

# January 2021



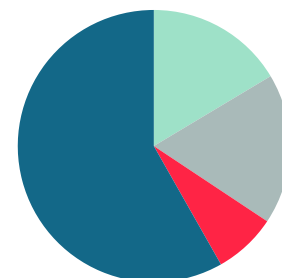
Area Delimited by County Of Mayes - Residential Property Type



## 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%
Median List Price	147,500	155,000	5.08%
Median Sale Price	133,500	152,000	13.86%
Median Percent of Selling Price to List Price	97.11%	96.67%	-0.45%
Median Days on Market to Sale	59.50	28.00	-52.94%
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.

#### 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 **13.86%** in January 2021 to \$152,000 versus the previous year at \$133,500.

#### Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 31.50 days or **52.94%** in January 2021 compared to last year's same month at **59.50** DOM.

#### Sales Success for January 2021 is Positive

Overall, with Median 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.

### 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

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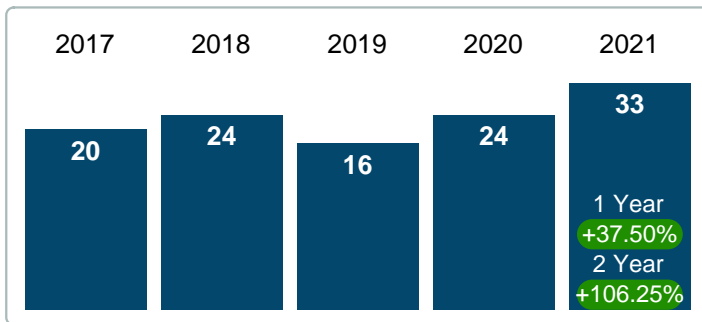
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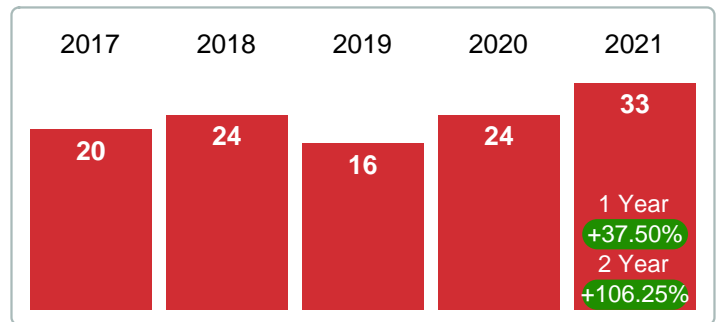
## CLOSED LISTINGS

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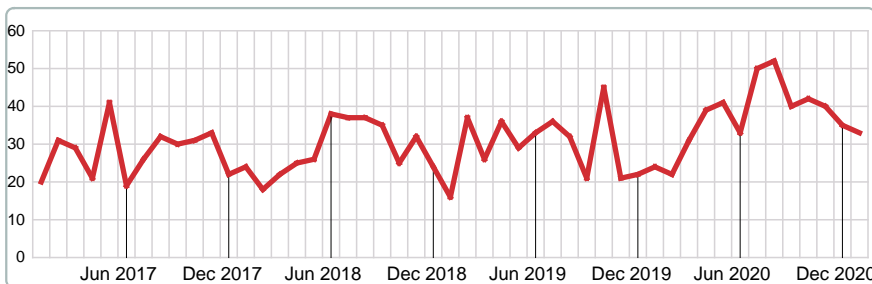
### JANUARY



### YEAR TO DATE (YTD)

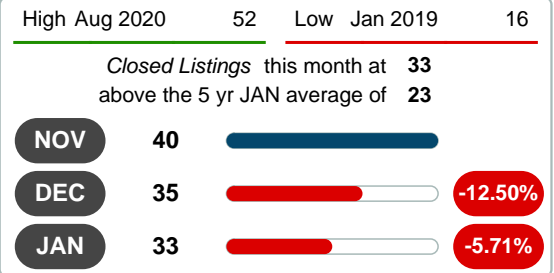


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 23



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	12.12%	25.5	2	2	0	0
\$50,001 - \$50,000	0	0.00%	25.5	0	0	0	0
\$50,001 - \$125,000	6	18.18%	20.0	3	2	0	1
\$125,001 - \$200,000	10	30.30%	25.0	0	8	2	0
\$200,001 - \$250,000	5	15.15%	26.0	0	5	0	0
\$250,001 - \$350,000	5	15.15%	50.0	0	3	2	0
\$350,001 and up	3	9.09%	80.0	0	2	0	1
<b>Total Closed Units</b>	<b>33</b>			<b>5</b>	<b>22</b>	<b>4</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,526,606</b>	<b>100%</b>	<b>28.0</b>	<b>291.40K</b>	<b>4.56M</b>	<b>847.90K</b>	<b>831.00K</b>
<b>Median Closed Price</b>	<b>\$152,000</b>			<b>\$58,500</b>	<b>\$181,000</b>	<b>\$201,000</b>	<b>\$415,500</b>

