

# May 2022



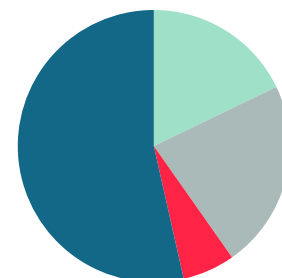
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	46	43	-6.52%
Pending Listings	46	54	17.39%
New Listings	58	76	31.03%
Average List Price	277,286	286,641	3.37%
Average Sale Price	275,205	274,717	-0.18%
Average Percent of Selling Price to List Price	103.74%	96.88%	-6.61%
Average Days on Market to Sale	30.39	28.23	-7.10%
End of Month Inventory	160	129	-19.38%
Months Supply of Inventory	3.83	3.11	-18.89%



■ Closed (17.84%)  
■ Pending (22.41%)  
■ Other OffMarket (6.22%)  
■ Active (53.53%)

**Absorption:** Last 12 months, an Average of **42** Sales/Month  
**Active Inventory** as of May 31, 2022 = **129**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2022 decreased **19.38%** to 129 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 **3.11** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.18%** in May 2022 to \$274,717 versus the previous year at \$275,205.

#### Average Days on Market Shortens

The average number of **28.23** days that homes spent on the market before selling decreased by 2.16 days or **7.10%** in May 2022 compared to last year's same month at **30.39** DOM.

#### Sales Success for May 2022 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 76 New Listings in May 2022, up **31.03%** from last year at 58. Furthermore, there were 43 Closed Listings this month versus last year at 46, a **-6.52%** decrease.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, May 2021, at **79.3%**, a **28.66%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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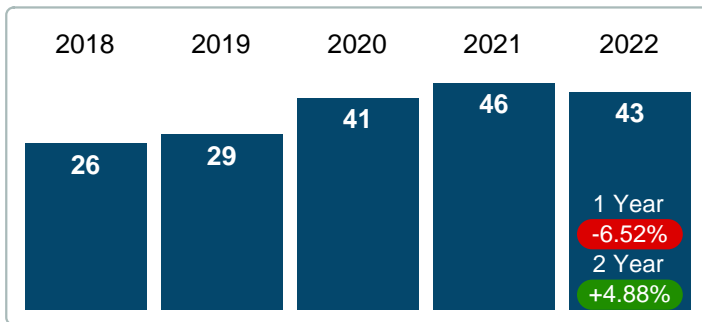
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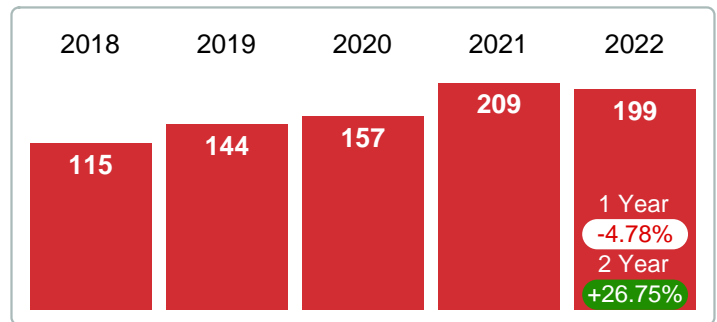
## CLOSED LISTINGS

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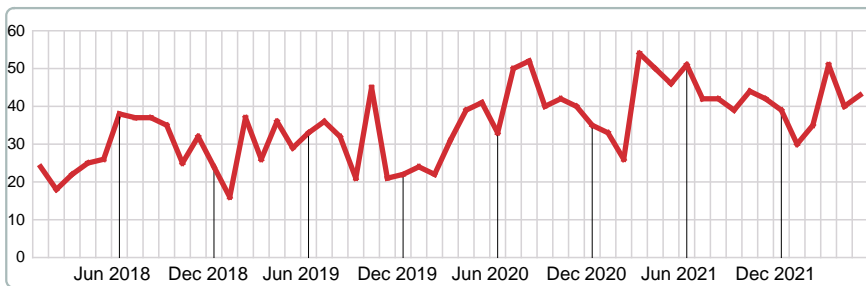
### MAY



### YEAR TO DATE (YTD)

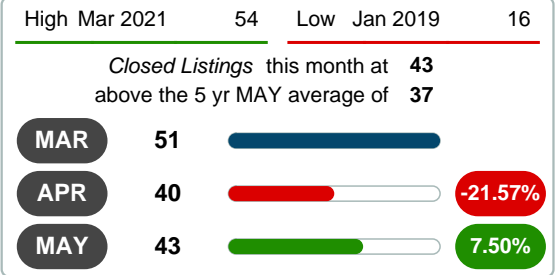


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 37



### 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	2	4.65%	68.5	2	0	0	0
\$50,001 - \$75,000	4	9.30%	19.8	1	3	0	0
\$75,001 - \$125,000	9	20.93%	9.0	5	4	0	0
\$125,001 - \$175,000	7	16.28%	25.1	3	4	0	0
\$175,001 - \$250,000	12	27.91%	29.9	1	7	3	1
\$250,001 - \$400,000	4	9.30%	35.5	1	2	0	1
\$400,001 and up	5	11.63%	48.0	0	2	1	2
<b>Total Closed Units</b>	<b>43</b>			<b>13</b>	<b>22</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>11,812,850</b>	<b>100%</b>	<b>28.2</b>	<b>1.66M</b>	<b>5.31M</b>	<b>1.14M</b>	<b>3.71M</b>
<b>Average Closed Price</b>	<b>\$274,717</b>			<b>\$128,000</b>	<b>\$241,220</b>	<b>\$284,000</b>	<b>\$926,500</b>

