

April 2021



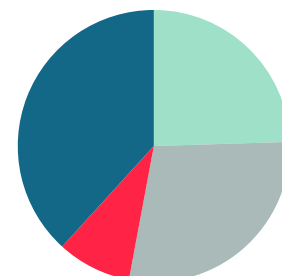
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	120,000	173,950	44.96%
Median Sale Price	115,000	170,500	48.26%
Median Percent of Selling Price to List Price	97.99%	98.88%	0.91%
Median Days on Market to Sale	38.00	20.00	-47.37%
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.

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 **48.26%** in April 2021 to \$170,500 versus the previous year at \$115,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 18.00 days or **47.37%** in April 2021 compared to last year's same month at **38.00** DOM.

Sales Success for April 2021 is Positive

Overall, with Median 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.

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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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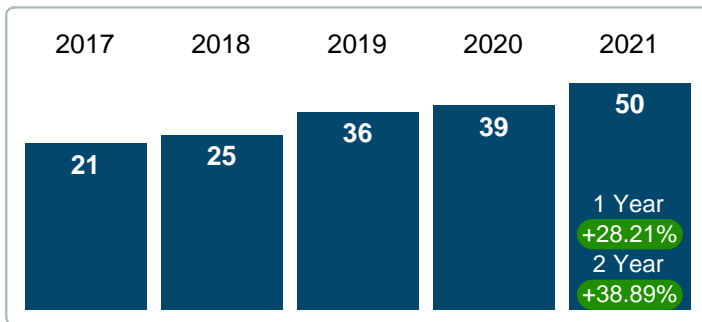
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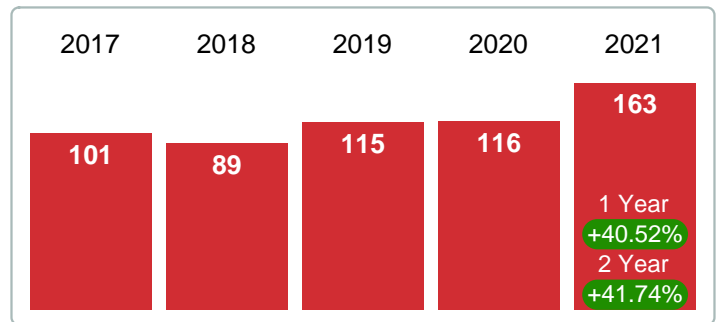
CLOSED LISTINGS

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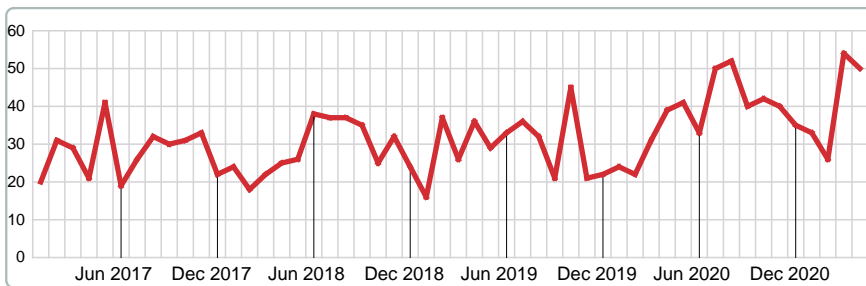
APRIL



YEAR TO DATE (YTD)

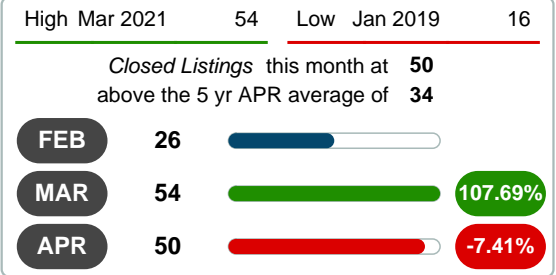


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 34



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	12.00%	17.0	0	6	0	0
\$75,001 - \$100,000	3	6.00%	32.0	2	1	0	0
\$100,001 - \$125,000	9	18.00%	37.0	4	1	4	0
\$125,001 - \$200,000	13	26.00%	18.0	2	9	1	1
\$200,001 - \$250,000	6	12.00%	7.5	1	4	1	0
\$250,001 - \$550,000	9	18.00%	18.0	0	7	2	0
\$550,001 and up	4	8.00%	108.0	0	1	1	2
Total Closed Units	50			9	29	9	3
Total Closed Volume	10,963,888	100%	20.0	1.18M	5.92M	2.28M	1.58M
Median Closed Price	\$170,500			\$113,000	\$184,900	\$179,000	\$675,000