# January 2021



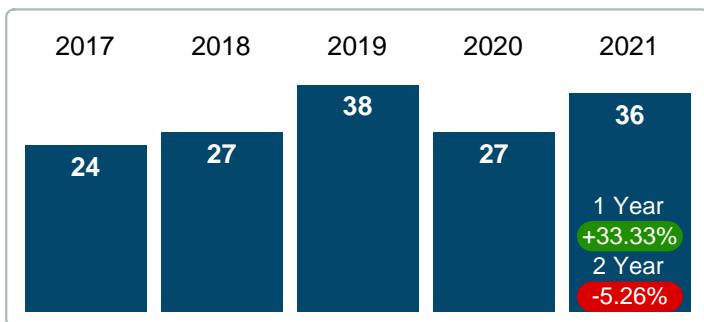
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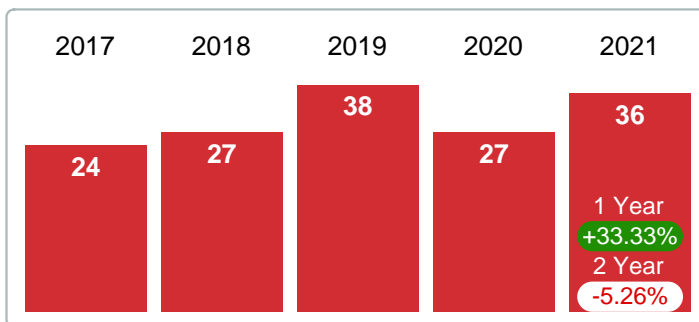
## PENDING LISTINGS

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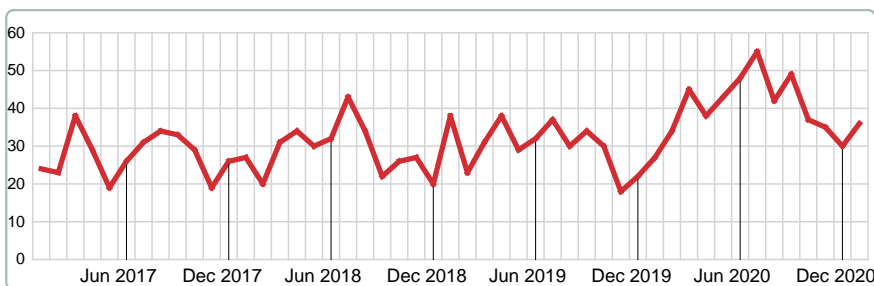
### JANUARY



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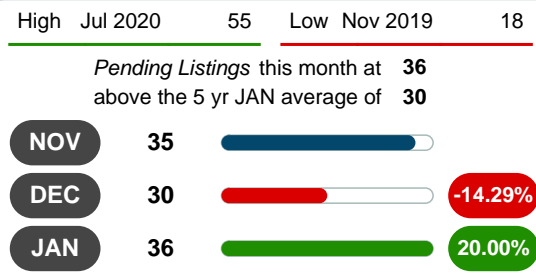


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 30



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	40.0	2	5	1	0
\$125,001 - \$200,000	10	27.78%	19.5	1	7	2	0
\$200,001 - \$225,000	4	11.11%	19.0	2	1	1	0
\$225,001 - \$325,000	5	13.89%	22.0	0	2	2	1
\$325,001 and up	5	13.89%	13.0	1	1	2	1
<b>Total Pending Units</b>	<b>36</b>			<b>7</b>	<b>19</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,279,250</b>	<b>100%</b>	<b>18.5</b>	<b>1.20M</b>	<b>2.75M</b>	<b>1.92M</b>	<b>1.41M</b>
<b>Median Listing Price</b>	<b>\$165,000</b>			<b>\$129,900</b>	<b>\$150,000</b>	<b>\$249,375</b>	<b>\$705,000</b>

