

December 2020



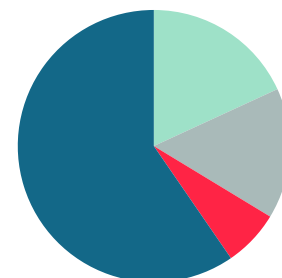
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	22	35	59.09%
Pending Listings	22	30	36.36%
New Listings	39	34	-12.82%
Average List Price	186,581	186,131	-0.24%
Average Sale Price	180,522	180,331	-0.11%
Average Percent of Selling Price to List Price	97.15%	96.25%	-0.94%
Average Days on Market to Sale	48.27	38.74	-19.74%
End of Month Inventory	185	115	-37.84%
Months Supply of Inventory	6.27	3.07	-50.99%



■ Closed (18.13%)
■ Pending (15.54%)
■ Other OffMarket (6.74%)
■ Active (59.59%)

Absorption: Last 12 months, an Average of **37** Sales/Month
Active Inventory as of December 31, 2020 = **115**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **37.84%** to 115 existing homes available for sale. Over the last 12 months this area has had an average of 37 closed sales per month. This represents an unsold inventory index of **3.07** 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 **0.11%** in December 2020 to \$180,331 versus the previous year at \$180,522.

Average Days on Market Shortens

The average number of **38.74** days that homes spent on the market before selling decreased by 9.53 days or **19.74%** in December 2020 compared to last year's same month at **48.27** DOM.

Sales Success for December 2020 is Positive

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

There were 34 New Listings in December 2020, down **12.82%** from last year at 39. Furthermore, there were 35 Closed Listings this month versus last year at 22, a **59.09%** increase.

Closed versus Listed trends yielded a **102.9%** ratio, up from previous year's, December 2019, at **56.4%**, a **82.49%** upswing. This will certainly create pressure on a decreasing Monthly 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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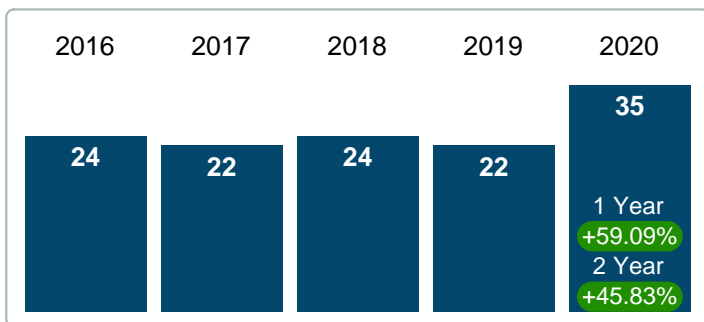
Area Delimited by County Of Mayes - Residential Property Type



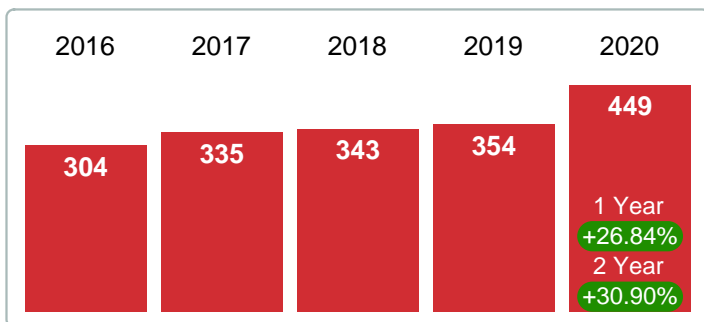
CLOSED LISTINGS

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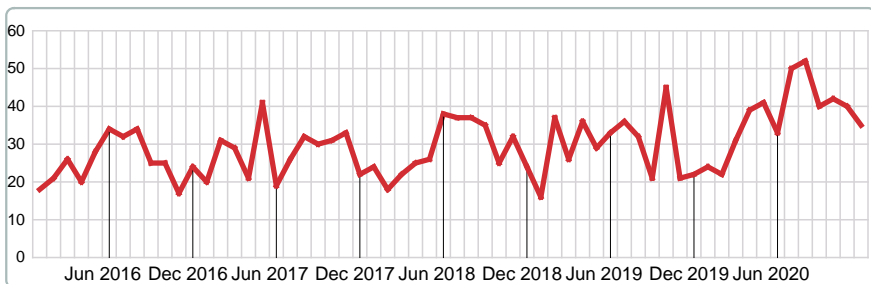
DECEMBER



YEAR TO DATE (YTD)

