

December 2021



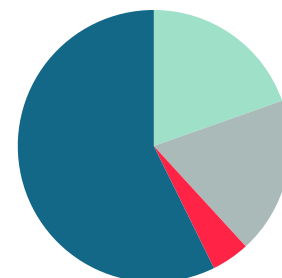
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	35	39	11.43%
Pending Listings	30	37	23.33%
New Listings	34	51	50.00%
Median List Price	139,500	164,900	18.21%
Median Sale Price	135,000	166,000	22.96%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	15.00	14.00	-6.67%
End of Month Inventory	115	114	-0.87%
Months Supply of Inventory	3.07	2.69	-12.38%



■ Closed (19.60%)
■ Pending (18.59%)
■ Other OffMarket (4.52%)
■ Active (57.29%)

Absorption: Last 12 months, an Average of **42 Sales/Month**
Active Inventory as of December 31, 2021 = **114**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **0.87%** to 114 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 **2.69** 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 **22.96%** in December 2021 to \$166,000 versus the previous year at \$135,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 1.00 days or **6.67%** in December 2021 compared to last year's same month at **15.00** DOM.

Sales Success for December 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 51 New Listings in December 2021, up **50.00%** from last year at 34. Furthermore, there were 39 Closed Listings this month versus last year at 35, a **11.43%** increase.

Closed versus Listed trends yielded a **76.5%** ratio, down from previous year's, December 2020, at **102.9%**, a **25.71%** 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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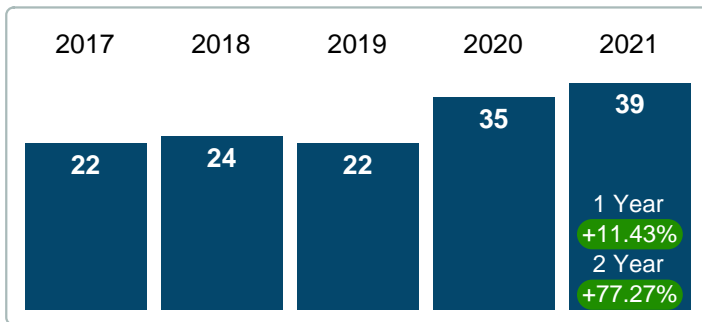
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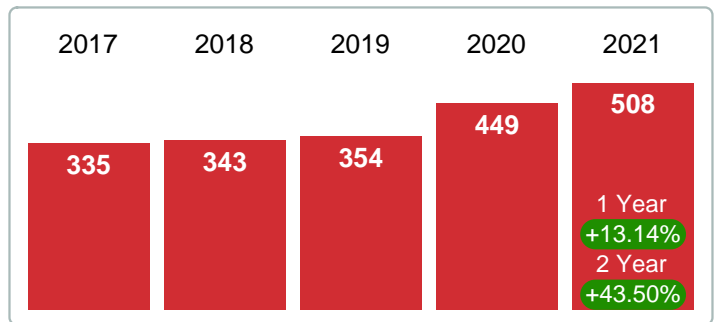
CLOSED LISTINGS

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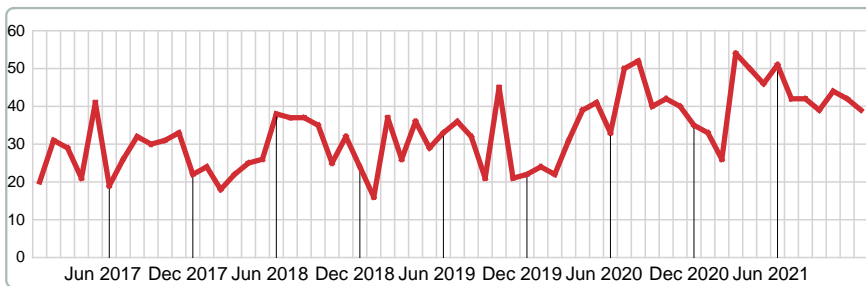
DECEMBER



YEAR TO DATE (YTD)

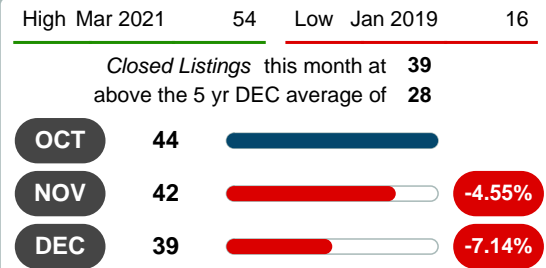


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 28



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	8	20.51%	25.5	5	3	0	0
\$75,001 - \$100,000	6	15.38%	36.5	3	3	0	0
\$100,001 - \$200,000	10	25.64%	12.0	1	9	0	0
\$200,001 - \$275,000	6	15.38%	9.0	1	4	1	0
\$275,001 - \$350,000	5	12.82%	3.0	0	5	0	0
\$350,001 and up	4	10.26%	54.0	0	4	0	0
Total Closed Units	39			10	28	1	0
Total Closed Volume	7,005,000	100%	14.0	889.90K	5.90M	220.00K	0.00B
Median Closed Price	\$166,000			\$77,500	\$184,700	\$220,000	\$0

