

January 2021



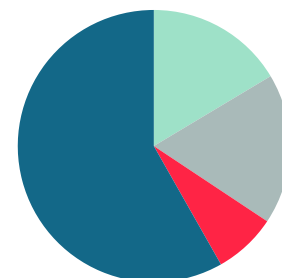
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	24	33	37.50%
Pending Listings	27	36	33.33%
New Listings	59	51	-13.56%
Average List Price	161,117	207,974	29.08%
Average Sale Price	156,412	197,776	26.45%
Average Percent of Selling Price to List Price	96.65%	95.02%	-1.68%
Average Days on Market to Sale	60.08	48.12	-19.91%
End of Month Inventory	183	117	-36.07%
Months Supply of Inventory	6.07	3.07	-49.47%



■ Closed (16.42%)
■ Pending (17.91%)
■ Other OffMarket (7.46%)
■ Active (58.21%)

Absorption: Last 12 months, an Average of **38** Sales/Month
Active Inventory as of January 31, 2021 = **117**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **36.07%** to 117 existing homes available for sale. Over the last 12 months this area has had an average of 38 closed sales per month. This represents an unsold inventory index of **3.07** 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 **26.45%** in January 2021 to \$197,776 versus the previous year at \$156,412.

Average Days on Market Shortens

The average number of **48.12** days that homes spent on the market before selling decreased by 11.96 days or **19.91%** in January 2021 compared to last year's same month at **60.08** DOM.

Sales Success for January 2021 is Positive

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

There were 51 New Listings in January 2021, down **13.56%** from last year at 59. Furthermore, there were 33 Closed Listings this month versus last year at 24, a **37.50%** increase.

Closed versus Listed trends yielded a **64.7%** ratio, up from previous year's, January 2020, at **40.7%**, a **59.07%** 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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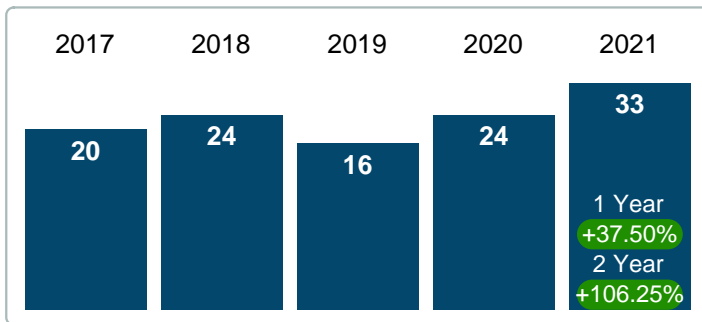
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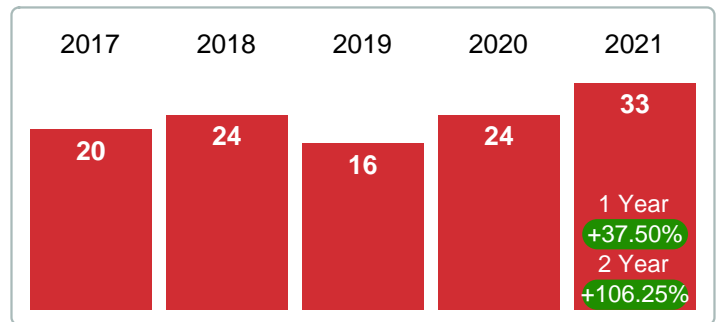
CLOSED LISTINGS

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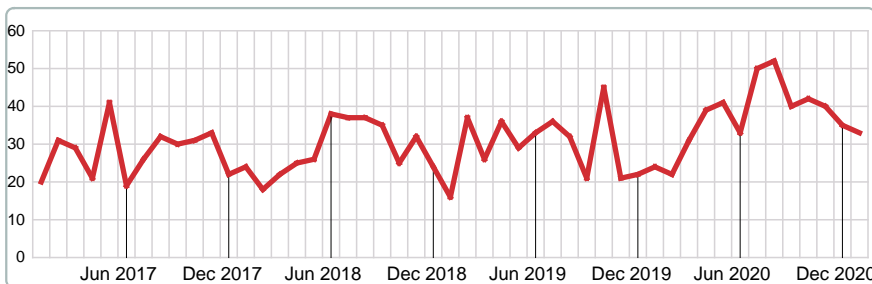
JANUARY



YEAR TO DATE (YTD)