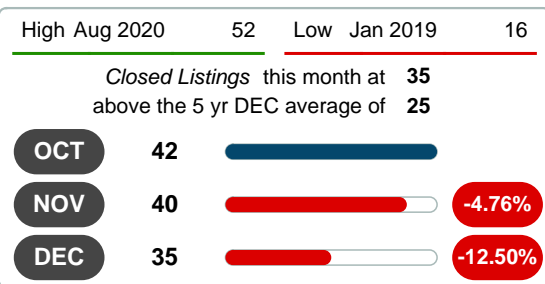


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 25



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	5	14.29%	23.0	2	1	2	0
\$50,001 - \$100,000	8	22.86%	71.8	1	7	0	0
\$100,001 - \$150,000	8	22.86%	29.4	0	8	0	0
\$150,001 - \$225,000	5	14.29%	37.2	2	3	0	0
\$225,001 - \$325,000	5	14.29%	31.2	0	4	1	0
\$325,001 and up	4	11.43%	22.5	0	0	2	2
Total Closed Units	35			5	23	5	2
Total Closed Volume	6,311,598	100%	38.7	492.00K	3.18M	1.30M	1.34M
Average Closed Price	\$180,331			\$98,400	\$138,069	\$260,300	\$671,250

December 2020



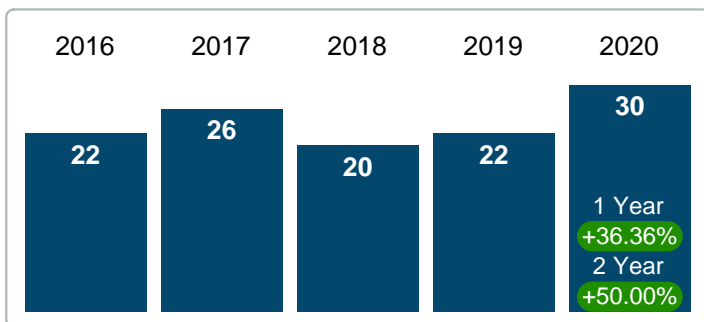
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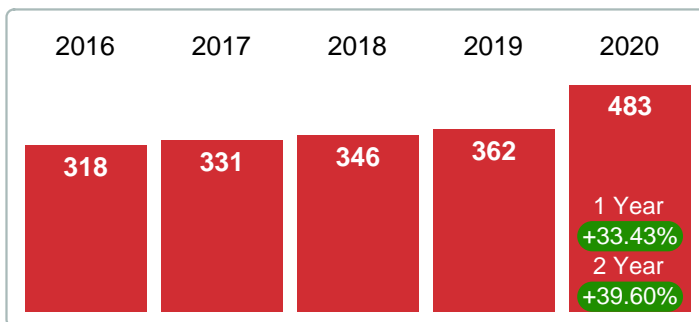
PENDING LISTINGS

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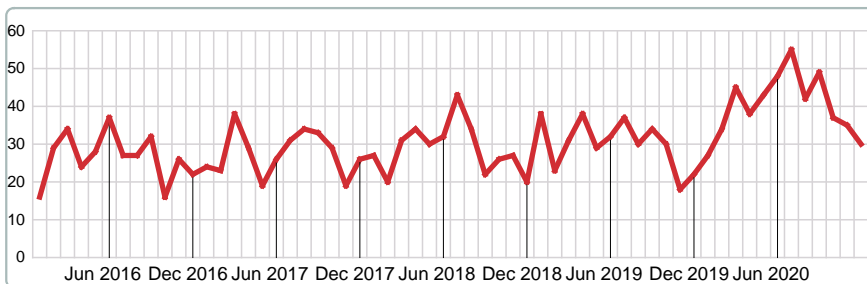
DECEMBER



YEAR TO DATE (YTD)

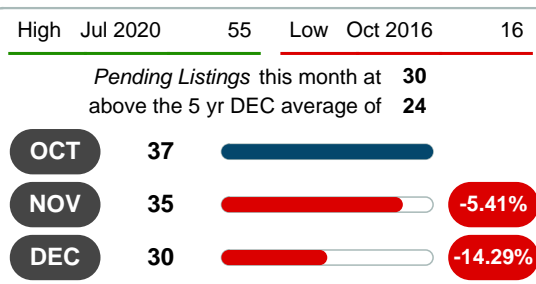


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 24



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	2	6.67%	43.5	0	2	0	0
\$50,001 - \$75,000	3	10.00%	15.7	2	1	0	0
\$75,001 - \$125,000	4	13.33%	79.0	3	1	0	0
\$125,001 - \$175,000	6	20.00%	22.8	0	5	0	1
\$175,001 - \$250,000	8	26.67%	44.9	0	7	1	0
\$250,001 - \$325,000	4	13.33%	7.8	1	1	2	0
\$325,001 and up	3	10.00%	92.7	0	1	2	0
Total Pending Units	30			6	18	5	1
Total Pending Volume	5,734,050	100%	41.0	710.80K	3.37M	1.49M	159.90K
Average Listing Price	\$193,145			\$118,467	\$187,364	\$298,160	\$159,900

