

# April 2021



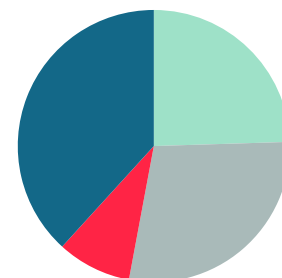
Area Delimited by County Of Mayes - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	39	50	28.21%
Pending Listings	38	58	52.63%
New Listings	49	66	34.69%
Average List Price	150,388	229,808	52.81%
Average Sale Price	144,503	219,278	51.75%
Average Percent of Selling Price to List Price	96.40%	97.00%	0.62%
Average Days on Market to Sale	47.97	41.36	-13.79%
End of Month Inventory	147	78	-46.94%
Months Supply of Inventory	4.97	1.89	-62.02%



■ Closed (24.51%)  
■ Pending (28.43%)  
■ Other OffMarket (8.82%)  
■ Active (38.24%)

**Absorption:** Last 12 months, an Average of **41** Sales/Month  
**Active Inventory** as of April 30, 2021 = **78**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **46.94%** to 78 existing homes available for sale. Over the last 12 months this area has had an average of 41 closed sales per month. This represents an unsold inventory index of **1.89** 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 **51.75%** in April 2021 to \$219,278 versus the previous year at \$144,503.

#### Average Days on Market Shortens

The average number of **41.36** days that homes spent on the market before selling decreased by 6.61 days or **13.79%** in April 2021 compared to last year's same month at **47.97** DOM.

#### Sales Success for April 2021 is Positive

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

There were 66 New Listings in April 2021, up **34.69%** from last year at 49. Furthermore, there were 50 Closed Listings this month versus last year at 39, a **28.21%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, down from previous year's, April 2020, at **79.6%**, a **4.82%** 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

# April 2021



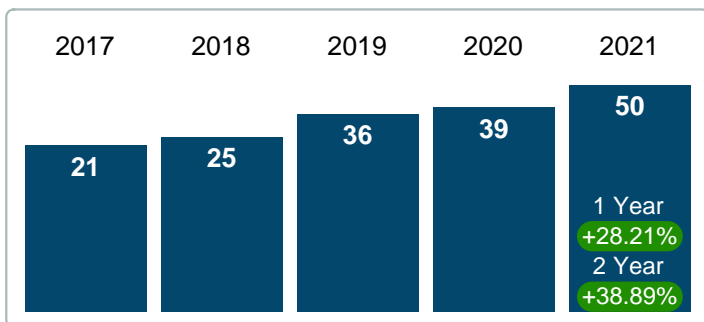
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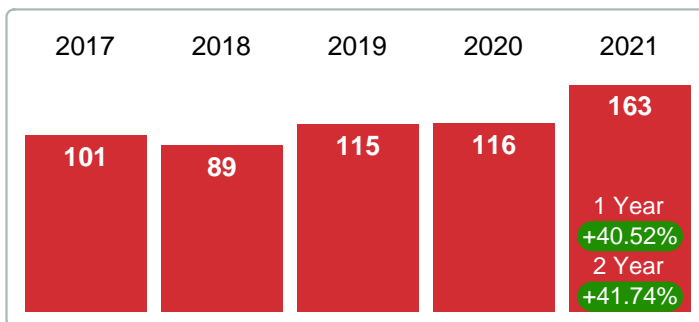
## CLOSED LISTINGS

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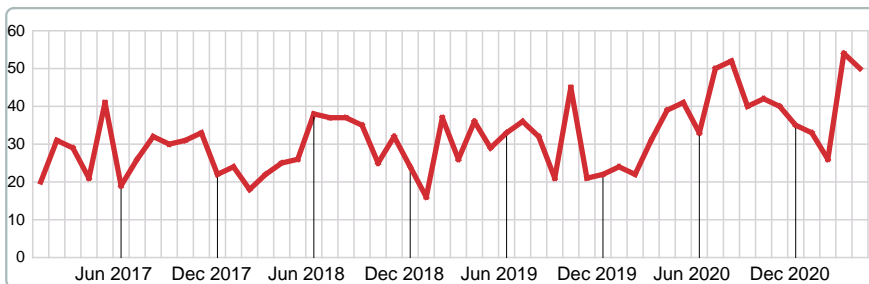
### APRIL



### YEAR TO DATE (YTD)

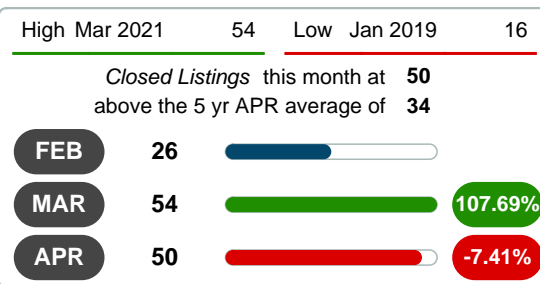


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 34



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	12.00%	32.5	0	6	0	0
\$75,001 - \$100,000	3	6.00%	32.0	2	1	0	0
\$100,001 - \$125,000	9	18.00%	47.1	4	1	4	0
\$125,001 - \$200,000	13	26.00%	42.2	2	9	1	1
\$200,001 - \$250,000	6	12.00%	10.0	1	4	1	0
\$250,001 - \$550,000	9	18.00%	38.1	0	7	2	0
\$550,001 and up	4	8.00%	100.3	0	1	1	2
<b>Total Closed Units</b>	<b>50</b>			<b>9</b>	<b>29</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,963,888</b>	<b>100%</b>	<b>41.4</b>	<b>1.18M</b>	<b>5.92M</b>	<b>2.28M</b>	<b>1.58M</b>
<b>Average Closed Price</b>	<b>\$219,278</b>			<b>\$131,444</b>	<b>\$204,051</b>	<b>\$253,600</b>	<b>\$527,000</b>