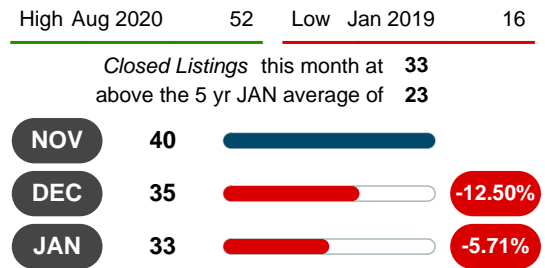


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 23



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	4	12.12%	27.8	2	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	6	18.18%	47.7	3	2	0	1
\$125,001 - \$200,000	10	30.30%	39.2	0	8	2	0
\$200,001 - \$250,000	5	15.15%	50.2	0	5	0	0
\$250,001 - \$350,000	5	15.15%	45.4	0	3	2	0
\$350,001 and up	3	9.09%	107.0	0	2	0	1
Total Closed Units	33			5	22	4	2
Total Closed Volume	6,526,606	100%	48.1	291.40K	4.56M	847.90K	831.00K
Average Closed Price	\$197,776			\$58,280	\$207,105	\$211,975	\$415,500

January 2021



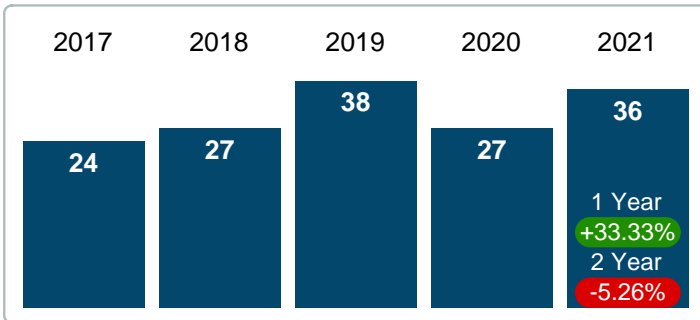
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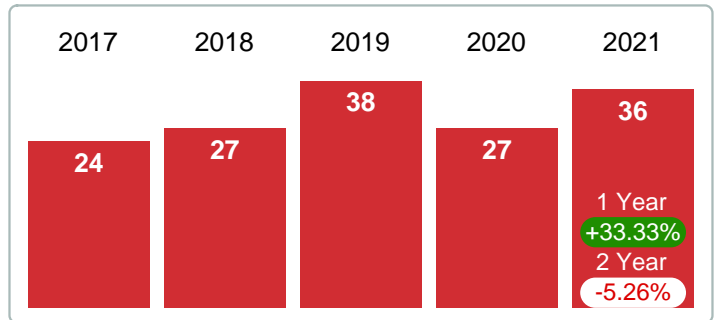
PENDING LISTINGS

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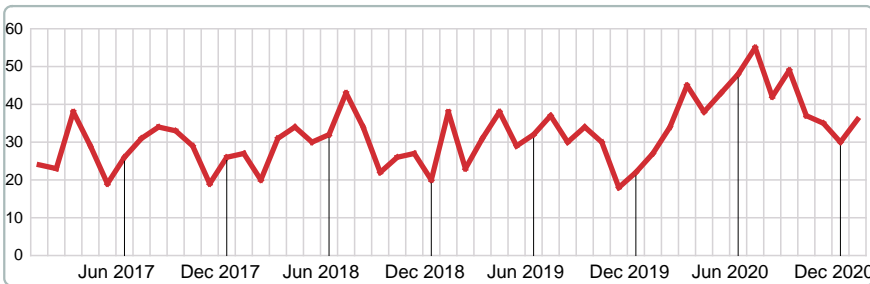
JANUARY



YEAR TO DATE (YTD)

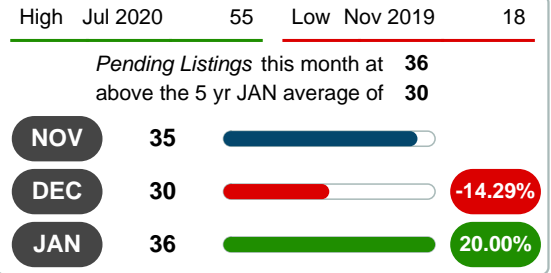


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 30



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	2	5.56%	24.5	0	2	0	0
\$50,001 - \$75,000	2	5.56%	29.5	1	1	0	0
\$75,001 - \$125,000	8	22.22%	49.0	2	5	1	0
\$125,001 - \$200,000	10	27.78%	49.3	1	7	2	0
\$200,001 - \$225,000	4	11.11%	20.5	2	1	1	0
\$225,001 - \$325,000	5	13.89%	35.6	0	2	2	1
\$325,001 and up	5	13.89%	30.0	1	1	2	1
Total Pending Units	36			7	19	8	2
Total Pending Volume	7,279,250	100%	35.9	1.20M	2.75M	1.92M	1.41M
Average Listing Price	\$202,890			\$171,814	\$144,663	\$239,744	\$705,000

