.75%	26.0	3	6	2	0
\$175,001 - \$250,000	13	24.53%	34.0	1	8	4	0
\$250,001 - \$325,000	8	15.09%	8.5	1	6	1	0
\$325,001 - \$675,000	7	13.21%	12.0	1	6	0	0
\$675,001 and up	6	11.32%	29.5	0	2	0	4
Total Pending Units	53			10	32	7	4
Total Pending Volume	19,183,699	100%	15.0	1.99M	10.14M	1.56M	5.50M
Median Listing Price	\$239,000			\$134,000	\$238,000	\$239,000	\$1,174,500

March 2022



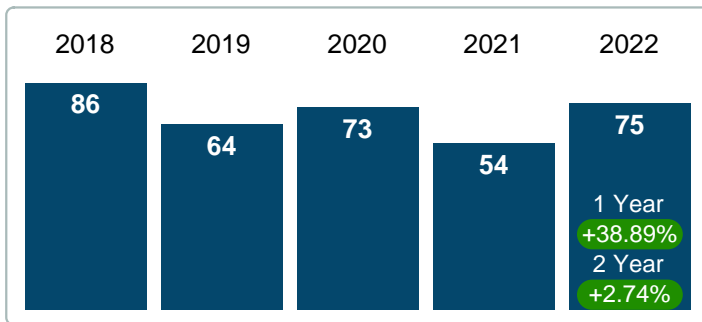
Area Delimited by County Of Mayes - Residential Property Type



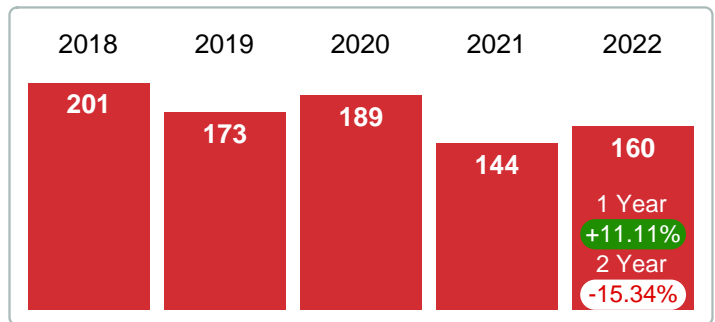
NEW LISTINGS

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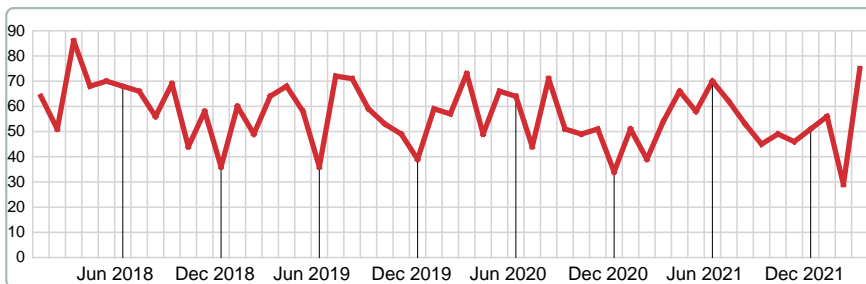
MARCH



YEAR TO DATE (YTD)

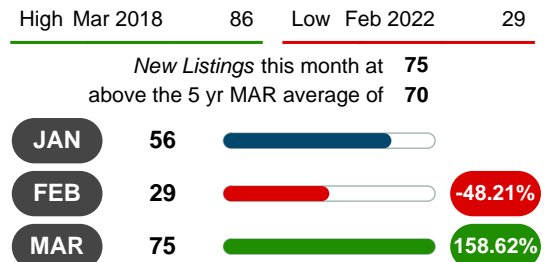


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 70



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	7	9.33%	3	4	0	0
\$75,001 - \$125,000	10	13.33%	4	6	0	0
\$125,001 - \$150,000	8	10.67%	5	3	0	0
\$150,001 - \$250,000	22	29.33%	4	14	3	1
\$250,001 - \$425,000	10	13.33%	1	8	1	0
\$425,001 - \$800,000	11	14.67%	0	5	6	0
\$800,001 and up	7	9.33%	0	1	1	5
Total New Listed Units	75		17	41	11	6
Total New Listed Volume	29,949,399	100%	2.22M	12.43M	5.89M	9.40M
Median New Listed Listing Price	\$200,000		\$129,900	\$190,000	\$439,900	\$1,350,000