# May 2022



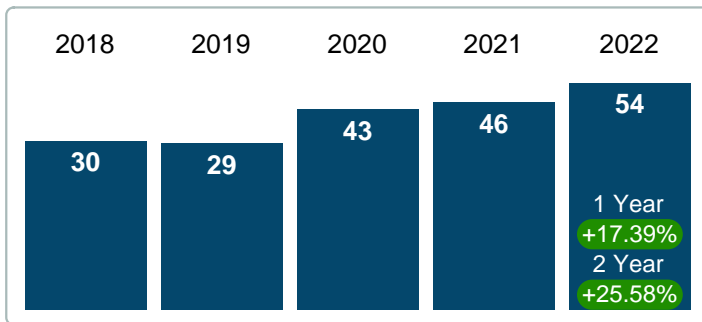
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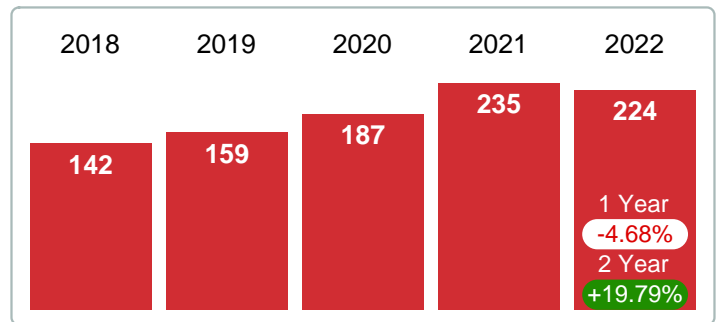
## PENDING LISTINGS

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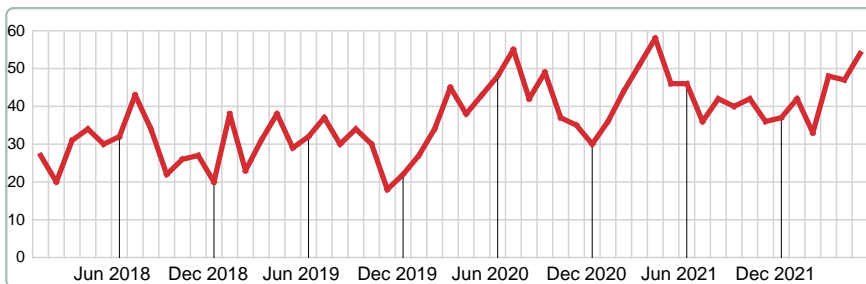
### MAY



### YEAR TO DATE (YTD)

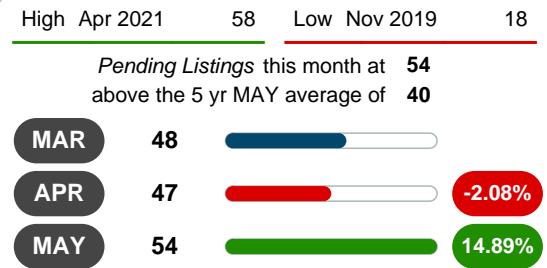


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 40



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$80,000 and less	5	9.26%	27.0	4	1	0	0
\$80,001 - \$120,000	9	16.67%	49.7	4	5	0	0
\$120,001 - \$140,000	6	11.11%	7.0	3	3	0	0
\$140,001 - \$240,000	14	25.93%	17.6	1	10	2	1
\$240,001 - \$300,000	8	14.81%	29.5	0	6	2	0
\$300,001 - \$430,000	7	12.96%	41.7	1	5	1	0
\$430,001 and up	5	9.26%	30.2	0	2	2	1
<b>Total Pending Units</b>	<b>54</b>			<b>13</b>	<b>32</b>	<b>7</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>13,361,449</b>	<b>100%</b>	<b>104.0</b>	<b>1.61M</b>	<b>8.02M</b>	<b>2.70M</b>	<b>1.04M</b>
<b>Average Listing Price</b>	<b>\$120,000</b>			<b>\$123,958</b>	<b>\$250,566</b>	<b>\$385,271</b>	<b>\$517,500</b>