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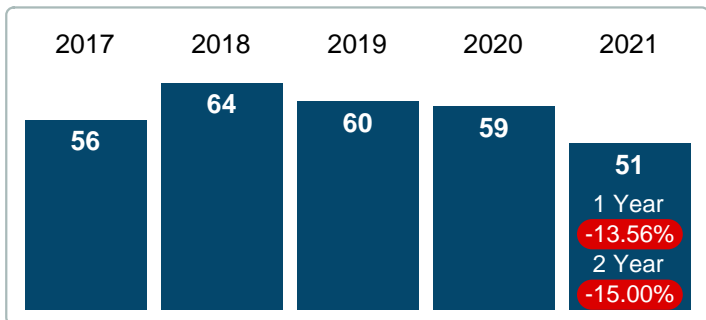
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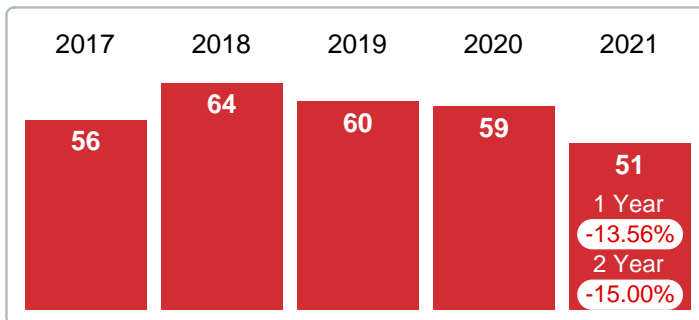
NEW LISTINGS

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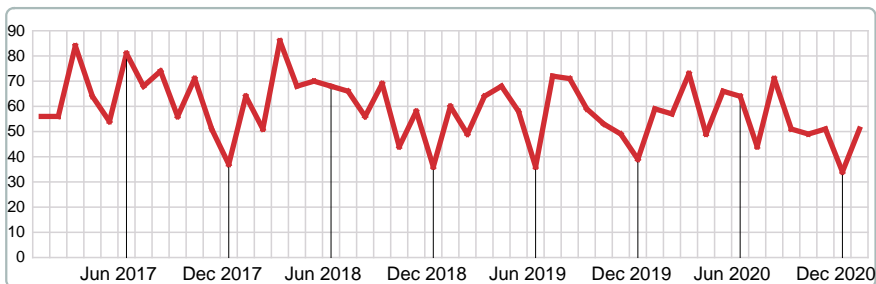
JANUARY



YEAR TO DATE (YTD)

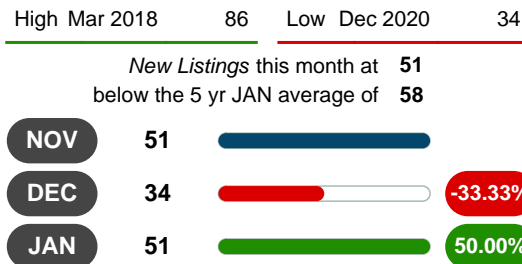


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 58



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	4	7.84%	2	2	0	0
\$75,001 - \$100,000	6	11.76%	1	5	0	0
\$100,001 - \$125,000	5	9.80%	1	2	2	0
\$125,001 - \$175,000	12	23.53%	0	10	2	0
\$175,001 - \$275,000	11	21.57%	1	9	1	0
\$275,001 - \$575,000	7	13.73%	0	2	4	1
\$575,001 and up	6	11.76%	0	2	2	2
Total New Listed Units	51		5	32	11	3
Total New Listed Volume	13,449,749	100%	532.90K	6.34M	3.89M	2.69M
Average New Listed Listing Price	\$232,349		\$106,580	\$198,247	\$353,450	\$895,000

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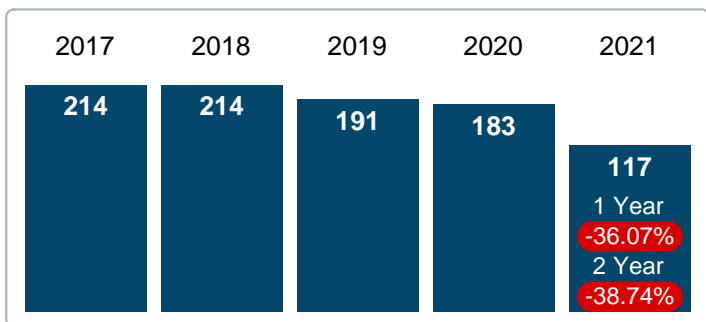
Area Delimited by County Of Mayes - Residential Property Type