December 2020



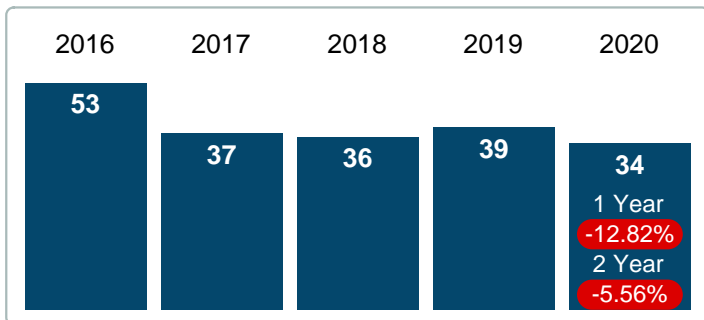
Area Delimited by County Of Mayes - Residential Property Type



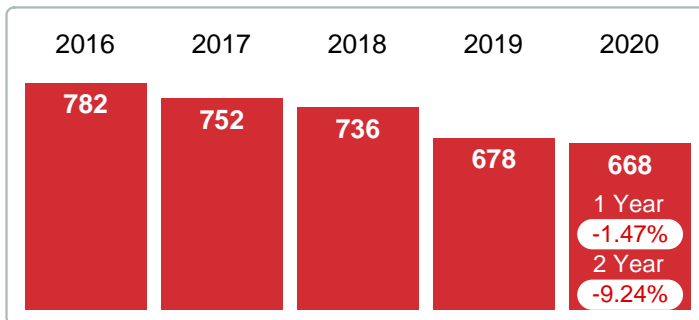
NEW LISTINGS

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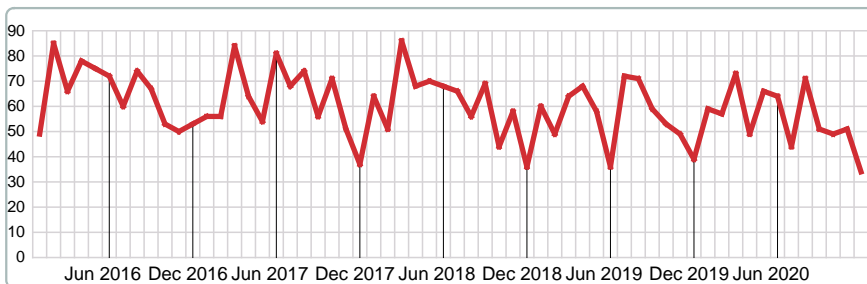
DECEMBER



YEAR TO DATE (YTD)

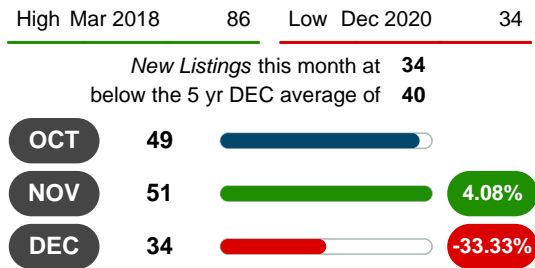


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 40



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	2.94%	0	1	0	0
\$25,001 - \$50,000	4	11.76%	2	2	0	0
\$50,001 - \$100,000	6	17.65%	2	4	0	0
\$100,001 - \$225,000	8	23.53%	4	3	1	0
\$225,001 - \$275,000	7	20.59%	0	4	2	1
\$275,001 - \$350,000	4	11.76%	1	1	2	0
\$350,001 and up	4	11.76%	0	0	2	2
Total New Listed Units	34		9	15	7	3
Total New Listed Volume	8,288,200	100%	1.16M	2.18M	2.95M	2.00M
Average New Listed Listing Price	\$259,400		\$129,133	\$145,313	\$421,329	\$665,667

December 2020



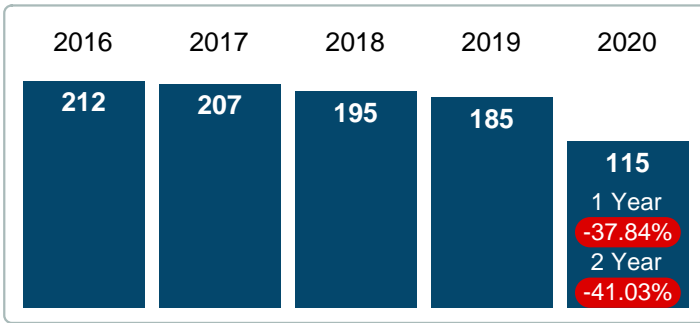
Area Delimited by County Of Mayes - Residential Property Type