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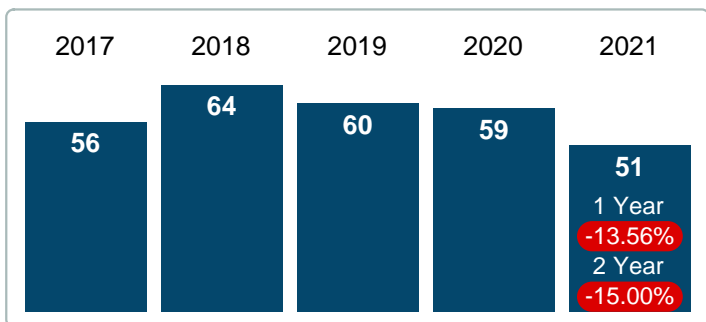
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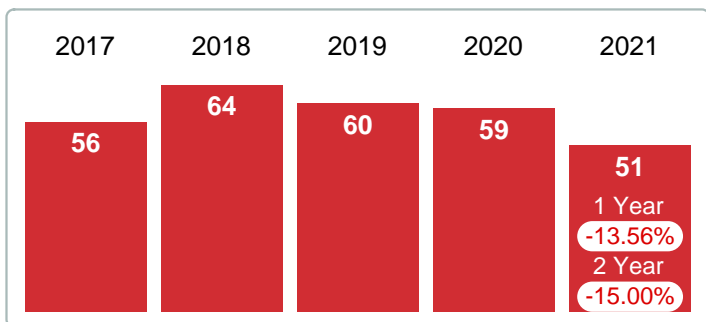
## NEW LISTINGS

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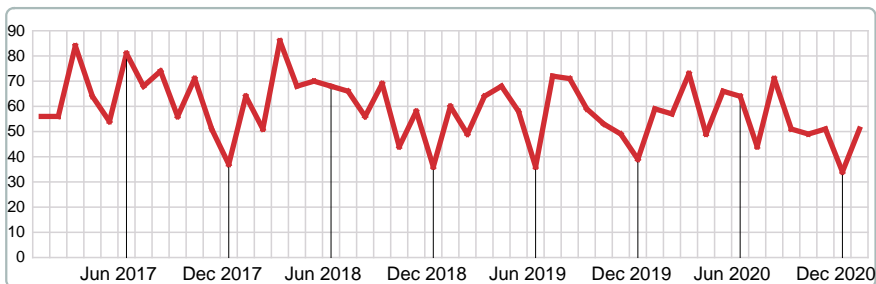
### JANUARY



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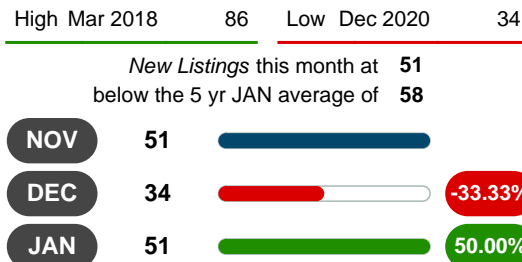


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>51</b>		<b>5</b>	<b>32</b>	<b>11</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>13,449,749</b>	<b>100%</b>	<b>532.90K</b>	<b>6.34M</b>	<b>3.89M</b>	<b>2.69M</b>
<b>Median New Listed Listing Price</b>	<b>\$172,500</b>		<b>\$100,000</b>	<b>\$168,500</b>	<b>\$283,750</b>	<b>\$625,000</b>

# January 2021



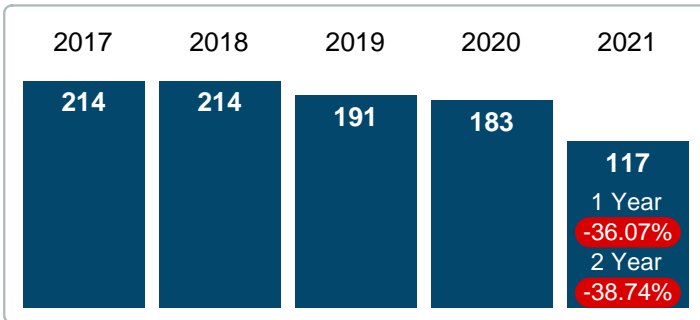
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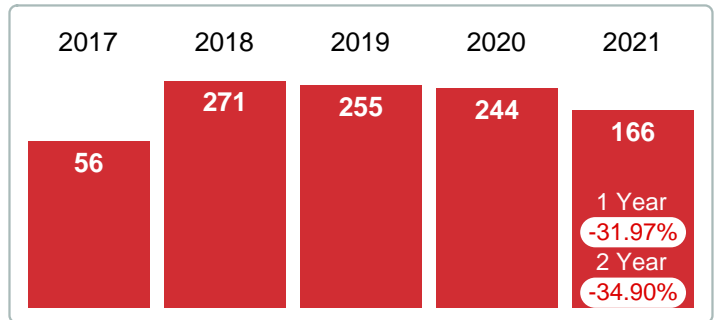
## ACTIVE INVENTORY