# May 2022



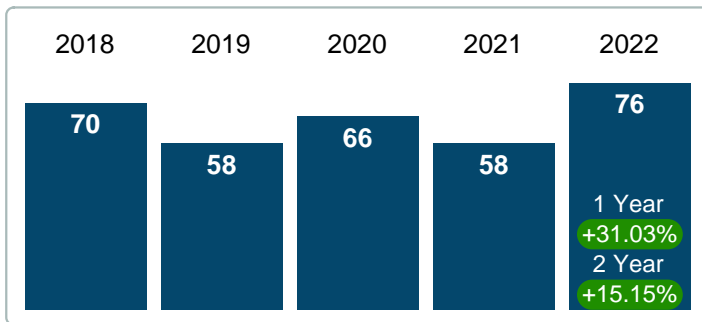
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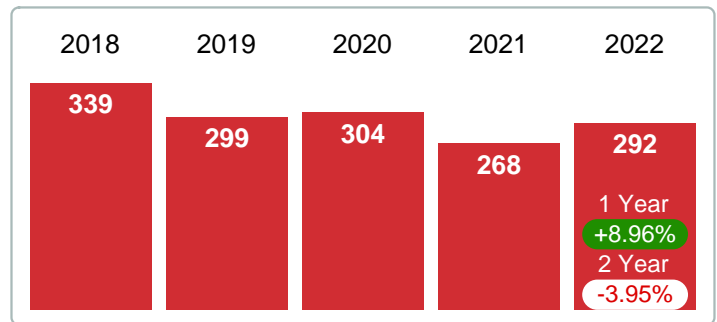
## NEW LISTINGS

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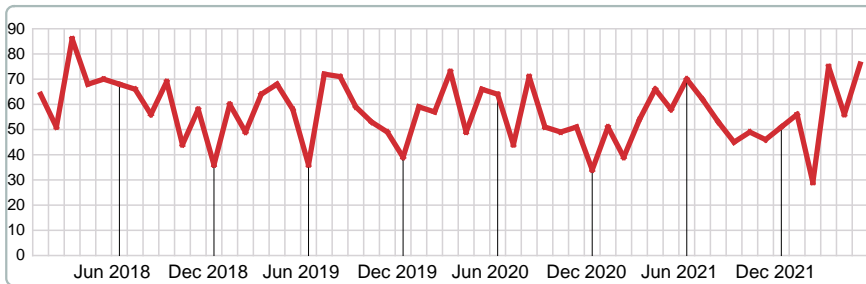
### MAY



### YEAR TO DATE (YTD)

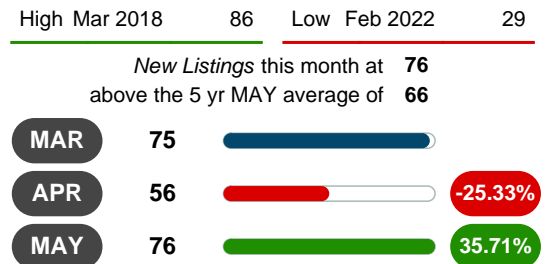


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 66



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$90,000 and less	7	9.21%	5	1	1	0
\$90,001 - \$140,000	10	13.16%	6	4	0	0
\$140,001 - \$180,000	9	11.84%	1	6	2	0
\$180,001 - \$280,000	18	23.68%	2	12	2	2
\$280,001 - \$390,000	14	18.42%	1	5	7	1
\$390,001 - \$690,000	10	13.16%	1	4	4	1
\$690,001 and up	8	10.53%	0	3	2	3
<b>Total New Listed Units</b>	<b>76</b>		<b>16</b>	<b>35</b>	<b>18</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>25,316,849</b>	<b>100%</b>	<b>2.34M</b>	<b>12.83M</b>	<b>6.55M</b>	<b>3.60M</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$146,228</b>	<b>\$366,646</b>	<b>\$363,822</b>	<b>\$513,686</b>

# May 2022



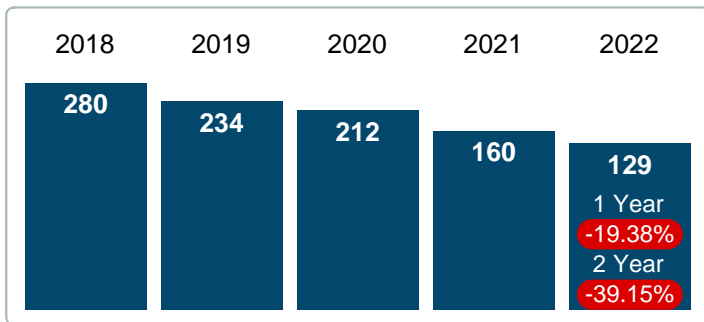
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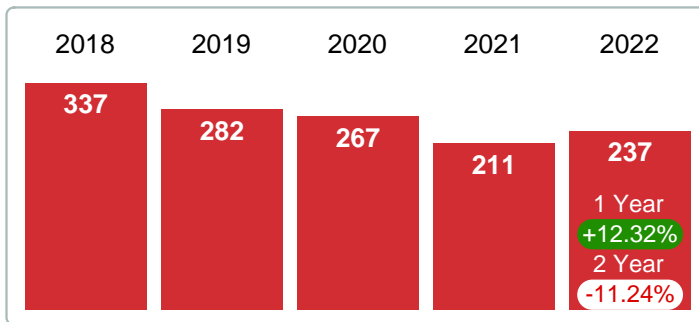
## ACTIVE INVENTORY