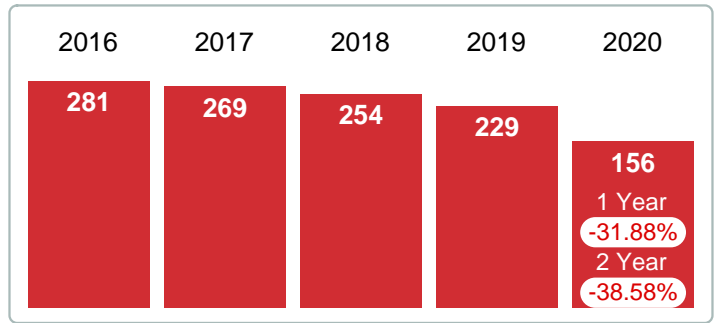
ACTIVE INVENTORY

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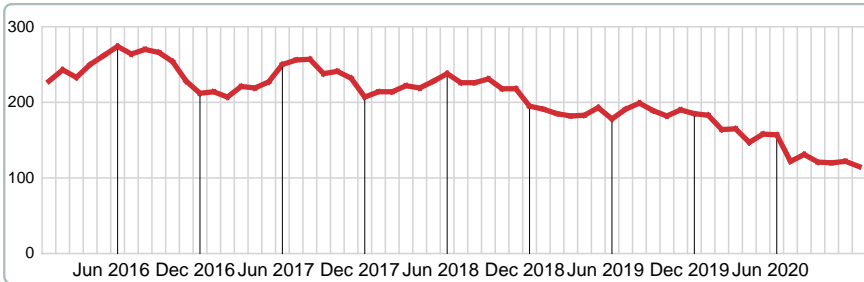
END OF DECEMBER



ACTIVE DURING DECEMBER

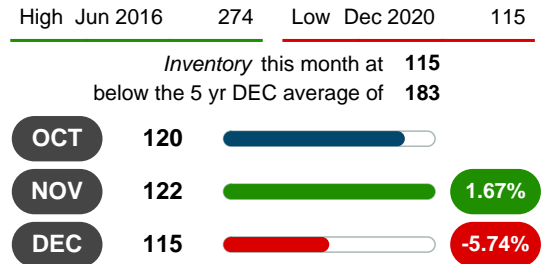


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 183



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	6.09%	64.6	4	3	0	0
\$50,001 - \$100,000	18	15.65%	72.6	5	12	1	0
\$100,001 - \$150,000	15	13.04%	83.0	4	7	3	1
\$150,001 - \$250,000	28	24.35%	79.4	3	17	6	2
\$250,001 - \$400,000	21	18.26%	83.3	1	11	8	1
\$400,001 - \$875,000	14	12.17%	116.1	1	5	5	3
\$875,001 and up	12	10.43%	81.3	0	2	4	6
Total Active Inventory by Units	115			18	57	27	13
Total Active Inventory by Volume	42,454,847	100%	83.3	2.56M	13.90M	11.57M	14.43M
Average Active Inventory Listing Price	\$369,173			\$142,017	\$243,833	\$428,548	\$1,109,942

December 2020



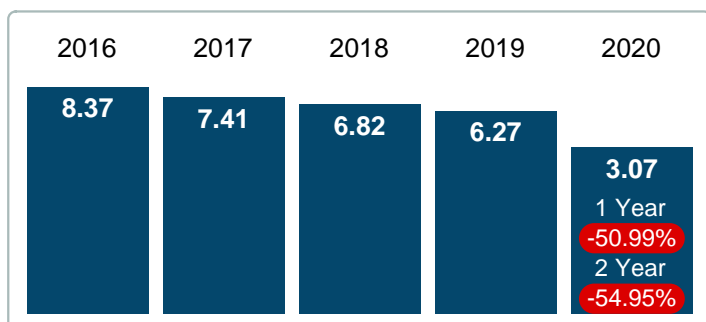
Area Delimited by County Of Mayes - Residential Property Type



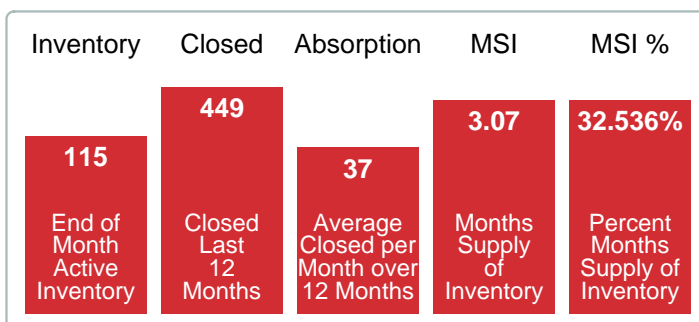
MONTHS SUPPLY of INVENTORY (MSI)

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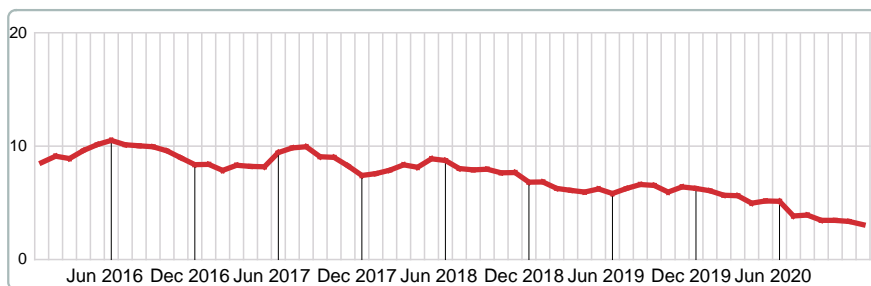
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

