

February 2021



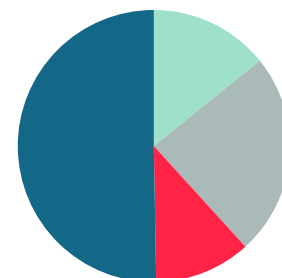
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2020	2021	+/-%
Closed Listings	22	26	18.18%
Pending Listings	34	44	29.41%
New Listings	57	39	-31.58%
Average List Price	310,118	216,590	-30.16%
Average Sale Price	299,450	209,628	-30.00%
Average Percent of Selling Price to List Price	95.46%	95.11%	-0.36%
Average Days on Market to Sale	70.05	29.54	-57.83%
End of Month Inventory	165	92	-44.24%
Months Supply of Inventory	5.71	2.39	-58.12%



■ Closed (14.21%)
■ Pending (24.04%)
■ Other OffMarket (11.48%)
■ Active (50.27%)

Absorption: Last 12 months, an Average of **39** Sales/Month
Active Inventory as of February 28, 2021 = **92**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **44.24%** to 92 existing homes available for sale. Over the last 12 months this area has had an average of 39 closed sales per month. This represents an unsold inventory index of **2.39** 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 **30.00%** in February 2021 to \$209,628 versus the previous year at \$299,450.

Average Days on Market Shortens

The average number of **29.54** days that homes spent on the market before selling decreased by 40.51 days or **57.83%** in February 2021 compared to last year's same month at **70.05** DOM.

Sales Success for February 2021 is Positive

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

There were 39 New Listings in February 2021, down **31.58%** from last year at 57. Furthermore, there were 26 Closed Listings this month versus last year at 22, a **18.18%** increase.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, February 2020, at **38.6%**, a **72.73%** upswing. 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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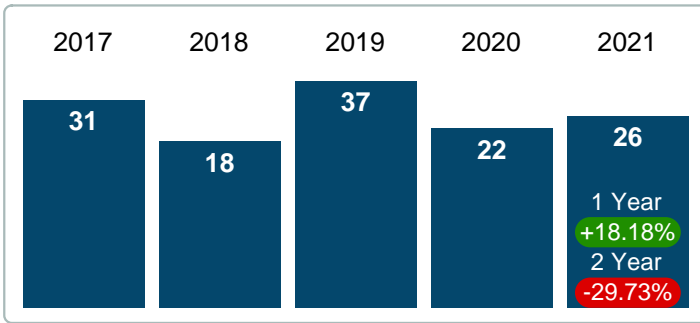
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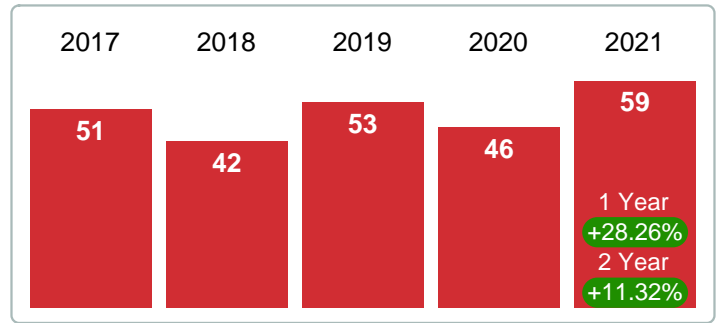
CLOSED LISTINGS

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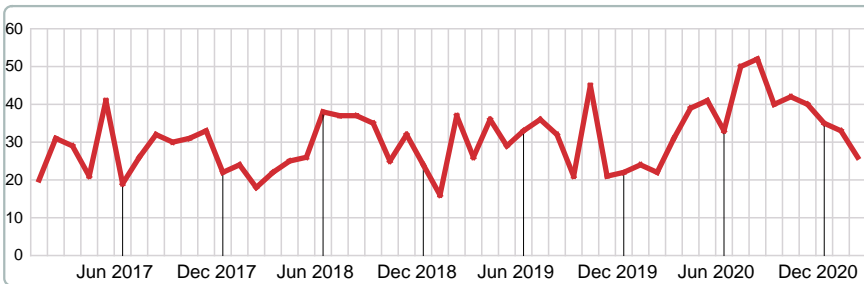
FEBRUARY



YEAR TO DATE (YTD)

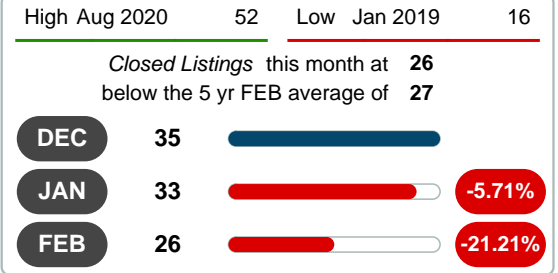


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 27



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	7.69%	50.5	0	2	0	0
\$50,001 - \$75,000	2	7.69%	24.5	1	1	0	0
\$75,001 - \$125,000	5	19.23%	13.8	2	3	0	0
\$125,001 - \$200,000	7	26.92%	32.3	0	6	0	1
\$200,001 - \$300,000	4	15.38%	27.5	0	3	1	0
\$300,001 - \$325,000	2	7.69%	28.0	0	1	0	1
\$325,001 and up	4	15.38%	39.3	1	0	2	1
Total Closed Units	26			4	16	3	3
Total Closed Volume	5,450,325	100%	29.5	640.40K	2.34M	977.25K	1.50M
Average Closed Price	\$209,628			\$160,100	\$146,011	\$325,750	\$498,833

