

July 2021



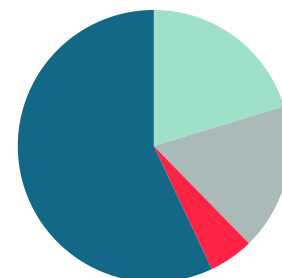
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	50	42	-16.00%
Pending Listings	55	36	-34.55%
New Listings	44	62	40.91%
Average List Price	150,324	216,527	44.04%
Average Sale Price	148,952	211,010	41.66%
Average Percent of Selling Price to List Price	101.12%	97.90%	-3.18%
Average Days on Market to Sale	41.14	22.71	-44.79%
End of Month Inventory	122	118	-3.28%
Months Supply of Inventory	3.84	2.77	-27.88%



■ Closed (20.29%)
■ Pending (17.39%)
■ Other OffMarket (5.31%)
■ Active (57.00%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of July 31, 2021 = **118**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **3.28%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **2.77** 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 **41.66%** in July 2021 to \$211,010 versus the previous year at \$148,952.

Average Days on Market Shortens

The average number of **22.71** days that homes spent on the market before selling decreased by 18.43 days or **44.79%** in July 2021 compared to last year's same month at **41.14** DOM.

Sales Success for July 2021 is Positive

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

There were 62 New Listings in July 2021, up **40.91%** from last year at 44. Furthermore, there were 42 Closed Listings this month versus last year at 50, a **-16.00%** decrease.

Closed versus Listed trends yielded a **67.7%** ratio, down from previous year's, July 2020, at **113.6%**, a **40.39%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2021



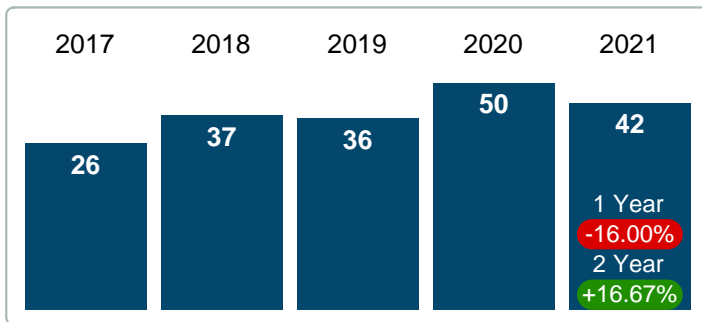
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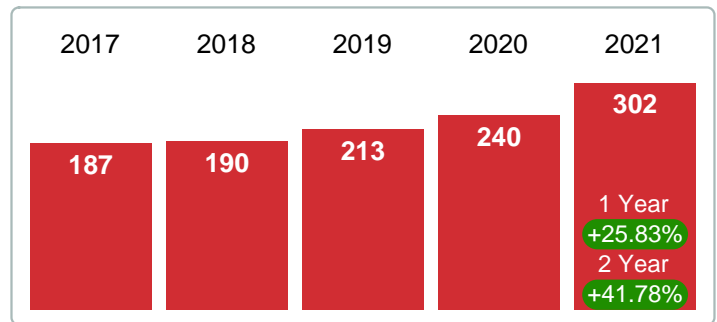
CLOSED LISTINGS

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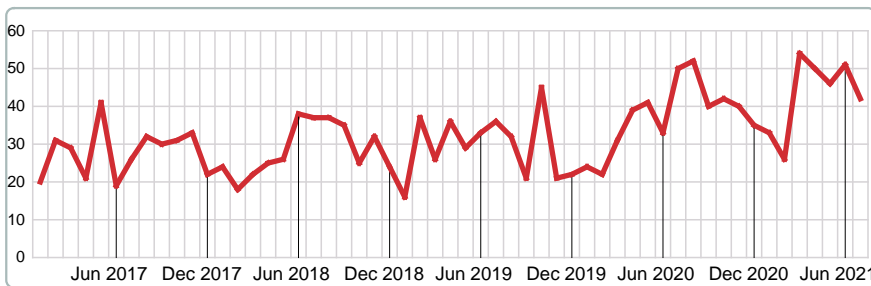
JULY



YEAR TO DATE (YTD)

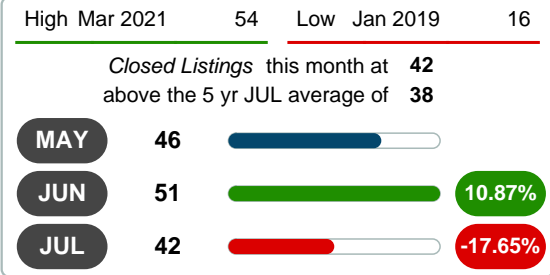


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 38



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	5	11.90%	21.4	3	2	0	0
\$100,001 - \$125,000	2	4.76%	28.0	0	2	0	0
\$125,001 - \$150,000	6	14.29%	24.2	0	5	1	0
\$150,001 - \$225,000	12	28.57%	10.6	1	9	1	1
\$225,001 - \$275,000	7	16.67%	29.6	1	4	2	0
\$275,001 - \$350,000	5	11.90%	10.2	0	4	1	0
\$350,001 and up	5	11.90%	52.2	0	2	3	0
Total Closed Units	42			5	28	8	1
Total Closed Volume	8,862,420	100%	22.7	644.54K	5.68M	2.36M	184.50K
Average Closed Price	\$211,010			\$128,908	\$202,746	\$294,563	\$184,500

