

June 2021



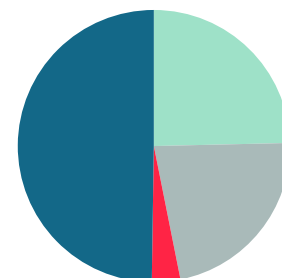
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	33	51	54.55%
Pending Listings	48	46	-4.17%
New Listings	64	70	9.38%
Average List Price	187,079	231,580	23.79%
Average Sale Price	181,130	223,034	23.13%
Average Percent of Selling Price to List Price	96.70%	98.67%	2.03%
Average Days on Market to Sale	31.85	26.45	-16.95%
End of Month Inventory	157	103	-34.39%
Months Supply of Inventory	5.13	2.38	-53.61%



■ Closed (24.64%)
■ Pending (22.22%)
■ Other OffMarket (3.38%)
■ Active (49.76%)

Absorption: Last 12 months, an Average of **43** Sales/Month
Active Inventory as of June 30, 2021 = **103**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **34.39%** to 103 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 **2.38** 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 **23.13%** in June 2021 to \$223,034 versus the previous year at \$181,130.

Average Days on Market Shortens

The average number of **26.45** days that homes spent on the market before selling decreased by 5.40 days or **16.95%** in June 2021 compared to last year's same month at **31.85** DOM.

Sales Success for June 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 70 New Listings in June 2021, up **9.38%** from last year at 64. Furthermore, there were 51 Closed Listings this month versus last year at 33, a **54.55%** increase.

Closed versus Listed trends yielded a **72.9%** ratio, up from previous year's, June 2020, at **51.6%**, a **41.30%** 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

June 2021



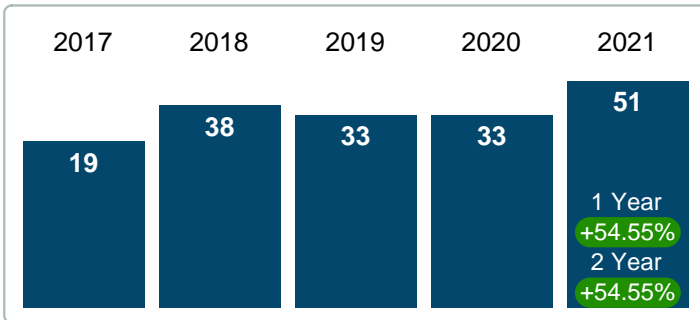
Area Delimited by County Of Mayes - Residential Property Type



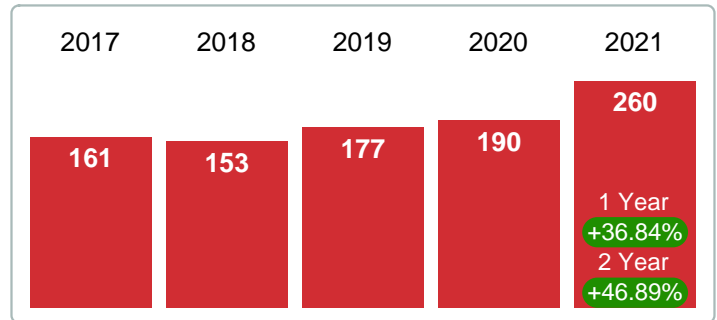
CLOSED LISTINGS

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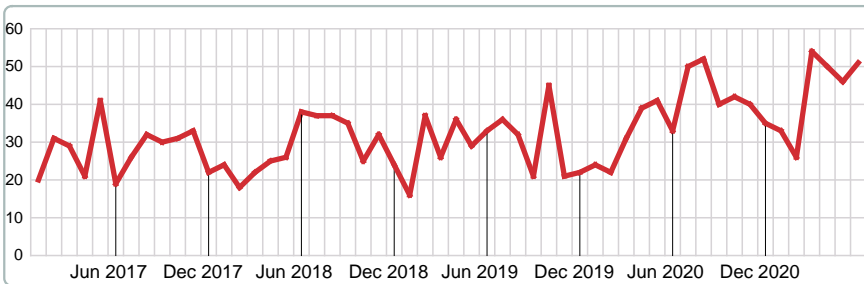
JUNE



