

# February 2021



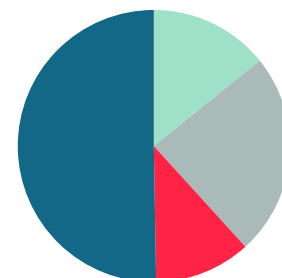
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	194,450	162,400	-16.48%
Median Sale Price	188,500	154,500	-18.04%
Median Percent of Selling Price to List Price	96.93%	98.24%	1.35%
Median Days on Market to Sale	60.00	13.00	-78.33%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **18.04%** in February 2021 to \$154,500 versus the previous year at \$188,500.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 47.00 days or **78.33%** in February 2021 compared to last year's same month at **60.00** DOM.

#### Sales Success for February 2021 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# February 2021



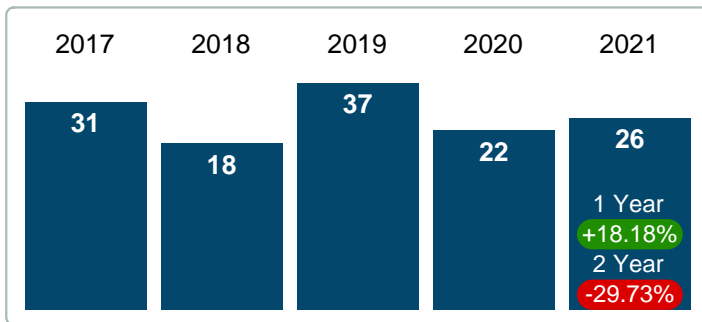
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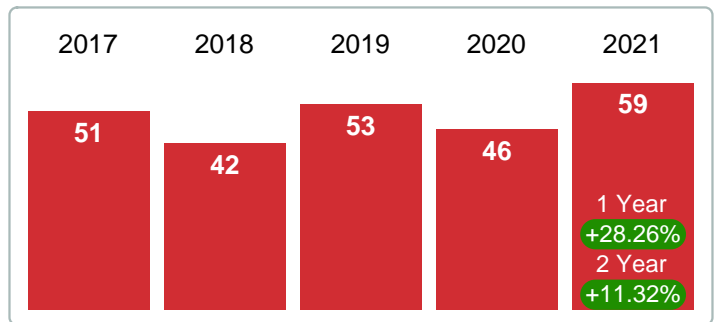
## CLOSED LISTINGS

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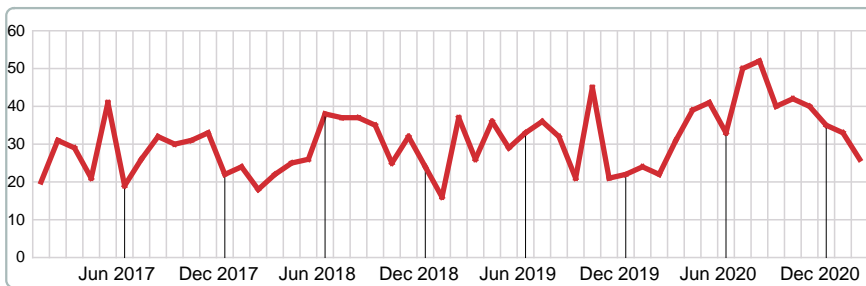
### FEBRUARY



### YEAR TO DATE (YTD)

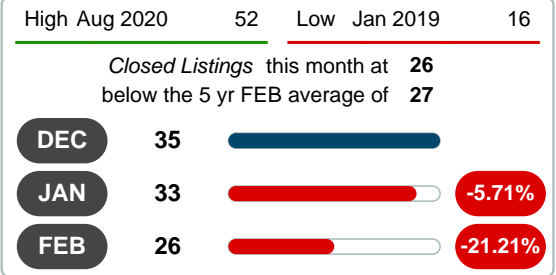


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 27



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	8.0	2	3	0	0
\$125,001 - \$200,000	7	26.92%	14.0	0	6	0	1
\$200,001 - \$300,000	4	15.38%	3.5	0	3	1	0
\$300,001 - \$325,000	2	7.69%	28.0	0	1	0	1
\$325,001 and up	4	15.38%	20.5	1	0	2	1
<b>Total Closed Units</b>	<b>26</b>			<b>4</b>	<b>16</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>5,450,325</b>	<b>100%</b>	<b>13.0</b>	<b>640.40K</b>	<b>2.34M</b>	<b>977.25K</b>	<b>1.50M</b>
<b>Median Closed Price</b>	<b>\$154,500</b>			<b>\$103,000</b>	<b>\$139,550</b>	<b>\$345,000</b>	<b>\$304,000</b>