July 2021



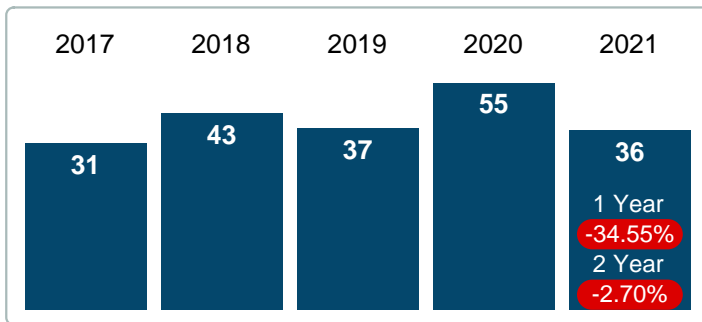
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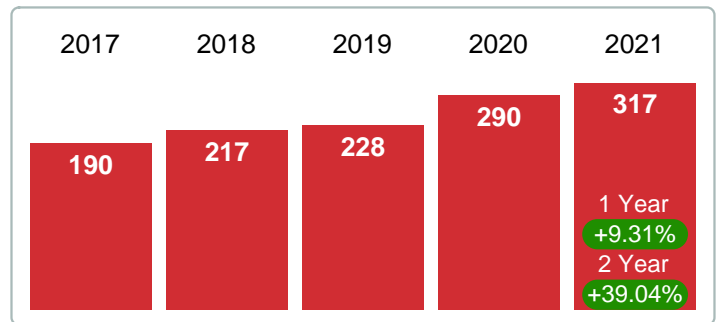
PENDING LISTINGS

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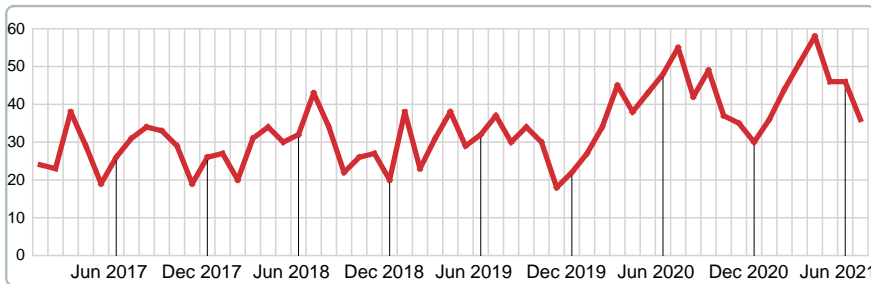
JULY



YEAR TO DATE (YTD)

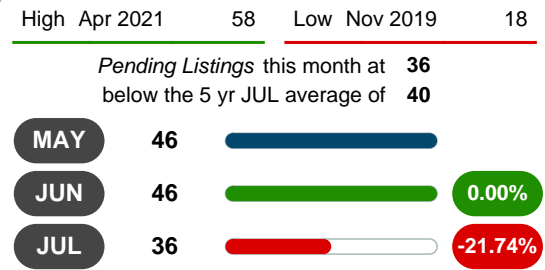


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 40



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%	5.0	1	1	0	0
\$50,001 - \$75,000	3	8.33%	56.7	0	3	0	0
\$75,001 - \$100,000	7	19.44%	16.4	3	4	0	0
\$100,001 - \$150,000	8	22.22%	40.0	1	5	2	0
\$150,001 - \$275,000	6	16.67%	35.7	2	3	1	0
\$275,001 - \$400,000	5	13.89%	28.4	1	3	1	0
\$400,001 and up	5	13.89%	56.4	0	4	1	0
Total Pending Units	36			8	23	5	0
Total Pending Volume	7,017,550	100%	34.8	1.07M	4.62M	1.33M	0.00B
Average Listing Price	\$194,932			\$133,950	\$200,846	\$265,300	\$0