# April 2021



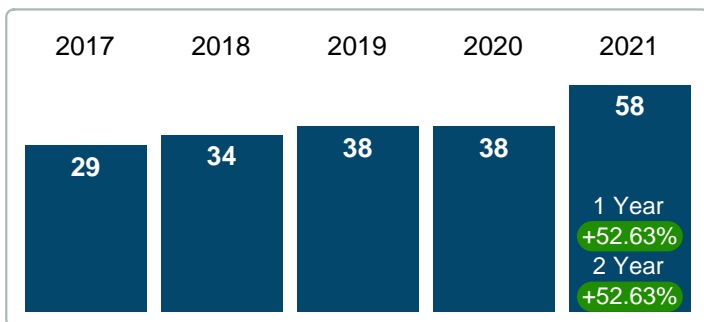
Area Delimited by County Of Mayes - Residential Property Type



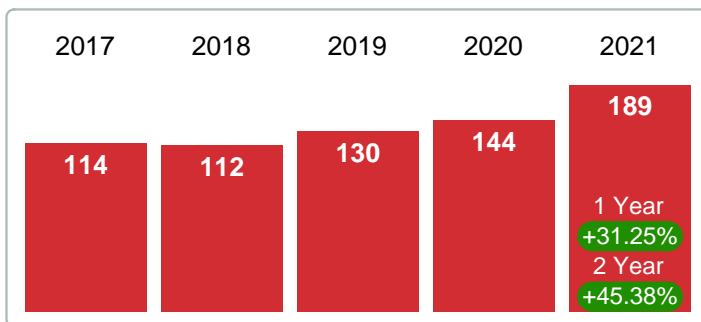
## PENDING LISTINGS

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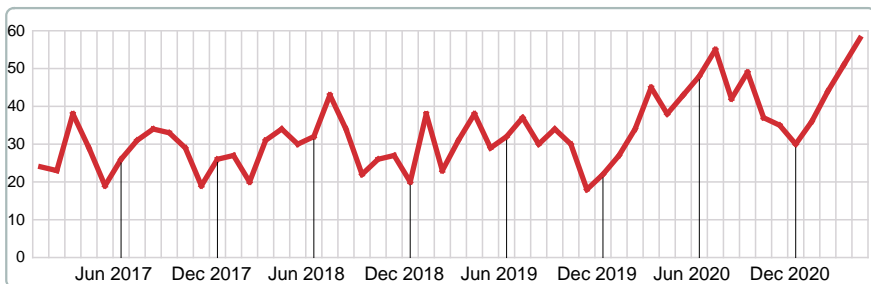
### APRIL



### YEAR TO DATE (YTD)

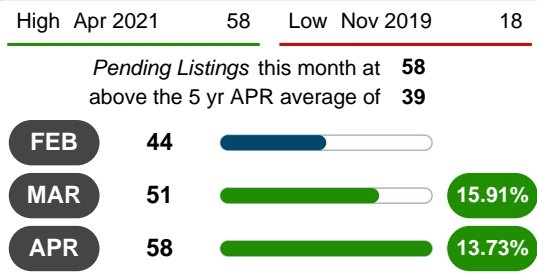


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 39



### 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	3	5.17%	65.0	1	2	0	0
\$50,001 - \$100,000	6	10.34%	34.0	3	3	0	0
\$100,001 - \$125,000	10	17.24%	47.7	3	6	1	0
\$125,001 - \$200,000	16	27.59%	25.3	2	11	3	0
\$200,001 - \$275,000	8	13.79%	29.0	0	6	2	0
\$275,001 - \$450,000	9	15.52%	16.4	0	5	4	0
\$450,001 and up	6	10.34%	18.0	0	4	2	0
<b>Total Pending Units</b>	<b>58</b>			<b>9</b>	<b>37</b>	<b>12</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>13,296,900</b>	<b>100%</b>	<b>30.5</b>	<b>935.00K</b>	<b>8.39M</b>	<b>3.97M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$229,257</b>			<b>\$103,889</b>	<b>\$226,730</b>	<b>\$331,075</b>	<b>\$0</b>