# February 2021



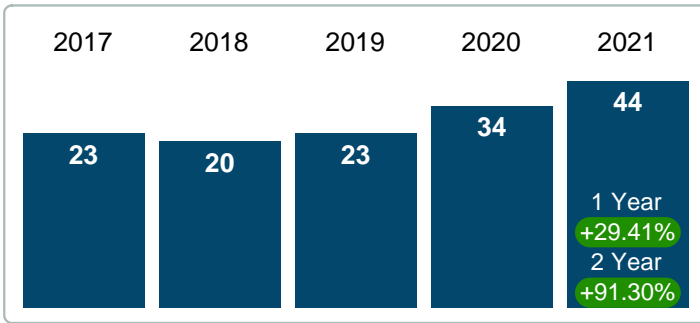
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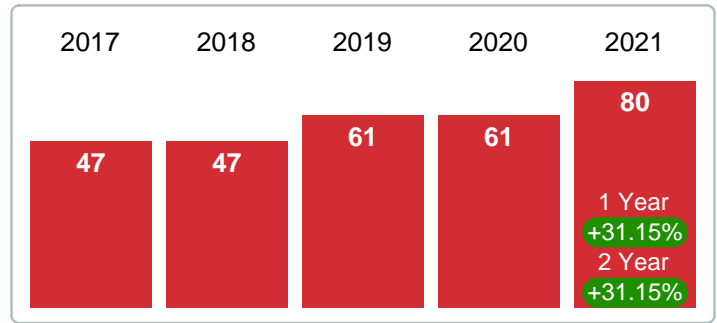
## PENDING LISTINGS

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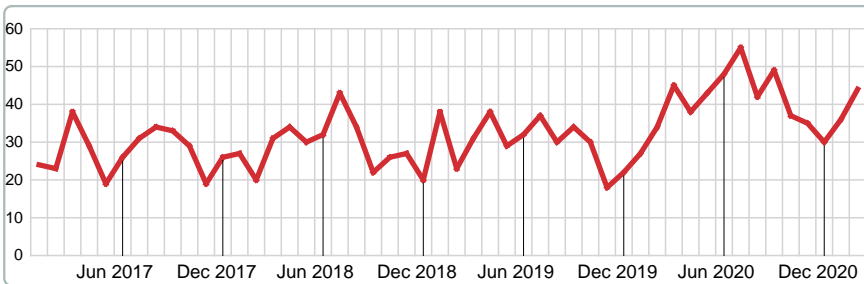
### FEBRUARY



### YEAR TO DATE (YTD)

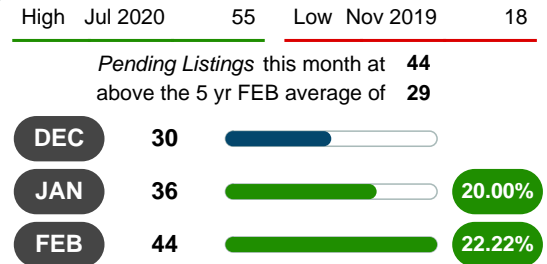


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 29



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	9.09%	68.5	1	3	0	0
\$75,001 - \$100,000	4	9.09%	13.0	1	3	0	0
\$100,001 - \$125,000	3	6.82%	28.0	0	2	1	0
\$125,001 - \$175,000	13	29.55%	13.0	0	11	2	0
\$175,001 - \$250,000	10	22.73%	23.5	0	8	1	1
\$250,001 - \$625,000	6	13.64%	49.0	0	2	3	1
\$625,001 and up	4	9.09%	98.0	0	1	2	1
<b>Total Pending Units</b>	<b>44</b>			<b>2</b>	<b>30</b>	<b>9</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>10,993,600</b>	<b>100%</b>	<b>28.5</b>	<b>117.20K</b>	<b>5.41M</b>	<b>3.73M</b>	<b>1.74M</b>
<b>Median Listing Price</b>	<b>\$171,250</b>			<b>\$58,600</b>	<b>\$165,200</b>	<b>\$265,000</b>	<b>\$625,000</b>