July 2021



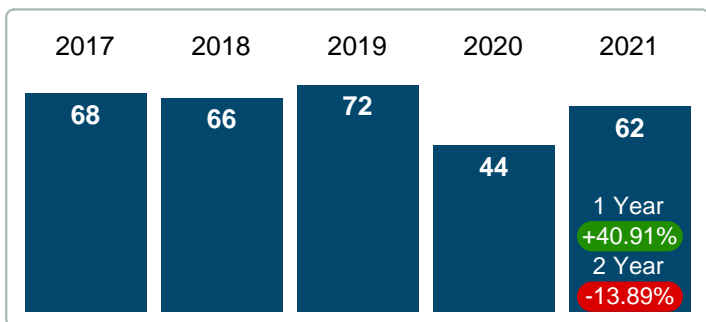
Area Delimited by County Of Mayes - Residential Property Type



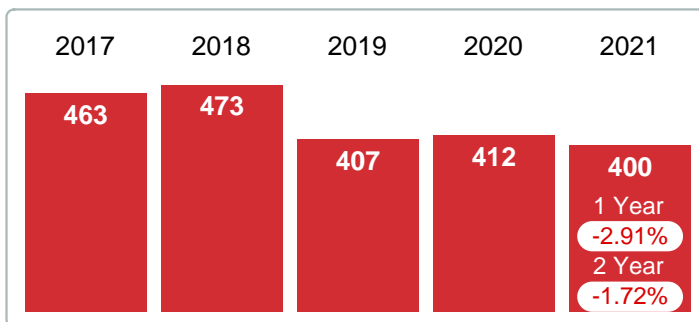
NEW LISTINGS

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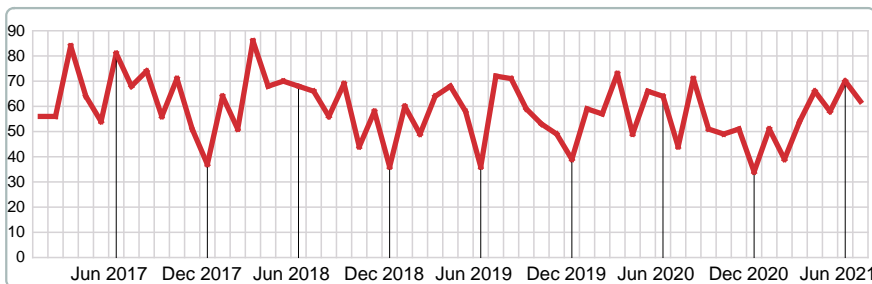
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 62

High Mar 2018 86 Low Dec 2020 34

New Listings this month at **62**
equal to 5 yr JUL average of **62**



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	6	9.68%	3	3	0	0
\$75,001 - \$125,000	8	12.90%	3	4	1	0
\$125,001 - \$175,000	10	16.13%	0	9	1	0
\$175,001 - \$275,000	13	20.97%	1	10	1	1
\$275,001 - \$375,000	11	17.74%	4	5	2	0
\$375,001 - \$475,000	8	12.90%	0	6	1	1
\$475,001 and up	6	9.68%	0	2	2	2
Total New Listed Units	62		11	39	8	4
Total New Listed Volume	19,730,704	100%	1.91M	11.99M	2.68M	3.15M
Average New Listed Listing Price	\$225,879		\$173,871	\$307,342	\$335,222	\$787,500

July 2021



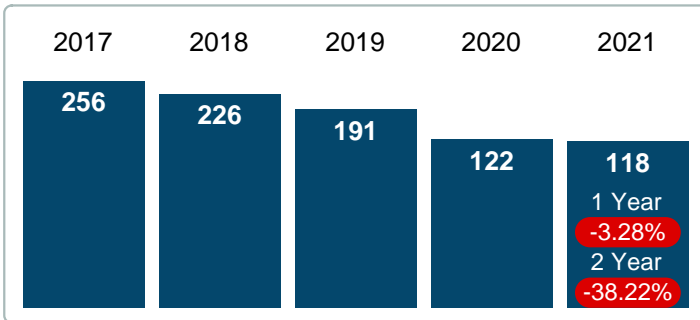
Area Delimited by County Of Mayes - Residential Property Type



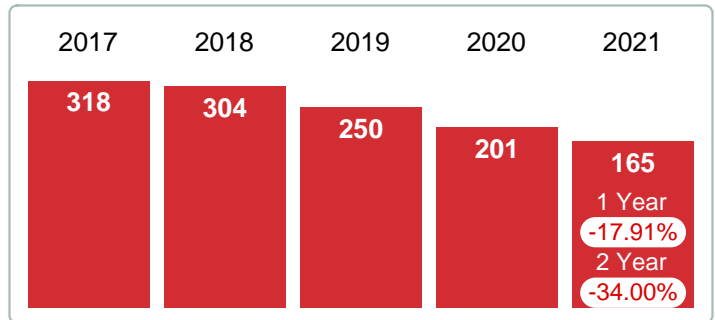
ACTIVE INVENTORY

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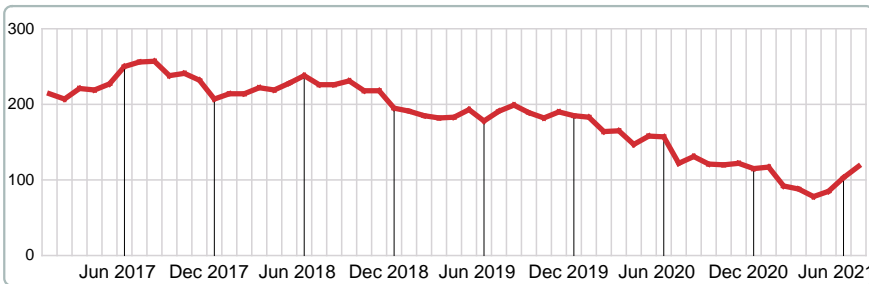
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