# April 2021



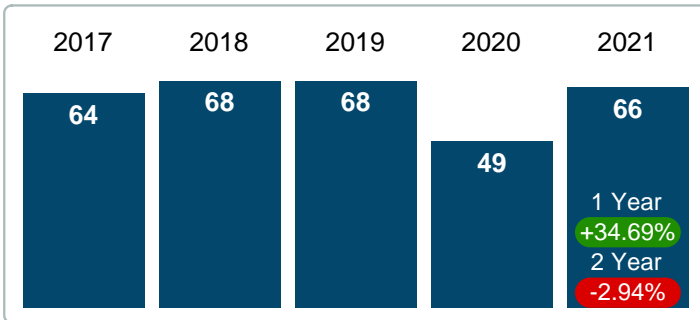
Area Delimited by County Of Mayes - Residential Property Type



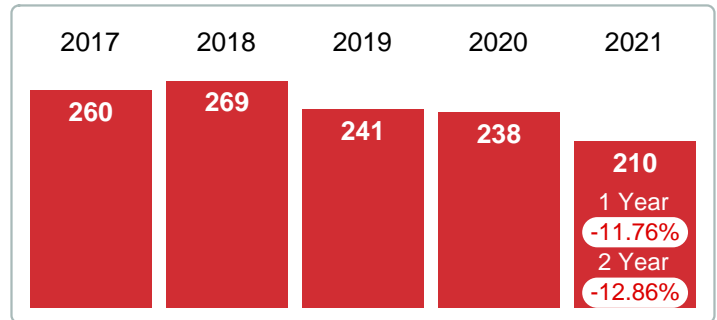
## NEW LISTINGS

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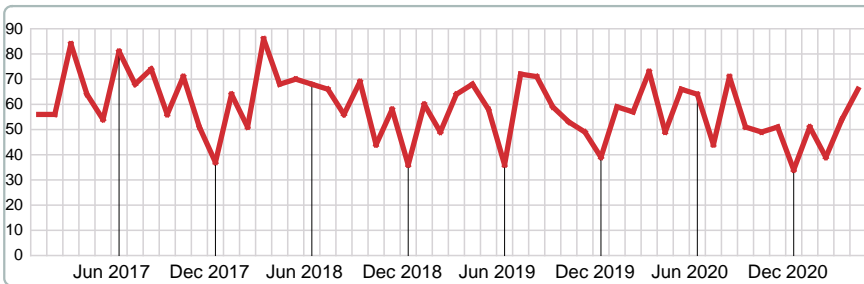
### APRIL



### YEAR TO DATE (YTD)

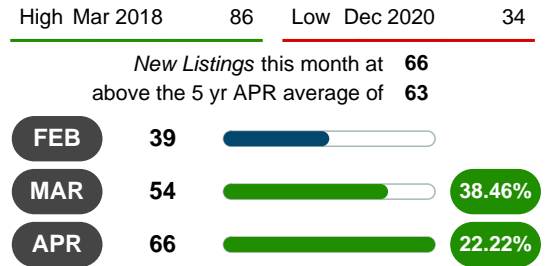


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 63



### 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	5	7.58%	3	2	0	0
\$75,001 - \$125,000	9	13.64%	4	3	2	0
\$125,001 - \$150,000	9	13.64%	2	7	0	0
\$150,001 - \$275,000	17	25.76%	1	13	3	0
\$275,001 - \$375,000	9	13.64%	0	7	1	1
\$375,001 - \$525,000	11	16.67%	1	6	4	0
\$525,001 and up	6	9.09%	1	2	1	2
<b>Total New Listed Units</b>	<b>66</b>		<b>12</b>	<b>40</b>	<b>11</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>20,566,600</b>	<b>100%</b>	<b>2.29M</b>	<b>10.42M</b>	<b>4.49M</b>	<b>3.37M</b>
<b>Average New Listed Listing Price</b>	<b>\$262,682</b>		<b>\$191,167</b>	<b>\$260,433</b>	<b>\$407,764</b>	<b>\$1,123,300</b>

# April 2021



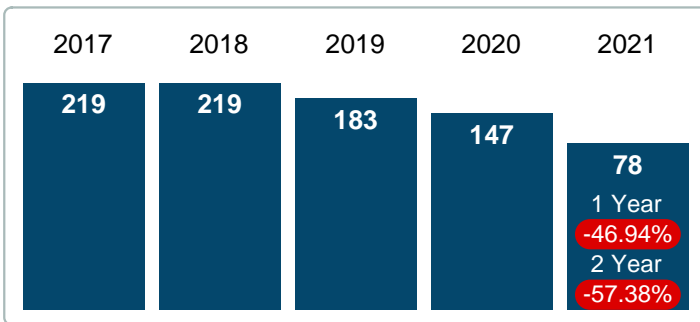
Area Delimited by County Of Mayes - Residential Property Type