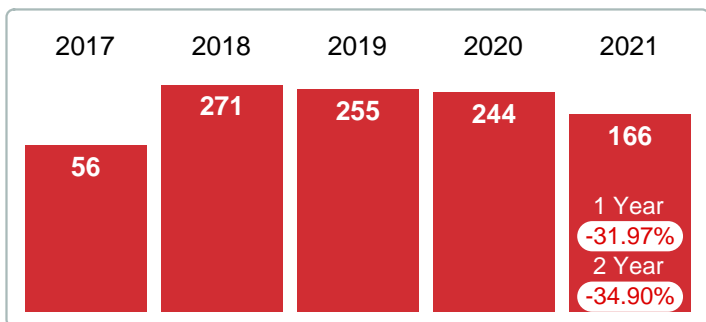
ACTIVE INVENTORY

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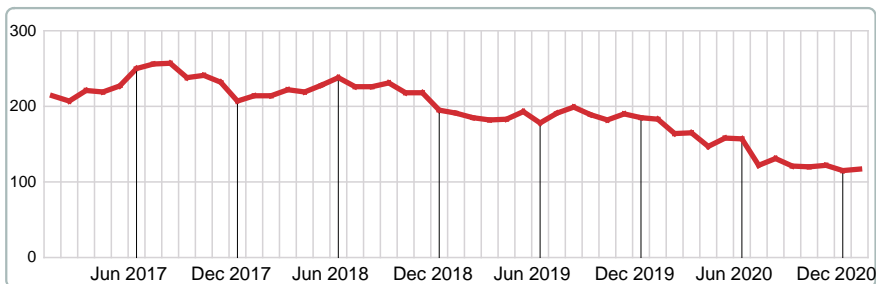
END OF JANUARY



ACTIVE DURING JANUARY

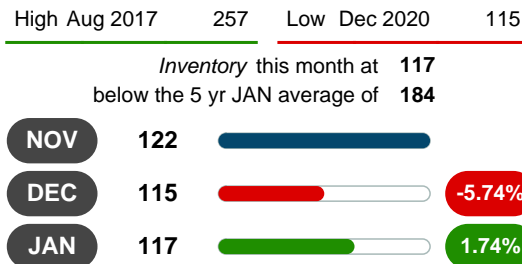


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 184



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	5	4.27%	115.6	4	1	0	0
\$50,001 - \$100,000	19	16.24%	72.7	5	14	0	0
\$100,001 - \$150,000	17	14.53%	64.4	3	8	5	1
\$150,001 - \$250,000	29	24.79%	70.3	1	22	4	2
\$250,001 - \$450,000	21	17.95%	105.5	0	10	10	1
\$450,001 - \$975,000	14	11.97%	97.2	1	6	3	4
\$975,001 and up	12	10.26%	99.7	0	2	5	5
Total Active Inventory by Units			117	14	63	27	13
Total Active Inventory by Volume			45,098,846	1.58M	15.61M	12.53M	15.37M
Average Active Inventory Listing Price			\$385,460	\$113,107	\$247,778	\$464,111	\$1,182,642

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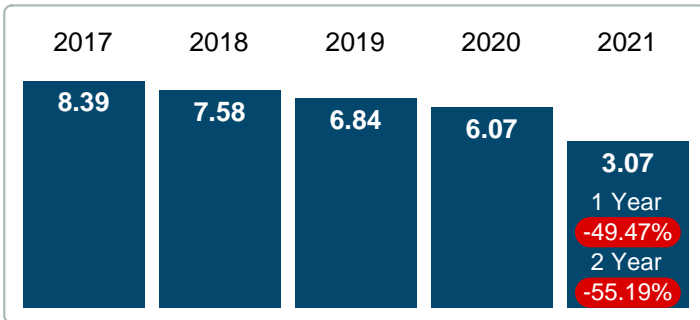
Area Delimited by County Of Mayes - Residential Property Type



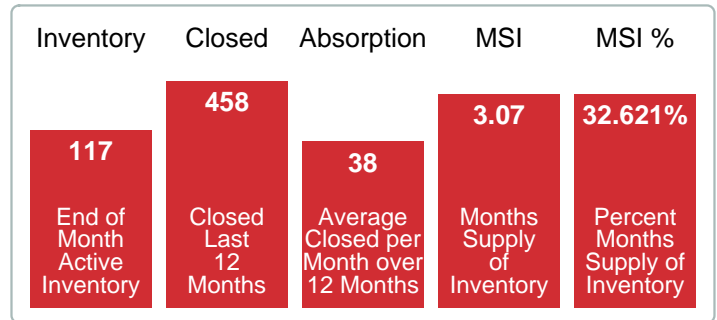
MONTHS SUPPLY of INVENTORY (MSI)

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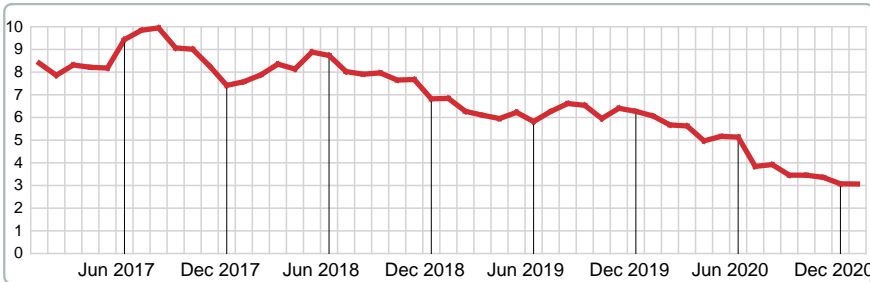
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