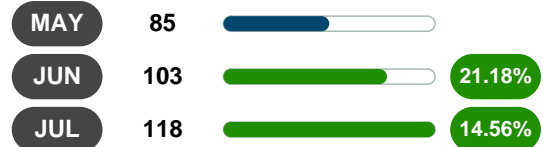


3 MONTHS

5 year JUL AVG = 183

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 118
 below the 5 yr JUL average of 183



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	10	8.47%	64.3	7	2	1	0
\$50,001 - \$100,000	16	13.56%	87.4	8	7	1	0
\$100,001 - \$150,000	17	14.41%	42.5	3	10	4	0
\$150,001 - \$300,000	29	24.58%	39.0	4	22	2	1
\$300,001 - \$450,000	20	16.95%	90.2	2	13	4	1
\$450,001 - \$675,000	13	11.02%	88.4	1	8	2	2
\$675,001 and up	13	11.02%	74.5	0	4	3	6
Total Active Inventory by Units	118			25	66	17	10
Total Active Inventory by Volume	43,373,702	100%	66.2	3.72M	21.37M	7.01M	11.27M
Average Active Inventory Listing Price	\$367,574			\$148,959	\$323,760	\$412,446	\$1,127,000

July 2021



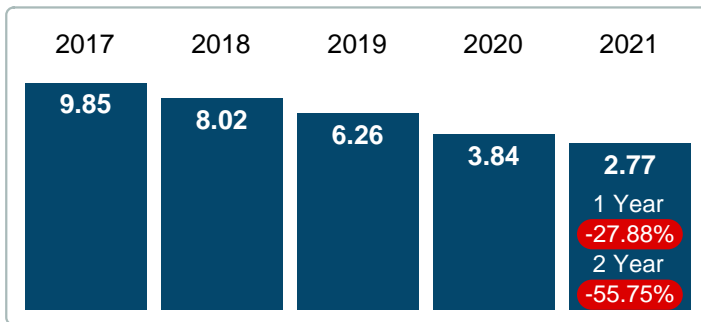
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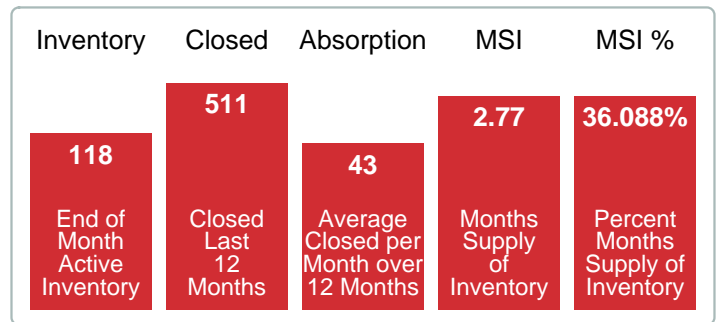
MONTHS SUPPLY of INVENTORY (MSI)

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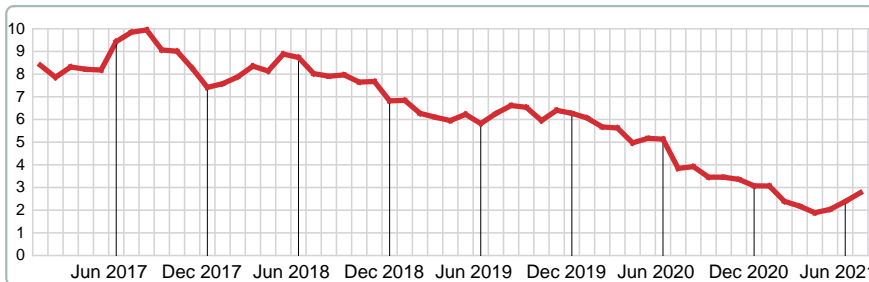
MSI FOR JULY



INDICATORS FOR JULY 2021



5 YEAR MARKET ACTIVITY TRENDS

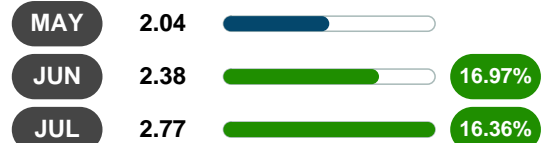


3 MONTHS

5 year JUL AVG = 6.15

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at 2.77 below the 5 yr JUL average of 6.15