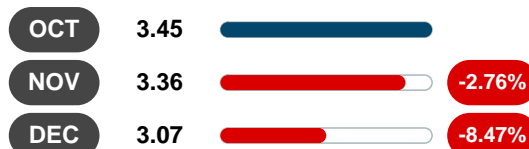


3 MONTHS

5 year DEC AVG = 6.39

High Jun 2016 10.50 Low Dec 2020 3.07

Months Supply this month at **3.07**
below the 5 yr DEC average of **6.39**



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
\$50,000 and less	7	6.09%	2.00	2.29	2.25	0.00	0.00
\$50,001 - \$100,000	18	15.65%	2.32	2.61	2.15	4.00	0.00
\$100,001 - \$150,000	15	13.04%	1.62	3.69	0.93	5.14	12.00
\$150,001 - \$250,000	28	24.35%	2.71	3.00	2.37	2.77	0.00
\$250,001 - \$400,000	21	18.26%	5.25	2.40	5.08	6.40	6.00
\$400,001 - \$875,000	14	12.17%	6.00	6.00	4.62	7.50	7.20
\$875,001 and up	12	10.43%	48.00	0.00	0.00	48.00	36.00
Market Supply of Inventory (MSI)			3.07	2.84	2.30	4.98	15.60
Total Active Inventory by Units		100%	3.07	18	57	27	13

December 2020



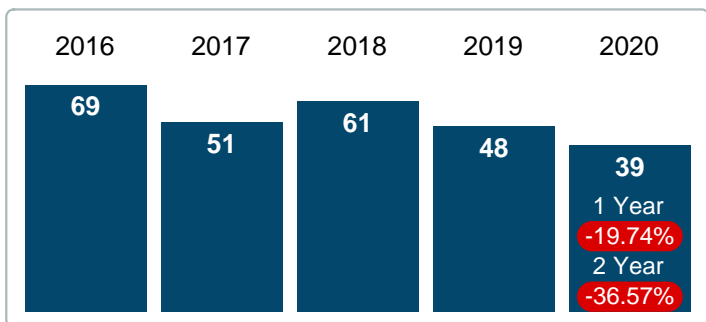
Area Delimited by County Of Mayes - Residential Property Type



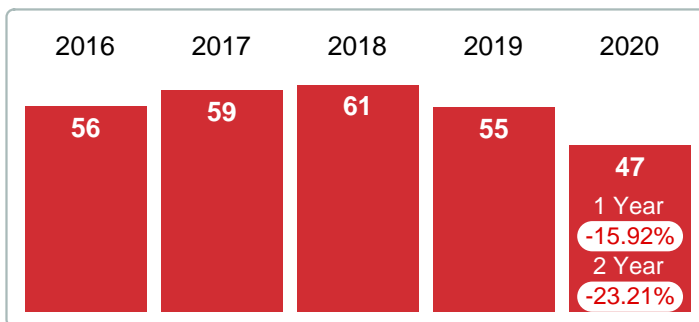
AVERAGE DAYS ON MARKET TO SALE

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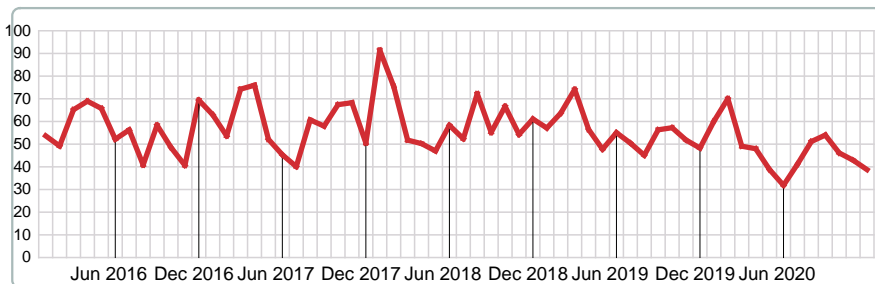
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 54

High Jan 2018 91 Low Jun 2020 32

Average Days on Market to Sale this month at 39 below the 5 yr DEC average of 54



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	14.29%	23	9	8	45	0
\$50,001 - \$100,000	22.86%	72	30	78	0	0
\$100,001 - \$150,000	22.86%	29	0	29	0	0
\$150,001 - \$225,000	14.29%	37	38	37	0	0
\$225,001 - \$325,000	14.29%	31	0	39	1	0
\$325,001 and up	11.43%	23	0	0	40	5
Average Closed DOM		39				
Total Closed Units	100%	39	5	23	5	2
Total Closed Volume		6,311,598	492.00K	3.18M	1.30M	1.34M