March 2022



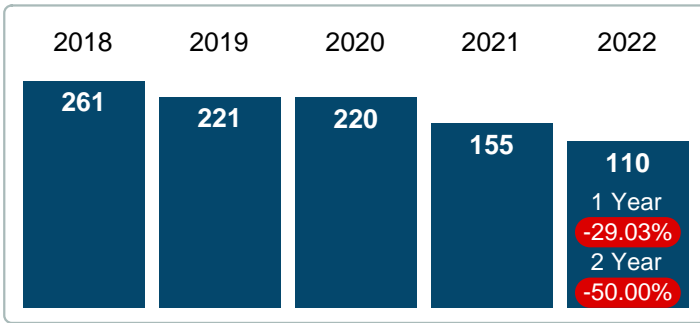
Area Delimited by County Of Mayes - Residential Property Type



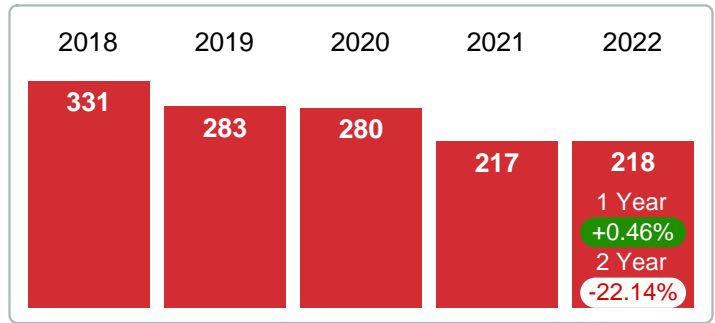
ACTIVE INVENTORY

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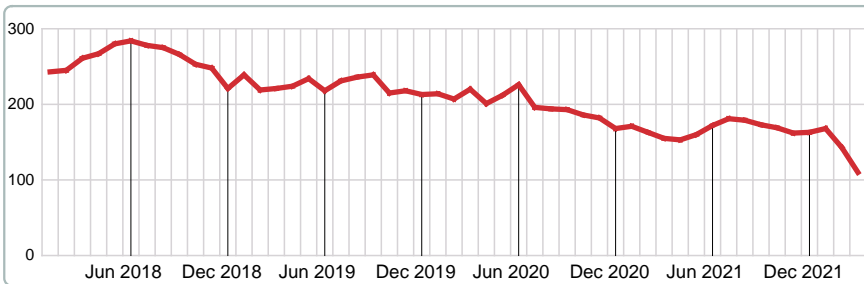
END OF MARCH



ACTIVE DURING MARCH

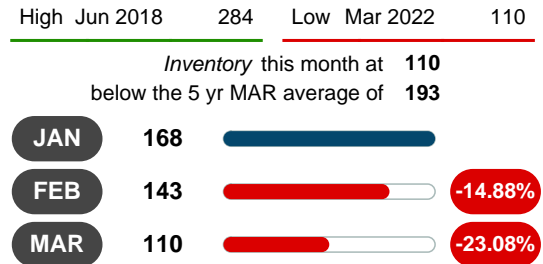


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	12	10.91%	22.5	8	4	0	0
\$75,001 - \$125,000	10	9.09%	28.5	3	6	1	0
\$125,001 - \$175,000	12	10.91%	19.0	5	7	0	0
\$175,001 - \$325,000	33	30.00%	52.0	4	21	5	3
\$325,001 - \$475,000	19	17.27%	45.0	2	7	7	3
\$475,001 - \$800,000	14	12.73%	43.5	0	7	5	2
\$800,001 and up	10	9.09%	103.5	0	2	3	5
Total Active Inventory by Units	110			22	54	21	13
Total Active Inventory by Volume	49,827,099	100%	37.5	3.13M	17.40M	12.07M	17.22M
Median Active Inventory Listing Price	\$245,000			\$119,950	\$218,000	\$439,900	\$649,000

March 2022



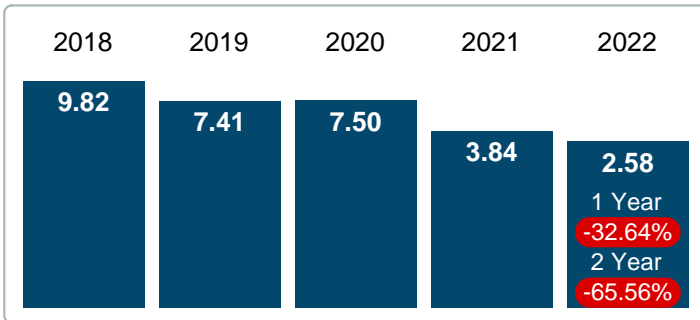
Area Delimited by County Of Mayes - Residential Property Type