December 2021



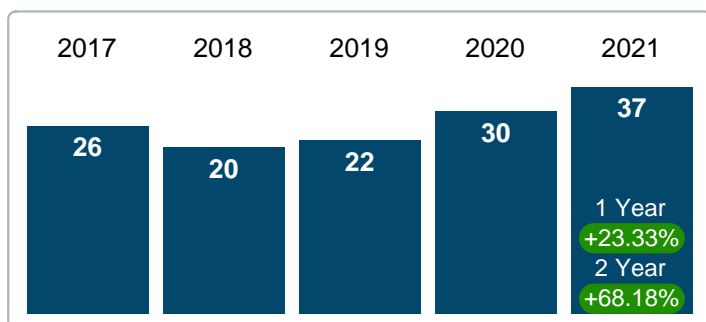
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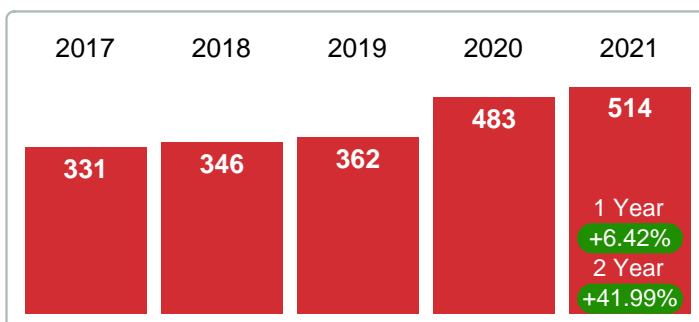
PENDING LISTINGS

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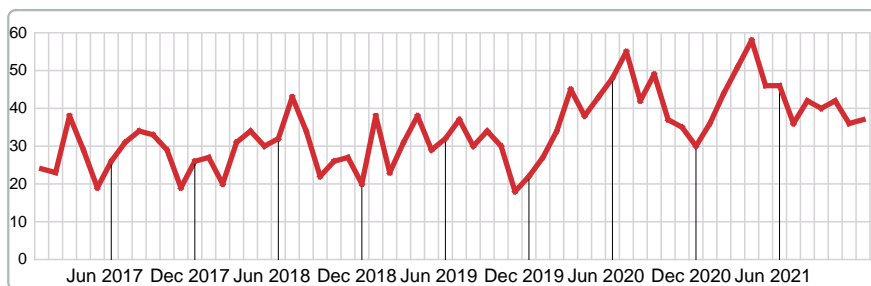
DECEMBER



YEAR TO DATE (YTD)

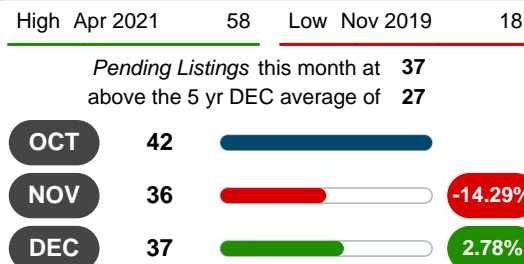


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	8.11%	11.0	0	3	0	0
\$75,001 - \$125,000	4	10.81%	19.0	4	0	0	0
\$125,001 - \$175,000	6	16.22%	6.5	3	3	0	0
\$175,001 - \$250,000	10	27.03%	47.5	1	8	1	0
\$250,001 - \$300,000	5	13.51%	17.0	1	2	2	0
\$300,001 - \$375,000	5	13.51%	28.0	1	2	2	0
\$375,001 and up	4	10.81%	88.0	0	3	1	0
Total Pending Units	37			10	21	6	0
Total Pending Volume	8,580,700	100%	17.0	1.63M	5.11M	1.84M	0.00B
Median Listing Price	\$218,700			\$127,250	\$215,300	\$308,500	\$0

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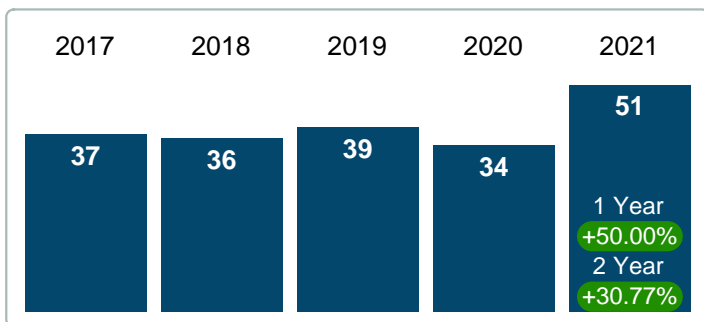
Area Delimited by County Of Mayes - Residential Property Type