# February 2021



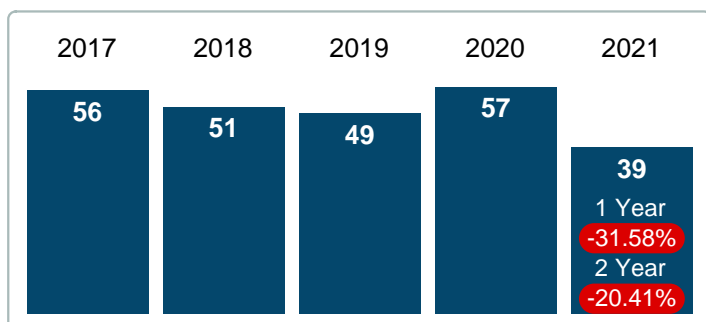
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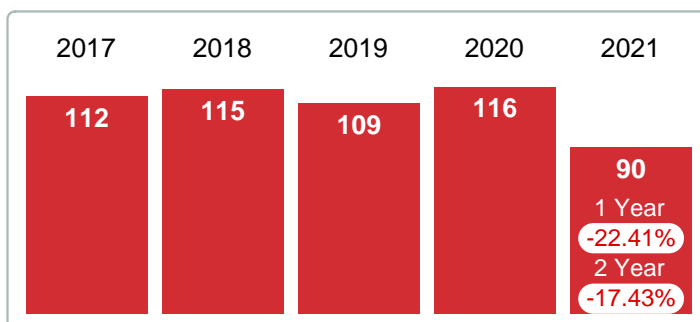
## NEW LISTINGS

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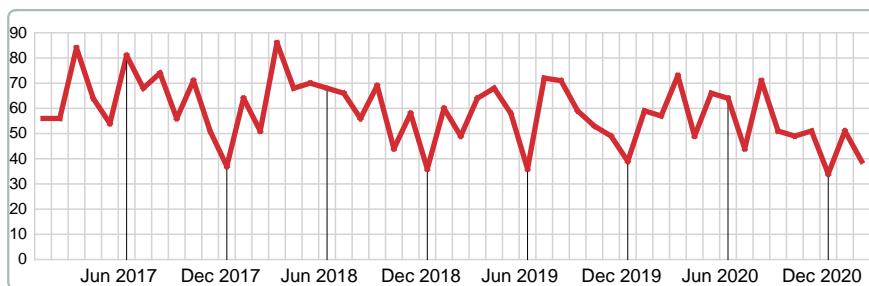
### FEBRUARY



### YEAR TO DATE (YTD)

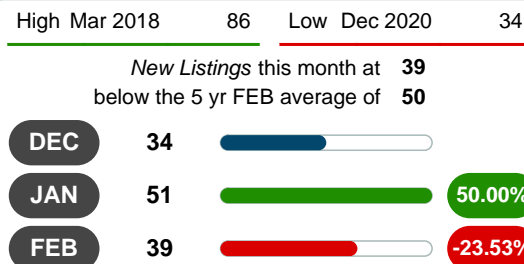


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$90,000 and less	4	10.26%	2	2	0	0
\$90,001 - \$100,000	3	7.69%	0	3	0	0
\$100,001 - \$130,000	8	20.51%	2	6	0	0
\$130,001 - \$210,000	9	23.08%	0	9	0	0
\$210,001 - \$320,000	7	17.95%	0	4	3	0
\$320,001 - \$620,000	4	10.26%	1	2	1	0
\$620,001 and up	4	10.26%	0	0	3	1
<b>Total New Listed Units</b>	<b>39</b>		<b>5</b>	<b>26</b>	<b>7</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,128,999</b>	<b>100%</b>	<b>693.40K</b>	<b>4.76M</b>	<b>3.68M</b>	<b>995.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$150,000</b>		<b>\$108,000</b>	<b>\$138,500</b>	<b>\$594,500</b>	<b>\$995,000</b>

# February 2021



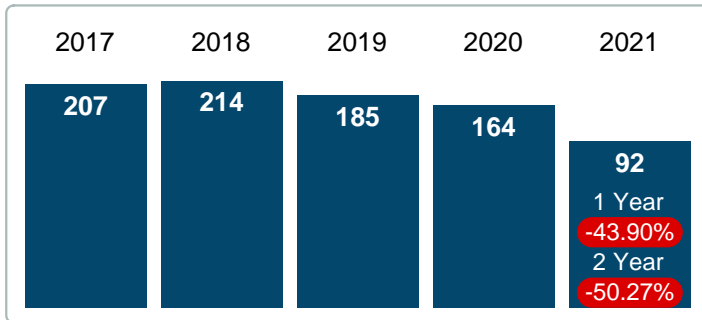
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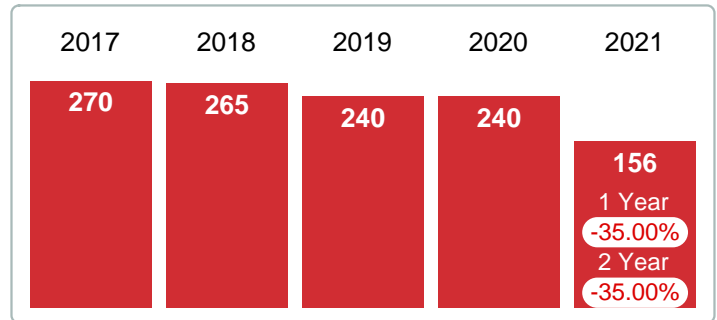
## ACTIVE INVENTORY