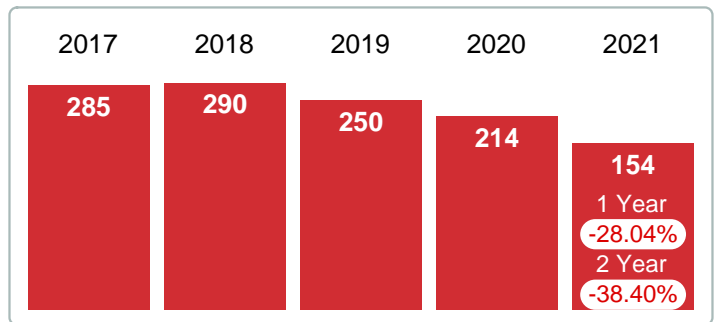
## ACTIVE INVENTORY

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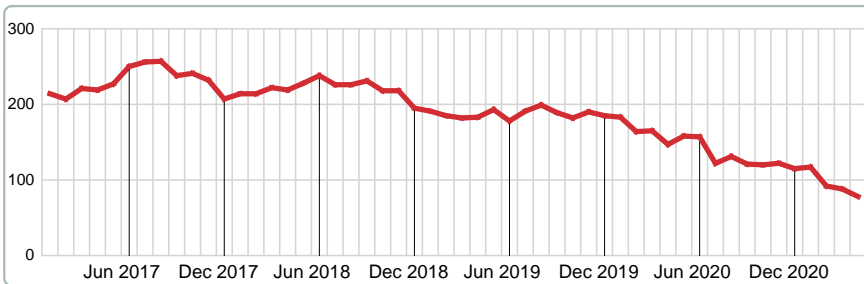
### END OF APRIL



### ACTIVE DURING APRIL

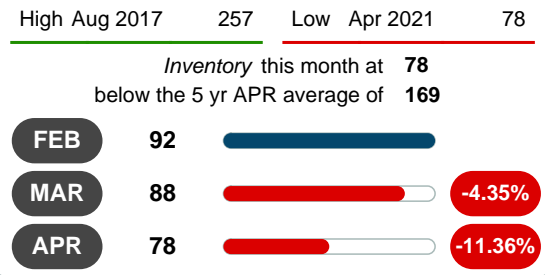


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 169



### 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	3	3.85%	43.3	2	0	1	0
\$50,001 - \$100,000	13	16.67%	73.7	2	10	1	0
\$100,001 - \$175,000	12	15.38%	53.8	2	8	2	0
\$175,001 - \$325,000	20	25.64%	68.0	3	12	4	1
\$325,001 - \$475,000	10	12.82%	63.0	1	4	4	1
\$475,001 - \$700,000	12	15.38%	53.8	2	6	3	1
\$700,001 and up	8	10.26%	127.9	0	1	2	5
<b>Total Active Inventory by Units</b>	<b>78</b>			<b>12</b>	<b>41</b>	<b>17</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>32,995,253</b>	<b>100%</b>	<b>69.1</b>	<b>2.60M</b>	<b>11.35M</b>	<b>6.88M</b>	<b>12.17M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$423,016</b>			<b>\$216,258</b>	<b>\$276,771</b>	<b>\$404,894</b>	<b>\$1,521,169</b>

# April 2021



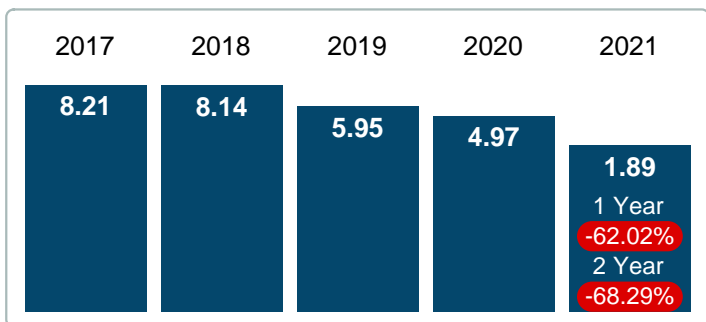
Area Delimited by County Of Mayes - Residential Property Type



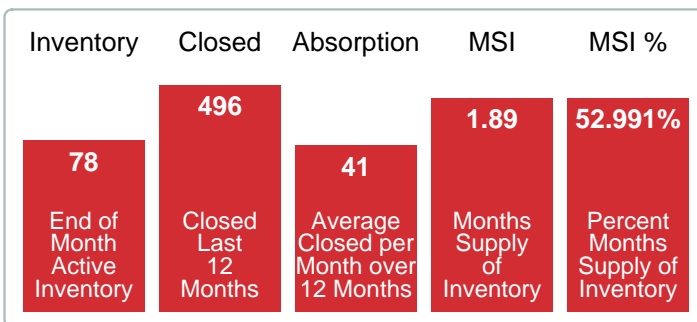
## MONTHS SUPPLY of INVENTORY (MSI)

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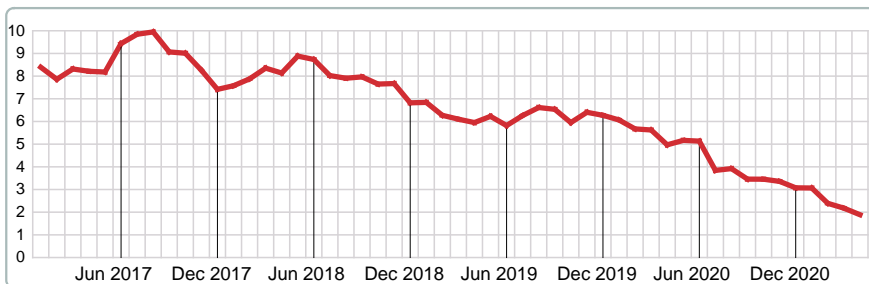
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