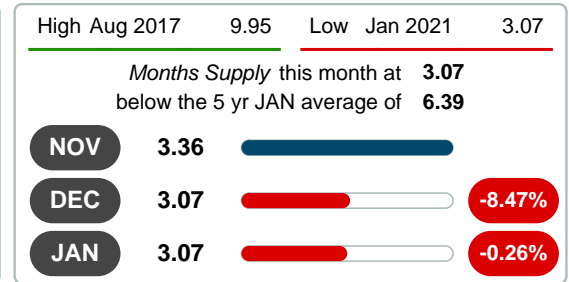


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6.39



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	5	4.27%	1.43	2.18	0.71	0.00	0.00
\$50,001 - \$100,000	19	16.24%	2.43	2.40	2.55	0.00	0.00
\$100,001 - \$150,000	17	14.53%	1.81	2.77	1.07	7.50	6.00
\$150,001 - \$250,000	29	24.79%	2.78	1.00	2.97	2.00	0.00
\$250,001 - \$450,000	21	17.95%	3.94	0.00	3.43	6.67	3.00
\$450,001 - \$975,000	14	11.97%	9.33	0.00	10.29	6.00	9.60
\$975,001 and up	12	10.26%	72.00	0.00	0.00	60.00	60.00
Market Supply of Inventory (MSI)			3.07	2.13	2.49	5.14	13.00
Total Active Inventory by Units		100%	3.07	14	63	27	13

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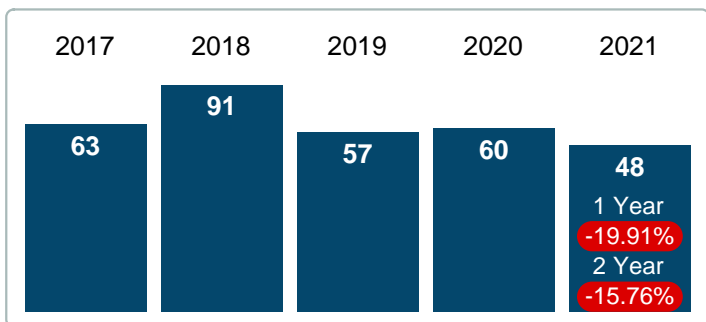
Area Delimited by County Of Mayes - Residential Property Type



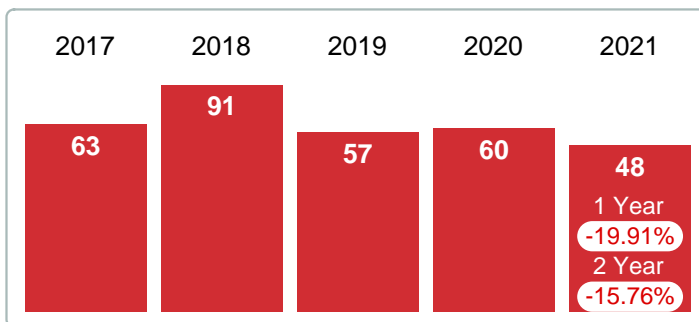
AVERAGE DAYS ON MARKET TO SALE

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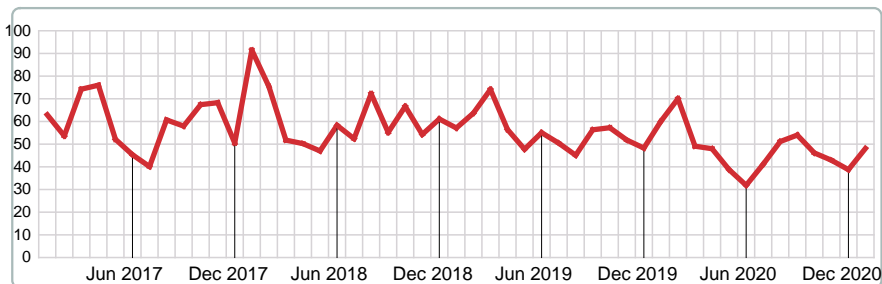
JANUARY



YEAR TO DATE (YTD)

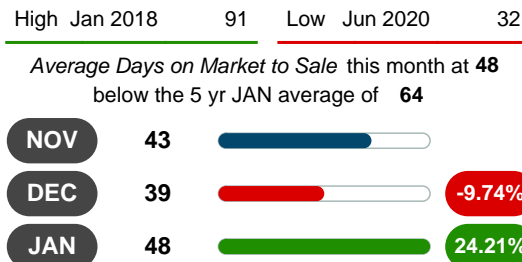


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 64



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	12.12%	28	48	8	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	18.18%	48	78	20	0	14
\$125,001 - \$200,000	30.30%	39	0	30	78	0
\$200,001 - \$250,000	15.15%	50	0	50	0	0
\$250,001 - \$350,000	15.15%	45	0	52	36	0
\$350,001 and up	9.09%	107	0	73	0	175
Average Closed DOM		48	66	38	57	95
Total Closed Units	100%	48	5	22	4	2
Total Closed Volume		6,526,606	291.40K	4.56M	847.90K	831.00K