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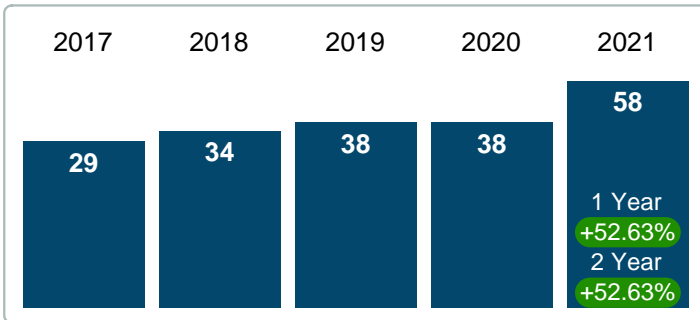
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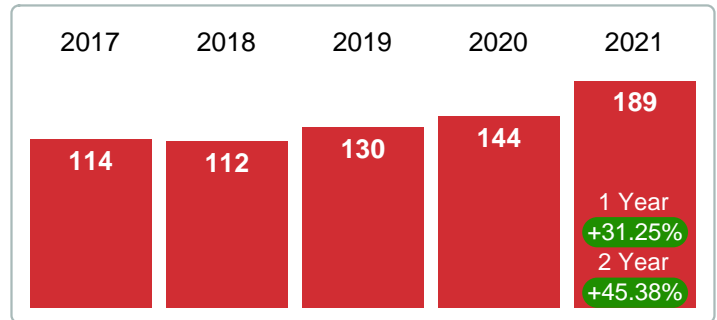
PENDING LISTINGS

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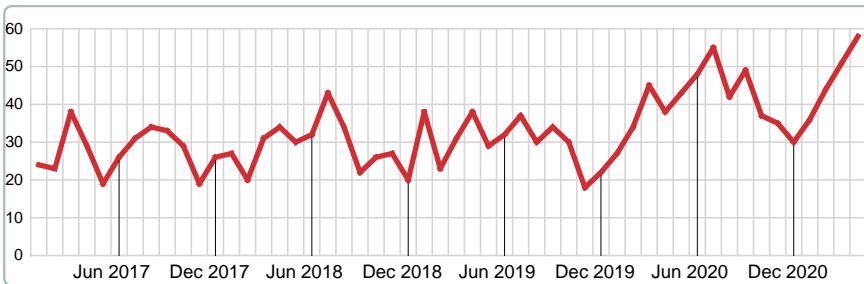
APRIL



YEAR TO DATE (YTD)

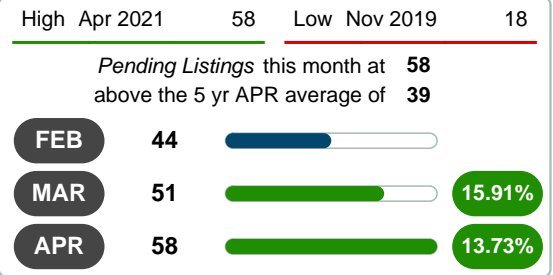


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 39



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.17%	31.0	1	2	0	0
\$50,001 - \$100,000	6	10.34%	23.0	3	3	0	0
\$100,001 - \$125,000	10	17.24%	10.0	3	6	1	0
\$125,001 - \$200,000	16	27.59%	8.5	2	11	3	0
\$200,001 - \$275,000	8	13.79%	10.5	0	6	2	0
\$275,001 - \$450,000	9	15.52%	6.0	0	5	4	0
\$450,001 and up	6	10.34%	10.0	0	4	2	0
Total Pending Units	58			9	37	12	0
Total Pending Volume	13,296,900	100%	12.5	935.00K	8.39M	3.97M	0.00B
Median Listing Price	\$164,300			\$121,000	\$170,000	\$274,450	\$0