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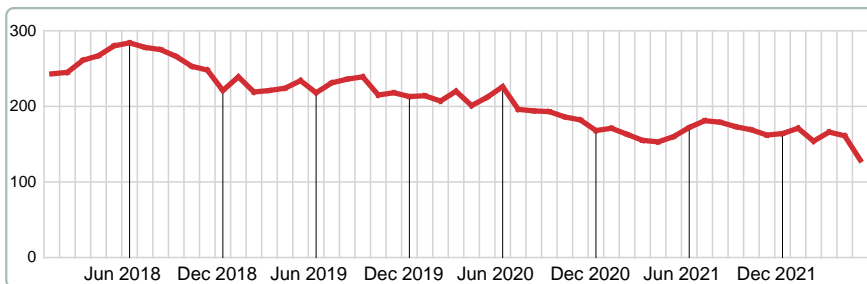
### END OF MAY



### ACTIVE DURING MAY

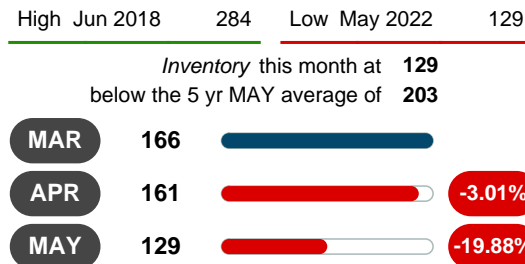


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 203



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.98%	65.6	6	2	1	0
\$75,001 - \$150,000	16	12.40%	61.5	5	8	3	0
\$150,001 - \$225,000	18	13.95%	62.0	6	11	1	0
\$225,001 - \$325,000	33	25.58%	60.5	2	21	5	5
\$325,001 - \$500,000	23	17.83%	85.4	1	11	9	2
\$500,001 - \$775,000	17	13.18%	58.5	0	8	6	3
\$775,001 and up	13	10.08%	115.0	0	5	1	7
<b>Total Active Inventory by Units</b>	<b>129</b>			<b>20</b>	<b>66</b>	<b>26</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>61,291,025</b>	<b>100%</b>	<b>70.9</b>	<b>2.96M</b>	<b>27.04M</b>	<b>10.09M</b>	<b>21.19M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$475,124</b>			<b>\$147,940</b>	<b>\$409,771</b>	<b>\$388,250</b>	<b>\$1,246,637</b>

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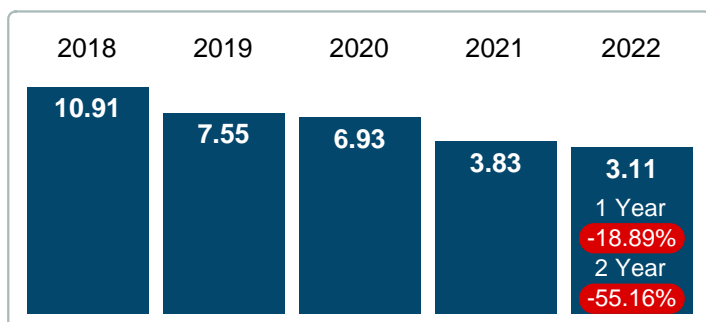
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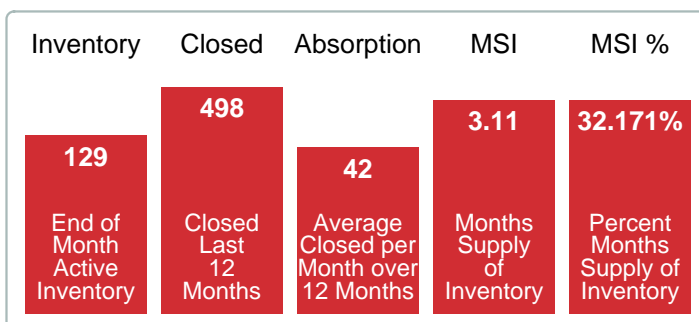
## MONTHS SUPPLY of INVENTORY (MSI)

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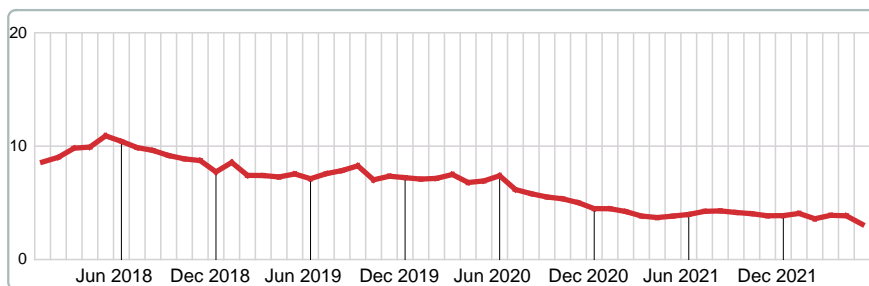
### MSI FOR MAY