February 2021



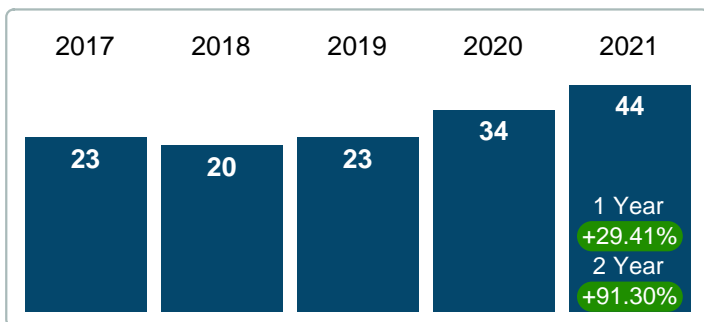
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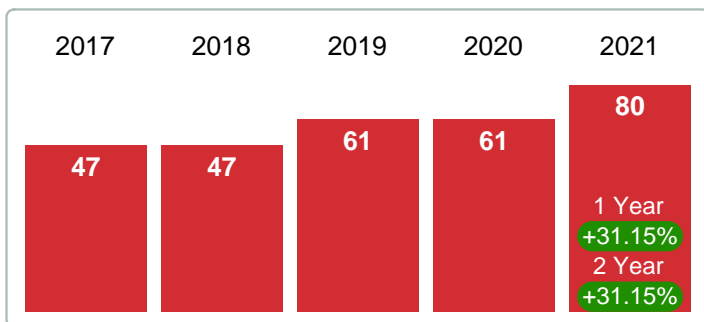
PENDING LISTINGS

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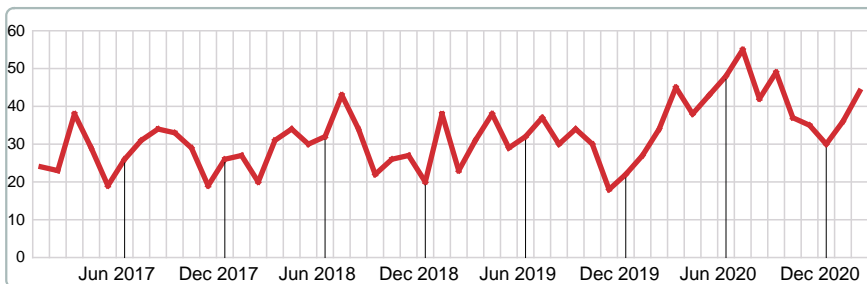
FEBRUARY



YEAR TO DATE (YTD)

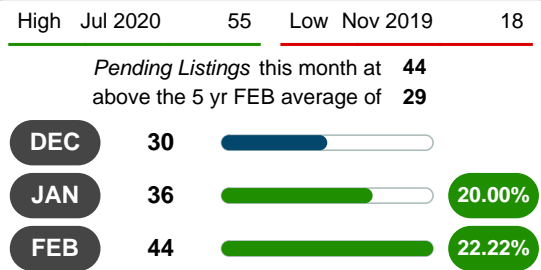


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.09%	64.3	1	3	0	0
\$75,001 - \$100,000	4	9.09%	35.3	1	3	0	0
\$100,001 - \$125,000	3	6.82%	25.0	0	2	1	0
\$125,001 - \$175,000	13	29.55%	45.1	0	11	2	0
\$175,001 - \$250,000	10	22.73%	53.0	0	8	1	1
\$250,001 - \$625,000	6	13.64%	80.2	0	2	3	1
\$625,001 and up	4	9.09%	99.8	0	1	2	1
Total Pending Units	44			2	30	9	3
Total Pending Volume	10,993,600	100%	54.7	117.20K	5.41M	3.73M	1.74M
Average Listing Price	\$253,572			\$58,600	\$180,383	\$414,322	\$578,667