YEAR TO DATE (YTD)

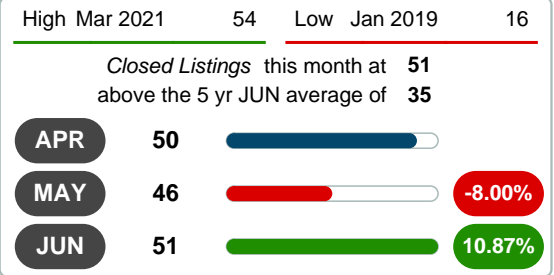


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.80%	66.6	1	4	0	0
\$75,001 - \$100,000	3	5.88%	6.7	1	2	0	0
\$100,001 - \$125,000	5	9.80%	10.8	4	1	0	0
\$125,001 - \$200,000	18	35.29%	26.9	3	13	2	0
\$200,001 - \$275,000	6	11.76%	26.0	0	4	2	0
\$275,001 - \$375,000	8	15.69%	5.9	1	5	2	0
\$375,001 and up	6	11.76%	42.3	0	2	3	1
Total Closed Units	51			10	31	9	1
Total Closed Volume	11,374,744	100%	26.5	1.44M	5.85M	3.04M	1.05M
Average Closed Price	\$223,034			\$144,100	\$188,577	\$337,667	\$1,048,850

June 2021



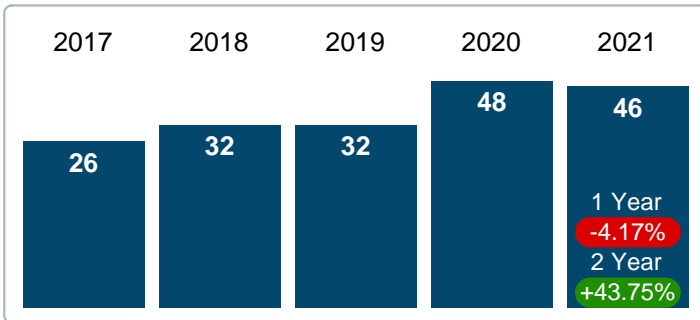
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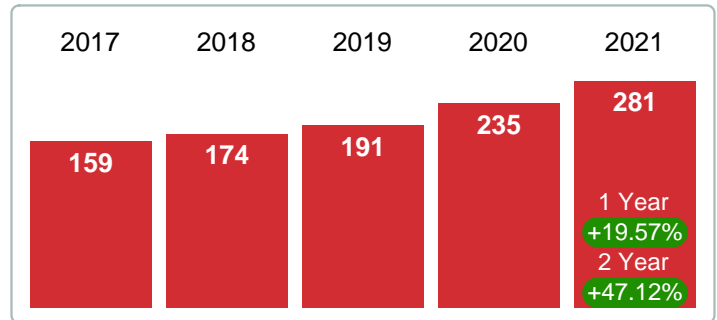
PENDING LISTINGS

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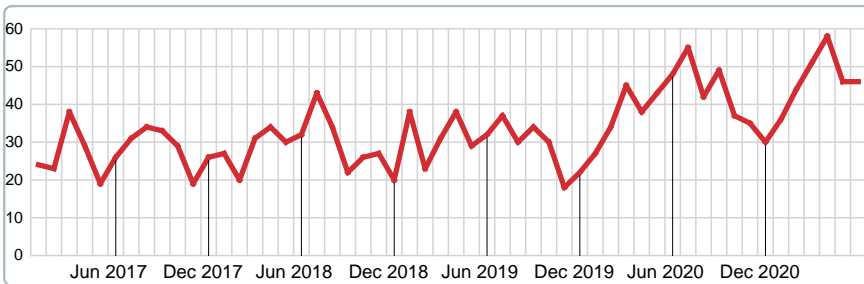
JUNE



YEAR TO DATE (YTD)