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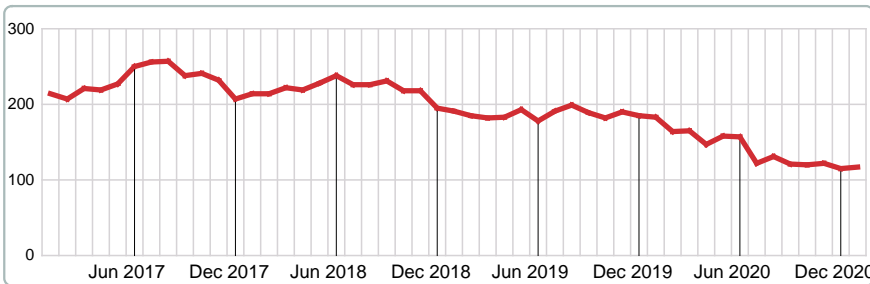
### END OF JANUARY



### ACTIVE DURING JANUARY

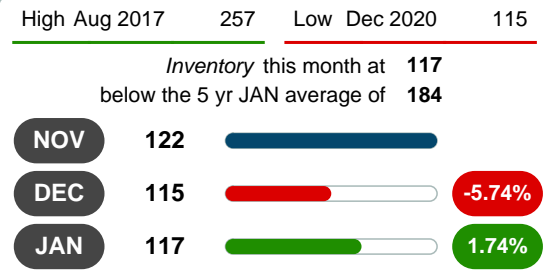


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 184



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	4.27%	118.0	4	1	0	0
\$50,001 - \$100,000	19	16.24%	61.0	5	14	0	0
\$100,001 - \$150,000	17	14.53%	23.0	3	8	5	1
\$150,001 - \$250,000	29	24.79%	64.0	1	22	4	2
\$250,001 - \$450,000	21	17.95%	90.0	0	10	10	1
\$450,001 - \$975,000	14	11.97%	115.0	1	6	3	4
\$975,001 and up	12	10.26%	109.0	0	2	5	5
<b>Total Active Inventory by Units</b>	<b>117</b>			<b>14</b>	<b>63</b>	<b>27</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>45,098,846</b>	<b>100%</b>	<b>78.0</b>	<b>1.58M</b>	<b>15.61M</b>	<b>12.53M</b>	<b>15.37M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$199,500</b>			<b>\$85,000</b>	<b>\$174,499</b>	<b>\$335,000</b>	<b>\$825,000</b>

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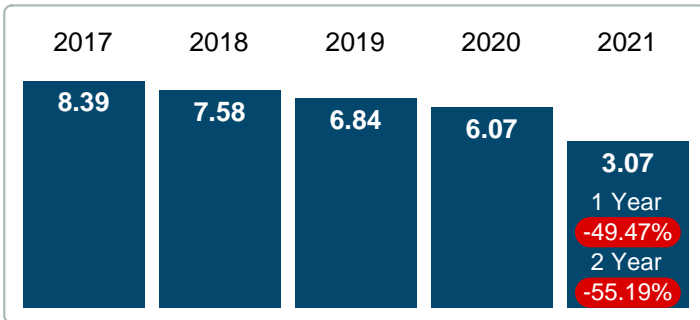
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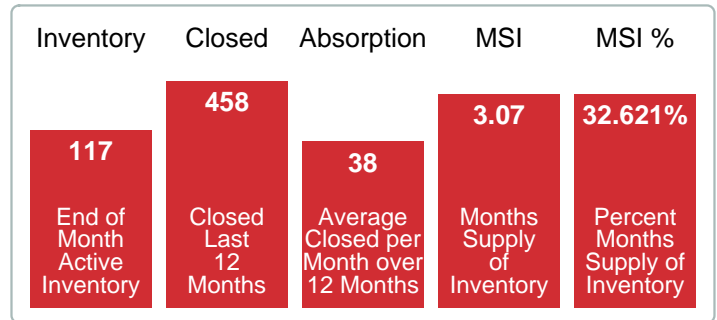
## MONTHS SUPPLY of INVENTORY (MSI)

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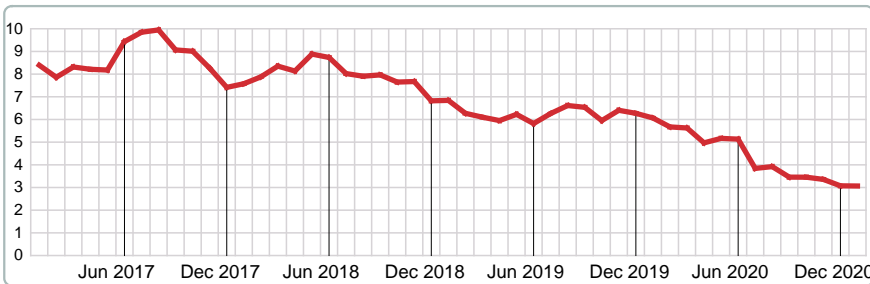
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