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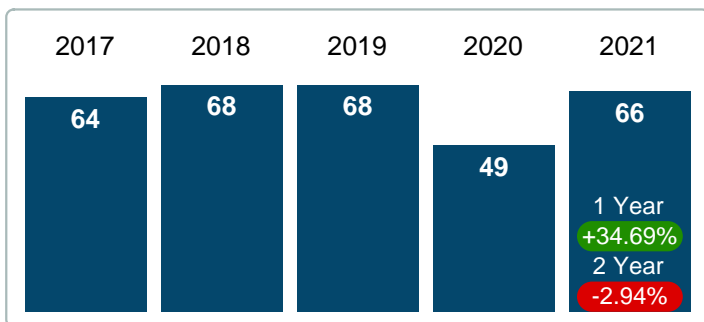
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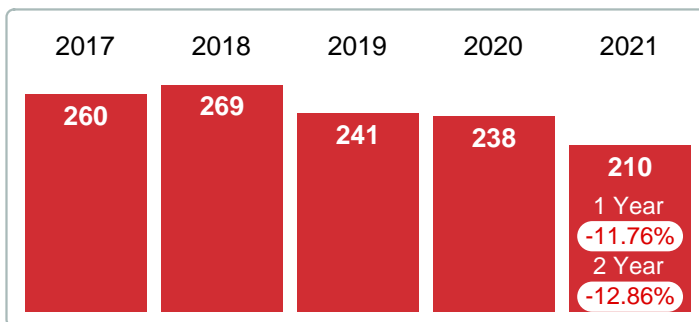
NEW LISTINGS

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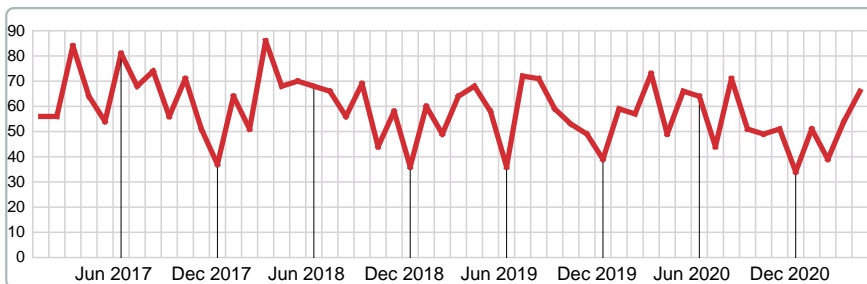
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 63

High Mar 2018 86 Low Dec 2020 34

New Listings this month at **66**
above the 5 yr APR average of **63**

- FEB 39
- MAR 54 (38.46%)
- APR 66 (22.22%)

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
Total New Listed Units	66		12	40	11	3
Total New Listed Volume	20,566,600	100%	2.29M	10.42M	4.49M	3.37M
Median New Listed Listing Price	\$202,450		\$125,000	\$202,450	\$364,500	\$576,000

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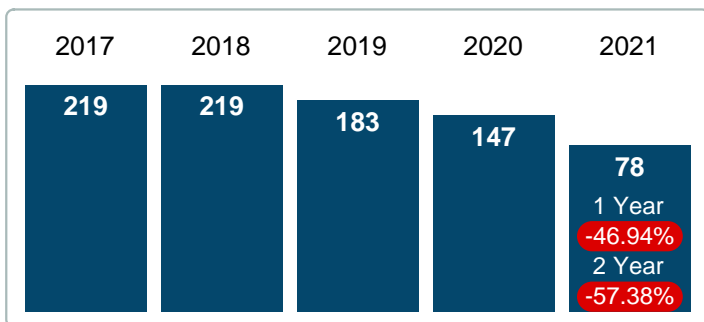
Area Delimited by County Of Mayes - Residential Property Type



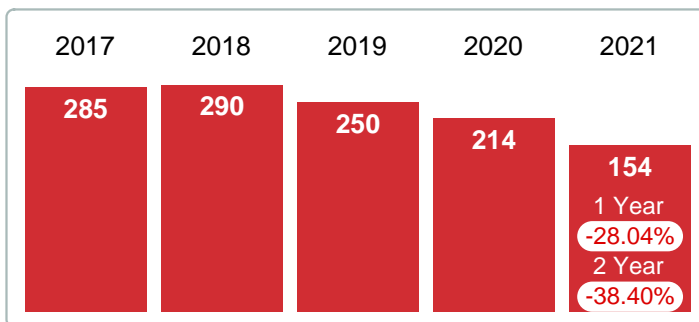
ACTIVE INVENTORY

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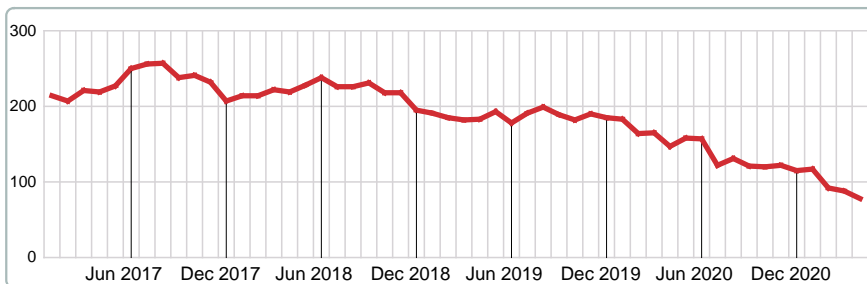
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