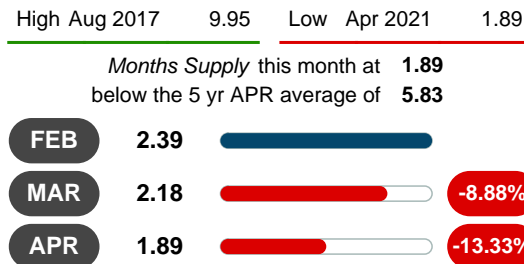


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.83



### 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	3	3.85%	1.00	1.33	0.00	4.00	0.00
\$50,001 - \$100,000	13	16.67%	1.63	0.96	1.74	6.00	0.00
\$100,001 - \$175,000	12	15.38%	0.88	1.41	0.79	1.09	0.00
\$175,001 - \$325,000	20	25.64%	1.73	2.12	1.55	1.85	4.00
\$325,001 - \$475,000	10	12.82%	3.16	4.00	2.40	3.69	6.00
\$475,001 - \$700,000	12	15.38%	11.08	0.00	10.29	12.00	4.00
\$700,001 and up	8	10.26%	9.60	0.00	12.00	6.00	12.00
Market Supply of Inventory (MSI)			1.89	1.80	1.51	2.79	5.65
Total Active Inventory by Units		100%	1.89	12	41	17	8

# April 2021



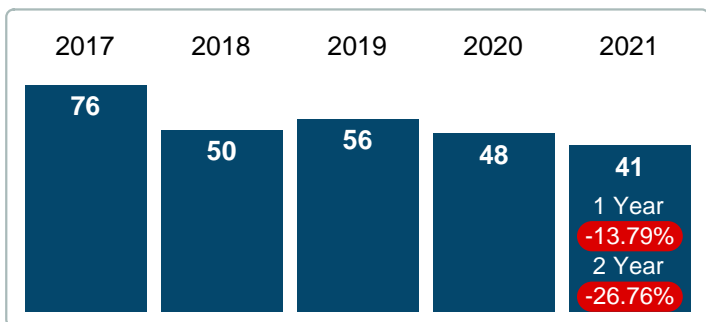
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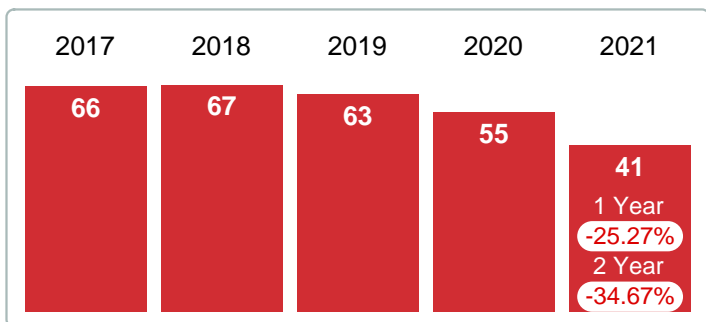
## AVERAGE DAYS ON MARKET TO SALE

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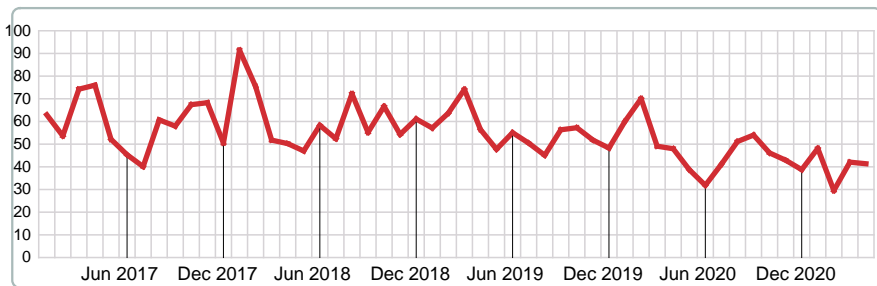
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

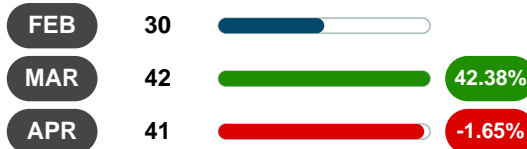


### 3 MONTHS

5 year APR AVG = 54

High Jan 2018 91 Low Feb 2021 30

Average Days on Market to Sale this month at 41 below the 5 yr APR 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
\$75,000 and less	12.00%	33	0	33	0	0
\$75,001 - \$100,000	6.00%	32	32	32	0	0
\$100,001 - \$125,000	18.00%	47	67	3	38	0
\$125,001 - \$200,000	26.00%	42	41	45	7	56
\$200,001 - \$250,000	12.00%	10	2	14	1	0
\$250,001 - \$550,000	18.00%	38	0	47	7	0
\$550,001 and up	8.00%	100	0	18	160	112
<b>Average Closed DOM</b>		<b>41</b>	<b>46</b>	<b>36</b>	<b>37</b>	<b>93</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>9</b>	<b>29</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,963,888</b>	<b>1.18M</b>	<b>5.92M</b>	<b>2.28M</b>	<b>1.58M</b>