### INDICATORS FOR MAY 2022

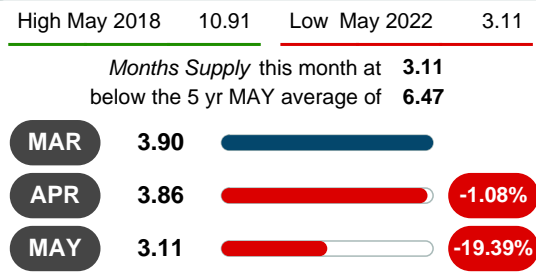


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 6.47



### 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
\$75,000 and less	9	6.98%	1.71	2.40	0.75	12.00	0.00
\$75,001 - \$150,000	16	12.40%	1.28	1.33	1.00	4.00	0.00
\$150,001 - \$225,000	18	13.95%	1.96	6.00	1.59	1.00	0.00
\$225,001 - \$325,000	33	25.58%	3.84	1.50	3.76	3.16	60.00
\$325,001 - \$500,000	23	17.83%	6.13	6.00	4.71	9.00	8.00
\$500,001 - \$775,000	17	13.18%	11.33	0.00	16.00	18.00	9.00
\$775,001 and up	13	10.08%	17.33	0.00	20.00	6.00	21.00
Market Supply of Inventory (MSI)	3.11			2.20	2.51	5.29	13.60
Total Active Inventory by Units	129	100%	3.11	20	66	26	17

# May 2022



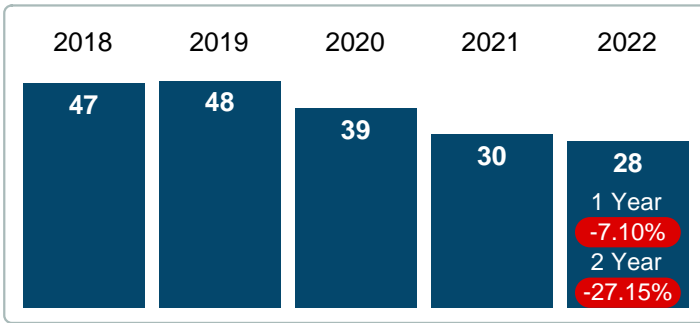
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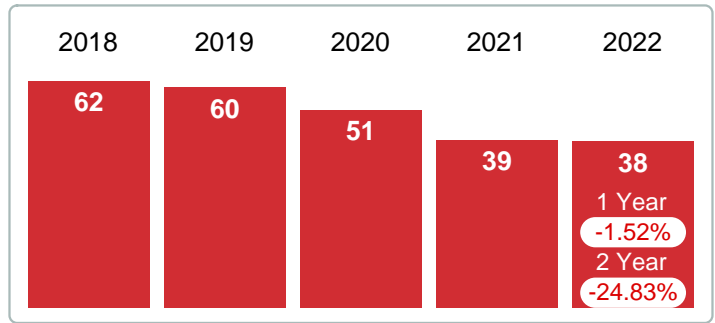
## AVERAGE DAYS ON MARKET TO SALE

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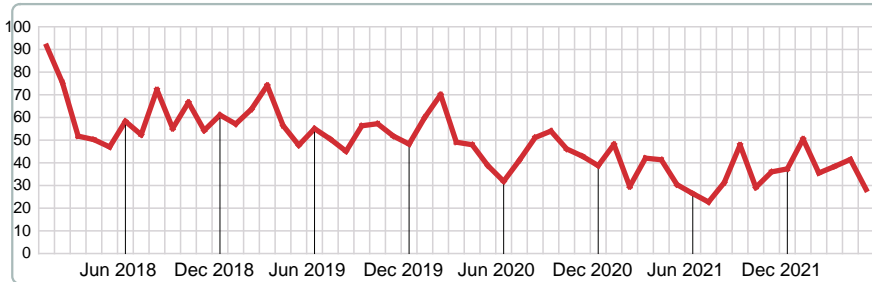
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

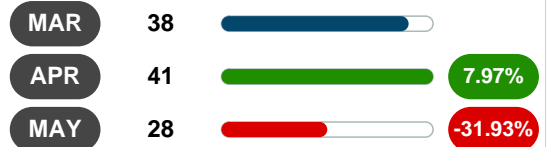


### 3 MONTHS

5 year MAY AVG = 38

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 28 below the 5 yr MAY average of 38



### 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	4.65%	69	69	0	0	0
\$50,001 - \$75,000	9.30%	20	3	25	0	0
\$75,001 - \$125,000	20.93%	9	12	5	0	0
\$125,001 - \$175,000	16.28%	25	22	28	0	0
\$175,001 - \$250,000	27.91%	30	5	31	40	14
\$250,001 - \$400,000	9.30%	36	46	18	0	61
\$400,001 and up	11.63%	48	0	116	2	3
<b>Average Closed DOM</b>		<b>28</b>	<b>24</b>	<b>32</b>	<b>31</b>	<b>20</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>28</b>	<b>13</b>	<b>22</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,812,850</b>	<b>1.66M</b>	<b>5.31M</b>	<b>1.14M</b>	<b>3.71M</b>