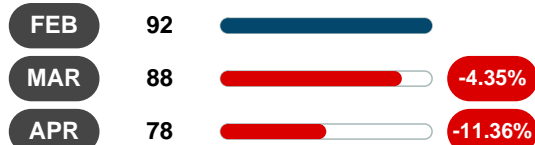


3 MONTHS

5 year APR AVG = 169

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 78
below the 5 yr APR average of 169



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	3.85%	49.0	2	0	1	0
\$50,001 - \$100,000	13	16.67%	60.0	2	10	1	0
\$100,001 - \$175,000	12	15.38%	45.0	2	8	2	0
\$175,001 - \$325,000	20	25.64%	42.0	3	12	4	1
\$325,001 - \$475,000	10	12.82%	38.5	1	4	4	1
\$475,001 - \$700,000	12	15.38%	44.5	2	6	3	1
\$700,001 and up	8	10.26%	131.0	0	1	2	5
Total Active Inventory by Units	78			12	41	17	8
Total Active Inventory by Volume	32,995,253	100%	47.0	2.60M	11.35M	6.88M	12.17M
Median Active Inventory Listing Price	\$256,053			\$154,700	\$214,900	\$335,000	\$911,925

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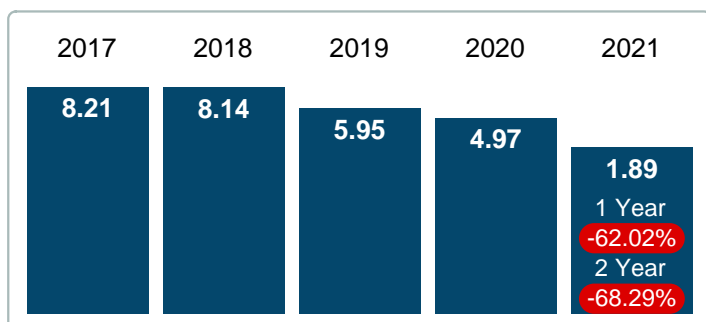
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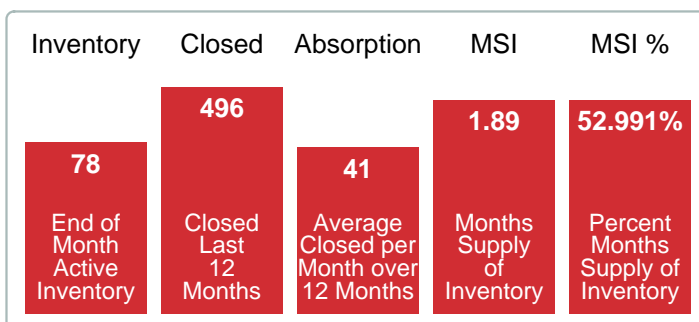
MONTHS SUPPLY of INVENTORY (MSI)

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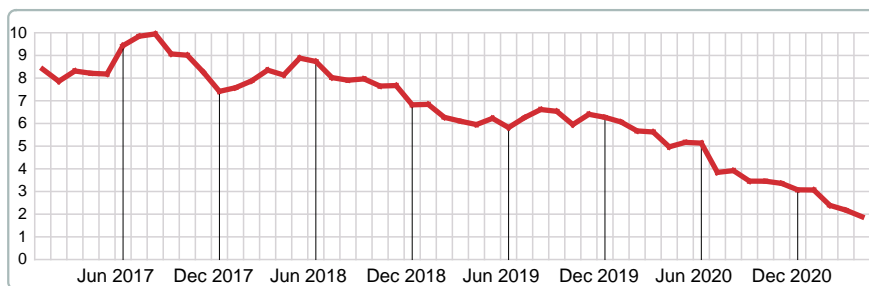
MSI FOR APRIL