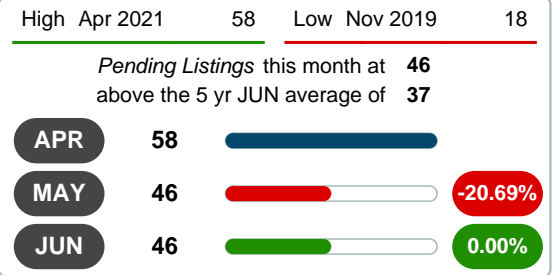


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 37



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	6	13.04%	29.2	4	2	0	0
\$75,001 - \$100,000	3	6.52%	38.0	1	2	0	0
\$100,001 - \$125,000	5	10.87%	13.6	0	5	0	0
\$125,001 - \$175,000	13	28.26%	25.1	0	12	1	0
\$175,001 - \$250,000	7	15.22%	9.0	3	4	0	0
\$250,001 - \$300,000	7	15.22%	61.0	0	7	0	0
\$300,001 and up	5	10.87%	41.4	1	2	2	0
Total Pending Units	46			9	34	3	0
Total Pending Volume	8,753,404	100%	29.1	1.27M	6.19M	1.29M	0.00B
Average Listing Price	\$192,542			\$141,078	\$182,027	\$431,600	\$0

June 2021



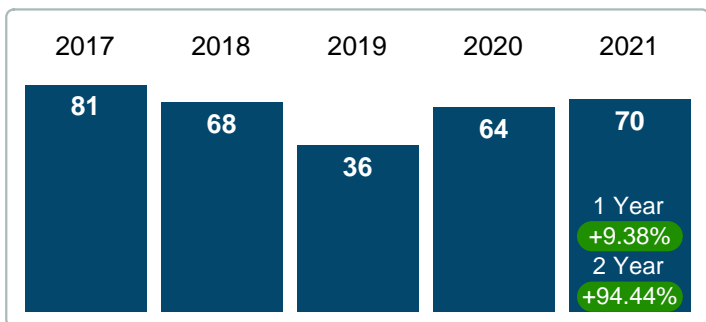
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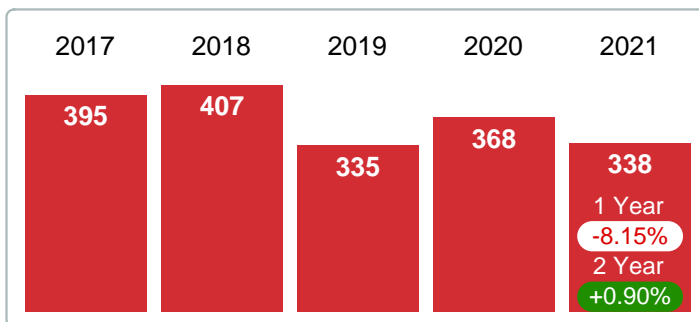
NEW LISTINGS

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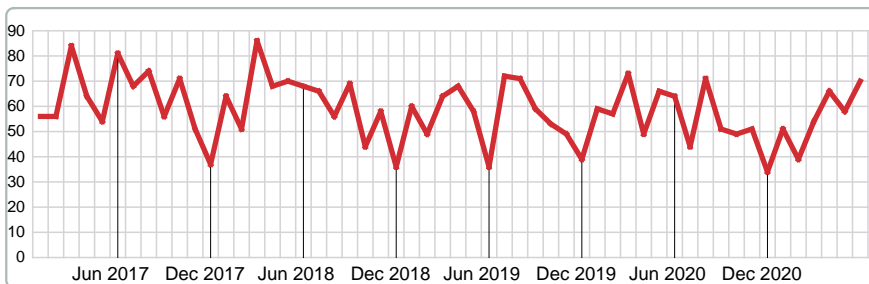
JUNE



YEAR TO DATE (YTD)