December 2020



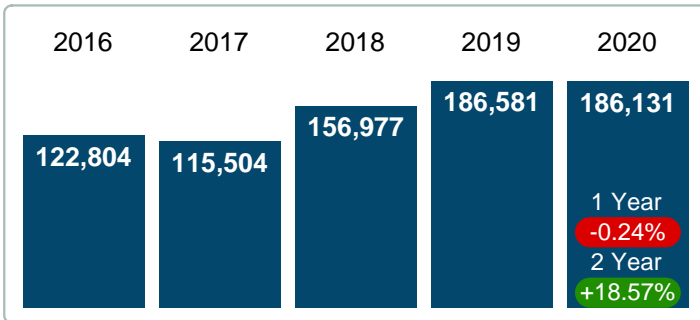
Area Delimited by County Of Mayes - Residential Property Type



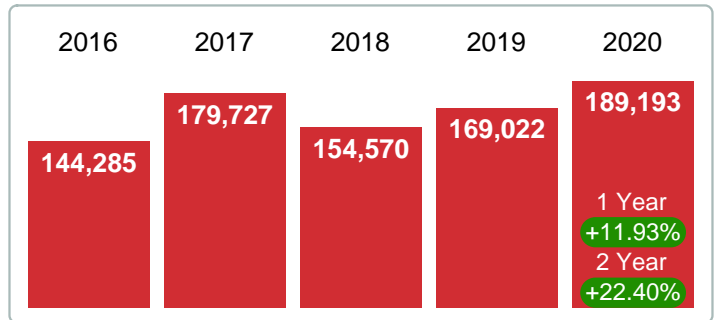
AVERAGE LIST PRICE AT CLOSING

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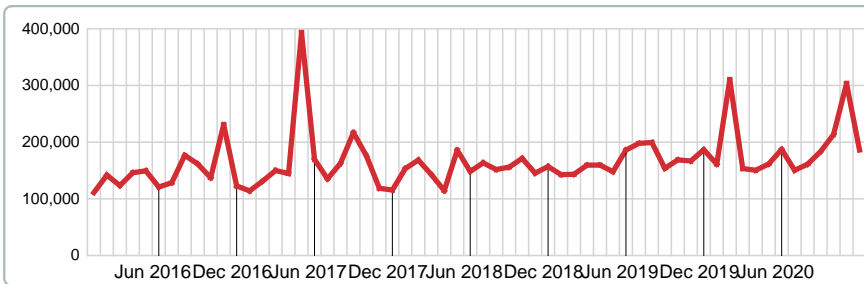
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

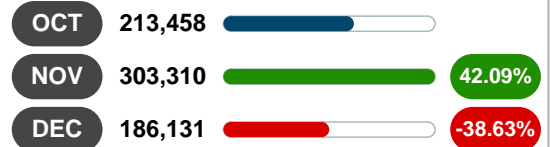


3 MONTHS

5 year DEC AVG = 153,600

High May 2017 393,277 Low Jan 2016 111,008

Average List Price at Closing this month at **186,131**
above the 5 yr DEC average of **153,600**



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
\$25,000 and less	0	0.00%	0	0	0	0	0
\$25,001 - \$50,000	4	11.43%	43,350	39,450	44,500	60,000	0
\$50,001 - \$100,000	8	22.86%	73,913	51,500	82,471	0	0
\$100,001 - \$150,000	8	22.86%	128,461	0	135,649	0	0
\$150,001 - \$225,000	7	20.00%	187,686	187,500	184,600	0	0
\$225,001 - \$325,000	3	8.57%	241,333	0	252,250	265,000	0
\$325,001 and up	5	14.29%	536,880	0	0	489,700	687,500
Average List Price			186,131	101,080	142,165	272,880	687,500
Total Closed Units		100%	186,131	5	23	5	2
Total Closed Volume				505.40K	3.27M	1.36M	1.38M

December 2020



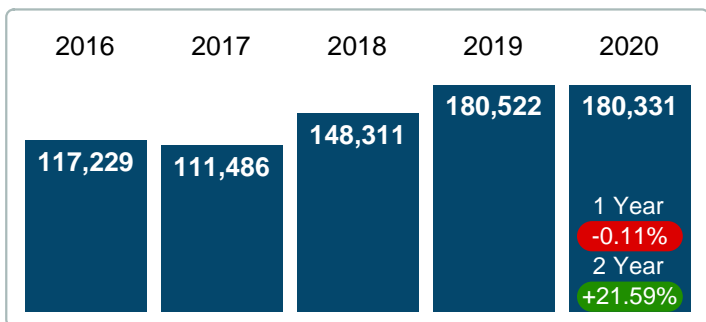
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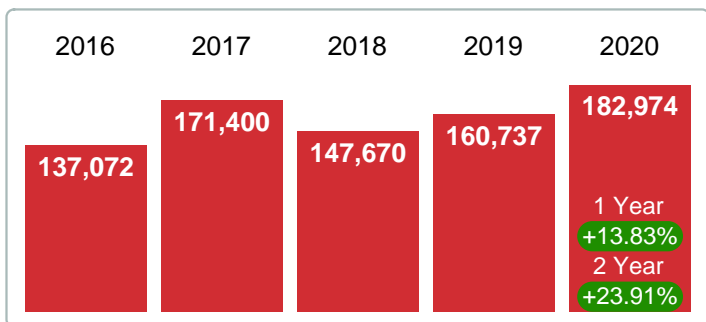
AVERAGE SOLD PRICE AT CLOSING