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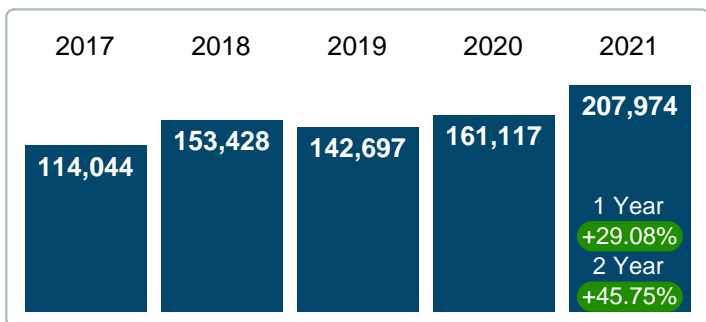
Area Delimited by County Of Mayes - Residential Property Type



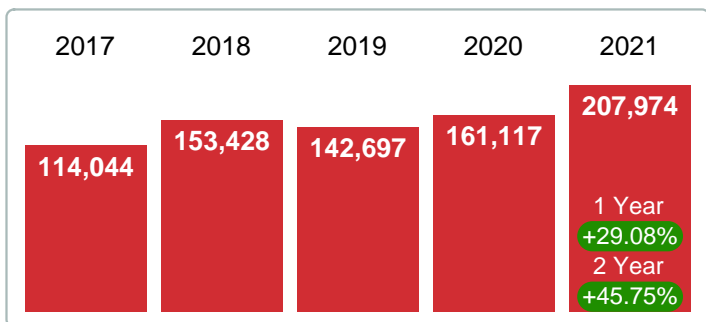
AVERAGE LIST PRICE AT CLOSING

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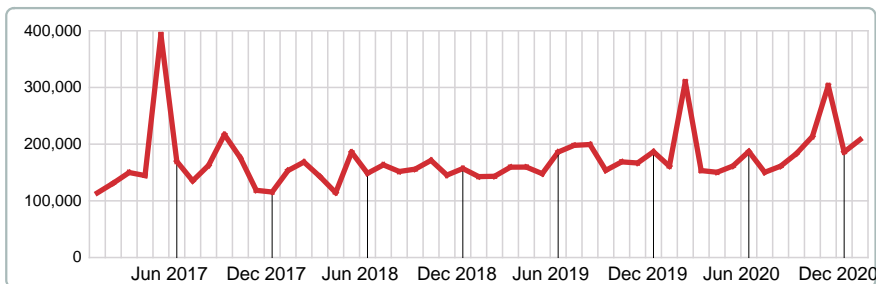
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

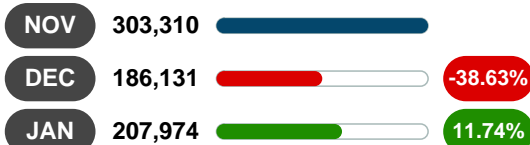


3 MONTHS

5 year JAN AVG = 155,852

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

Average List Price at Closing this month at **207,974**
above the 5 yr JAN average of **155,852**



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	6.06%	38,750	67,400	38,750	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$125,000	24.24%	79,313	69,967	87,400	0	115,000
\$125,001 - \$200,000	30.30%	154,185	0	155,256	149,900	0
\$200,001 - \$250,000	15.15%	221,100	0	221,100	0	0
\$250,001 - \$350,000	12.12%	307,700	0	336,633	309,450	0
\$350,001 and up	12.12%	568,250	0	562,500	0	750,000
Average List Price		207,974	68,940	215,216	229,675	432,500
Total Closed Units	100%	207,974	5	22	4	2
Total Closed Volume		6,863,150	344.70K	4.73M	918.70K	865.00K

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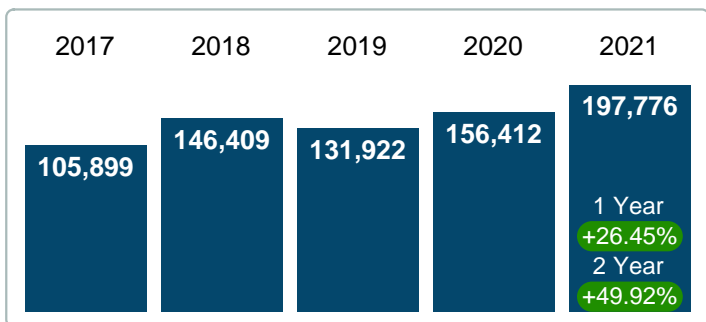
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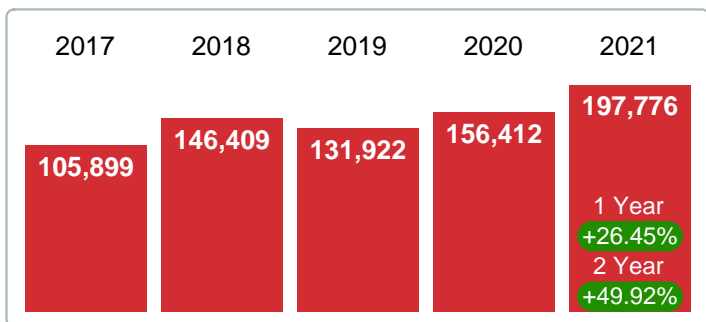
AVERAGE SOLD PRICE AT CLOSING