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	10	8.47%	4.14	7.00	1.60	6.00	0.00
\$50,001 - \$100,000	16	13.56%	2.16	3.69	1.35	12.00	0.00
\$100,001 - \$150,000	17	14.41%	1.74	1.89	1.43	4.80	0.00
\$150,001 - \$300,000	29	24.58%	1.90	2.67	2.13	0.63	4.00
\$300,001 - \$450,000	20	16.95%	3.87	6.00	4.59	2.18	6.00
\$450,001 - \$675,000	13	11.02%	9.18	12.00	10.67	6.00	8.00
\$675,001 and up	13	11.02%	11.14	0.00	48.00	6.00	10.29
Market Supply of Inventory (MSI)			2.77	3.75	2.41	2.46	6.32
Total Active Inventory by Units		100%	2.77	25	66	17	10

July 2021



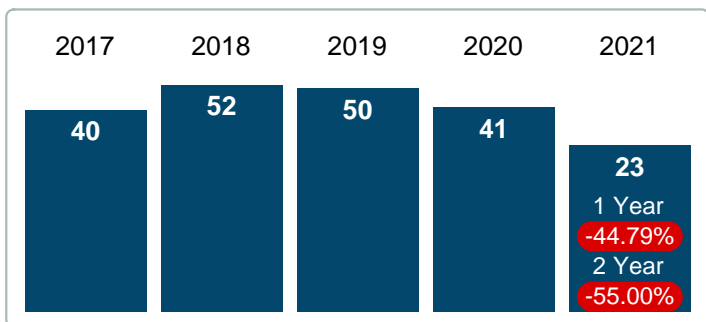
Area Delimited by County Of Mayes - Residential Property Type



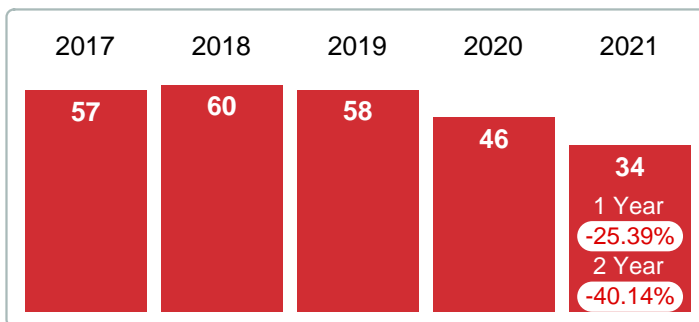
AVERAGE DAYS ON MARKET TO SALE

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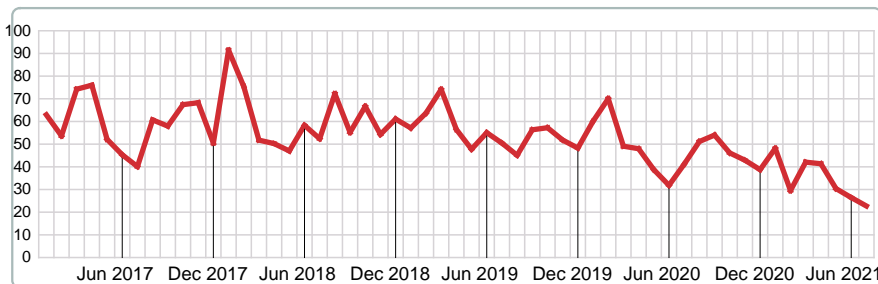
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 41

High Jan 2018 91 Low Jul 2021 23

Average Days on Market to Sale this month at 23 below the 5 yr JUL average of 41



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
\$100,000 and less	11.90%	21	32	6	0	0
\$100,001 - \$125,000	4.76%	28	0	28	0	0
\$125,001 - \$150,000	14.29%	24	0	22	34	0
\$150,001 - \$225,000	28.57%	11	31	9	12	7
\$225,001 - \$275,000	16.67%	30	29	43	3	0
\$275,001 - \$350,000	11.90%	10	0	13	1	0
\$350,001 and up	11.90%	52	0	25	70	0
Average Closed DOM		23				
Total Closed Units	100%	42	5	28	8	1
Total Closed Volume		8,862,420	644.54K	5.68M	2.36M	184.50K

July 2021



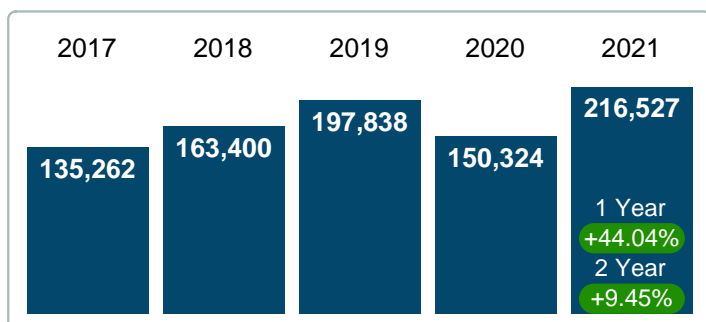
Area Delimited by County Of Mayes - Residential Property Type