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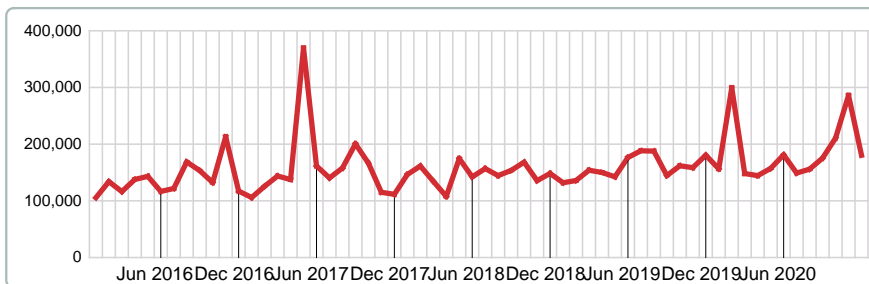
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

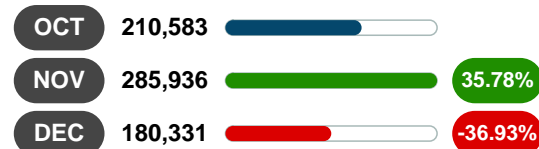


3 MONTHS

5 year DEC AVG = 147,576

High May 2017 369,501 Low Jan 2016 105,578

Average Sold Price at Closing this month at **180,331** above the 5 yr DEC average of **147,576**



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$50,000	14.29%	42,922	36,000	45,008	48,800	0
\$50,001 - \$100,000	22.86%	75,050	51,000	78,486	0	0
\$100,001 - \$150,000	22.86%	128,349	0	128,349	0	0
\$150,001 - \$225,000	14.29%	182,880	184,500	181,800	0	0
\$225,001 - \$325,000	14.29%	254,800	0	252,250	265,000	0
\$325,001 and up	11.43%	570,350	0	0	469,450	671,250
Average Sold Price		180,331	98,400	138,069	260,300	671,250
Total Closed Units	100%	180,331	5	23	5	2
Total Closed Volume		6,311,598	492.00K	3.18M	1.30M	1.34M

December 2020



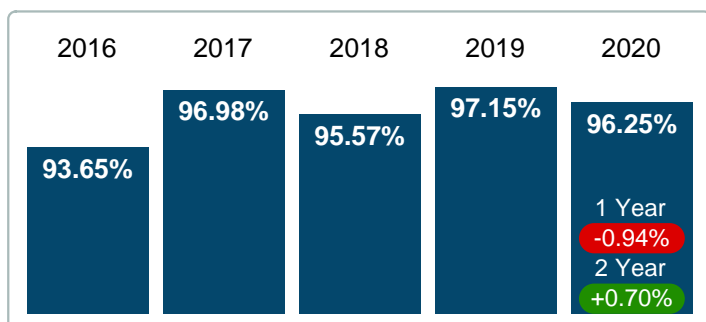
Area Delimited by County Of Mayes - Residential Property Type



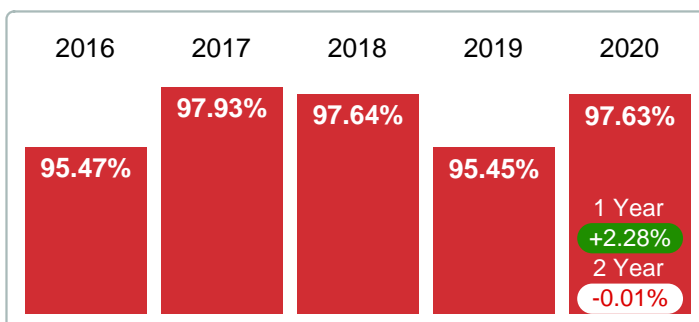
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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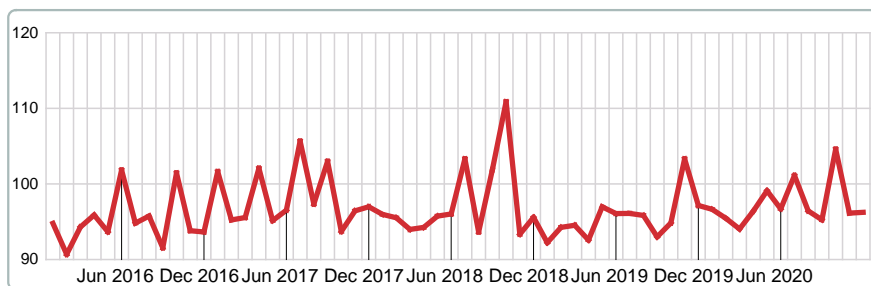
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