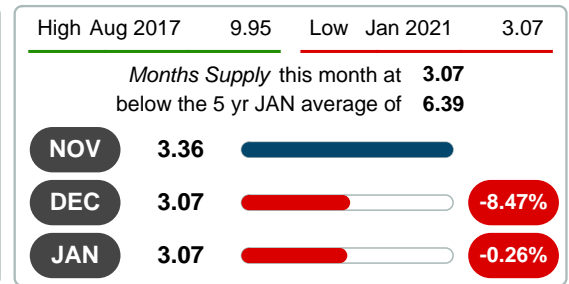


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# January 2021



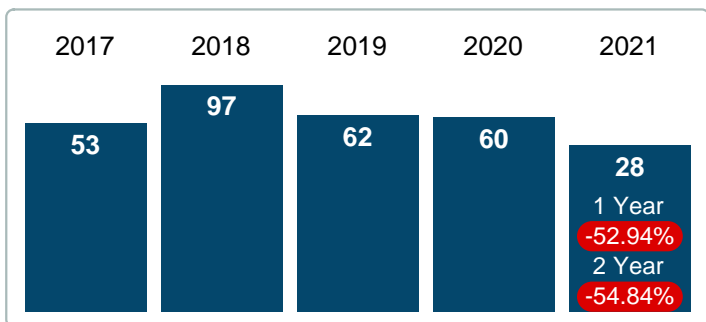
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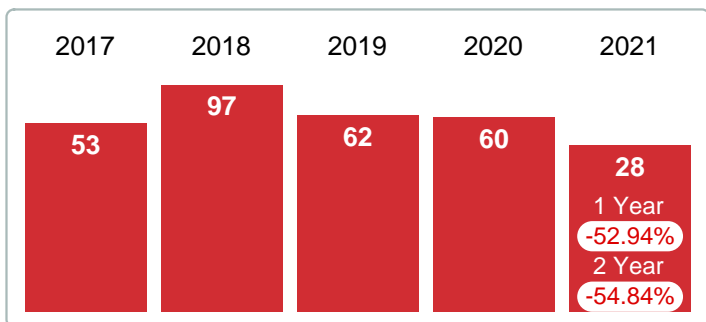
## MEDIAN DAYS ON MARKET TO SALE

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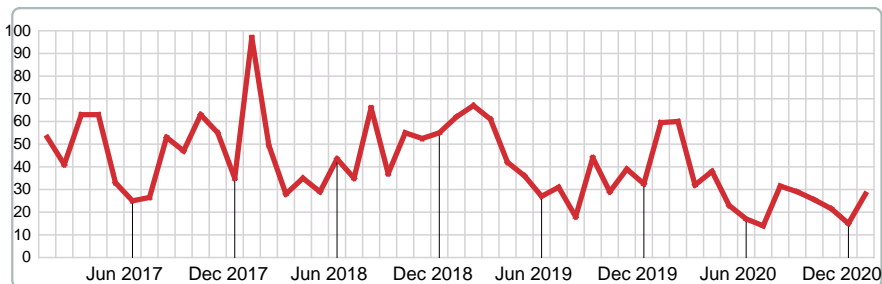
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 60

High Jan 2018 97 Low Jul 2020 14

Median Days on Market to Sale this month at 28 below the 5 yr JAN average of 60



### 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	12.12%	26	48	8	0	0
\$50,001 - \$50,000	0.00%	26	0	0	0	0
\$50,001 - \$125,000	18.18%	20	52	20	0	14
\$125,001 - \$200,000	30.30%	25	0	25	78	0
\$200,001 - \$250,000	15.15%	26	0	26	0	0
\$250,001 - \$350,000	15.15%	50	0	50	36	0
\$350,001 and up	9.09%	80	0	73	0	175
Median Closed DOM		28	52	26	37	95
Total Closed Units	100%	28.0	5	22	4	2
Total Closed Volume		6,526,606	291.40K	4.56M	847.90K	831.00K