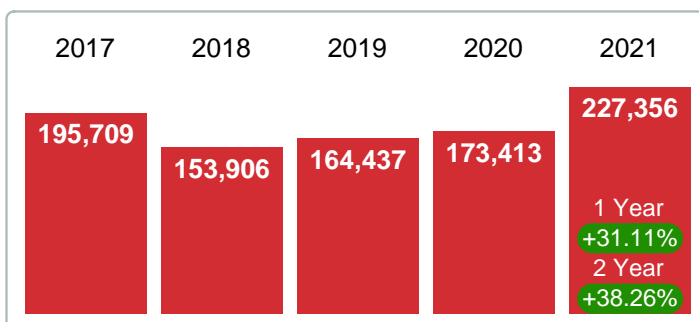
AVERAGE LIST PRICE AT CLOSING

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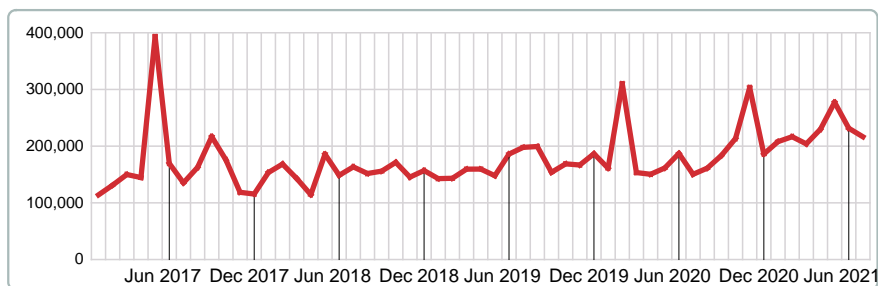
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

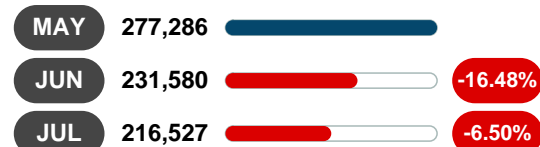


3 MONTHS

5 year JUL AVG = 172,670

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

Average List Price at Closing this month at **216,527**
above the 5 yr JUL average of **172,670**



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
\$100,000 and less	11.90%	79,380	71,000	91,950	0	0
\$100,001 - \$125,000	4.76%	120,000	0	120,000	0	0
\$125,001 - \$150,000	9.52%	144,675	0	151,540	190,000	0
\$150,001 - \$225,000	33.33%	175,214	189,500	171,122	169,900	184,500
\$225,001 - \$275,000	14.29%	257,457	250,000	266,176	276,500	0
\$275,001 - \$350,000	14.29%	299,817	0	295,234	295,000	0
\$350,001 and up	11.90%	416,380	0	412,000	419,300	0
Average List Price		216,527	130,500	206,834	308,225	184,500
Total Closed Units	100%	216,527	5	28	8	1
Total Closed Volume		9,094,140	652.50K	5.79M	2.47M	184.50K

July 2021



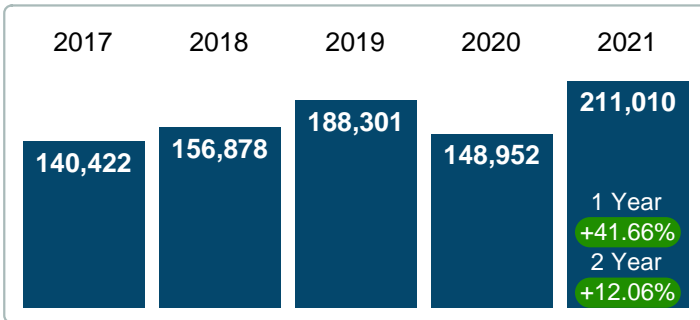
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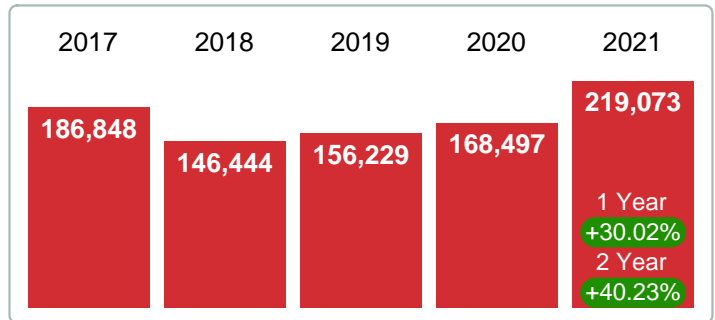
AVERAGE SOLD PRICE AT CLOSING