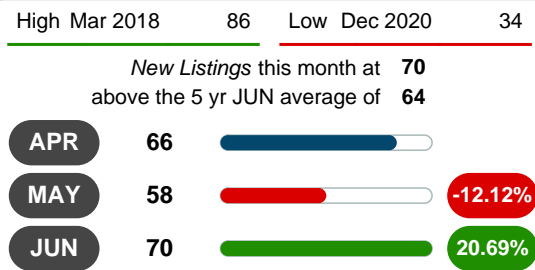


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 64



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.00%	6	1	0	0
\$50,001 - \$75,000	3	4.29%	1	2	0	0
\$75,001 - \$125,000	15	21.43%	3	11	1	0
\$125,001 - \$175,000	18	25.71%	4	14	0	0
\$175,001 - \$275,000	11	15.71%	3	8	0	0
\$275,001 - \$450,000	10	14.29%	1	8	1	0
\$450,001 and up	6	8.57%	0	3	2	1
Total New Listed Units	70		18	47	4	1
Total New Listed Volume	14,636,550	100%	2.17M	9.53M	2.20M	734.00K
Average New Listed Listing Price	\$185,781		\$120,722	\$202,673	\$550,975	\$734,000

June 2021



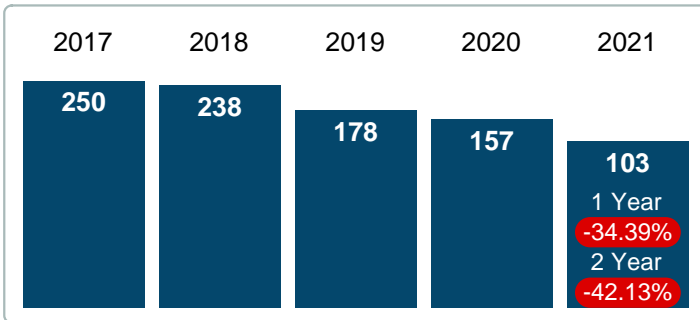
Area Delimited by County Of Mayes - Residential Property Type



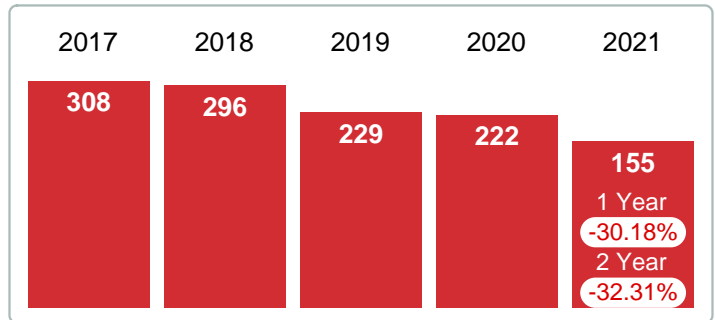
ACTIVE INVENTORY

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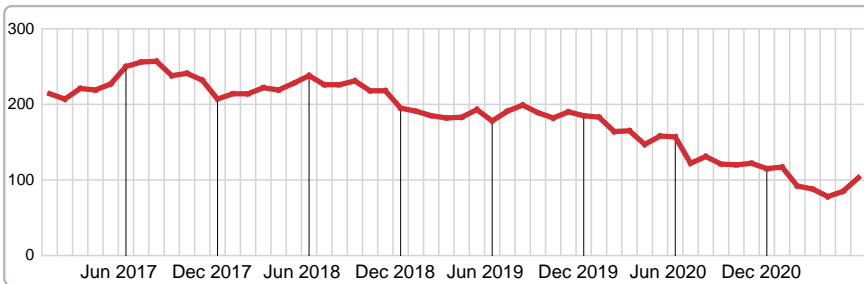
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