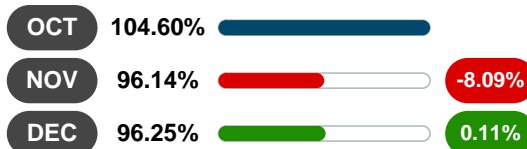


3 MONTHS

5 year DEC AVG = 95.92%

High Oct 2018 110.88% Low Feb 2016 90.69%

Average Sold/List Ratio this month at **96.25%**
equal to 5 yr DEC average of **95.92%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	5	14.29%	90.06%	91.27%	101.14%	83.31%	0.00%
\$50,001 - \$100,000	8	22.86%	96.90%	99.03%	96.60%	0.00%	0.00%
\$100,001 - \$150,000	8	22.86%	94.97%	0.00%	94.97%	0.00%	0.00%
\$150,001 - \$225,000	5	14.29%	98.45%	98.46%	98.44%	0.00%	0.00%
\$225,001 - \$325,000	5	14.29%	100.30%	0.00%	100.38%	100.00%	0.00%
\$325,001 and up	4	11.43%	97.39%	0.00%	0.00%	96.83%	97.96%
Average Sold/List Ratio		96.20%		95.70%	97.13%	92.06%	97.96%
Total Closed Units		35	100%	5	23	5	2
Total Closed Volume		6,311,598		492.00K	3.18M	1.30M	1.34M

December 2020



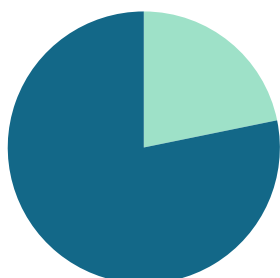
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

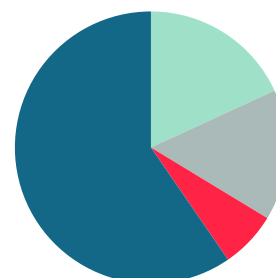


Inventory
 New Listings
34 = 21.79%
 Start Inventory
122
 Total Inventory Units
156
 Volume
\$51,627,297

Market Activity

Closed Sales
35 = 18.13%
 Pending Sales
30 = 15.54%
 Other Off Market
13 = 6.74%
 Active Inventory
115 = 59.59%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	22	35	59.09%	354	449	26.84%
Pending Sales	22	30	36.36%	362	483	33.43%
New Listings	39	34	-12.82%	678	668	-1.47%
Average List Price	186,581	186,131	-0.24%	169,022	189,193	11.93%
Average Sale Price	180,522	180,331	-0.11%	160,737	182,974	13.83%
Average Percent of Selling Price to List Price	97.15%	96.25%	-0.94%	95.45%	97.63%	2.28%
Average Days on Market to Sale	48.27	38.74	-19.74%	55.37	46.55	-15.92%
Monthly Inventory	185	115	-37.84%	185	115	-37.84%
Months Supply of Inventory	6.27	3.07	-50.99%	6.27	3.07	-50.99%

Absorption: Last 12 months, an Average of **37** Sales/Month

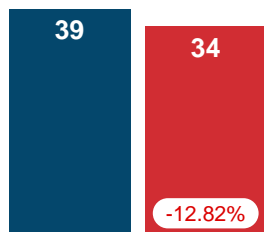
Inventory on December 31, 2020 = **115**

2019 **2020**

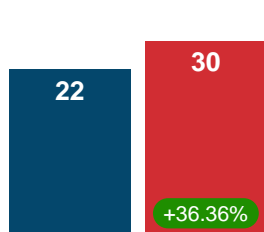
DECEMBER MARKET

AVERAGE PRICES

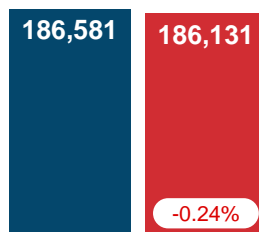
New Listings



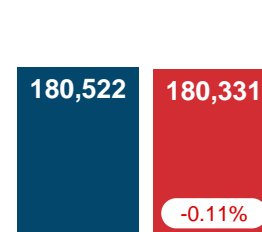
Pending Listings



List Price



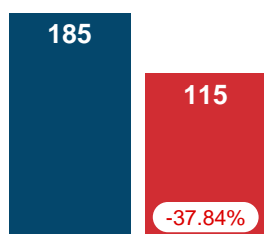
Sale Price



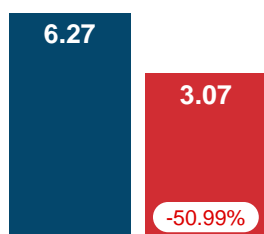
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

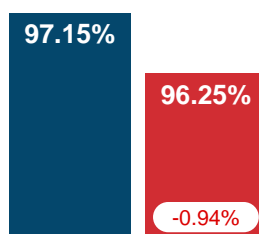
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