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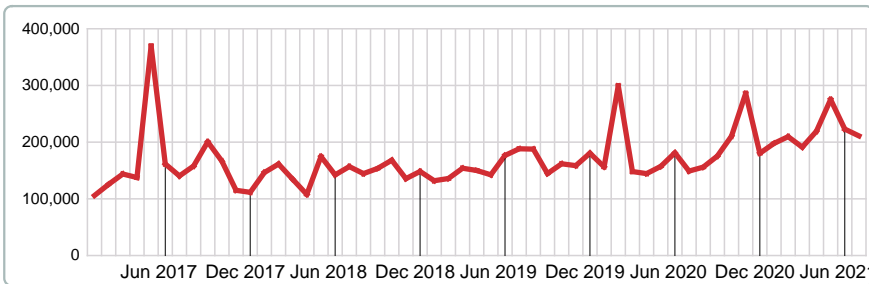
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

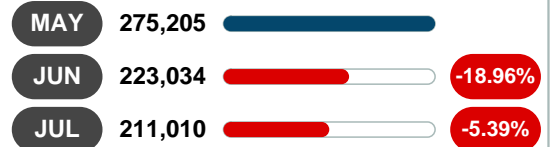


3 MONTHS

5 year JUL AVG = 169,112

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

Average Sold Price at Closing this month at **211,010** above the 5 yr JUL average of **169,112**



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
\$100,000 and less	11.90%	79,088	70,347	92,200	0	0
\$100,001 - \$125,000	4.76%	115,500	0	115,500	0	0
\$125,001 - \$150,000	14.29%	144,150	0	142,980	150,000	0
\$150,001 - \$225,000	28.57%	175,617	189,500	173,711	170,000	184,500
\$225,001 - \$275,000	16.67%	258,000	244,000	260,500	260,000	0
\$275,001 - \$350,000	11.90%	288,436	0	286,795	295,000	0
\$350,001 and up	11.90%	403,100	0	397,000	407,167	0
Average Sold Price		211,010	128,908	202,746	294,563	184,500
Total Closed Units	100%	211,010	5	28	8	1
Total Closed Volume		8,862,420	644.54K	5.68M	2.36M	184.50K

July 2021



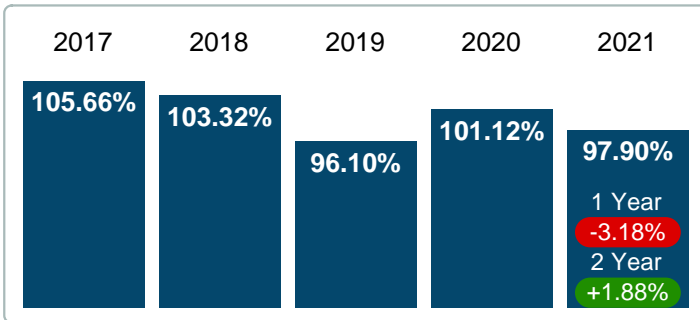
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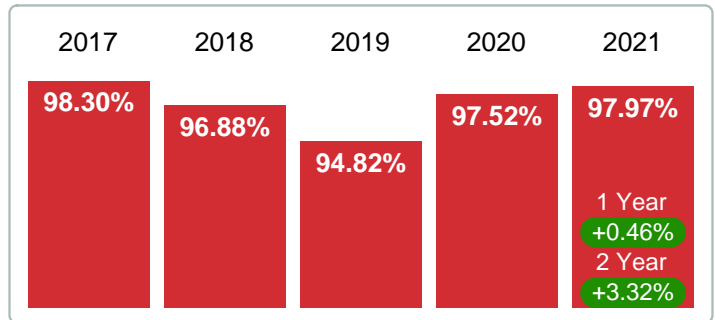
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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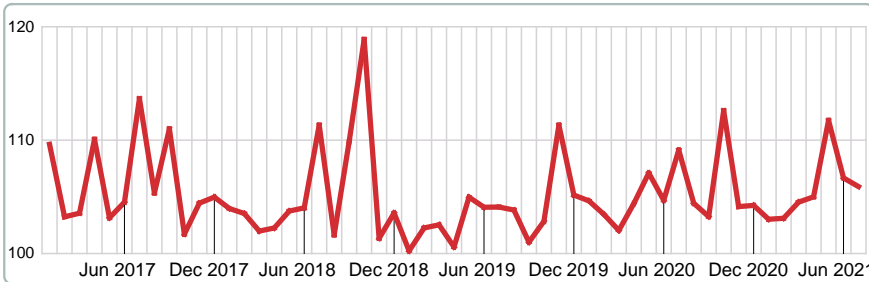
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