INDICATORS FOR APRIL 2021

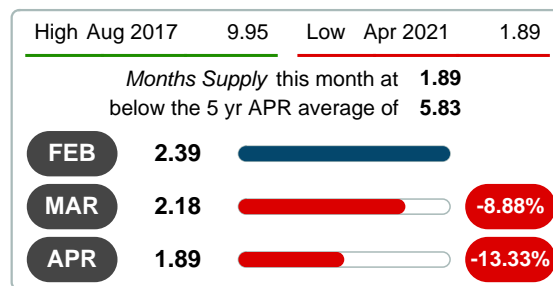


5 YEAR MARKET ACTIVITY TRENDS



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

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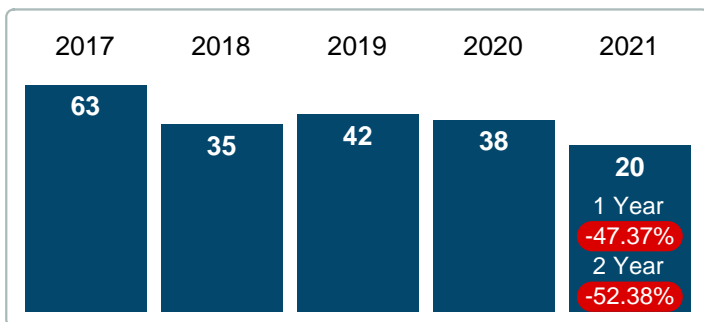
Area Delimited by County Of Mayes - Residential Property Type



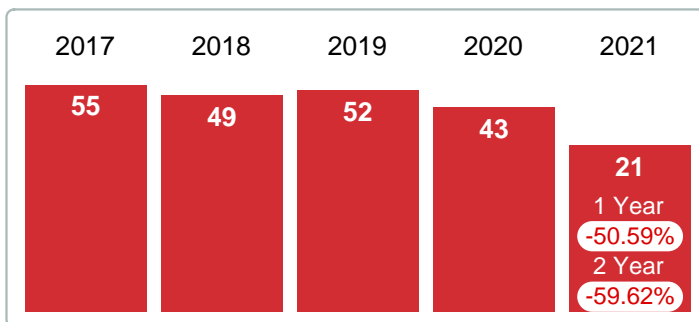
MEDIAN DAYS ON MARKET TO SALE

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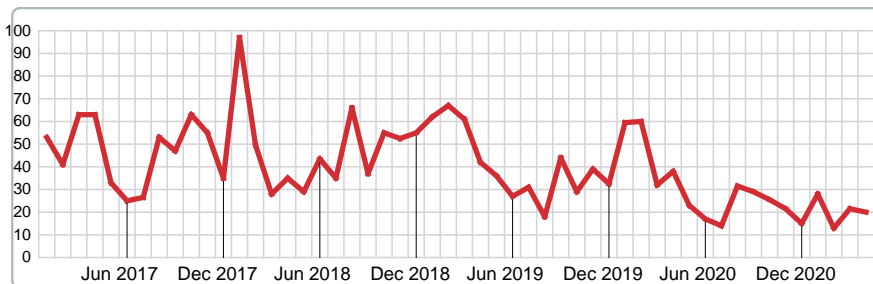
APRIL



YEAR TO DATE (YTD)

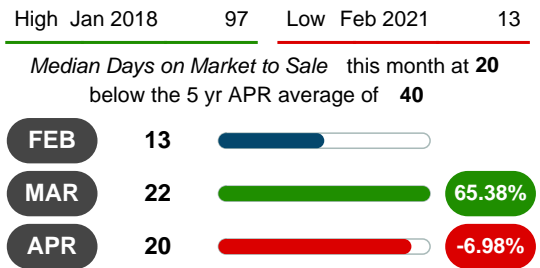


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 40



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
\$75,000 and less	6	12.00%	17	0	17	0	0
\$75,001 - \$100,000	3	6.00%	32	32	32	0	0
\$100,001 - \$125,000	9	18.00%	37	41	3	29	0
\$125,001 - \$200,000	13	26.00%	18	41	18	7	56
\$200,001 - \$250,000	6	12.00%	8	2	13	1	0
\$250,001 - \$550,000	9	18.00%	18	0	25	7	0
\$550,001 and up	4	8.00%	108	0	18	160	112
Median Closed DOM			20	39	18	12	56
Total Closed Units		100%	20.0	9	29	9	3
Total Closed Volume			10,963,888	1.18M	5.92M	2.28M	1.58M