# January 2021



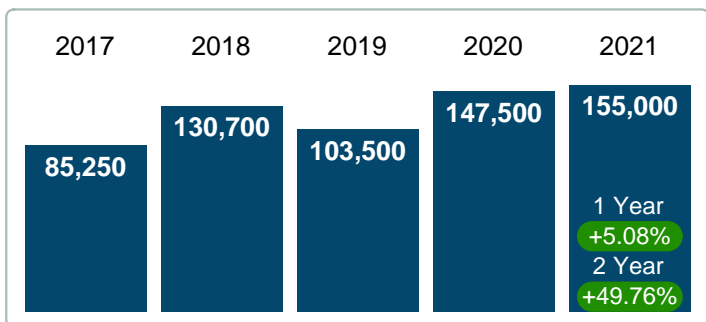
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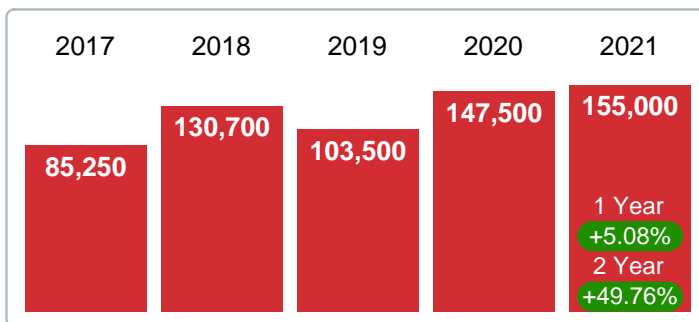
## MEDIAN LIST PRICE AT CLOSING

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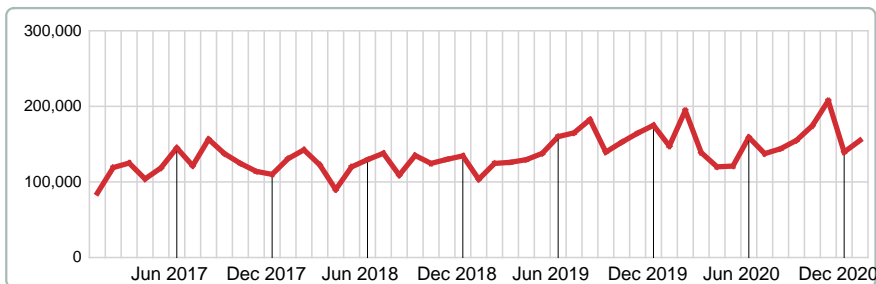
### JANUARY



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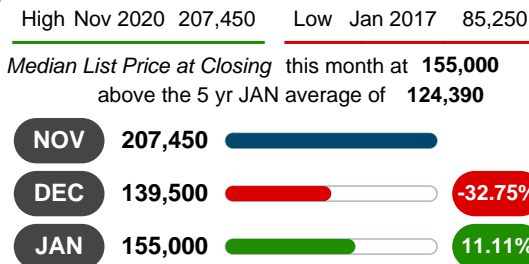


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 124,390



### 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	2	6.06%	38,750	0	38,750	0	0
\$50,001 - \$50,000	0	0.00%	38,750	0	0	0	0
\$50,001 - \$125,000	8	24.24%	67,450	65,000	87,400	0	115,000
\$125,001 - \$200,000	10	30.30%	151,000	0	151,000	149,900	0
\$200,001 - \$250,000	5	15.15%	225,000	0	225,000	0	0
\$250,001 - \$350,000	4	12.12%	305,950	0	305,950	309,450	0
\$350,001 and up	4	12.12%	562,500	0	450,000	0	750,000
Median List Price			155,000	65,000	189,825	219,450	432,500
Total Closed Units		100%	155,000	5	22	4	2
Total Closed Volume			6,863,150	344.70K	4.73M	918.70K	865.00K



# January 2021



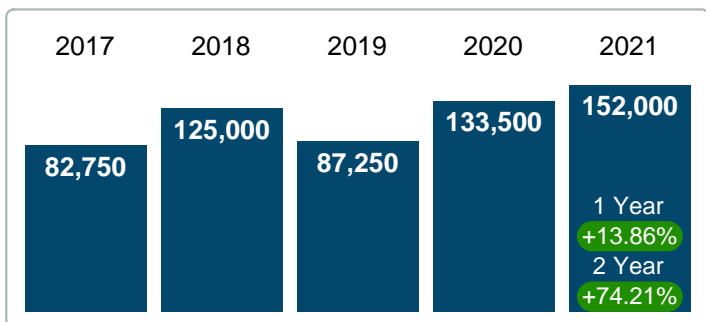
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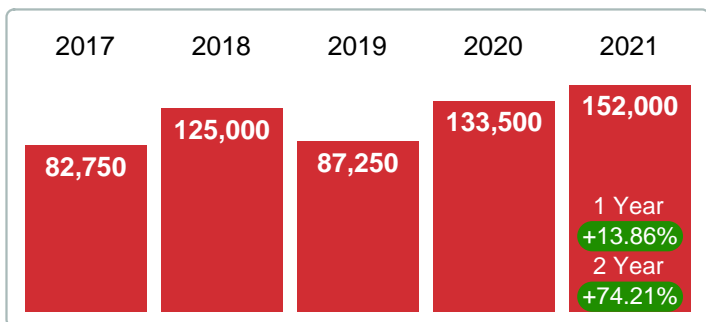
## MEDIAN SOLD PRICE AT CLOSING