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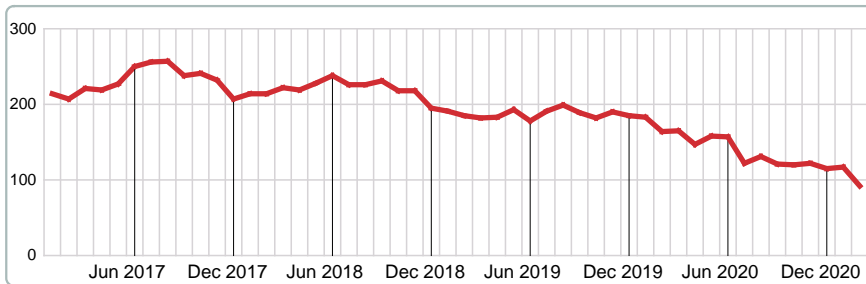
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

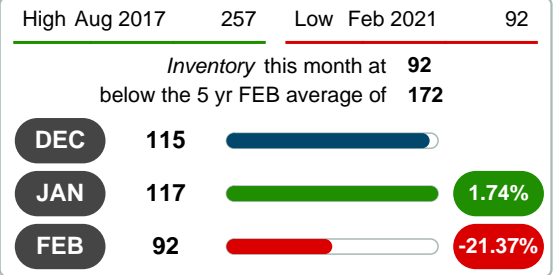


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 172



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	9.78%	83.0	4	5	0	0
\$75,001 - \$100,000	9	9.78%	47.0	1	8	0	0
\$100,001 - \$125,000	10	10.87%	28.0	4	4	2	0
\$125,001 - \$250,000	25	27.17%	94.0	2	19	2	2
\$250,001 - \$525,000	19	20.65%	88.0	1	9	9	0
\$525,001 - \$825,000	11	11.96%	37.0	0	5	4	2
\$825,001 and up	9	9.78%	103.0	0	1	3	5
<b>Total Active Inventory by Units</b>	<b>92</b>			<b>12</b>	<b>51</b>	<b>20</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>36,457,346</b>	<b>100%</b>	<b>78.0</b>	<b>1.41M</b>	<b>11.96M</b>	<b>9.88M</b>	<b>13.21M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$179,900</b>			<b>\$108,250</b>	<b>\$170,500</b>	<b>\$382,450</b>	<b>\$995,000</b>

# February 2021



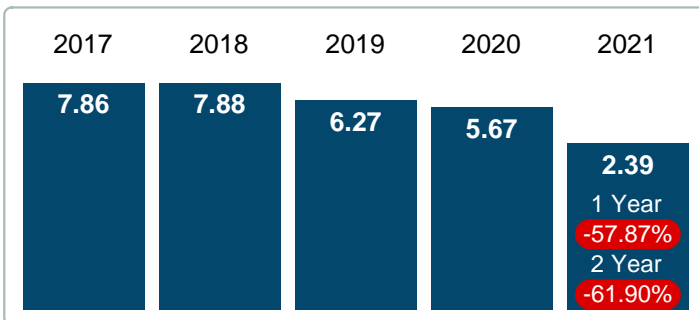
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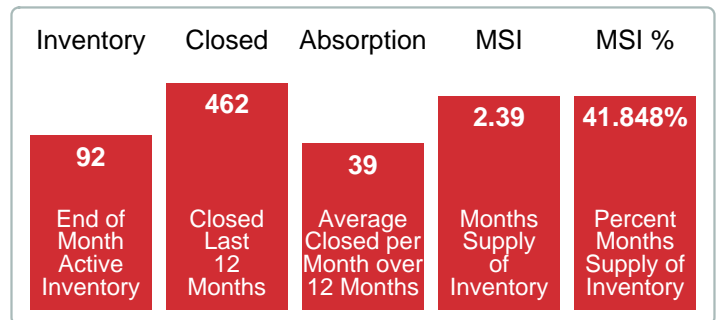
## MONTHS SUPPLY of INVENTORY (MSI)