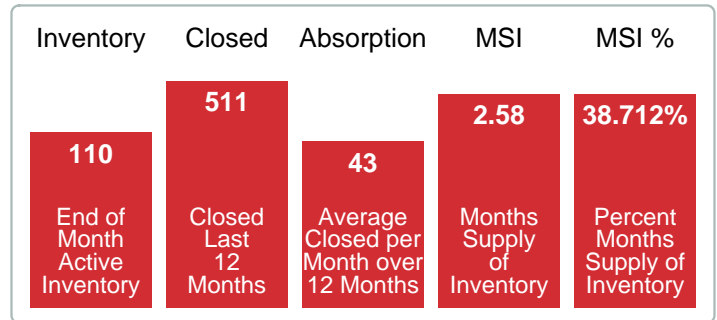
MONTHS SUPPLY of INVENTORY (MSI)

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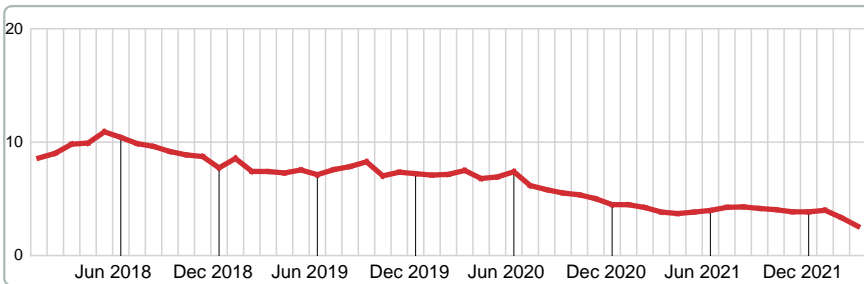
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

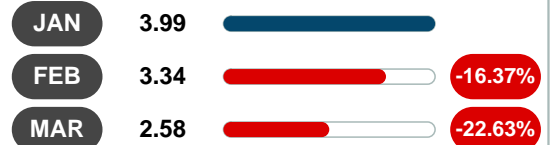


3 MONTHS

5 year MAR AVG = 6.23

High May 2018 10.91 Low Mar 2022 2.58

Months Supply this month at 2.58 below the 5 yr MAR average of 6.23



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	12	10.91%	2.25	3.31	1.41	0.00	0.00
\$75,001 - \$125,000	10	9.09%	1.22	0.95	1.36	1.71	0.00
\$125,001 - \$175,000	12	10.91%	1.32	5.00	1.01	0.00	0.00
\$175,001 - \$325,000	33	30.00%	2.43	2.53	2.19	2.40	9.00
\$325,001 - \$475,000	19	17.27%	5.43	24.00	3.23	6.00	36.00
\$475,001 - \$800,000	14	12.73%	6.22	0.00	7.64	8.57	4.80
\$800,001 and up	10	9.09%	15.00	0.00	8.00	12.00	30.00
Market Supply of Inventory (MSI)			2.58	2.56	1.99	3.60	12.00
Total Active Inventory by Units		100%	2.58	22	54	21	13

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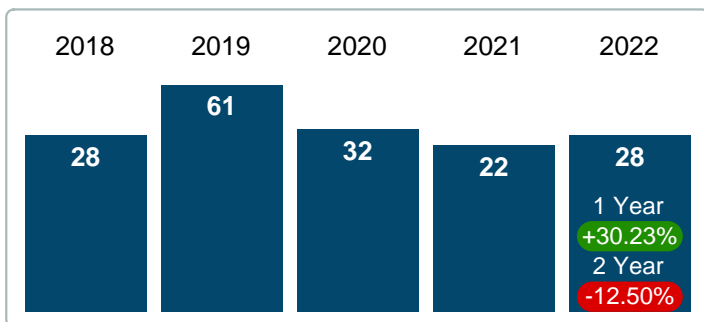
Area Delimited by County Of Mayes - Residential Property Type