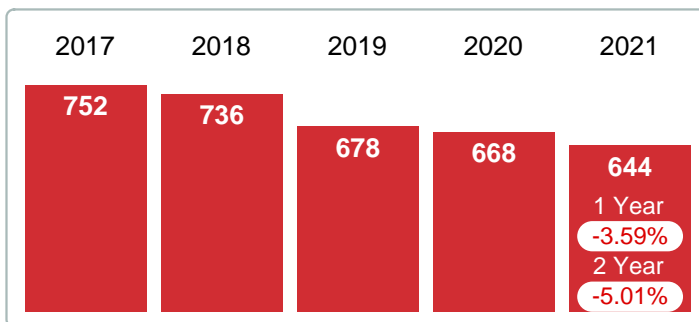
NEW LISTINGS

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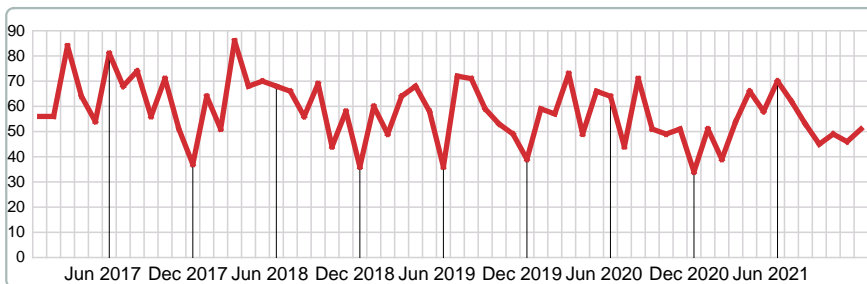
DECEMBER



YEAR TO DATE (YTD)

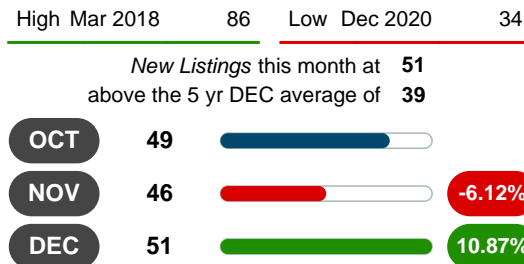


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 39



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	9.80%	3	2	0	0
\$75,001 - \$100,000	4	7.84%	4	0	0	0
\$100,001 - \$150,000	7	13.73%	2	5	0	0
\$150,001 - \$225,000	14	27.45%	2	11	1	0
\$225,001 - \$275,000	8	15.69%	1	5	2	0
\$275,001 - \$375,000	7	13.73%	2	2	1	2
\$375,001 and up	6	11.76%	0	2	2	2
Total New Listed Units	51		14	27	6	4
Total New Listed Volume	11,510,925	100%	2.01M	5.55M	2.26M	1.69M
Median New Listed Listing Price	\$197,000		\$107,000	\$197,000	\$290,000	\$397,813

December 2021



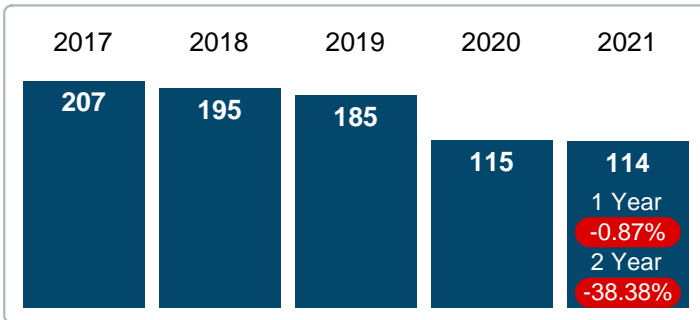
Area Delimited by County Of Mayes - Residential Property Type