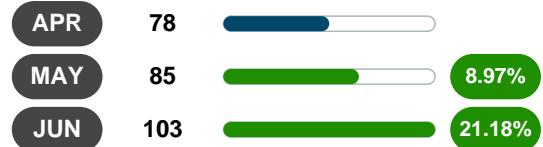


3 MONTHS

5 year JUN AVG = 185

High Aug 2017 257 Low Apr 2021 78

Inventory this month at 103
below the 5 yr JUN average of 185



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	8	7.77%	46.8	6	1	1	0
\$50,001 - \$75,000	8	7.77%	70.9	4	4	0	0
\$75,001 - \$125,000	19	18.45%	50.4	5	10	4	0
\$125,001 - \$300,000	26	25.24%	47.0	7	17	2	0
\$300,001 - \$475,000	18	17.48%	99.3	1	11	5	1
\$475,001 - \$675,000	12	11.65%	104.4	1	8	2	1
\$675,001 and up	12	11.65%	95.6	0	3	3	6
Total Active Inventory by Units	103			24	54	17	8
Total Active Inventory by Volume	38,526,748	100%	71.0	3.24M	16.06M	6.92M	12.32M
Average Active Inventory Listing Price	\$374,046			\$134,808	\$297,316	\$406,841	\$1,540,000

June 2021



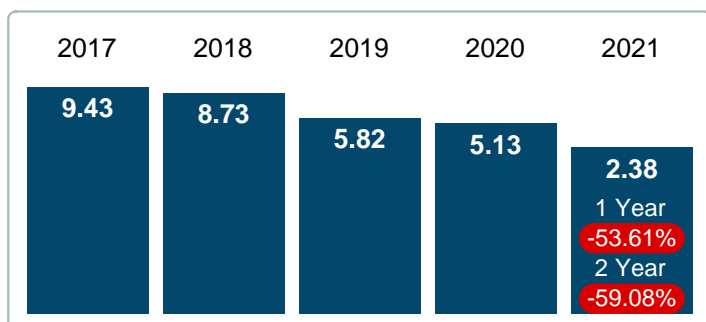
Area Delimited by County Of Mayes - Residential Property Type



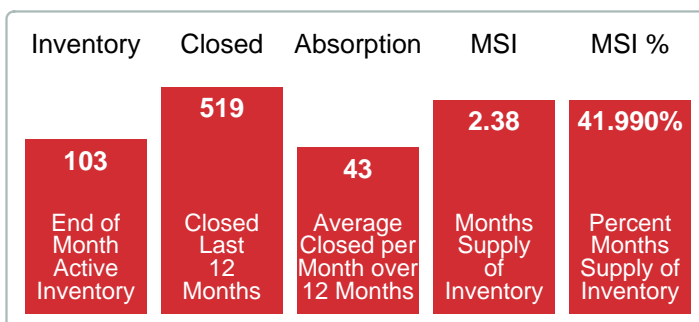
MONTHS SUPPLY of INVENTORY (MSI)

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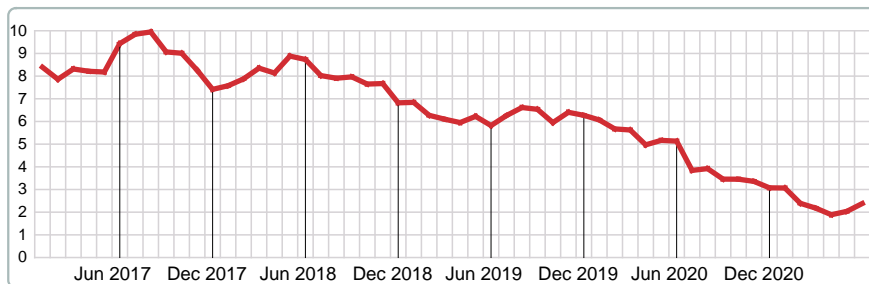
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