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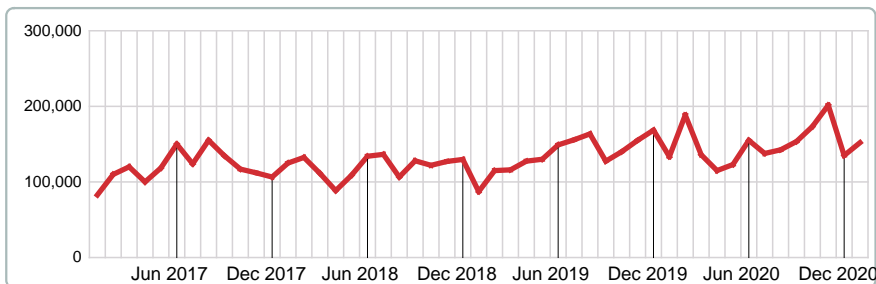
### JANUARY



### YEAR TO DATE (YTD)

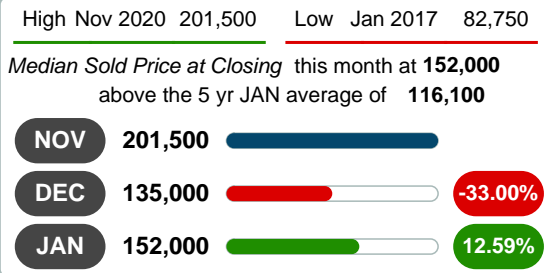


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 116,100



### 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	4	12.12%	47,000	50,000	43,253	0	0
\$50,001 - \$50,000	0	0.00%	47,000	0	0	0	0
\$50,001 - \$125,000	6	18.18%	66,450	64,900	85,000	0	106,000
\$125,001 - \$200,000	10	30.30%	144,250	0	147,250	140,950	0
\$200,001 - \$250,000	5	15.15%	215,000	0	215,000	0	0
\$250,001 - \$350,000	5	15.15%	310,000	0	312,000	283,000	0
\$350,001 and up	3	9.09%	630,000	0	531,250	0	725,000
Median Sold Price			152,000	58,500	181,000	201,000	415,500
Total Closed Units		100%	152,000	5	22	4	2
Total Closed Volume			6,526,606	291.40K	4.56M	847.90K	831.00K

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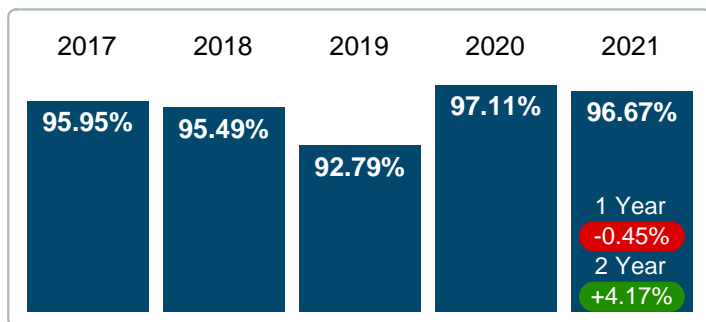
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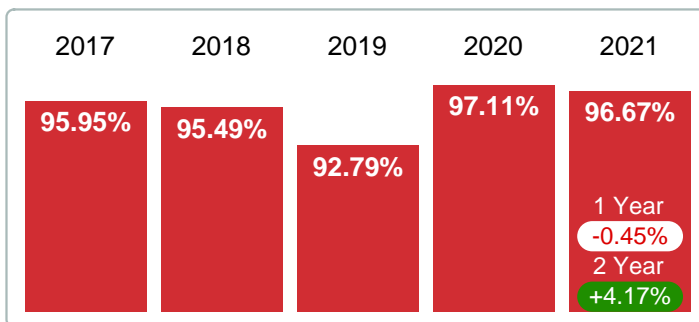
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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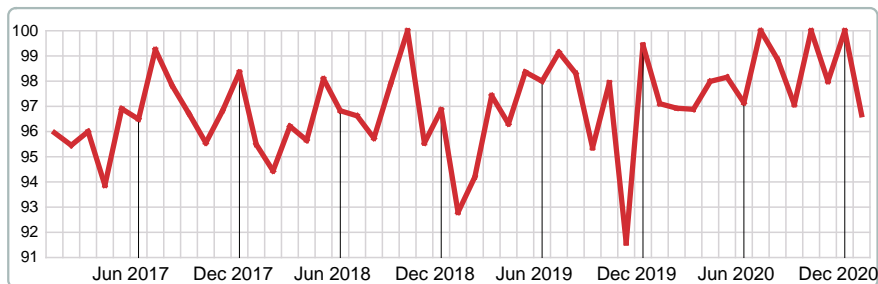
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