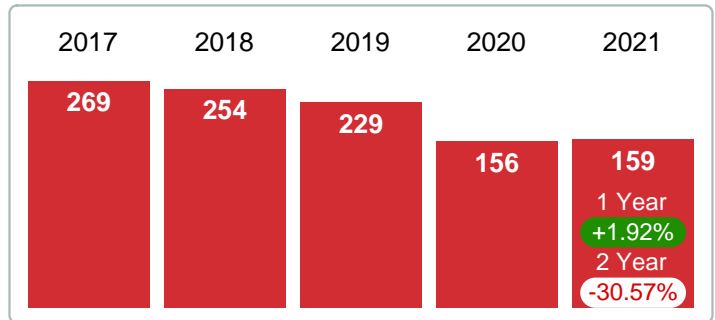
ACTIVE INVENTORY

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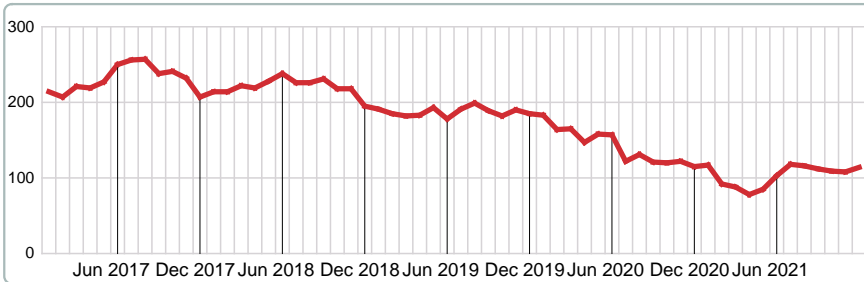
END OF DECEMBER



ACTIVE DURING DECEMBER

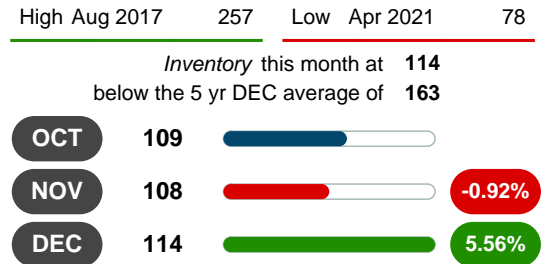


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 163



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	10.53%	53.0	7	5	0	0
\$75,001 - \$125,000	12	10.53%	43.5	3	8	1	0
\$125,001 - \$175,000	13	11.40%	71.0	2	10	1	0
\$175,001 - \$325,000	33	28.95%	30.0	2	24	4	3
\$325,001 - \$475,000	18	15.79%	119.0	2	9	5	2
\$475,001 - \$825,000	13	11.40%	67.0	1	3	5	4
\$825,001 and up	13	11.40%	127.0	0	4	4	5
Total Active Inventory by Units	114			17	63	20	14
Total Active Inventory by Volume	49,494,602	100%	60.0	2.89M	20.30M	12.46M	13.85M
Median Active Inventory Listing Price	\$253,000			\$84,500	\$225,000	\$404,200	\$617,450

December 2021



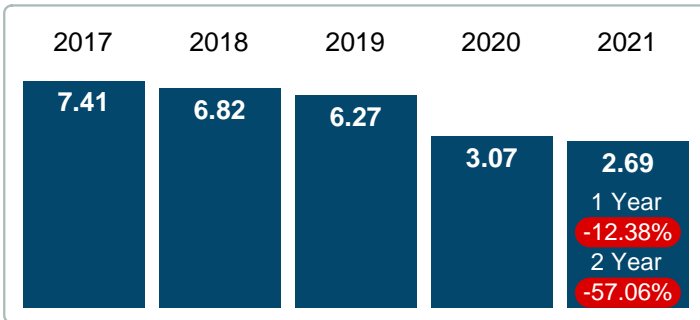
Area Delimited by County Of Mayes - Residential Property Type



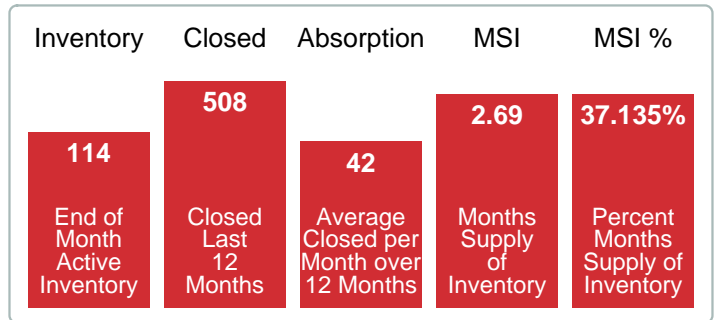
MONTHS SUPPLY of INVENTORY (MSI)

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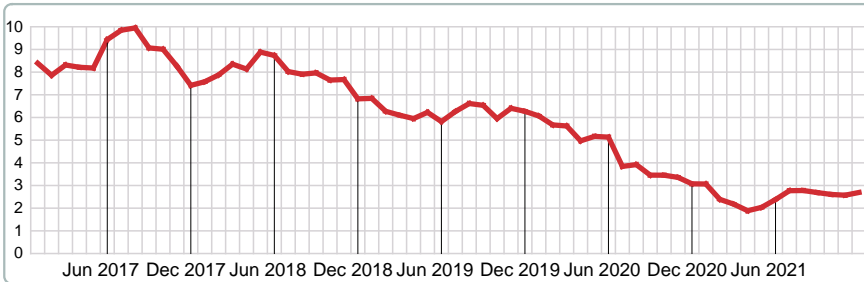
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