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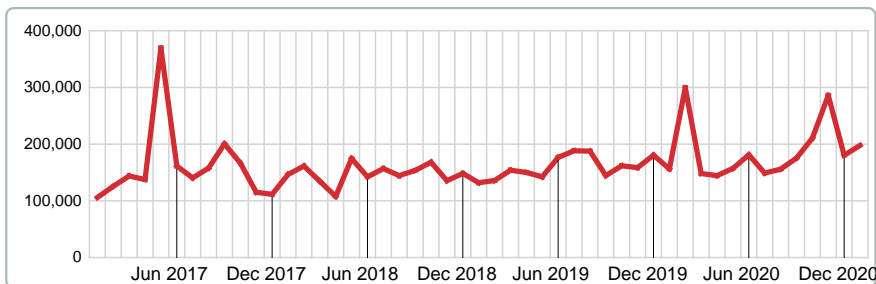
JANUARY



YEAR TO DATE (YTD)

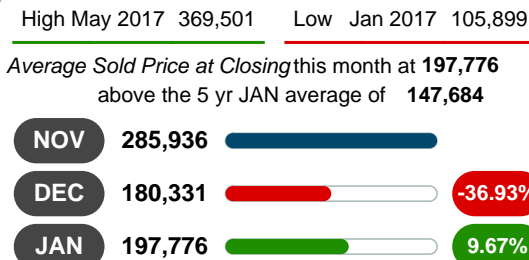


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 147,684



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	4	12.12%	46,627	50,000	43,253	0	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0	0
\$50,001 - \$125,000	6	18.18%	77,900	63,800	85,000	0	106,000
\$125,001 - \$200,000	10	30.30%	147,380	0	148,988	140,950	0
\$200,001 - \$250,000	5	15.15%	217,700	0	217,700	0	0
\$250,001 - \$350,000	5	15.15%	304,580	0	318,967	283,000	0
\$350,001 and up	3	9.09%	595,833	0	531,250	0	725,000
Average Sold Price			197,776	58,280	207,105	211,975	415,500
Total Closed Units		100%	197,776	5	22	4	2
Total Closed Volume			6,526,606	291.40K	4.56M	847.90K	831.00K

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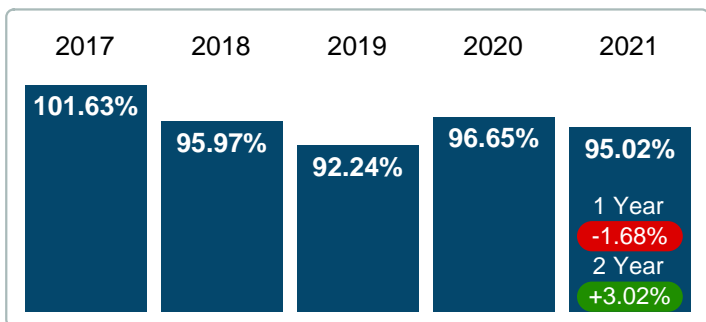
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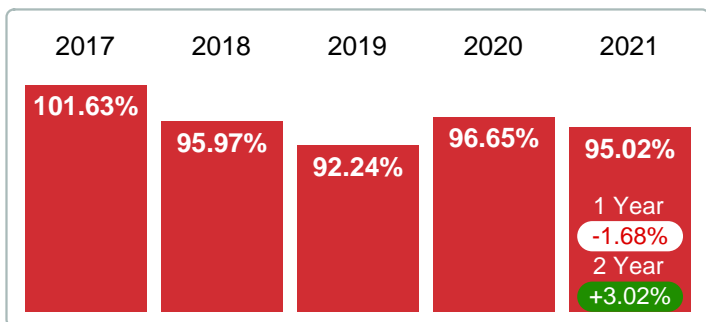
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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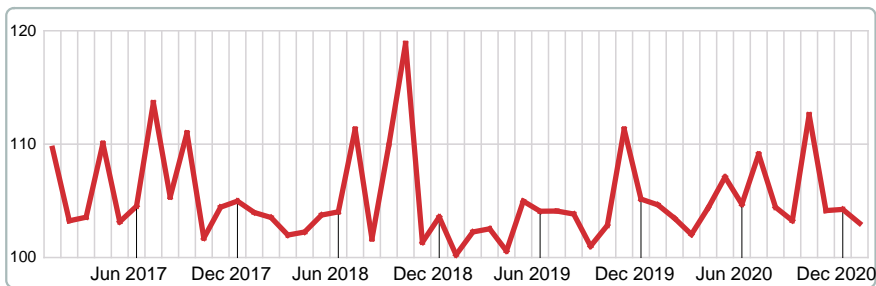
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