# May 2022



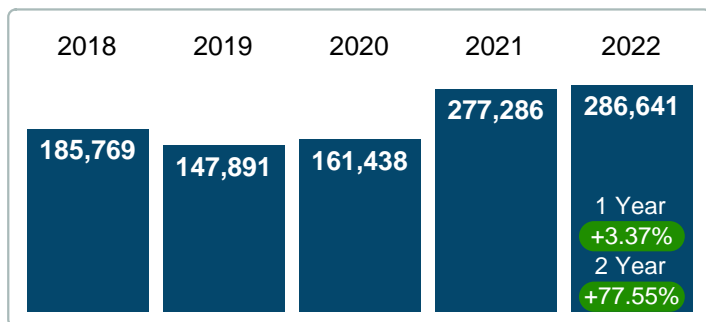
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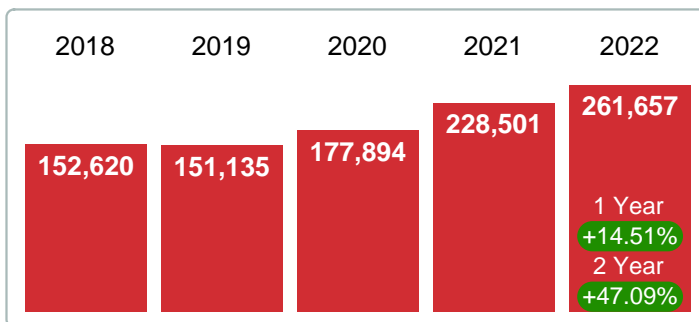
## AVERAGE LIST PRICE AT CLOSING

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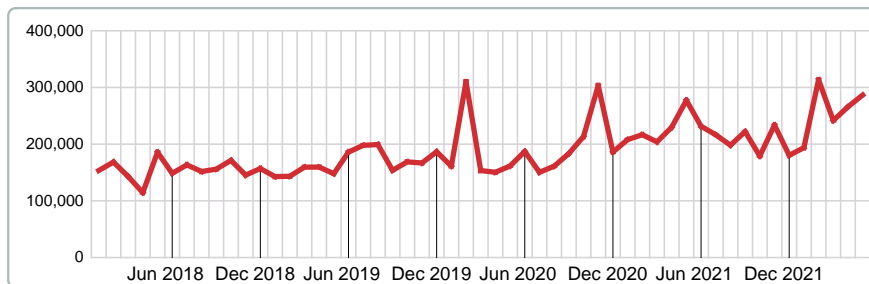
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 211,805

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

Average List Price at Closing this month at **286,641**  
above the 5 yr MAY average of **211,805**

MAR	241,665	<div style="width: 80%;"></div>
APR	265,865	<div style="width: 90%;"></div> 10.01%
MAY	286,641	<div style="width: 100%;"></div> 7.81%

### 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	2	4.65%	33,350	0	0	0
\$50,001 - \$75,000	4	9.30%	69,000	65,800	0	0
\$75,001 - \$125,000	9	20.93%	100,160	104,725	0	0
\$125,001 - \$175,000	7	16.28%	139,933	163,600	0	0
\$175,001 - \$250,000	11	25.58%	240,000	197,693	242,933	204,500
\$250,001 - \$400,000	4	9.30%	475,000	322,200	0	399,999
\$400,001 and up	6	13.95%	1,066,167	0	0	0
<b>Average List Price</b>		<b>286,641</b>	<b>136,254</b>	<b>245,861</b>	<b>285,200</b>	<b>1,001,125</b>
<b>Total Closed Units</b>		<b>43</b>	<b>13</b>	<b>22</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>12,325,549</b>	<b>1.77M</b>	<b>5.41M</b>	<b>1.14M</b>	<b>4.00M</b>



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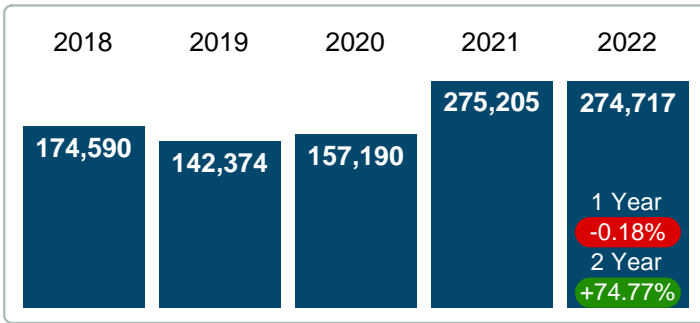
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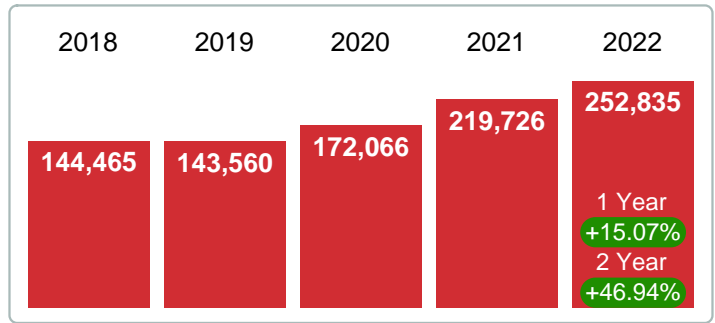
## AVERAGE SOLD PRICE AT CLOSING