February 2021



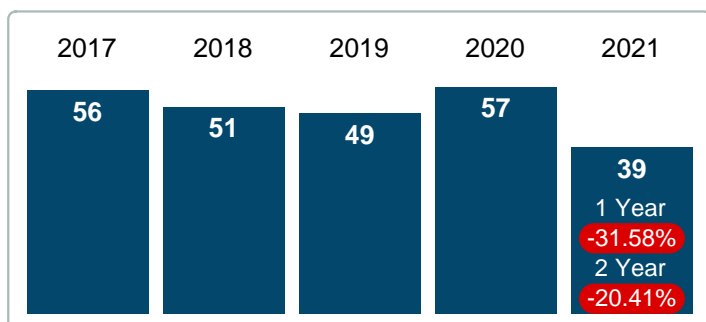
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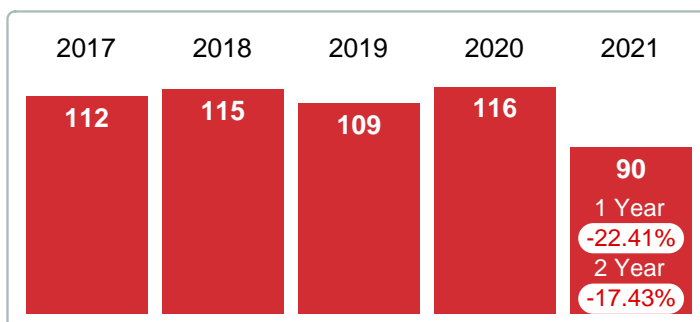
NEW LISTINGS

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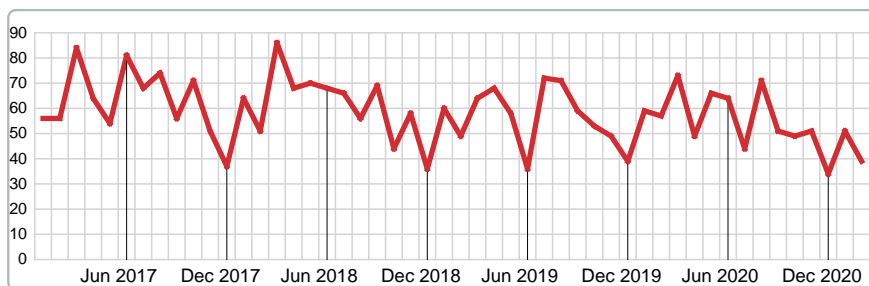
FEBRUARY



YEAR TO DATE (YTD)

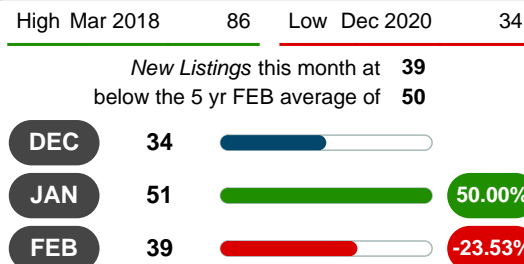


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50



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	2	5.13%	1	1	0	0
\$75,001 - \$100,000	5	12.82%	1	4	0	0
\$100,001 - \$125,000	7	17.95%	2	5	0	0
\$125,001 - \$200,000	9	23.08%	0	9	0	0
\$200,001 - \$300,000	5	12.82%	0	4	1	0
\$300,001 - \$625,000	9	23.08%	1	3	5	0
\$625,001 and up	2	5.13%	0	0	1	1
Total New Listed Units	39		5	26	7	1
Total New Listed Volume	10,128,999	100%	693.40K	4.76M	3.68M	995.00K
Average New Listed Listing Price	\$266,022		\$138,680	\$182,946	\$526,286	\$995,000

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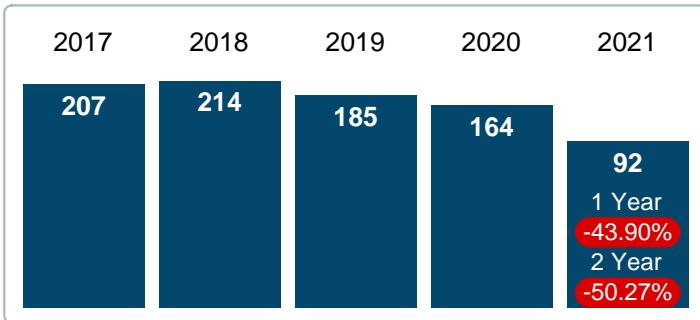
Area Delimited by County Of Mayes - Residential Property Type



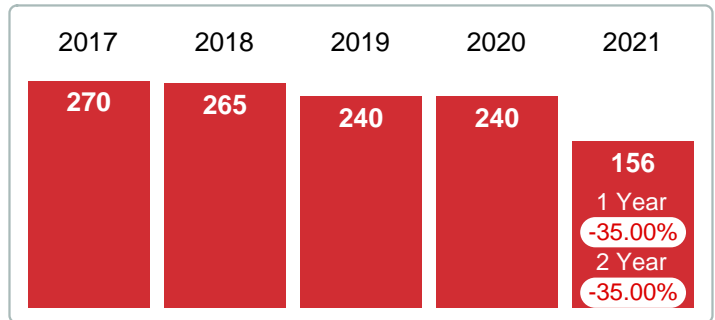
ACTIVE INVENTORY

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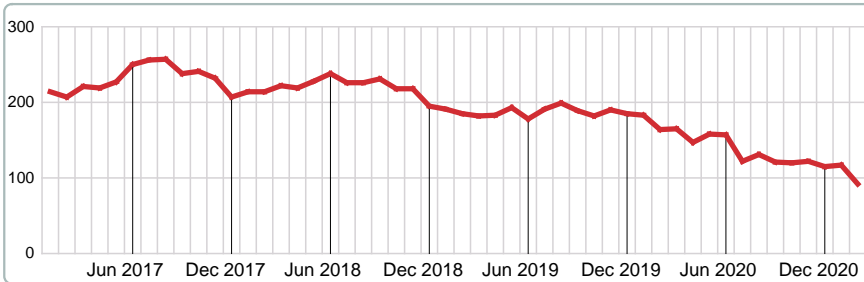
END OF FEBRUARY