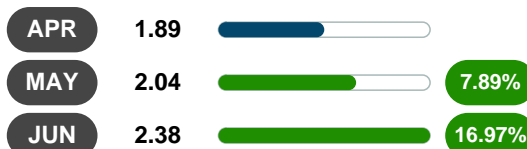


3 MONTHS

5 year JUN AVG = 6.30

High Aug 2017 9.95 Low Apr 2021 1.89

Months Supply this month at **2.38**
below the 5 yr JUN average of **6.30**



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	8	7.77%	2.82	4.80	0.75	4.00	0.00
\$50,001 - \$75,000	8	7.77%	2.59	3.20	2.29	0.00	0.00
\$75,001 - \$125,000	19	18.45%	2.19	2.61	1.60	9.60	0.00
\$125,001 - \$300,000	26	25.24%	1.23	3.23	1.14	0.55	0.00
\$300,001 - \$475,000	18	17.48%	3.60	3.00	4.00	2.86	6.00
\$475,001 - \$675,000	12	11.65%	9.00	12.00	10.67	8.00	4.00
\$675,001 and up	12	11.65%	10.29	0.00	36.00	6.00	10.29
Market Supply of Inventory (MSI)			2.38	3.43	1.94	2.46	5.33
Total Active Inventory by Units		100%	2.38	24	54	17	8

June 2021



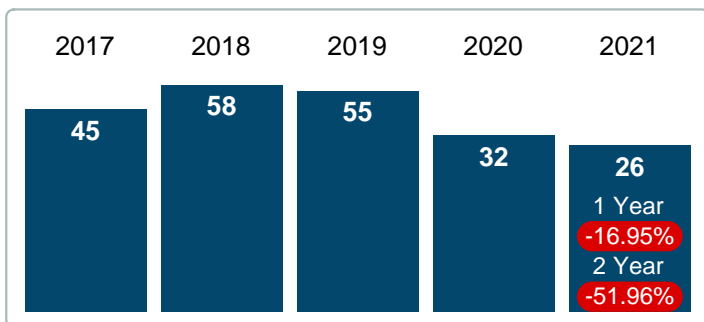
Area Delimited by County Of Mayes - Residential Property Type



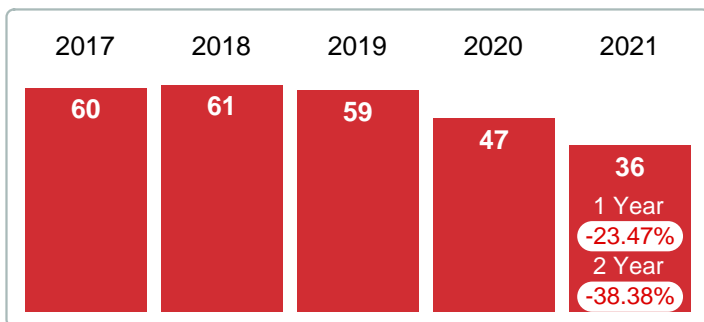
AVERAGE DAYS ON MARKET TO SALE

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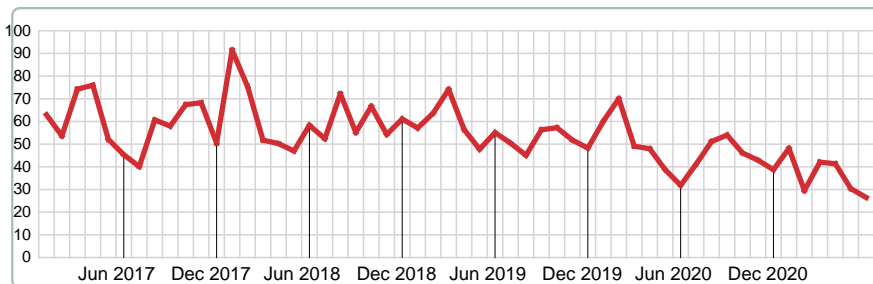
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

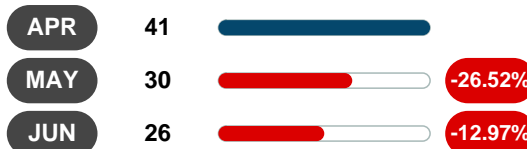


3 MONTHS

5 year JUN AVG = 43

High Jan 2018 91 Low Jun 2021 26

Average Days on Market to Sale this month at 26 below the 5 yr JUN average of 43



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
\$75,000 and less	9.80%	67	9	81	0	0
\$75,001 - \$100,000	5.88%	7	1	10	0	0
\$100,001 - \$125,000	9.80%	11	13	2	0	0
\$125,001 - \$200,000	35.29%	27	10	24	74	0
\$200,001 - \$275,000	11.76%	26	0	35	9	0
\$275,001 - \$375,000	15.69%	6	3	7	5	0
\$375,001 and up	11.76%	42	0	5	80	6
Average Closed DOM		26				
Total Closed Units	100%	26	10	31	9	1
Total Closed Volume		11,374,744	1.44M	5.85M	3.04M	1.05M