# April 2021



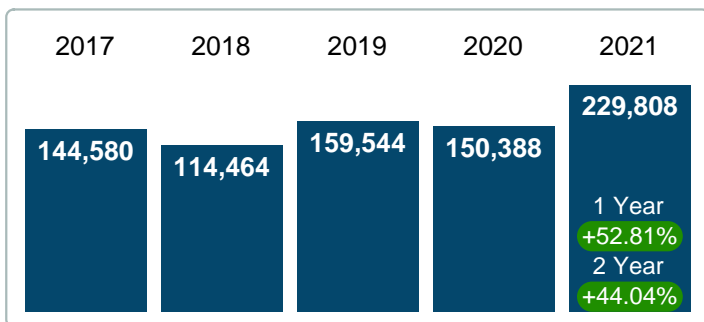
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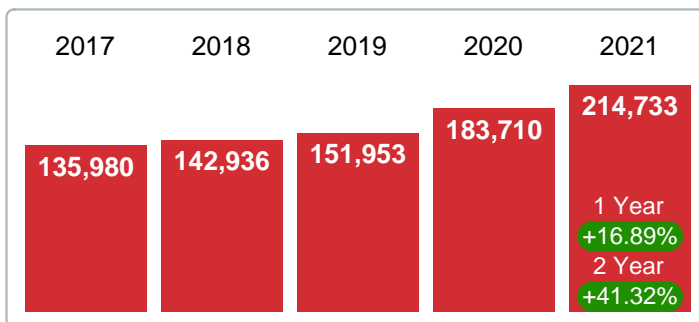
## AVERAGE LIST PRICE AT CLOSING

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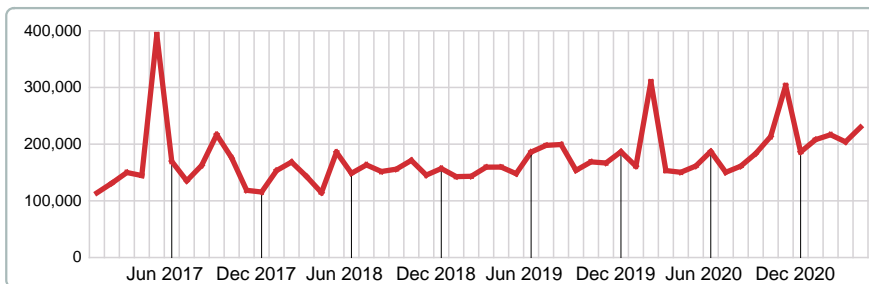
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

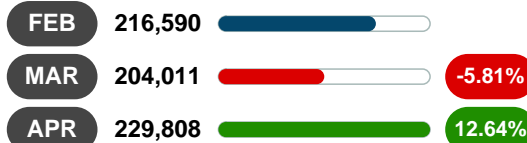


### 3 MONTHS

5 year APR AVG = 159,757

High May 2017 393,277 Low Jan 2017 114,044

Average List Price at Closing this month at **229,808**  
above the 5 yr APR average of **159,757**



### 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
\$75,000 and less	6.00%	65,667	0	72,733	0	0
\$75,001 - \$100,000	10.00%	85,880	95,000	109,999	0	0
\$100,001 - \$125,000	18.00%	111,944	114,100	120,000	112,750	0
\$125,001 - \$200,000	28.00%	165,150	169,900	169,056	179,900	141,000
\$200,001 - \$250,000	12.00%	225,750	229,500	221,250	240,000	0
\$250,001 - \$550,000	18.00%	339,544	0	336,200	351,250	0
\$550,001 and up	8.00%	783,500	0	590,000	1,000,000	772,000
<b>Average List Price</b>		<b>229,808</b>	<b>135,078</b>	<b>207,459</b>	<b>285,933</b>	<b>561,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>229,808</b>	<b>9</b>	<b>29</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>11,490,399</b>	<b>1.22M</b>	<b>6.02M</b>	<b>2.57M</b>	<b>1.69M</b>



# April 2021



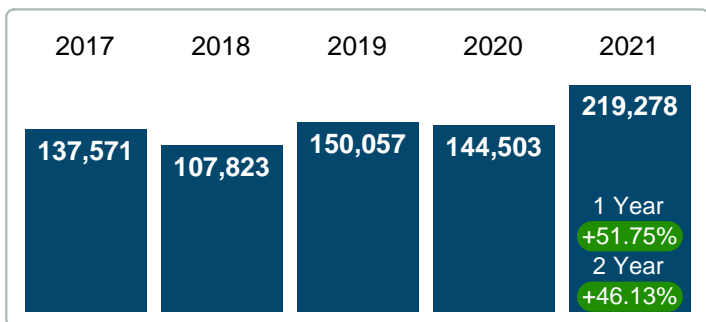
Area Delimited by County Of Mayes - Residential Property Type