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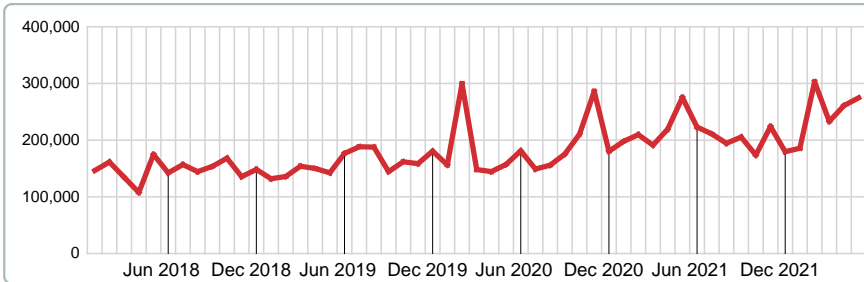
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

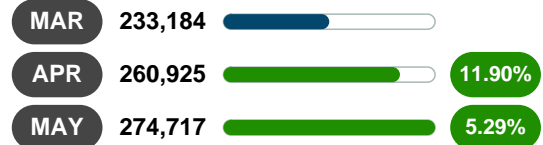


### 3 MONTHS

5 year MAY AVG = 204,815

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

Average Sold Price at Closing this month at **274,717** above the 5 yr MAY average of **204,815**



### 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	4.65%	24,500	24,500	0	0	0
\$50,001 - \$75,000	9.30%	65,025	67,600	64,167	0	0
\$75,001 - \$125,000	20.93%	99,978	97,500	103,075	0	0
\$125,001 - \$175,000	16.28%	149,414	141,633	155,250	0	0
\$175,001 - \$250,000	27.91%	213,004	240,000	200,579	241,333	188,000
\$250,001 - \$400,000	9.30%	351,250	395,000	321,000	0	368,000
\$400,001 and up	11.63%	1,119,400		01,017,500	412,000	1,575,000
<b>Average Sold Price</b>		<b>274,717</b>	<b>128,000</b>	<b>241,220</b>	<b>284,000</b>	<b>926,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>274,717</b>	<b>13</b>	<b>22</b>	<b>4</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,812,850</b>	<b>1.66M</b>	<b>5.31M</b>	<b>1.14M</b>	<b>3.71M</b>

# May 2022



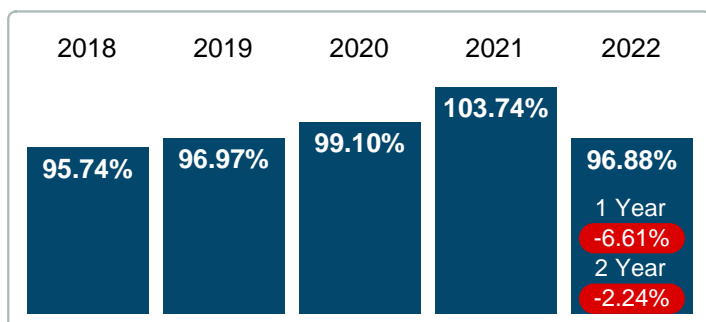
Area Delimited by County Of Mayes - Residential Property Type



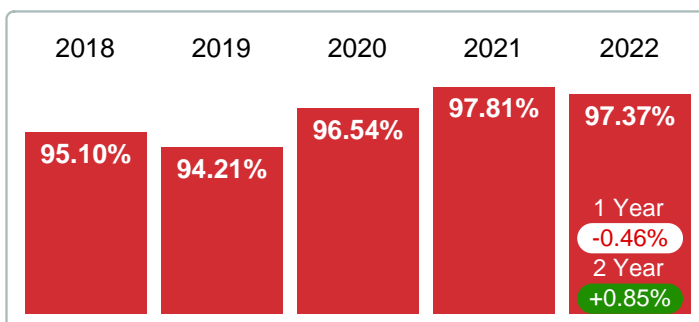
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 13, 2022 for MLS Technology Inc.

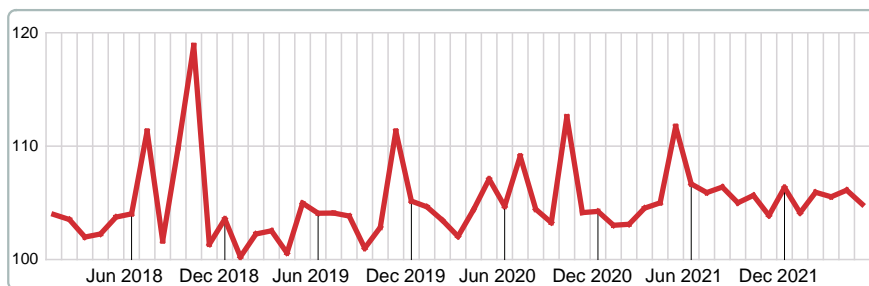
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