ACTIVE DURING FEBRUARY

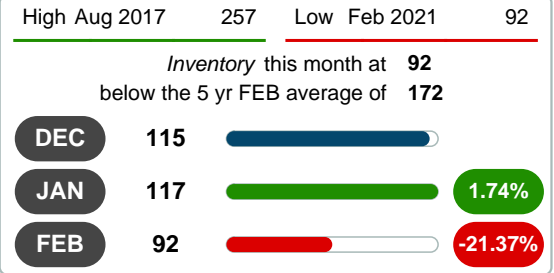


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 172



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	<div style="width: 9.78%;"></div> 9	9.78%	89.9	4	5	0	0
\$75,001 - \$100,000	<div style="width: 9.78%;"></div> 9	9.78%	68.6	1	8	0	0
\$100,001 - \$125,000	<div style="width: 10.87%;"></div> 10	10.87%	74.9	4	4	2	0
\$125,001 - \$250,000	<div style="width: 27.17%;"></div> 25	27.17%	83.4	2	19	2	2
\$250,001 - \$525,000	<div style="width: 20.65%;"></div> 19	20.65%	85.1	1	9	9	0
\$525,001 - \$825,000	<div style="width: 11.96%;"></div> 11	11.96%	68.4	0	5	4	2
\$825,001 and up	<div style="width: 9.78%;"></div> 9	9.78%	87.1	0	1	3	5
Total Active Inventory by Units	92			12	51	20	9
Total Active Inventory by Volume	36,457,346	100%	80.6	1.41M	11.96M	9.88M	13.21M
Average Active Inventory Listing Price	\$396,276			\$117,808	\$234,455	\$493,855	\$1,467,706

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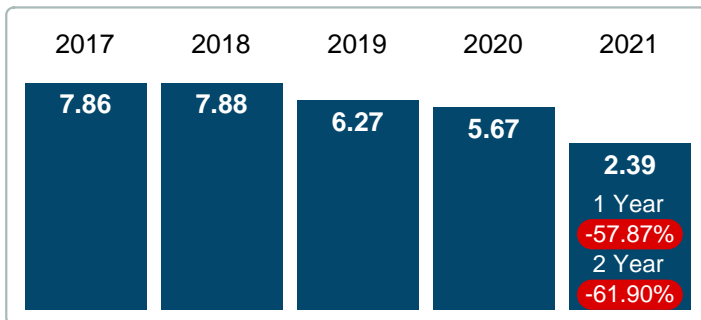
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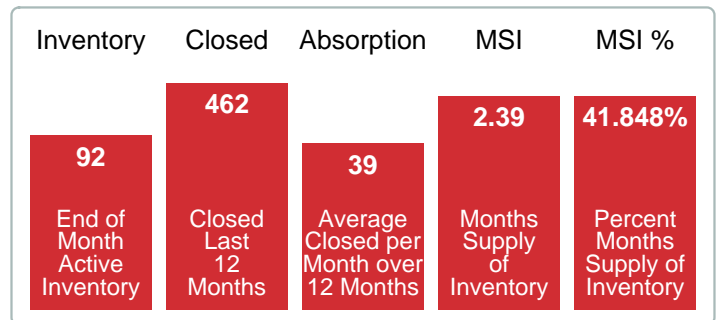
MONTHS SUPPLY of INVENTORY (MSI)

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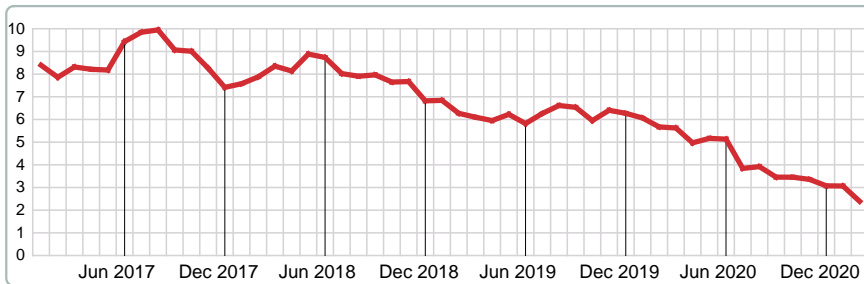
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