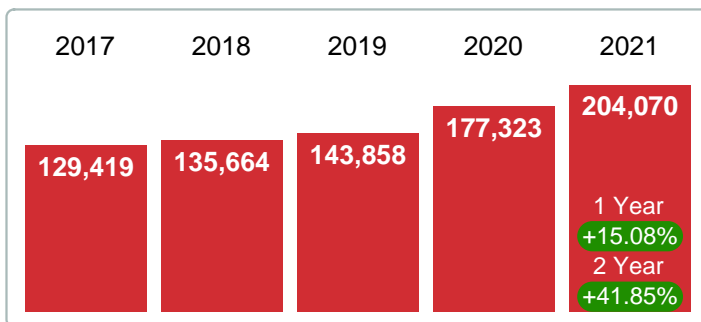
## AVERAGE SOLD PRICE AT CLOSING

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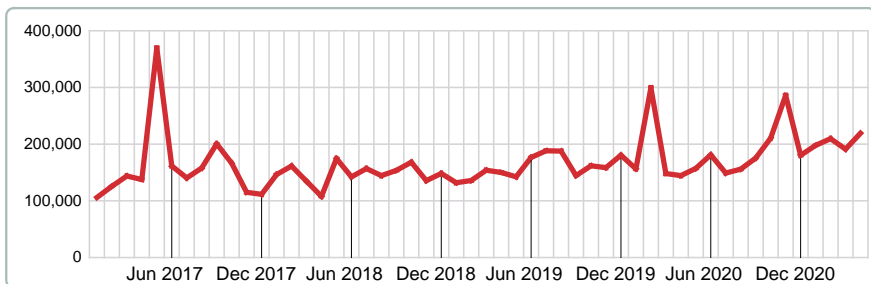
### APRIL



### YEAR TO DATE (YTD)

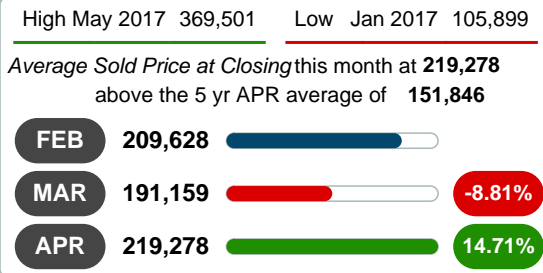


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 151,846



### 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
\$75,000 and less	12.00%	67,828	0	67,828	0	0
\$75,001 - \$100,000	6.00%	90,500	88,250	95,000	0	0
\$100,001 - \$125,000	18.00%	113,878	111,750	120,000	114,475	0
\$125,001 - \$200,000	26.00%	164,048	165,000	165,847	179,000	131,000
\$200,001 - \$250,000	12.00%	224,833	229,500	220,500	237,500	0
\$250,001 - \$550,000	18.00%	334,878	0	332,986	341,500	0
\$550,001 and up	8.00%	691,250	0	590,000	725,000	725,000
<b>Average Sold Price</b>		<b>219,278</b>	<b>131,444</b>	<b>204,051</b>	<b>253,600</b>	<b>527,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>219,278</b>	<b>9</b>	<b>29</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,963,888</b>	<b>1.18M</b>	<b>5.92M</b>	<b>2.28M</b>	<b>1.58M</b>

# April 2021



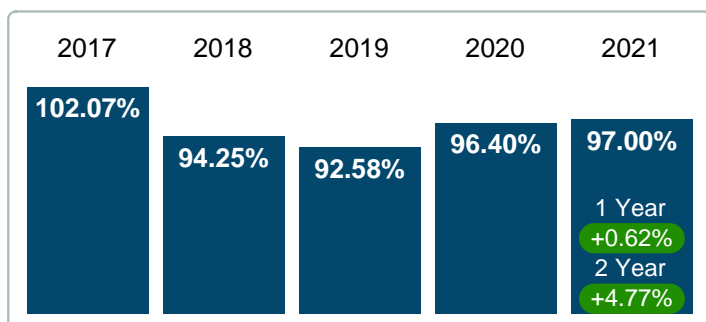
Area Delimited by County Of Mayes - Residential Property Type



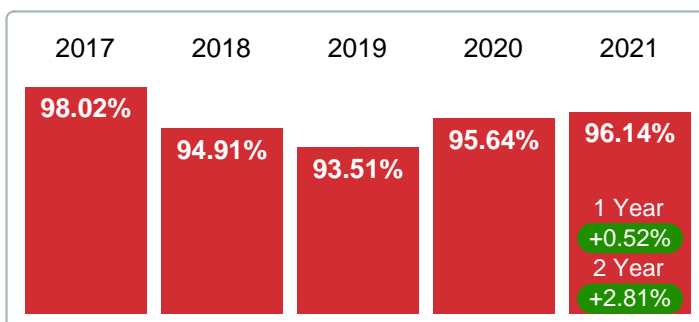
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

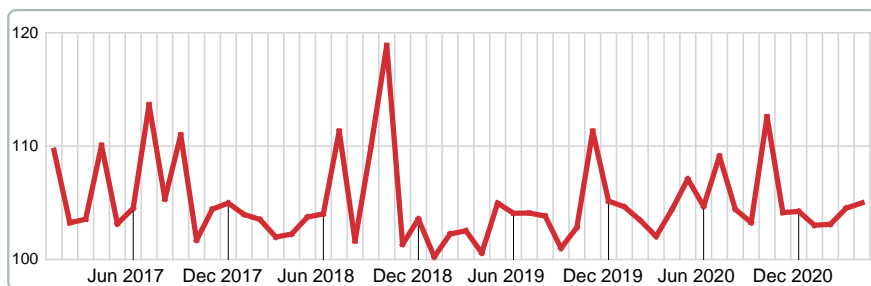
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