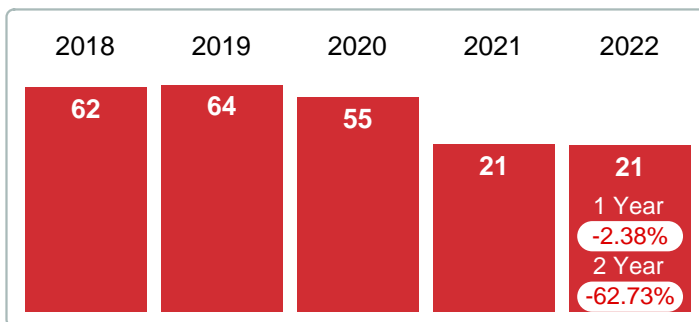
MEDIAN DAYS ON MARKET TO SALE

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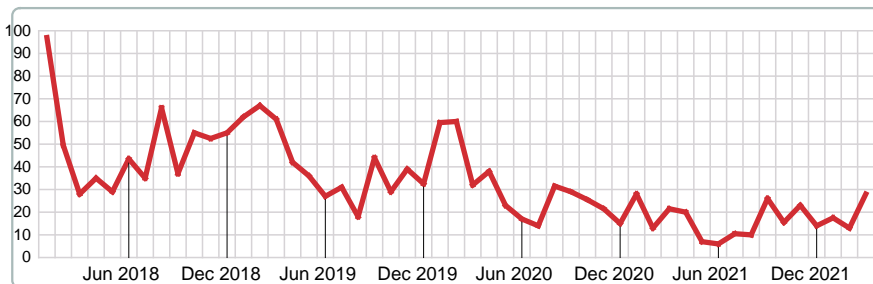
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 34

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 28 below the 5 yr MAR average of 34



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
\$50,000 and less	3.92%	7	7	0	0	0
\$50,001 - \$100,000	13.73%	28	16	63	0	0
\$100,001 - \$150,000	15.69%	18	1	36	3	0
\$150,001 - \$200,000	27.45%	39	51	28	96	0
\$200,001 - \$250,000	13.73%	26	0	30	12	0
\$250,001 - \$475,000	13.73%	31	31	35	39	0
\$475,001 and up	11.76%	23	17	15	35	0
Median Closed DOM		28				
Total Closed Units	100%	51	12	32	7	0
Total Closed Volume		11,892,388	1.83M	7.64M	2.42M	0.00B

March 2022



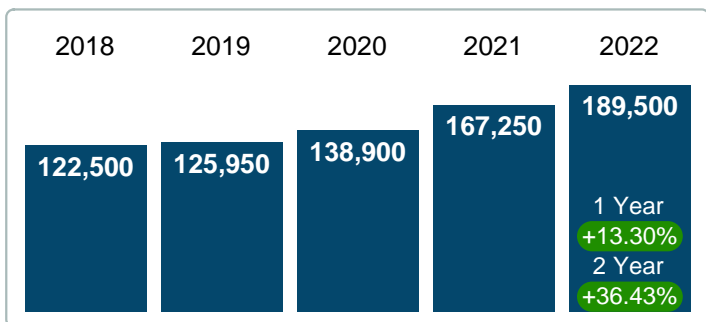
Area Delimited by County Of Mayes - Residential Property Type



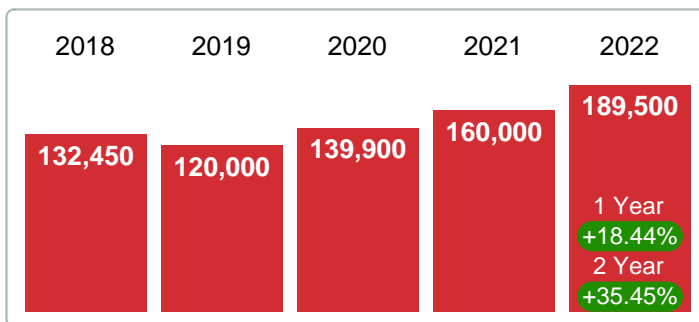
MEDIAN LIST PRICE AT CLOSING

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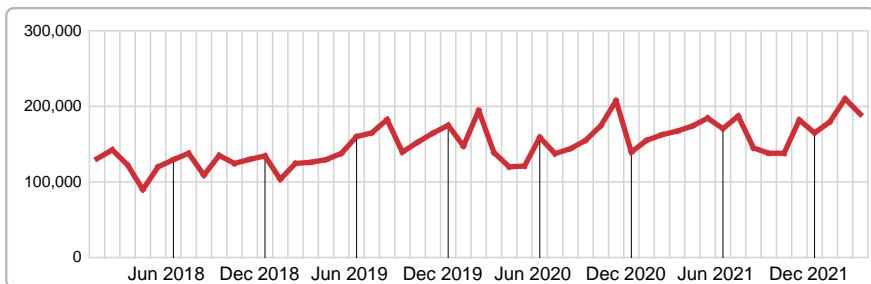
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