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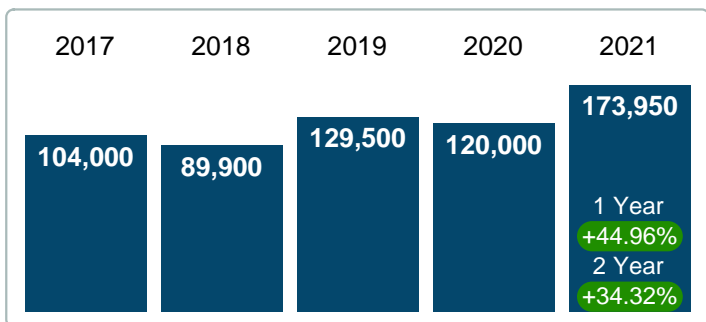
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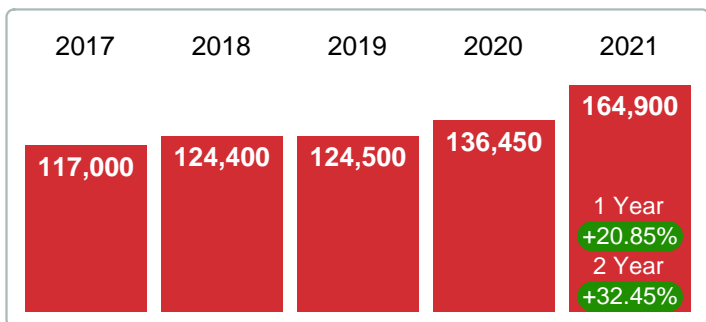
MEDIAN LIST PRICE AT CLOSING

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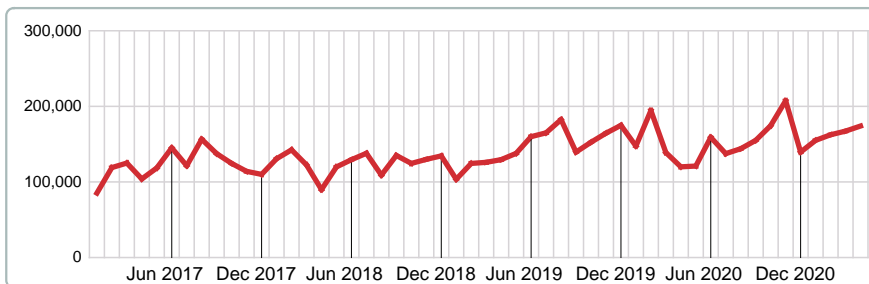
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

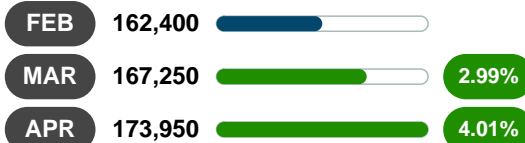


3 MONTHS

5 year APR AVG = 123,470

High Nov 2020 207,450 Low Jan 2017 85,250

Median List Price at Closing this month at **173,950**
above the 5 yr APR average of **123,470**



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
\$75,000 and less	6.00%	68,500	0	68,500	0	0
\$75,001 - \$100,000	10.00%	80,000	95,000	79,900	0	0
\$100,001 - \$125,000	18.00%	110,000	108,500	115,000	112,500	0
\$125,001 - \$200,000	28.00%	166,950	139,900	168,000	179,900	141,000
\$200,001 - \$250,000	12.00%	224,750	229,500	219,000	240,000	0
\$250,001 - \$550,000	18.00%	320,000	0	320,000	351,250	0
\$550,001 and up	8.00%	772,000	0	590,000	1,000,000	772,000
Median List Price		173,950	110,000	179,900	179,900	665,000
Total Closed Units	100%	173,950	9	29	9	3
Total Closed Volume		11,490,399	1.22M	6.02M	2.57M	1.69M

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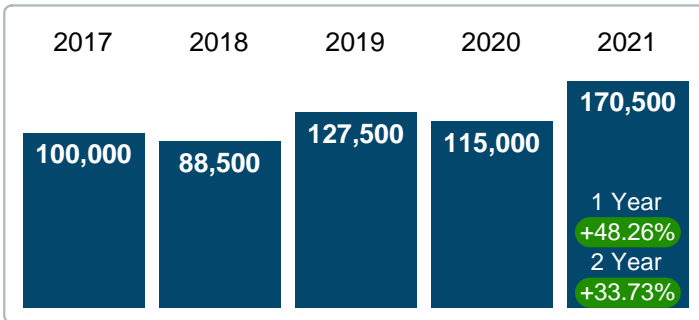
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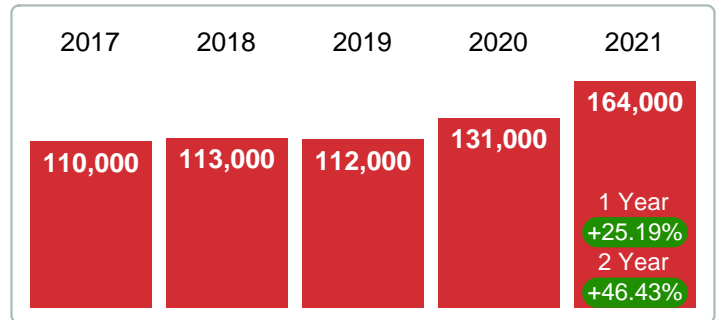
MEDIAN SOLD PRICE AT CLOSING