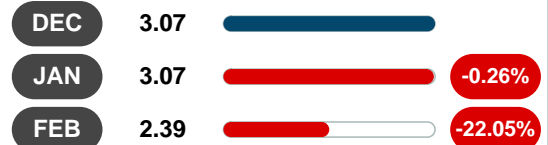


3 MONTHS

5 year FEB AVG = 6.01

High Aug 2017 9.95 Low Feb 2021 2.39

Months Supply this month at 2.39 below the 5 yr FEB average of 6.01



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	9.78%	1.38	1.20	1.71	0.00	0.00
\$75,001 - \$100,000	9	9.78%	1.80	2.00	1.88	0.00	0.00
\$100,001 - \$125,000	10	10.87%	2.61	9.60	1.26	12.00	0.00
\$125,001 - \$250,000	25	27.17%	1.54	1.26	1.57	0.83	12.00
\$250,001 - \$525,000	19	20.65%	3.26	1.50	2.92	5.40	0.00
\$525,001 - \$825,000	11	11.96%	13.20	0.00	20.00	12.00	8.00
\$825,001 and up	9	9.78%	36.00	0.00	0.00	36.00	30.00
Market Supply of Inventory (MSI)			2.39	1.85	1.98	3.87	8.31
Total Active Inventory by Units		100%	2.39	12	51	20	9

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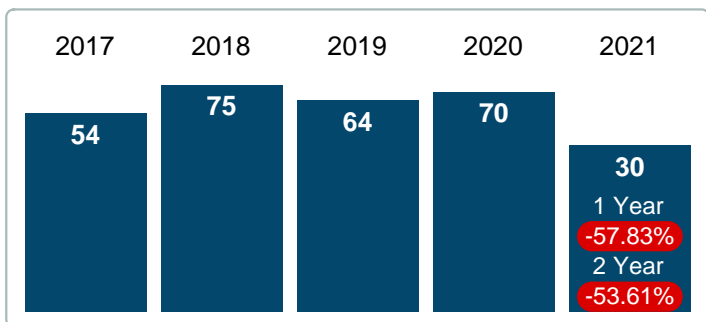
Area Delimited by County Of Mayes - Residential Property Type



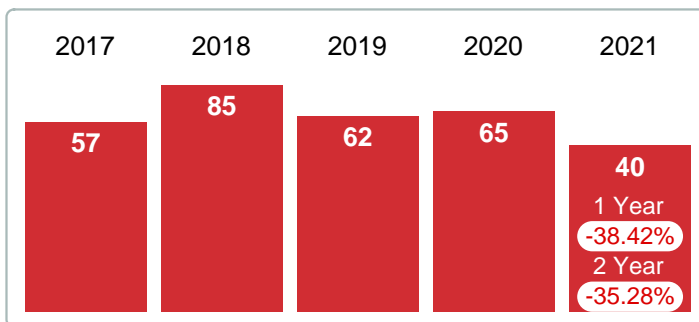
AVERAGE DAYS ON MARKET TO SALE

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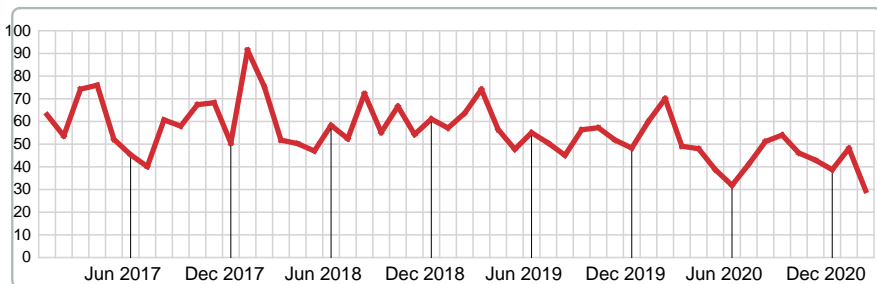
FEBRUARY



YEAR TO DATE (YTD)

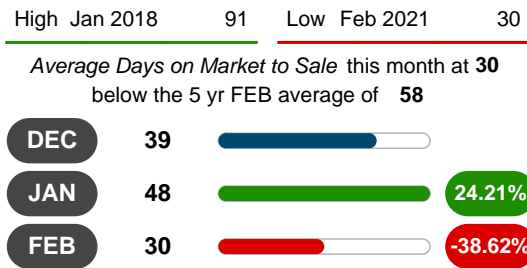


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 58



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	7.69%	51	0	51	0	0
\$50,001 - \$75,000	7.69%	25	9	40	0	0
\$75,001 - \$125,000	19.23%	14	21	9	0	0
\$125,001 - \$200,000	26.92%	32	0	35	0	14
\$200,001 - \$300,000	15.38%	28	0	36	3	0
\$300,001 - \$325,000	7.69%	28	0	51	0	5
\$325,001 and up	15.38%	39	111	0	13	20
Average Closed DOM		30	41	34	10	13
Total Closed Units	100%	30	4	16	3	3
Total Closed Volume		5,450,325	640.40K	2.34M	977.25K	1.50M