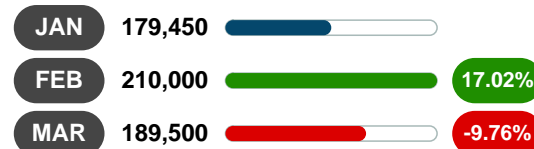


3 MONTHS

5 year MAR AVG = 148,820

High Feb 2022 210,000 Low Apr 2018 89,900

Median List Price at Closing this month at **189,500**
above the 5 yr MAR average of **148,820**



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
\$50,000 and less	3.92%	33,750	33,750	0	0	0
\$50,001 - \$100,000	13.73%	69,900	75,950	58,000	0	0
\$100,001 - \$150,000	17.65%	129,900	116,500	133,700	138,000	0
\$150,001 - \$200,000	23.53%	175,000	171,500	182,250	183,450	0
\$200,001 - \$250,000	15.69%	222,000	0	225,000	206,999	0
\$250,001 - \$475,000	13.73%	325,000	345,000	289,500	369,000	0
\$475,001 and up	11.76%	616,500	595,000	616,500	1,200,000	0
Median List Price		189,500	99,000	198,000	206,999	0
Total Closed Units	100%	189,500	12	32	7	0
Total Closed Volume		12,324,899	1.89M	7.78M	2.65M	0.00B

March 2022



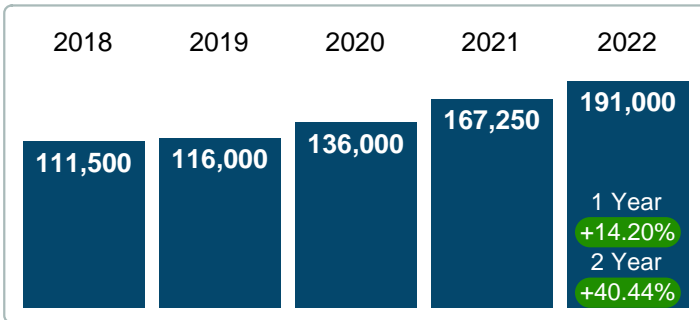
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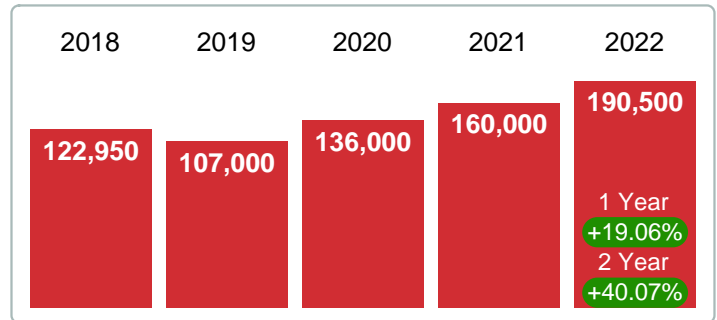
MEDIAN SOLD PRICE AT CLOSING

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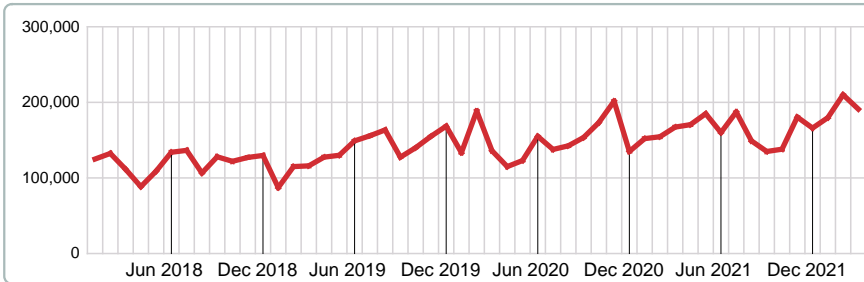
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