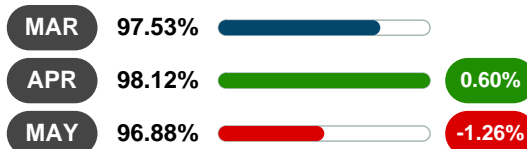


### 3 MONTHS

5 year MAY AVG = 98.49%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.88%**  
below the 5 yr MAY average of **98.49%**



### 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	2	4.65%	70.04%	70.04%	0.00%	0.00%	0.00%
\$50,001 - \$75,000	4	9.30%	97.35%	97.97%	97.14%	0.00%	0.00%
\$75,001 - \$125,000	9	20.93%	98.13%	97.98%	98.31%	0.00%	0.00%
\$125,001 - \$175,000	7	16.28%	99.15%	101.26%	97.57%	0.00%	0.00%
\$175,001 - \$250,000	12	27.91%	100.16%	100.00%	101.71%	99.33%	91.93%
\$250,001 - \$400,000	4	9.30%	93.60%	83.16%	99.63%	0.00%	92.00%
\$400,001 and up	5	11.63%	96.54%	0.00%	96.45%	100.00%	94.90%
Average Sold/List Ratio		96.90%		93.45%	99.05%	99.50%	93.43%
Total Closed Units		43	100%	13	22	4	4
Total Closed Volume		11,812,850		1.66M	5.31M	1.14M	3.71M

# May 2022



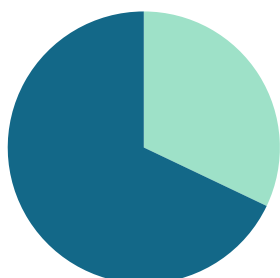
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

### INVENTORY

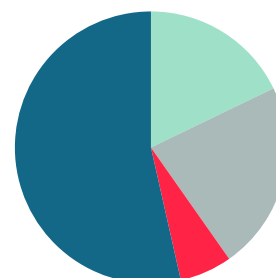


**Inventory**  
 New Listings  
**76 = 32.07%**  
 Start Inventory  
**161**  
 Total Inventory Units  
**237**  
 Volume  
**\$93,759,823**

### Market Activity

Closed Sales  
**43 = 17.84%**  
 Pending Sales  
**54 = 22.41%**  
 Other Off Market  
**15 = 6.22%**  
 Active Inventory  
**129 = 53.53%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	46	43	-6.52%	209	199	-4.78%
Pending Sales	46	54	17.39%	235	224	-4.68%
New Listings	58	76	31.03%	268	292	8.96%
Average List Price	277,286	286,641	3.37%	228,501	261,657	14.51%
Average Sale Price	275,205	274,717	-0.18%	219,726	252,835	15.07%
Average Percent of Selling Price to List Price	103.74%	96.88%	-6.61%	97.81%	97.37%	-0.46%
Average Days on Market to Sale	30.39	28.23	-7.10%	38.72	38.14	-1.52%
Monthly Inventory	160	129	-19.38%	160	129	-19.38%
Months Supply of Inventory	3.83	3.11	-18.89%	3.83	3.11	-18.89%

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

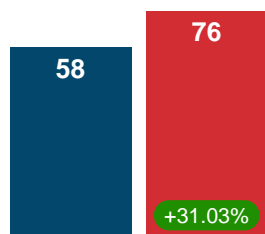
**Inventory** on May 31, 2022 = **129**

**2021** **2022**

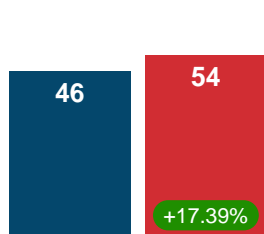
### MAY MARKET

### AVERAGE PRICES

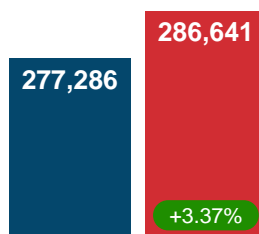
#### New Listings



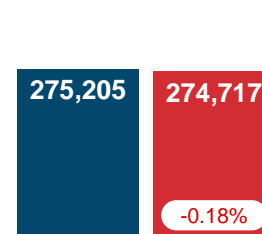
#### Pending Listings



#### List Price



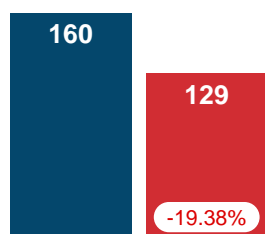
#### Sale Price



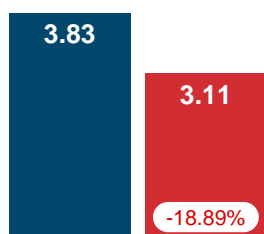
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

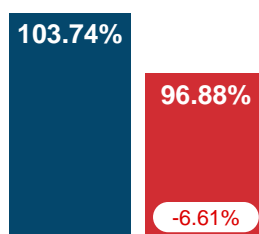
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