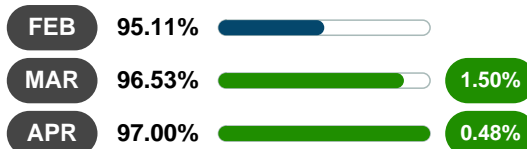


### 3 MONTHS

5 year APR AVG = 96.46%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.00%**  
above the 5 yr APR average of **96.46%**



### 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	
\$75,000 and less	6	12.00%	93.89%	0.00%	93.89%	0.00%	0.00%	
\$75,001 - \$100,000	3	6.00%	90.95%	93.25%	86.36%	0.00%	0.00%	
\$100,001 - \$125,000	9	18.00%	99.88%	98.20%	100.00%	101.53%	0.00%	
\$125,001 - \$200,000	13	26.00%	97.67%	97.02%	98.14%	99.50%	92.91%	
\$200,001 - \$250,000	6	12.00%	99.60%	100.00%	99.66%	98.96%	0.00%	
\$250,001 - \$550,000	9	18.00%	98.38%	0.00%	98.77%	96.99%	0.00%	
\$550,001 and up	4	8.00%	90.54%	0.00%	100.00%	72.50%	94.84%	
Average Sold/List Ratio		97.00%		97.04%	97.34%	96.79%	94.19%	
Total Closed Units		50	100%	97.00%	9	29	9	3
Total Closed Volume		10,963,888			1.18M	5.92M	2.28M	1.58M

# April 2021



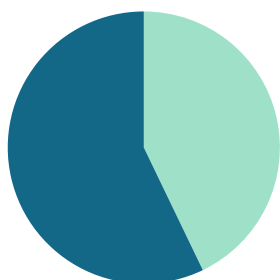
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

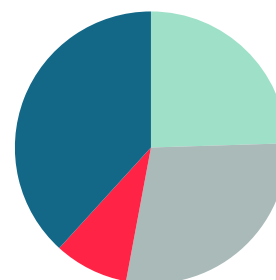


**Inventory**  
 New Listings  
**66 = 42.86%**  
 Start Inventory  
**88**  
 Total Inventory Units  
**154**  
 Volume  
**\$50,766,250**

### Market Activity

Closed Sales  
**50 = 24.51%**  
 Pending Sales  
**58 = 28.43%**  
 Other Off Market  
**18 = 8.82%**  
 Active Inventory  
**78 = 38.24%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	39	50	28.21%	116	163	40.52%
Pending Sales	38	58	52.63%	144	189	31.25%
New Listings	49	66	34.69%	238	210	-11.76%
Average List Price	150,388	229,808	52.81%	183,710	214,733	16.89%
Average Sale Price	144,503	219,278	51.75%	177,323	204,070	15.08%
Average Percent of Selling Price to List Price	96.40%	97.00%	0.62%	95.64%	96.14%	0.52%
Average Days on Market to Sale	47.97	41.36	-13.79%	54.97	41.07	-25.27%
Monthly Inventory	147	78	-46.94%	147	78	-46.94%
Months Supply of Inventory	4.97	1.89	-62.02%	4.97	1.89	-62.02%

**Absorption:** Last 12 months, an Average of **41** Sales/Month

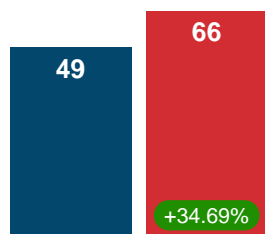
**Inventory** on April 30, 2021 = **78**

**2020** **2021**

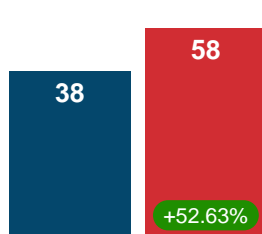
### APRIL MARKET

### AVERAGE PRICES

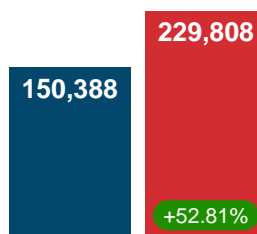
#### New Listings



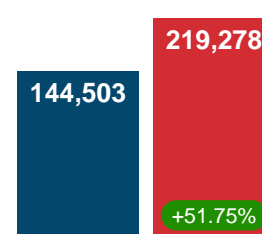
#### Pending Listings



#### List Price



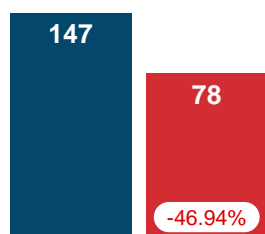
#### Sale Price



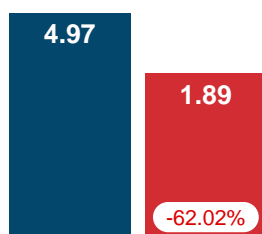
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

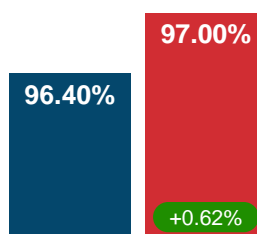
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