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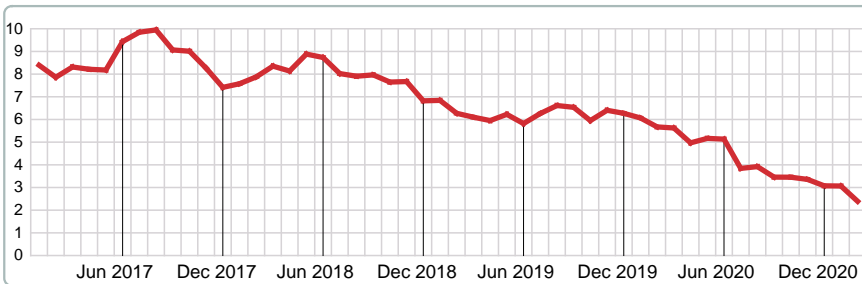
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

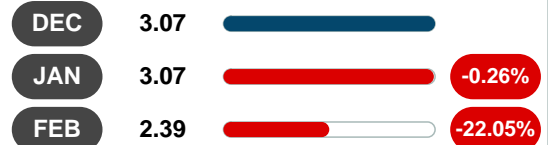


### 3 MONTHS

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

# February 2021



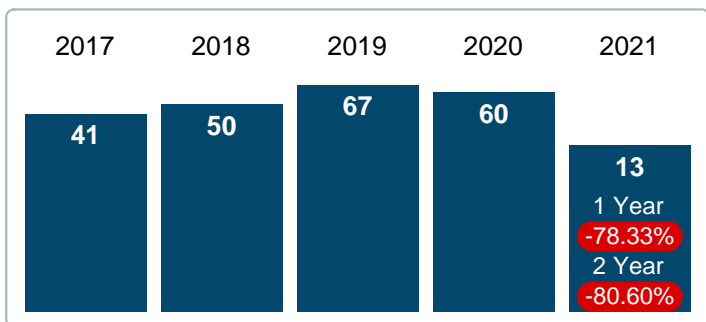
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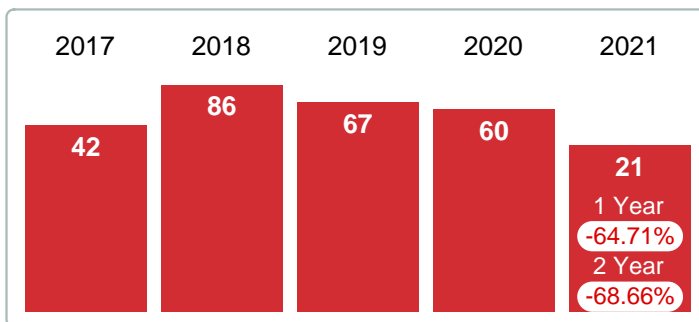
## MEDIAN DAYS ON MARKET TO SALE

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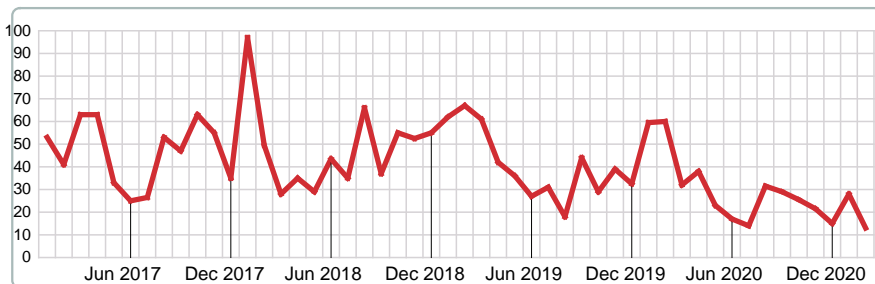
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 46

High Jan 2018 97 Low Feb 2021 13

Median Days on Market to Sale this month at 13 below the 5 yr FEB average of 46



### 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
\$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%	8	21	8	0	0
\$125,001 - \$200,000	26.92%	14	0	13	0	14
\$200,001 - \$300,000	15.38%	4	0	4	3	0
\$300,001 - \$325,000	7.69%	28	0	51	0	5
\$325,001 and up	15.38%	21	111	0	13	20
Median Closed DOM		13	25	14	5	14
Total Closed Units	100%	13.0	4	16	3	3
Total Closed Volume		5,450,325	640.40K	2.34M	977.25K	1.50M