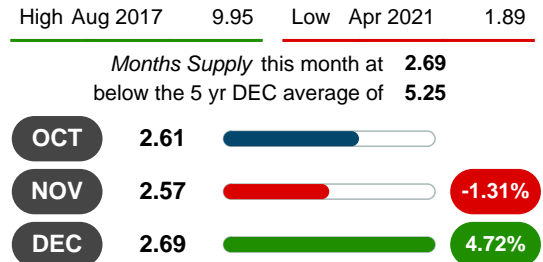


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.25



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	10.53%	2.12	2.55	1.82	0.00	0.00
\$75,001 - \$125,000	12	10.53%	1.43	1.13	1.57	1.71	0.00
\$125,001 - \$175,000	13	11.40%	1.38	4.80	1.33	0.75	0.00
\$175,001 - \$325,000	33	28.95%	2.57	1.33	2.69	1.92	9.00
\$325,001 - \$475,000	18	15.79%	5.54	24.00	4.50	4.62	24.00
\$475,001 - \$825,000	13	11.40%	5.78	4.00	3.60	7.50	8.00
\$825,001 and up	13	11.40%	26.00	0.00	48.00	24.00	20.00
Market Supply of Inventory (MSI)			2.69	2.22	2.32	3.29	9.88
Total Active Inventory by Units		100%	2.69	17	63	20	14

December 2021



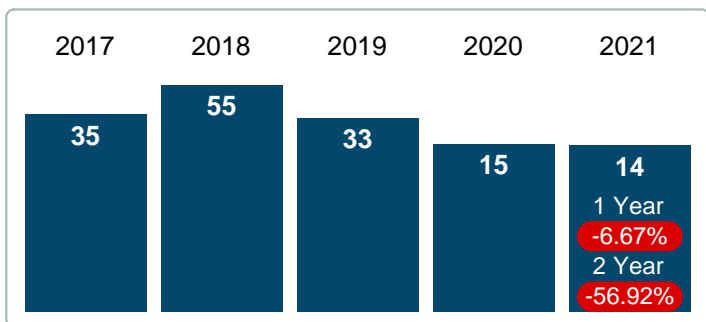
Area Delimited by County Of Mayes - Residential Property Type



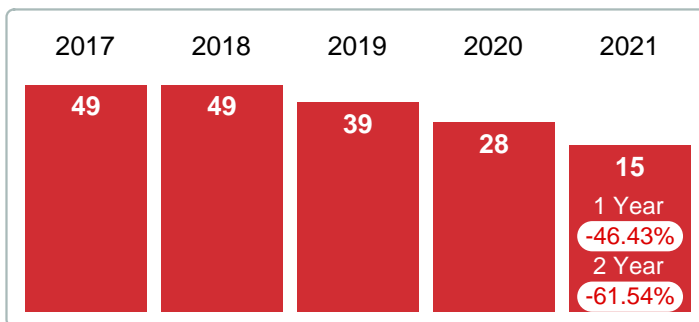
MEDIAN DAYS ON MARKET TO SALE

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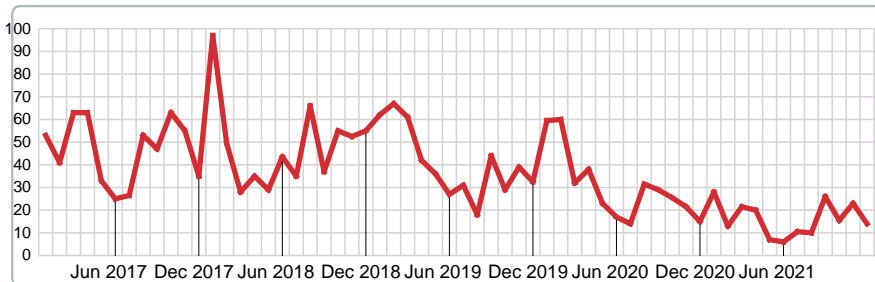
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 30

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 14 below the 5 yr DEC average of 30



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
\$25,000 and less	0.00%	127	0	0	0	0
\$25,001 - \$75,000	20.51%	26	14	114	0	0
\$75,001 - \$100,000	15.38%	37	28	75	0	0
\$100,001 - \$200,000	25.64%	12	96	10	0	0
\$200,001 - \$275,000	15.38%	9	1	12	7	0
\$275,001 - \$350,000	12.82%	3	0	3	0	0
\$350,001 and up	10.26%	54	0	54	0	0
Median Closed DOM		14	18	15	7	0
Total Closed Units	100%	14.0	10	28	1	0
Total Closed Volume		7,005,000	889.90K	5.90M	220.00K	0.00B