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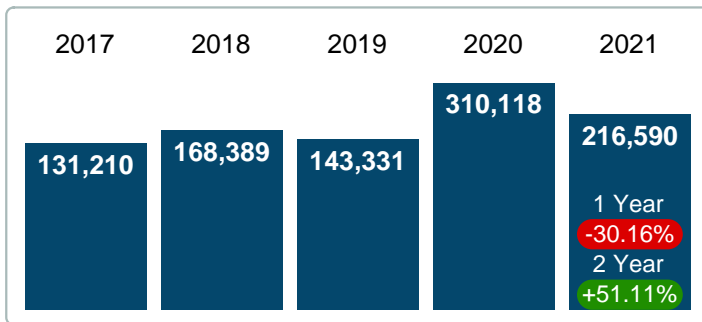
Area Delimited by County Of Mayes - Residential Property Type



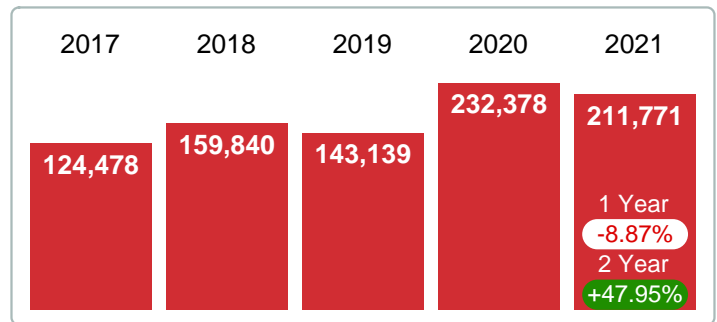
AVERAGE LIST PRICE AT CLOSING

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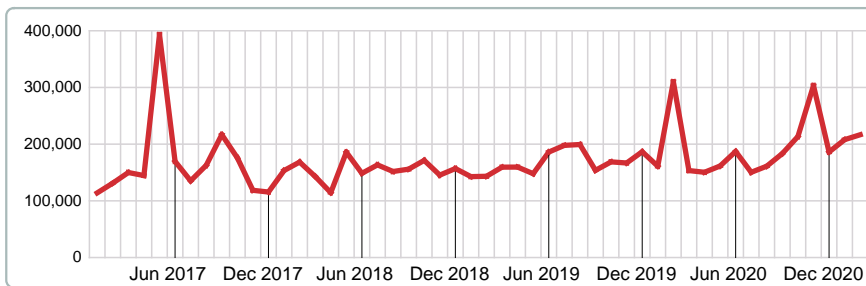
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

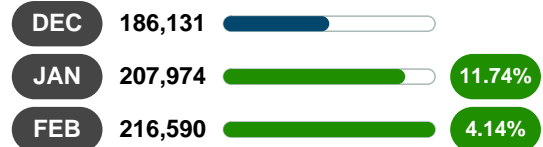


3 MONTHS

5 year FEB AVG = 193,928

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

Average List Price at Closing this month at **216,590**
above the 5 yr FEB average of **193,928**



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	7.69%	25,400	0	25,400	0	0
\$50,001 - \$75,000	3.85%	69,900	69,900	98,500	0	0
\$75,001 - \$125,000	23.08%	95,667	99,000	92,500	0	0
\$125,001 - \$200,000	26.92%	162,371	0	162,783	0	159,900
\$200,001 - \$300,000	15.38%	245,638	0	232,933	283,750	0
\$300,001 - \$325,000	7.69%	312,500	0	315,000	0	310,000
\$325,001 and up	15.38%	548,125	399,000	0	346,750	1,100,000
Average List Price		216,590	166,725	151,081	325,750	523,300
Total Closed Units	100%	216,590	4	16	3	3
Total Closed Volume		5,631,350	666.90K	2.42M	977.25K	1.57M

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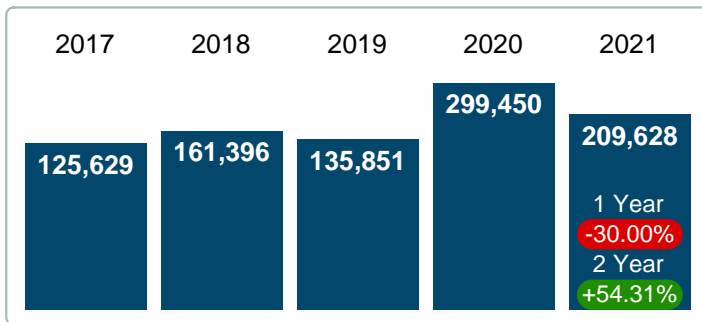
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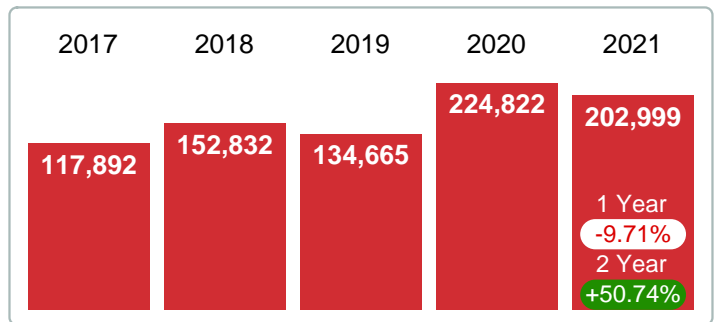
AVERAGE SOLD PRICE AT CLOSING