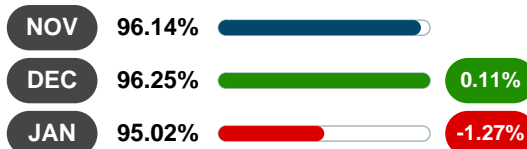


3 MONTHS

5 year JAN AVG = 96.30%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **95.02%**
below the 5 yr JAN average of **96.30%**



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	4	12.12%	92.95%	74.29%	111.61%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	6	18.18%	93.18%	91.67%	95.95%	0.00%	92.17%
\$125,001 - \$200,000	10	30.30%	95.71%	0.00%	96.08%	94.22%	0.00%
\$200,001 - \$250,000	5	15.15%	98.48%	0.00%	98.48%	0.00%	0.00%
\$250,001 - \$350,000	5	15.15%	93.85%	0.00%	95.42%	91.48%	0.00%
\$350,001 and up	3	9.09%	95.37%	0.00%	94.72%	0.00%	96.67%
Average Sold/List Ratio		95.00%		84.71%	97.81%	92.85%	94.42%
Total Closed Units		33	100%	5	22	4	2
Total Closed Volume		6,526,606		291.40K	4.56M	847.90K	831.00K

January 2021



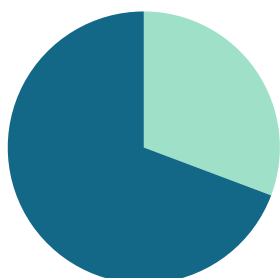
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

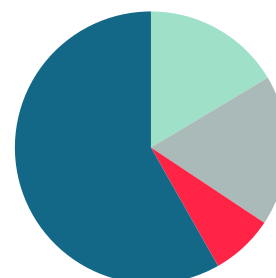


Inventory
 New Listings
51 = 30.72%
 Start Inventory
115
 Total Inventory Units
166
 Volume
\$55,904,596

Market Activity

Closed Sales
33 = 16.42%
 Pending Sales
36 = 17.91%
 Other Off Market
15 = 7.46%
 Active Inventory
117 = 58.21%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	24	33	37.50%	24	33	37.50%
Pending Sales	27	36	33.33%	27	36	33.33%
New Listings	59	51	-13.56%	59	51	-13.56%
Average List Price	161,117	207,974	29.08%	161,117	207,974	29.08%
Average Sale Price	156,412	197,776	26.45%	156,412	197,776	26.45%
Average Percent of Selling Price to List Price	96.65%	95.02%	-1.68%	96.65%	95.02%	-1.68%
Average Days on Market to Sale	60.08	48.12	-19.91%	60.08	48.12	-19.91%
Monthly Inventory	183	117	-36.07%	183	117	-36.07%
Months Supply of Inventory	6.07	3.07	-49.47%	6.07	3.07	-49.47%

Absorption: Last 12 months, an Average of **38** Sales/Month

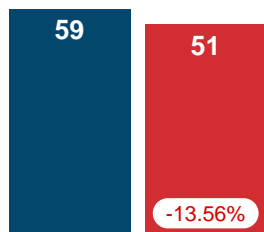
Inventory on January 31, 2021 = **117**

2020 **2021**

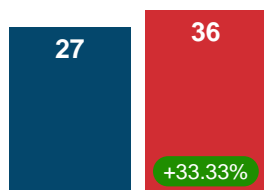
JANUARY MARKET

AVERAGE PRICES

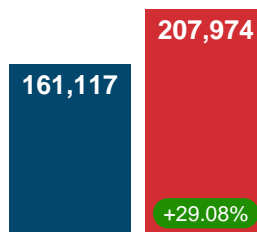
New Listings



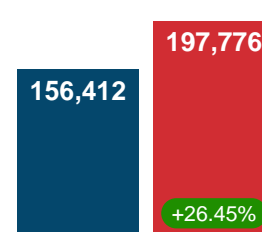
Pending Listings



List Price



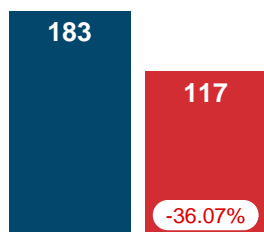
Sale Price



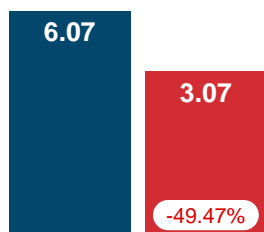
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

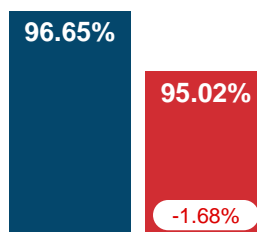
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