June 2021



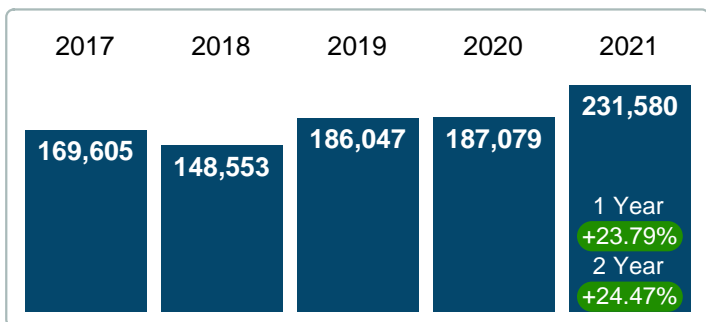
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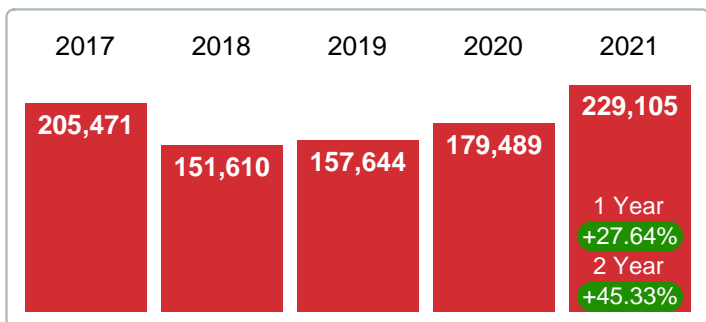
AVERAGE LIST PRICE AT CLOSING

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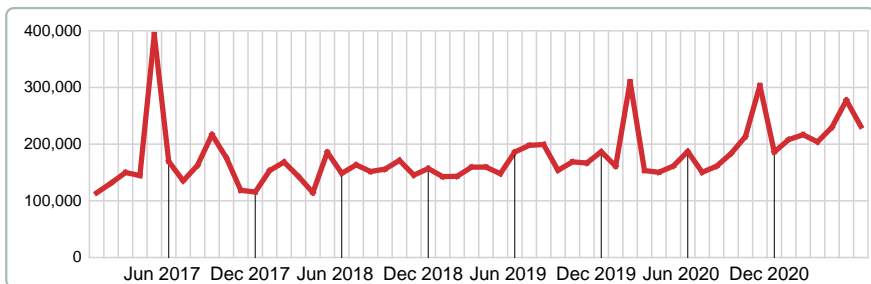
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

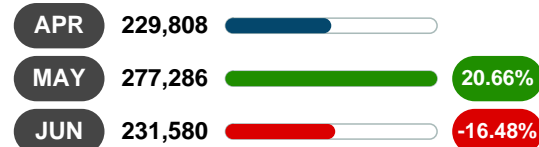


3 MONTHS

5 year JUN AVG = 184,573

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

Average List Price at Closing this month at **231,580**
 above the 5 yr JUN average of **184,573**



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
\$75,000 and less	9.80%	59,880	53,000	61,600	0	0
\$75,001 - \$100,000	5.88%	91,300	96,500	88,700	0	0
\$100,001 - \$125,000	11.76%	118,667	120,875	103,500	0	0
\$125,001 - \$200,000	33.33%	159,612	165,000	156,438	169,900	0
\$200,001 - \$275,000	11.76%	224,233	0	213,350	230,950	0
\$275,001 - \$375,000	15.69%	302,375	325,000	305,400	283,500	0
\$375,001 and up	11.76%	674,583	0	449,500	607,833	1,325,000
Average List Price		231,580	145,300	188,400	354,689	1,325,000
Total Closed Units	100%	231,580	10	31	9	1
Total Closed Volume		11,810,600	1.45M	5.84M	3.19M	1.33M