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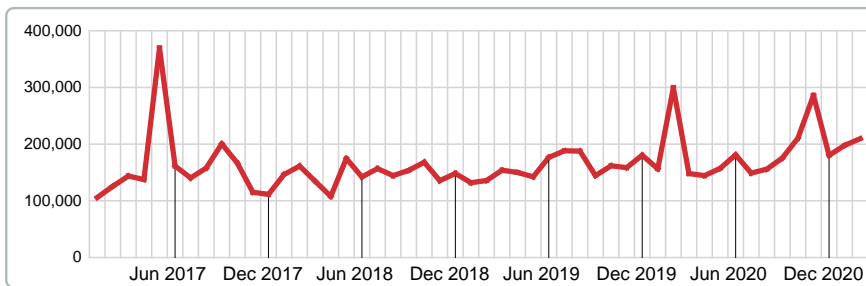
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

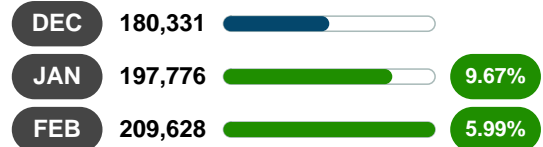


3 MONTHS

5 year FEB AVG = 186,391

High May 2017 369,501 Low Jan 2017 105,899

Average Sold Price at Closing this month at **209,628**
above the 5 yr FEB average of **186,391**



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	7.69%	21,088	0	21,088	0	0
\$50,001 - \$75,000	7.69%	62,200	59,400	65,000	0	0
\$75,001 - \$125,000	19.23%	94,400	103,000	88,667	0	0
\$125,001 - \$200,000	26.92%	156,586	0	158,517	0	145,000
\$200,001 - \$300,000	15.38%	246,413	0	233,967	283,750	0
\$300,001 - \$325,000	7.69%	307,000	0	310,000	0	304,000
\$325,001 and up	15.38%	529,000	375,000	0	346,750	1,047,500
Average Sold Price		209,628	160,100	146,011	325,750	498,833
Total Closed Units	100%	209,628	4	16	3	3
Total Closed Volume		5,450,325	640.40K	2.34M	977.25K	1.50M

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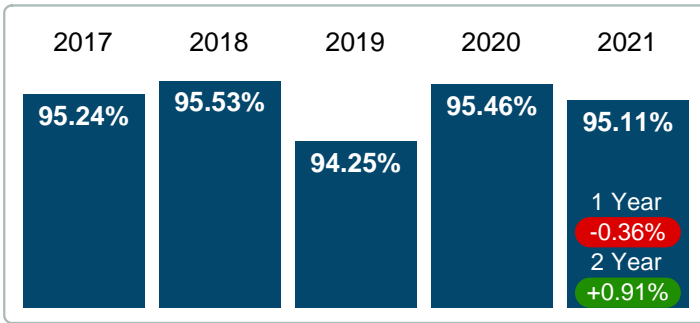
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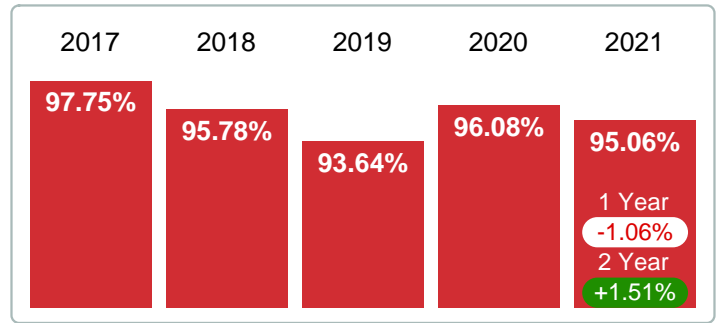
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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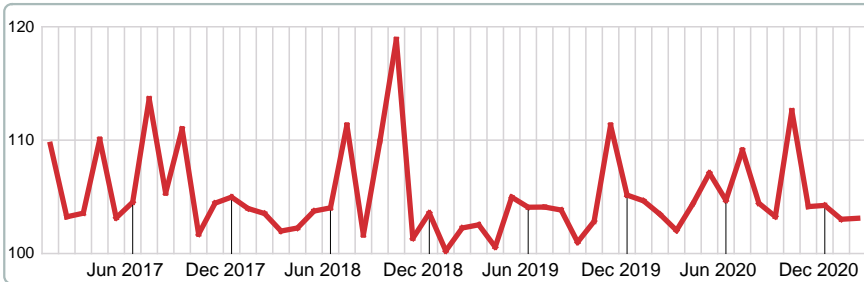
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