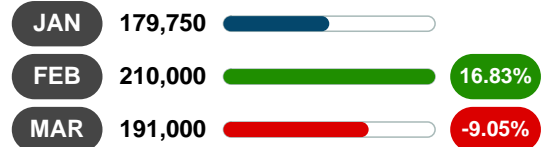


3 MONTHS

5 year MAR AVG = 144,350

High Feb 2022 210,000 Low Jan 2019 87,250

Median Sold Price at Closing this month at 191,000 above the 5 yr MAR average of 144,350



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
\$50,000 and less	3.92%	30,000	30,000	0	0	0
\$50,001 - \$100,000	13.73%	61,500	71,500	58,000	0	0
\$100,001 - \$150,000	15.69%	130,000	119,000	130,000	144,000	0
\$150,001 - \$200,000	27.45%	172,500	158,500	183,000	180,750	0
\$200,001 - \$250,000	13.73%	225,000	0	225,998	204,000	0
\$250,001 - \$475,000	13.73%	300,000	320,000	282,500	354,500	0
\$475,001 and up	11.76%	629,000	595,000	629,000	1,000,000	0
Median Sold Price		191,000	101,500	194,700	204,000	0
Total Closed Units		51	12	32	7	0
Total Closed Volume		11,892,388	1.83M	7.64M	2.42M	0.00B

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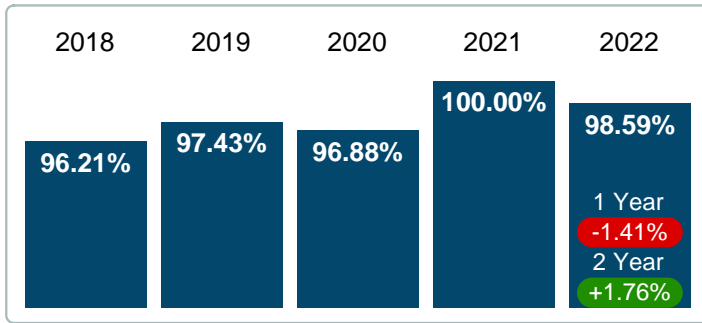
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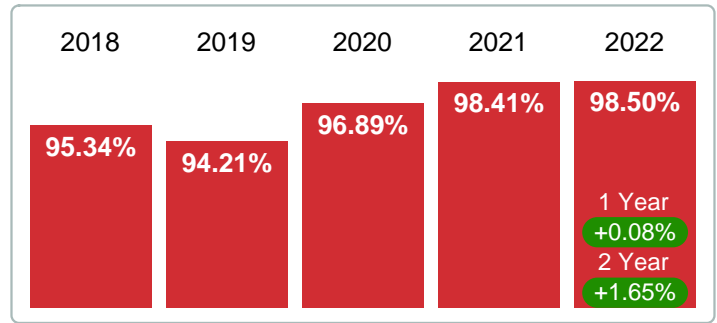
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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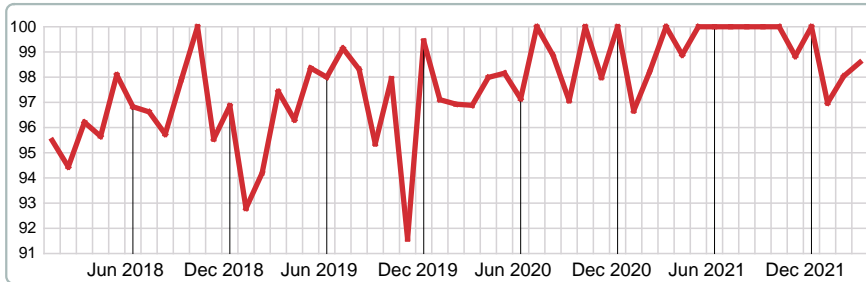
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

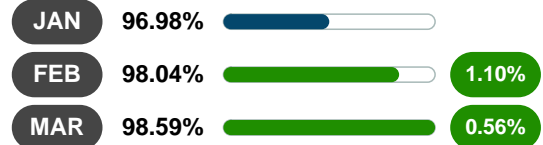


3 MONTHS

5 year MAR AVG = 97.82%

High Dec 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.59%**
above the 5 yr MAR average of **97.82%**