December 2021



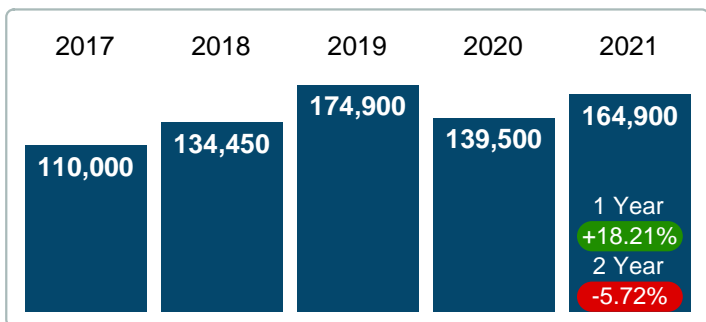
Area Delimited by County Of Mayes - Residential Property Type



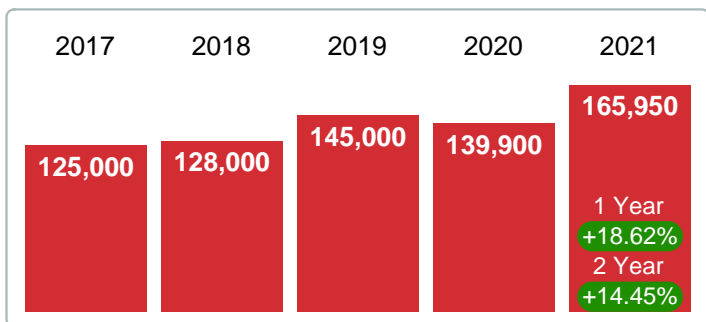
MEDIAN LIST PRICE AT CLOSING

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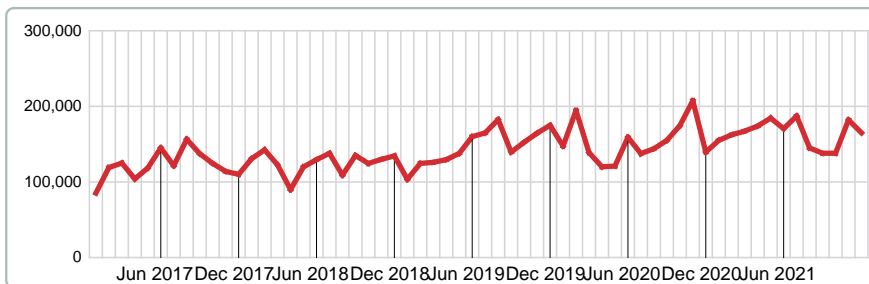
DECEMBER



YEAR TO DATE (YTD)

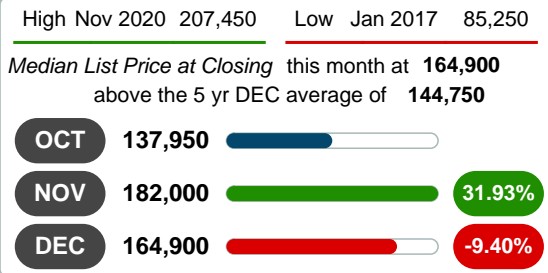


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 144,750



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
\$25,000 and less	0.00%	54	0	0	0	0
\$25,001 - \$75,000	20.51%	49,900	49,900	49,900	0	0
\$75,001 - \$100,000	10.26%	89,200	92,500	89,200	0	0
\$100,001 - \$200,000	30.77%	130,500	107,000	152,450	0	0
\$200,001 - \$275,000	12.82%	249,900	250,000	249,900	217,500	0
\$275,001 - \$350,000	17.95%	299,000	0	299,000	0	0
\$350,001 and up	7.69%	425,000	0	425,000	0	0
Median List Price		164,900	78,750	184,700	217,500	0
Total Closed Units	100%	164,900	10	28	1	0
Total Closed Volume		7,030,830	917.93K	5.90M	217.50K	0.00B

December 2021



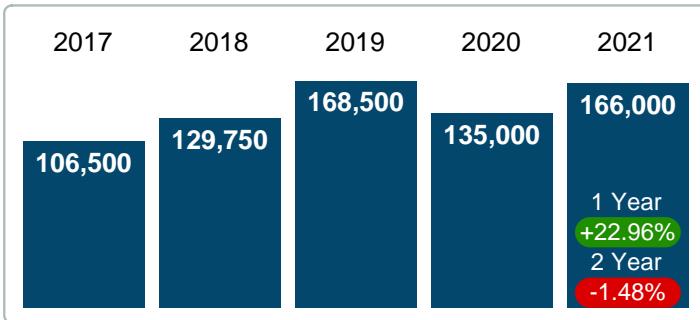
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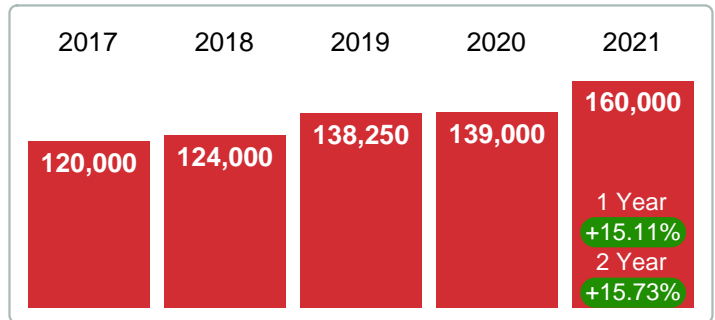
MEDIAN SOLD PRICE AT CLOSING