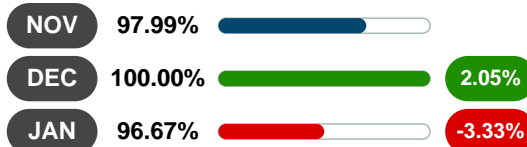


### 3 MONTHS

5 year JAN AVG = 95.60%

High Dec 2020 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **96.67%**  
above the 5 yr JAN average of **95.60%**



### 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	4	12.12%	93.72%	74.29%	111.61%	0.00%	0.00%
\$50,001 - \$50,000	0	0.00%	93.72%	0.00%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	6	18.18%	92.00%	90.00%	95.95%	0.00%	92.17%
\$125,001 - \$200,000	10	30.30%	97.21%	0.00%	97.83%	94.22%	0.00%
\$200,001 - \$250,000	5	15.15%	100.00%	0.00%	100.00%	0.00%	0.00%
\$250,001 - \$350,000	5	15.15%	91.76%	0.00%	98.33%	91.48%	0.00%
\$350,001 and up	3	9.09%	96.11%	0.00%	94.72%	0.00%	96.67%
Median Sold/List Ratio		96.67%		85.00%	98.73%	91.53%	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



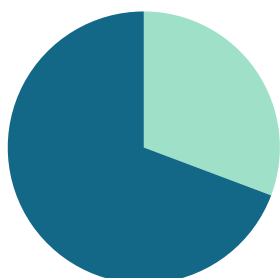
Area Delimited by County Of Mayes - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

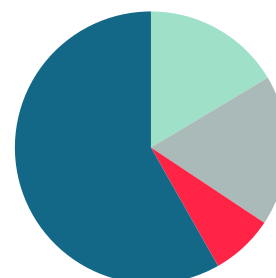


**Inventory**  
 New Listings  
**51 = 30.72%**  
 Start Inventory  
**115**  
 Total Inventory Units  
**166**  
 Volume  
**\$55,904,596**

### 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%
Median List Price	147,500	155,000	5.08%	147,500	155,000	5.08%
Median Sale Price	133,500	152,000	13.86%	133,500	152,000	13.86%
Median Percent of Selling Price to List Price	97.11%	96.67%	-0.45%	97.11%	96.67%	-0.45%
Median Days on Market to Sale	59.50	28.00	-52.94%	59.50	28.00	-52.94%
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

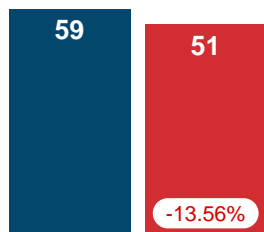
**Inventory** on January 31, 2021 = **117**

**2020** **2021**

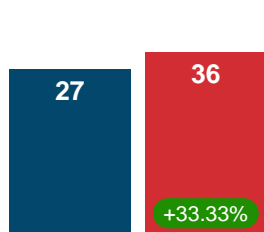
### JANUARY MARKET

### MEDIAN PRICES

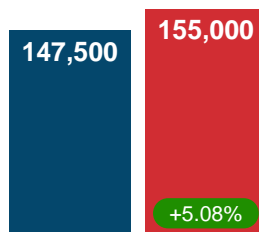
#### New Listings



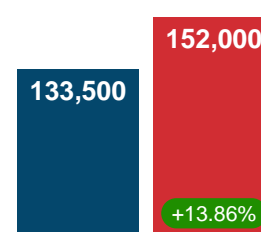
#### Pending Listings



#### List Price



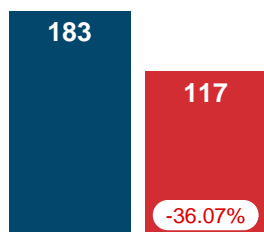
#### Sale Price



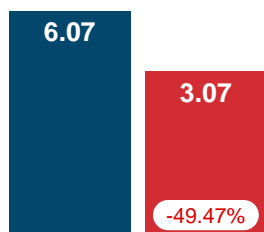
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

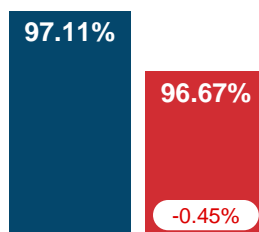
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