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
\$50,000 and less	2	3.92%	89.20%	89.20%	0.00%	0.00%	0.00%
\$50,001 - \$100,000	7	13.73%	98.58%	95.33%	98.58%	0.00%	0.00%
\$100,001 - \$150,000	8	15.69%	100.00%	102.00%	99.27%	104.35%	0.00%
\$150,001 - \$200,000	14	27.45%	97.84%	92.50%	98.60%	98.53%	0.00%
\$200,001 - \$250,000	7	13.73%	103.02%	0.00%	103.89%	98.55%	0.00%
\$250,001 - \$475,000	7	13.73%	96.77%	92.75%	97.64%	96.17%	0.00%
\$475,001 and up	6	11.76%	100.00%	100.00%	100.00%	83.33%	0.00%
Median Sold/List Ratio		98.59%		94.59%	100.00%	98.55%	0.00%
Total Closed Units		51	100%	12	32	7	
Total Closed Volume		11,892,388		1.83M	7.64M	2.42M	0.00B

March 2022



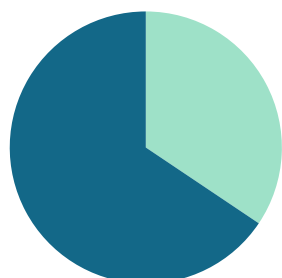
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

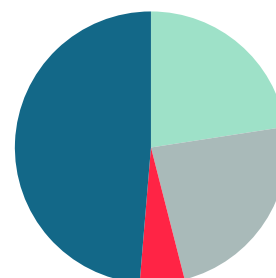


Inventory
 New Listings
75 = 34.40%
 Start Inventory
143
 Total Inventory Units
218
 Volume
\$87,997,947

Market Activity

Closed Sales
51 = 22.57%
 Pending Sales
53 = 23.45%
 Other Off Market
12 = 5.31%
 Active Inventory
110 = 48.67%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	54	51	-5.56%	113	116	2.65%
Pending Sales	51	53	3.92%	131	130	-0.76%
New Listings	54	75	38.89%	144	160	11.11%
Median List Price	167,250	189,500	13.30%	160,000	189,500	18.44%
Median Sale Price	167,250	191,000	14.20%	160,000	190,500	19.06%
Median Percent of Selling Price to List Price	100.00%	98.59%	-1.41%	98.41%	98.50%	0.08%
Median Days on Market to Sale	21.50	28.00	30.23%	21.00	20.50	-2.38%
Monthly Inventory	155	110	-29.03%	155	110	-29.03%
Months Supply of Inventory	3.84	2.58	-32.64%	3.84	2.58	-32.64%

Absorption: Last 12 months, an Average of **43** Sales/Month

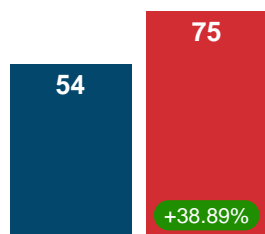
Inventory on March 31, 2022 = **110**

2021 **2022**

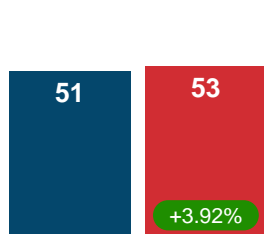
MARCH MARKET

MEDIAN PRICES

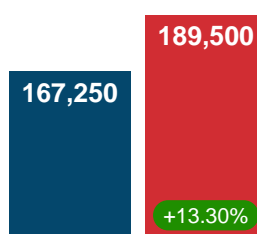
New Listings



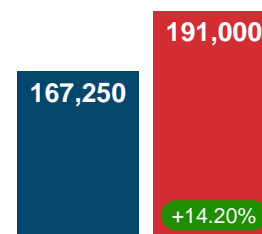
Pending Listings



List Price



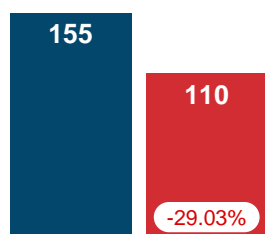
Sale Price



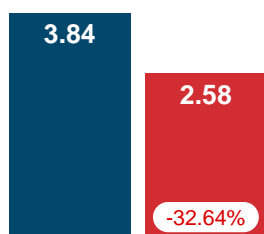
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

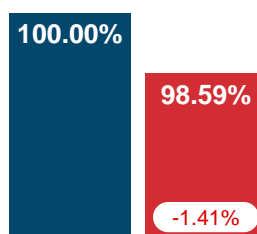
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