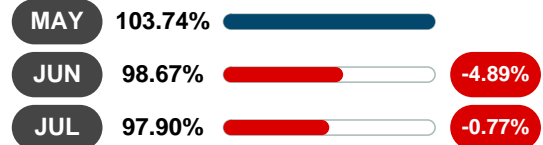


3 MONTHS

5 year JUL AVG = 100.82%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **97.90%**
below the 5 yr JUL average of **100.82%**



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
\$100,000 and less	5	11.90%	99.75%	99.52%	100.09%	0.00%	0.00%
\$100,001 - \$125,000	2	4.76%	96.23%	0.00%	96.23%	0.00%	0.00%
\$125,001 - \$150,000	6	14.29%	92.24%	0.00%	94.90%	78.95%	0.00%
\$150,001 - \$225,000	12	28.57%	101.17%	100.00%	101.56%	100.06%	100.00%
\$225,001 - \$275,000	7	16.67%	96.86%	97.60%	98.12%	93.97%	0.00%
\$275,001 - \$350,000	5	11.90%	98.28%	0.00%	97.86%	100.00%	0.00%
\$350,001 and up	5	11.90%	96.76%	0.00%	96.15%	97.16%	0.00%
Average Sold/List Ratio		97.90%		99.23%	98.48%	94.80%	100.00%
Total Closed Units		42	100%	5	28	8	1
Total Closed Volume		8,862,420		644.54K	5.68M	2.36M	184.50K

July 2021



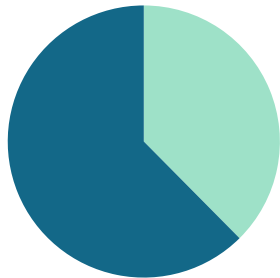
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

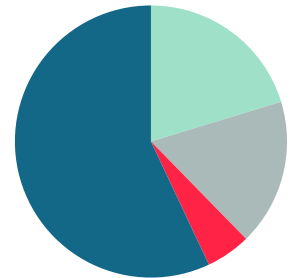


Inventory
 New Listings
62 = 37.58%
 Start Inventory
103
 Total Inventory Units
165
 Volume
\$58,257,452

Market Activity

Closed Sales
42 = 20.29%
 Pending Sales
36 = 17.39%
 Other Off Market
11 = 5.31%
 Active Inventory
118 = 57.00%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	50	42	-16.00%	240	302	25.83%
Pending Sales	55	36	-34.55%	290	317	9.31%
New Listings	44	62	40.91%	412	400	-2.91%
Average List Price	150,324	216,527	44.04%	173,413	227,356	31.11%
Average Sale Price	148,952	211,010	41.66%	168,497	219,073	30.02%
Average Percent of Selling Price to List Price	101.12%	97.90%	-3.18%	97.52%	97.97%	0.46%
Average Days on Market to Sale	41.14	22.71	-44.79%	46.14	34.42	-25.39%
Monthly Inventory	122	118	-3.28%	122	118	-3.28%
Months Supply of Inventory	3.84	2.77	-27.88%	3.84	2.77	-27.88%

Absorption: Last 12 months, an Average of **43** Sales/Month

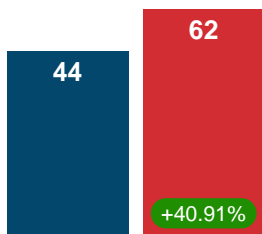
Inventory on July 31, 2021 = **118**

2020 2021

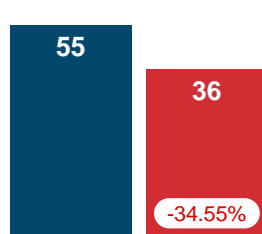
JULY MARKET

AVERAGE PRICES

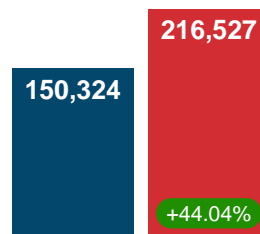
New Listings



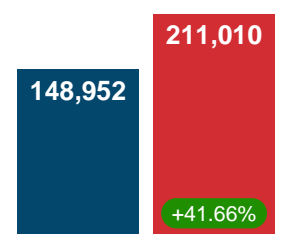
Pending Listings



List Price



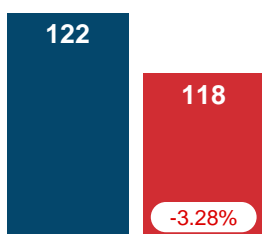
Sale Price



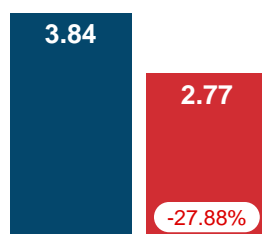
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

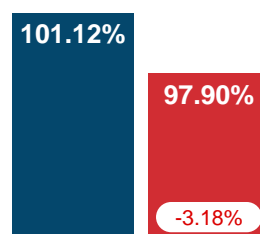
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