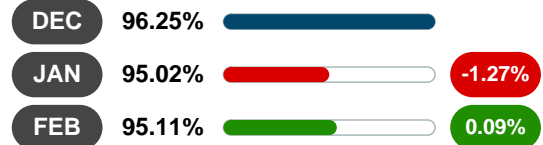


3 MONTHS

5 year FEB AVG = 95.12%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.11%**
equal to 5 yr FEB average of **95.12%**



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	7.69%	82.64%	0.00%	82.64%	0.00%	0.00%
\$50,001 - \$75,000	2	7.69%	75.48%	84.98%	65.99%	0.00%	0.00%
\$75,001 - \$125,000	5	19.23%	98.90%	103.64%	95.74%	0.00%	0.00%
\$125,001 - \$200,000	7	26.92%	96.44%	0.00%	97.40%	0.00%	90.68%
\$200,001 - \$300,000	4	15.38%	100.33%	0.00%	100.44%	100.00%	0.00%
\$300,001 - \$325,000	2	7.69%	98.24%	0.00%	98.41%	0.00%	98.06%
\$325,001 and up	4	15.38%	97.30%	93.98%	0.00%	100.00%	95.23%
Average Sold/List Ratio		95.10%		96.56%	93.91%	100.00%	94.66%
Total Closed Units		26	100%	4	16	3	3
Total Closed Volume		5,450,325		640.40K	2.34M	977.25K	1.50M

February 2021



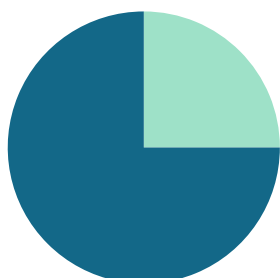
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

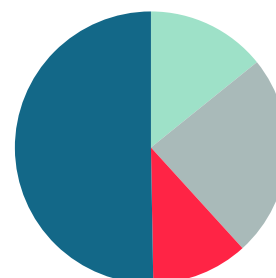


Inventory
 New Listings
39 = 25.00%
 Start Inventory
117
 Total Inventory Units
156
 Volume
\$55,227,845

Market Activity

Closed Sales
26 = 14.21%
 Pending Sales
44 = 24.04%
 Other Off Market
21 = 11.48%
 Active Inventory
92 = 50.27%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	22	26	18.18%	46	59	28.26%
Pending Sales	34	44	29.41%	61	80	31.15%
New Listings	57	39	-31.58%	116	90	-22.41%
Average List Price	310,118	216,590	-30.16%	232,378	211,771	-8.87%
Average Sale Price	299,450	209,628	-30.00%	224,822	202,999	-9.71%
Average Percent of Selling Price to List Price	95.46%	95.11%	-0.36%	96.08%	95.06%	-1.06%
Average Days on Market to Sale	70.05	29.54	-57.83%	64.85	39.93	-38.42%
Monthly Inventory	165	92	-44.24%	165	92	-44.24%
Months Supply of Inventory	5.71	2.39	-58.12%	5.71	2.39	-58.12%

Absorption: Last 12 months, an Average of **39** Sales/Month

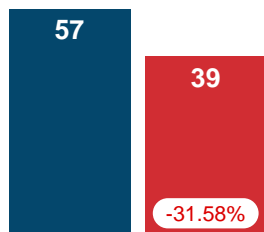
Inventory on February 28, 2021 = **92**

2020 **2021**

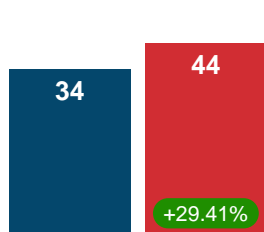
FEBRUARY MARKET

AVERAGE PRICES

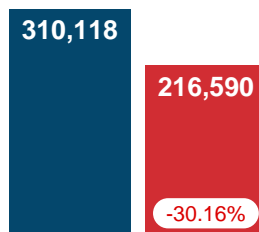
New Listings



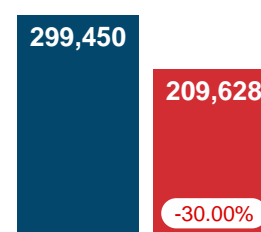
Pending Listings



List Price



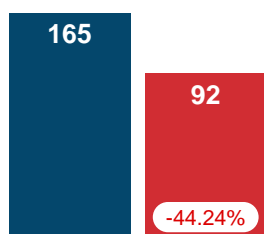
Sale Price



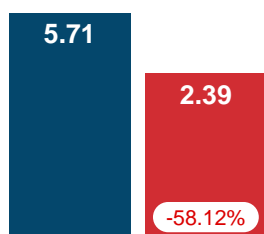
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

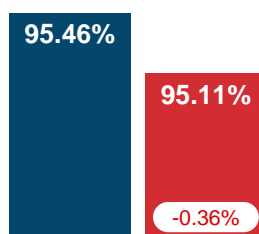
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