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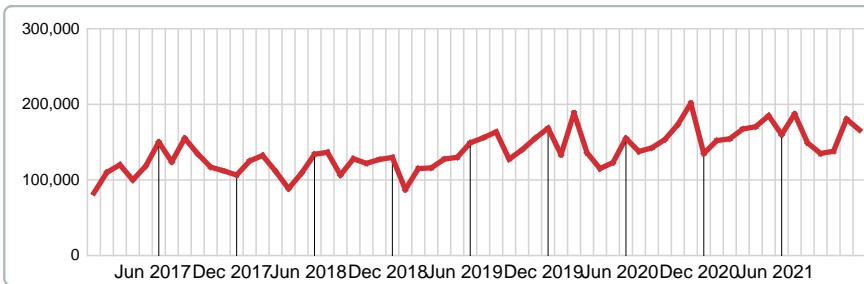
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

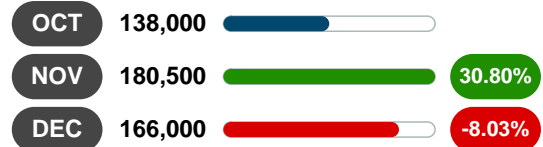


3 MONTHS

5 year DEC AVG = 141,150

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

Median Sold Price at Closing this month at **166,000**
above the 5 yr DEC average of **141,150**



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
\$25,000 and less	0	0.00%	425,000	0	0	0	0
\$25,001 - \$75,000	8	20.51%	47,450	49,900	45,000	0	0
\$75,001 - \$100,000	6	15.38%	92,250	95,000	89,500	0	0
\$100,001 - \$200,000	10	25.64%	151,750	105,000	166,000	0	0
\$200,001 - \$275,000	6	15.38%	250,000	250,000	256,500	220,000	0
\$275,001 - \$350,000	5	12.82%	300,000	0	300,000	0	0
\$350,001 and up	4	10.26%	387,500	0	387,500	0	0
Median Sold Price			166,000	77,500	184,700	220,000	0
Total Closed Units		100%	166,000	10	28	1	
Total Closed Volume			7,005,000	889.90K	5.90M	220.00K	0.00B

December 2021



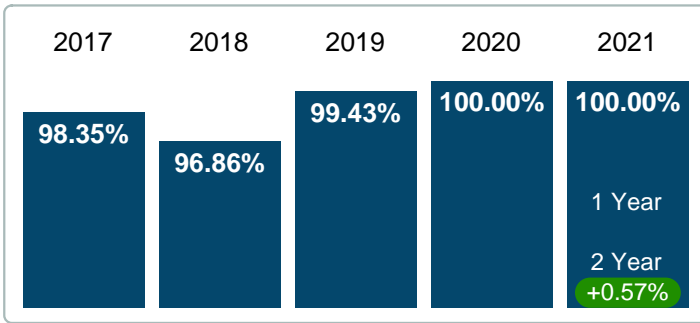
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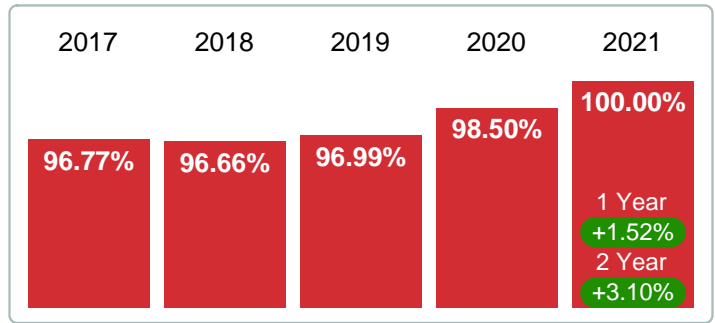
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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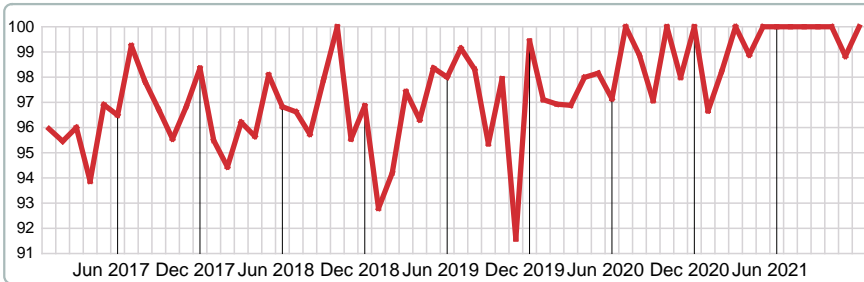
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