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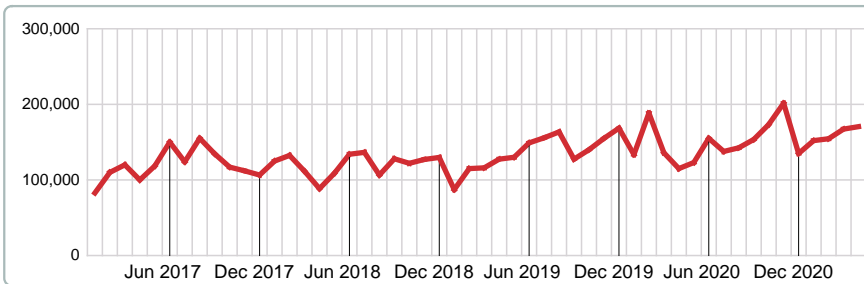
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

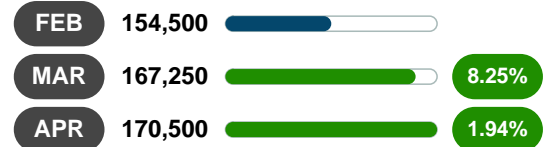


3 MONTHS

5 year APR AVG = 120,300

High Nov 2020 201,500 Low Jan 2017 82,750

Median Sold Price at Closing this month at **170,500**
above the 5 yr APR average of **120,300**



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
\$75,000 and less	6	12.00%	67,734	0	67,734	0	0
\$75,001 - \$100,000	3	6.00%	90,000	88,250	95,000	0	0
\$100,001 - \$125,000	9	18.00%	113,000	110,500	120,000	115,200	0
\$125,001 - \$200,000	13	26.00%	166,000	165,000	166,000	179,000	131,000
\$200,001 - \$250,000	6	12.00%	223,750	229,500	216,500	237,500	0
\$250,001 - \$550,000	9	18.00%	320,000	0	320,000	341,500	0
\$550,001 and up	4	8.00%	700,000	0	590,000	725,000	725,000
Median Sold Price			170,500	113,000	184,900	179,000	675,000
Total Closed Units		100%	170,500	9	29	9	3
Total Closed Volume			10,963,888	1.18M	5.92M	2.28M	1.58M

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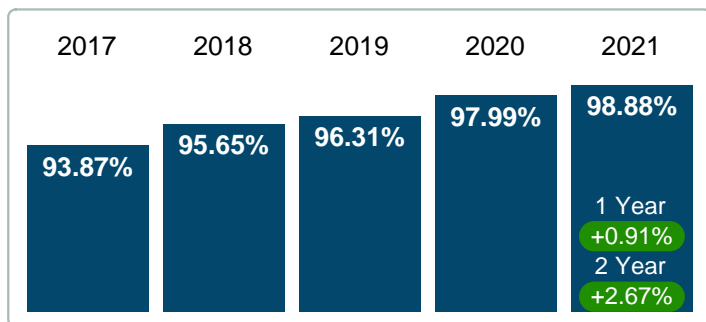
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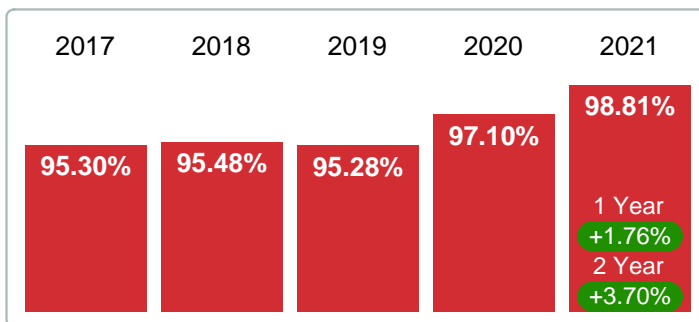
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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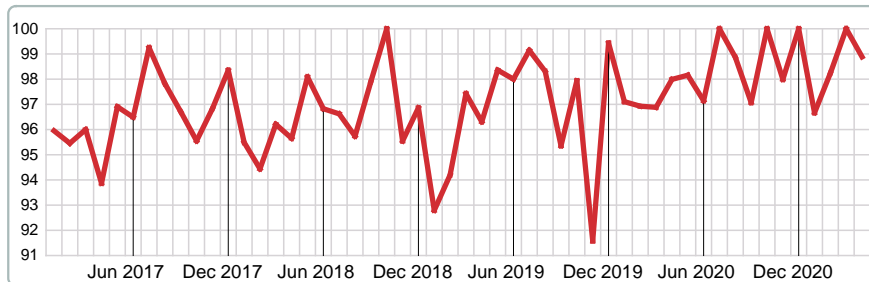
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