# February 2021



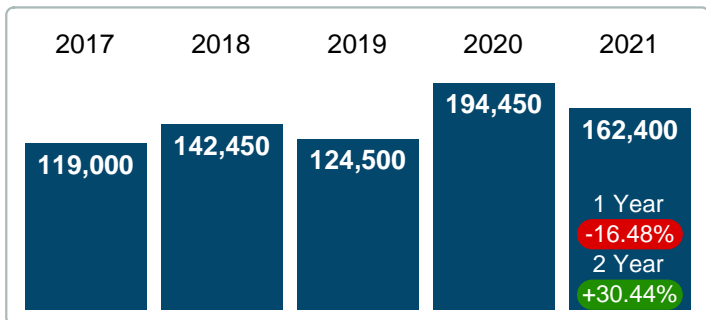
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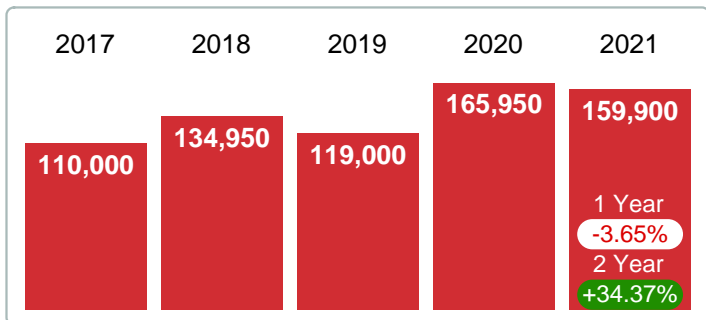
## MEDIAN LIST PRICE AT CLOSING

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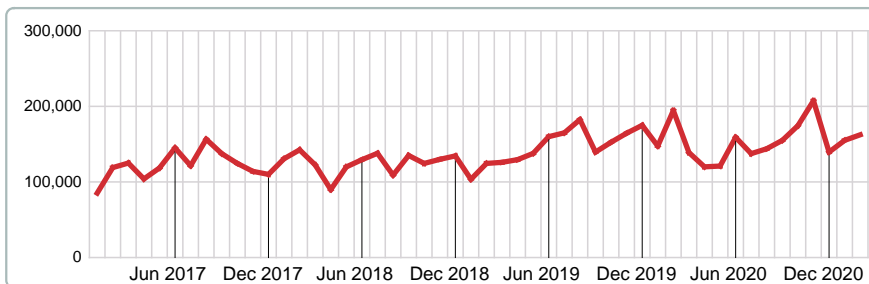
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

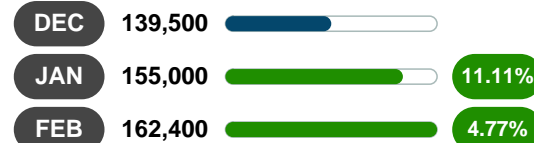


### 3 MONTHS

5 year FEB AVG = 148,560

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

Median List Price at Closing this month at **162,400**  
above the 5 yr FEB average of **148,560**



### 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
\$50,000 and less	7.69%	25,400	0	25,400	0	0
\$50,001 - \$75,000	3.85%	69,900	69,900	0	0	0
\$75,001 - \$125,000	23.08%	93,750	99,000	93,750	0	0
\$125,001 - \$200,000	26.92%	159,900	0	159,900	0	159,900
\$200,001 - \$300,000	15.38%	244,450	0	239,900	283,750	0
\$300,001 - \$325,000	7.69%	312,500	0	315,000	0	310,000
\$325,001 and up	15.38%	373,750	399,000	0	346,750	1,100,000
<b>Median List Price</b>		<b>162,400</b>	<b>99,000</b>	<b>147,450</b>	<b>345,000</b>	<b>310,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>162,400</b>	<b>4</b>	<b>16</b>	<b>3</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>5,631,350</b>	<b>666.90K</b>	<b>2.42M</b>	<b>977.25K</b>	<b>1.57M</b>



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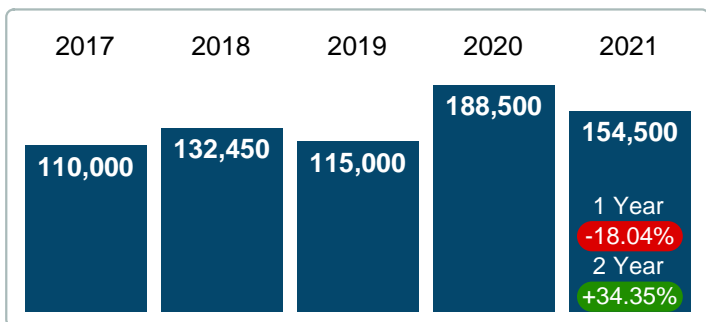
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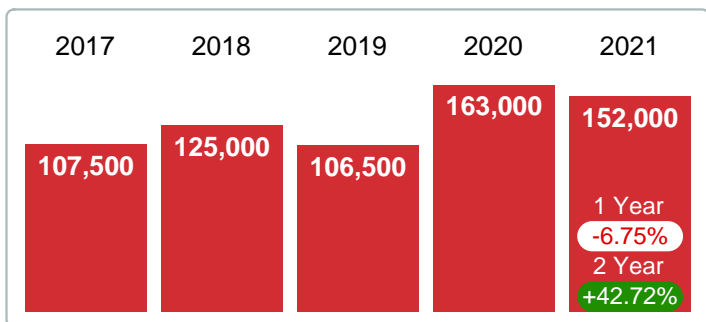
## MEDIAN SOLD PRICE AT CLOSING