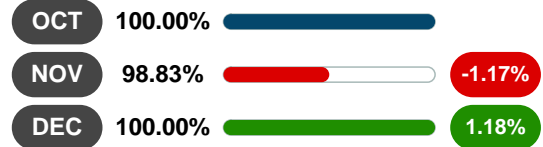


3 MONTHS

5 year DEC AVG = 98.93%

High Dec 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **98.93%**



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
\$25,000 and less	0	0.00%	97.50%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	20.51%	94.62%	92.99%	96.25%	0.00%	0.00%
\$75,001 - \$100,000	6	15.38%	97.50%	95.00%	100.00%	0.00%	0.00%
\$100,001 - \$200,000	10	25.64%	100.00%	100.00%	100.00%	0.00%	0.00%
\$200,001 - \$275,000	6	15.38%	100.00%	100.00%	98.25%	101.15%	0.00%
\$275,001 - \$350,000	5	12.82%	101.70%	0.00%	101.70%	0.00%	0.00%
\$350,001 and up	4	10.26%	98.67%	0.00%	98.67%	0.00%	0.00%
Median Sold/List Ratio		100.00%		95.78%	100.00%	101.15%	0.00%
Total Closed Units		39	100%	10	28	1	
Total Closed Volume		7,005,000		889.90K	5.90M	220.00K	0.00B

December 2021



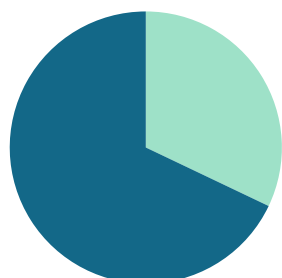
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

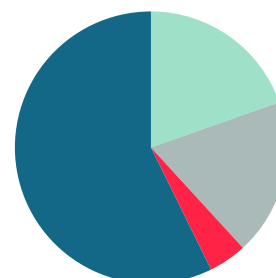


Inventory
 New Listings
51 = 32.08%
 Start Inventory
108
 Total Inventory Units
159
 Volume
\$61,786,502

Market Activity

Closed Sales
39 = 19.60%
 Pending Sales
37 = 18.59%
 Other Off Market
9 = 4.52%
 Active Inventory
114 = 57.29%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	35	39	11.43%	449	508	13.14%
Pending Sales	30	37	23.33%	483	514	6.42%
New Listings	34	51	50.00%	668	644	-3.59%
Median List Price	139,500	164,900	18.21%	139,900	165,950	18.62%
Median Sale Price	135,000	166,000	22.96%	139,000	160,000	15.11%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	98.50%	100.00%	1.52%
Median Days on Market to Sale	15.00	14.00	-6.67%	28.00	15.00	-46.43%
Monthly Inventory	115	114	-0.87%	115	114	-0.87%
Months Supply of Inventory	3.07	2.69	-12.38%	3.07	2.69	-12.38%

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

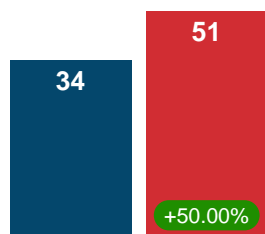
Inventory on December 31, 2021 = **114**

2020 **2021**

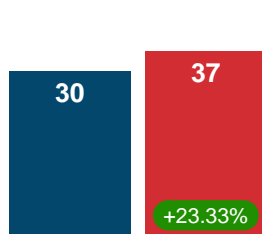
DECEMBER MARKET

MEDIAN PRICES

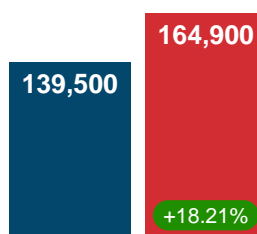
New Listings



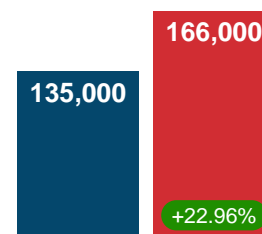
Pending Listings



List Price



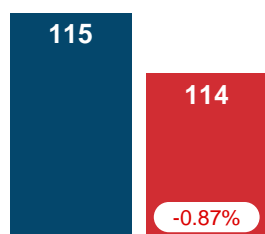
Sale Price



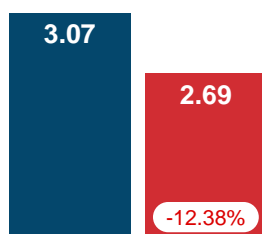
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