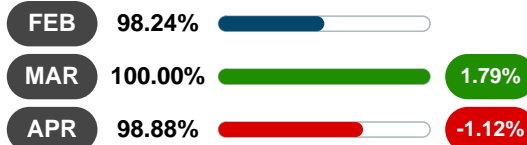


3 MONTHS

5 year APR AVG = 96.54%

High Mar 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.88%**
above the 5 yr APR average of **96.54%**



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	
\$75,000 and less	6	12.00%	91.93%	0.00%	91.93%	0.00%	0.00%	
\$75,001 - \$100,000	3	6.00%	86.50%	93.25%	86.36%	0.00%	0.00%	
\$100,001 - \$125,000	9	18.00%	100.00%	98.85%	100.00%	102.08%	0.00%	
\$125,001 - \$200,000	13	26.00%	98.00%	97.02%	98.81%	99.50%	92.91%	
\$200,001 - \$250,000	6	12.00%	100.00%	100.00%	100.21%	98.96%	0.00%	
\$250,001 - \$550,000	9	18.00%	98.74%	0.00%	100.00%	96.99%	0.00%	
\$550,001 and up	4	8.00%	94.08%	0.00%	100.00%	72.50%	94.84%	
Median Sold/List Ratio		98.88%		97.70%	100.00%	98.96%	92.91%	
Total Closed Units		50	100%	98.88%	9	29	9	3
Total Closed Volume		10,963,888			1.18M	5.92M	2.28M	1.58M

April 2021



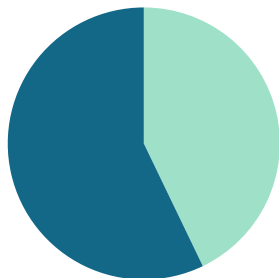
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

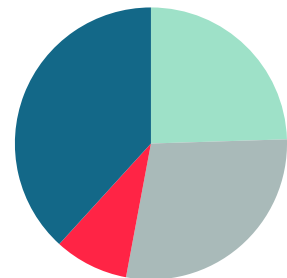


Inventory
 New Listings
66 = 42.86%
 Start Inventory
88
 Total Inventory Units
154
 Volume
\$50,766,250

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%
Median List Price	120,000	173,950	44.96%	136,450	164,900	20.85%
Median Sale Price	115,000	170,500	48.26%	131,000	164,000	25.19%
Median Percent of Selling Price to List Price	97.99%	98.88%	0.91%	97.10%	98.81%	1.76%
Median Days on Market to Sale	38.00	20.00	-47.37%	42.50	21.00	-50.59%
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

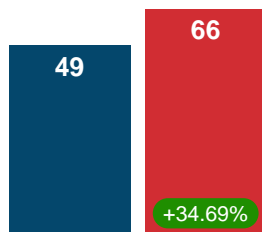
Inventory on April 30, 2021 = **78**

2020 **2021**

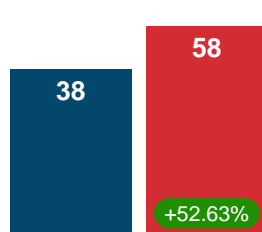
APRIL MARKET

MEDIAN PRICES

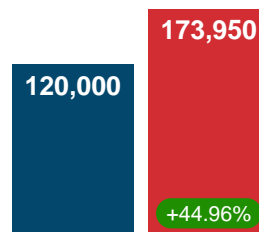
New Listings



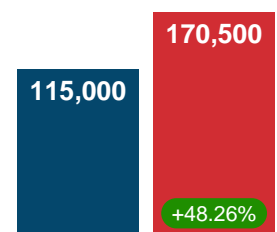
Pending Listings



List Price



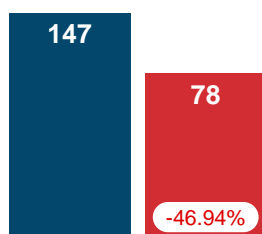
Sale Price



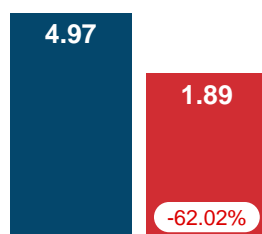
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

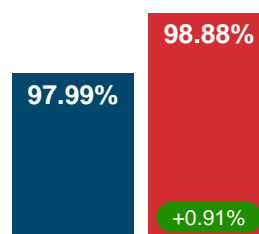
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