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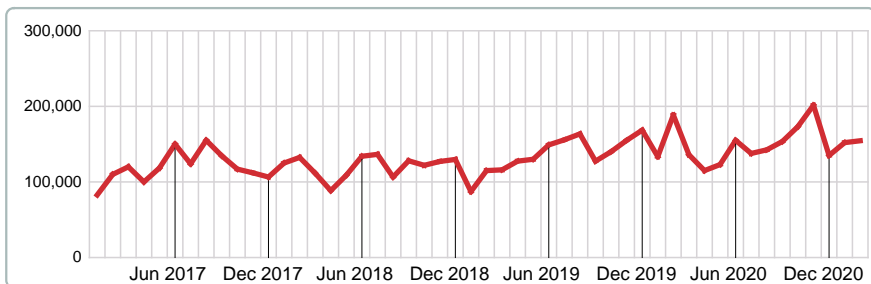
### FEBRUARY



### YEAR TO DATE (YTD)

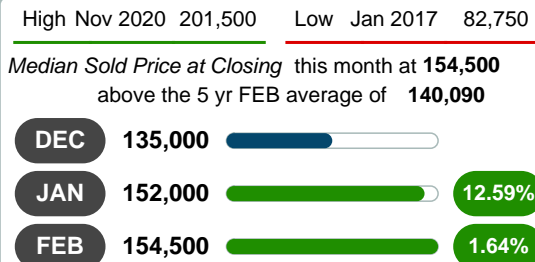


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 140,090



### 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
\$50,000 and less	2	7.69%	21,088	0	21,088	0	0
\$50,001 - \$75,000	2	7.69%	62,200	59,400	65,000	0	0
\$75,001 - \$125,000	5	19.23%	89,000	103,000	89,000	0	0
\$125,001 - \$200,000	7	26.92%	145,000	0	154,050	0	145,000
\$200,001 - \$300,000	4	15.38%	246,000	0	245,000	283,750	0
\$300,001 - \$325,000	2	7.69%	307,000	0	310,000	0	304,000
\$325,001 and up	4	15.38%	361,750	375,000	0	346,750	1,047,500
Median Sold Price			154,500	103,000	139,550	345,000	304,000
Total Closed Units		100%	154,500	4	16	3	3
Total Closed Volume			5,450,325	640.40K	2.34M	977.25K	1.50M

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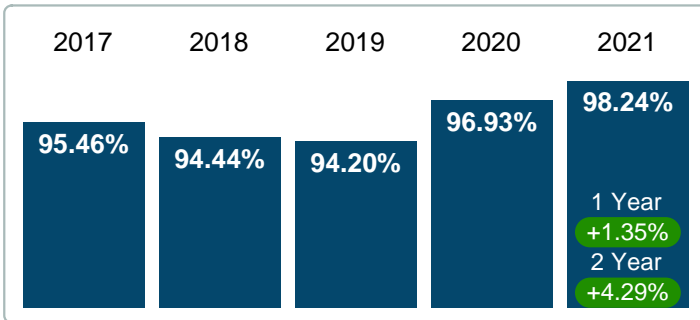
Area Delimited by County Of Mayes - Residential Property Type



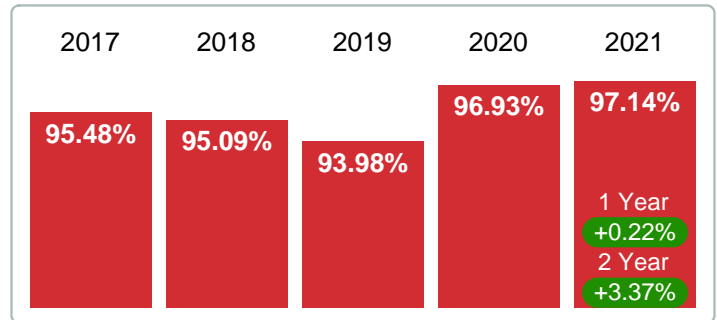
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

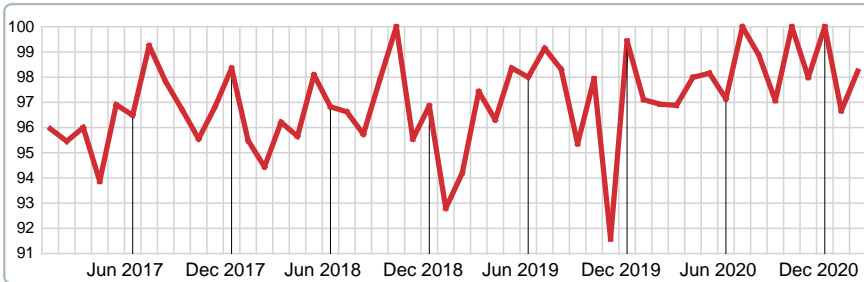
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

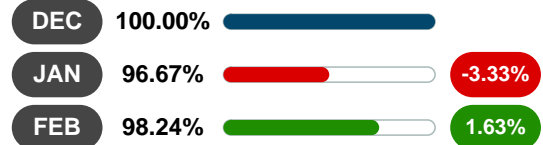


### 3 MONTHS

5 year FEB AVG = 95.85%

High Dec 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **98.24%**  
above the 5 yr FEB average of **95.85%**



## 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
\$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%	100.00%	103.64%	96.62%	0.00%	0.00%
\$125,001 - \$200,000	7	26.92%	96.55%	0.00%	97.75%	0.00%	90.68%
\$200,001 - \$300,000	4	15.38%	100.00%	0.00%	100.00%	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%	97.61%	93.98%	0.00%	100.00%	95.23%
Median Sold/List Ratio		98.24%		96.99%	97.52%	100.00%	95.23%
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



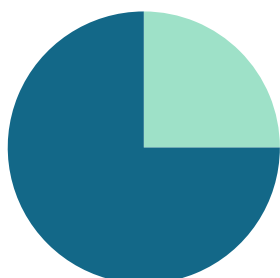
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

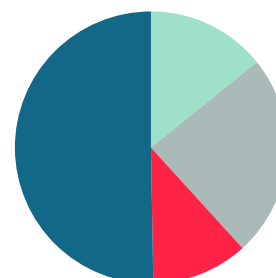


**Inventory**  
 New Listings  
**39 = 25.00%**  
 Start Inventory  
**117**  
 Total Inventory Units  
**156**  
 Volume  
**\$55,227,845**

### 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%
Median List Price	194,450	162,400	-16.48%	165,950	159,900	-3.65%
Median Sale Price	188,500	154,500	-18.04%	163,000	152,000	-6.75%
Median Percent of Selling Price to List Price	96.93%	98.24%	1.35%	96.93%	97.14%	0.22%
Median Days on Market to Sale	60.00	13.00	-78.33%	59.50	21.00	-64.71%
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

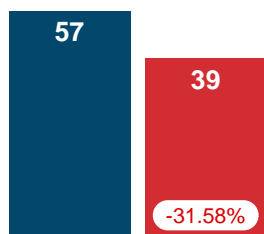
**Inventory** on February 28, 2021 = **92**

**2020** **2021**

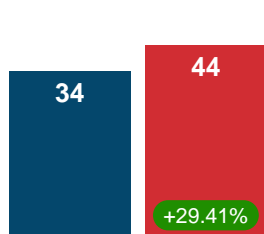
### FEBRUARY MARKET

### MEDIAN PRICES

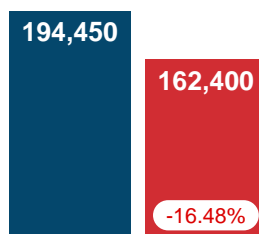
#### New Listings



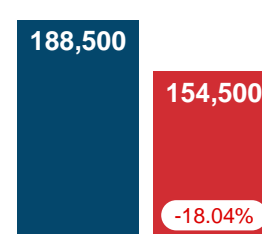
#### Pending Listings



#### List Price



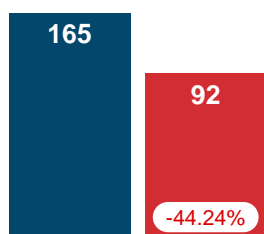
#### Sale Price



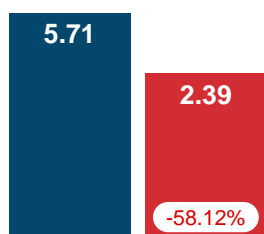
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

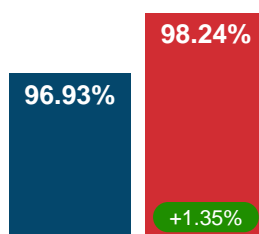
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