June 2021



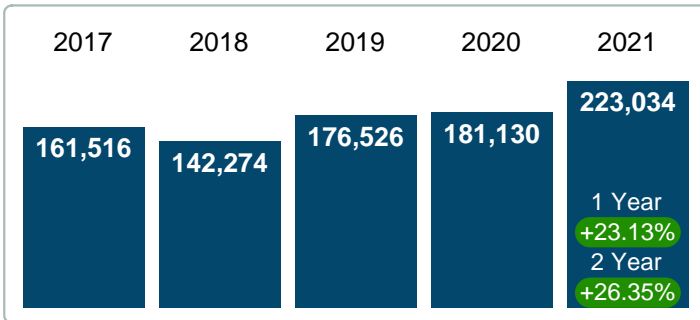
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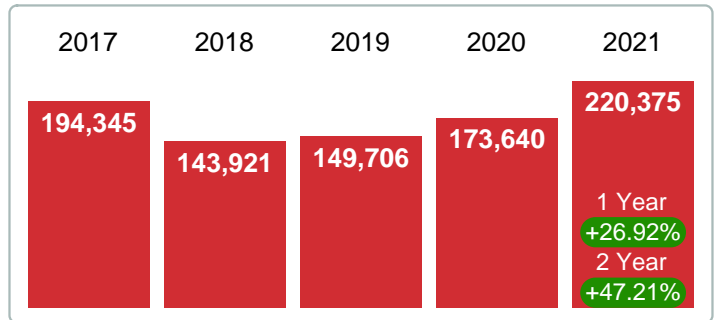
AVERAGE SOLD PRICE AT CLOSING

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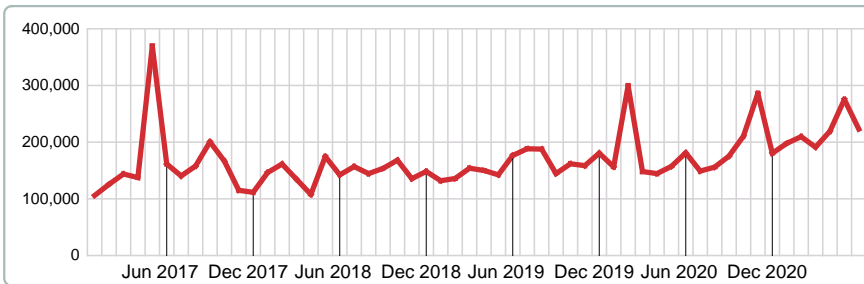
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

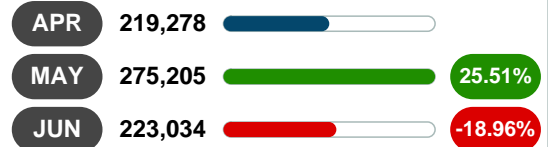


3 MONTHS

5 year JUN AVG = 176,896

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

Average Sold Price at Closing this month at **223,034** above the 5 yr JUN average of **176,896**



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
\$75,000 and less	9.80%	56,680	60,501	55,725	0	0
\$75,001 - \$100,000	5.88%	92,800	100,000	89,200	0	0
\$100,001 - \$125,000	9.80%	117,800	121,375	103,500	0	0
\$125,001 - \$200,000	35.29%	155,250	156,667	153,115	167,000	0
\$200,001 - \$275,000	11.76%	226,432	0	224,648	230,000	0
\$275,001 - \$375,000	15.69%	304,125	325,000	307,600	285,000	0
\$375,001 and up	11.76%	606,308	0	457,000	558,331	1,048,850
Average Sold Price		223,034	144,100	188,577	337,667	1,048,850
Total Closed Units	100%	223,034	10	31	9	1
Total Closed Volume		11,374,744	1.44M	5.85M	3.04M	1.05M

June 2021



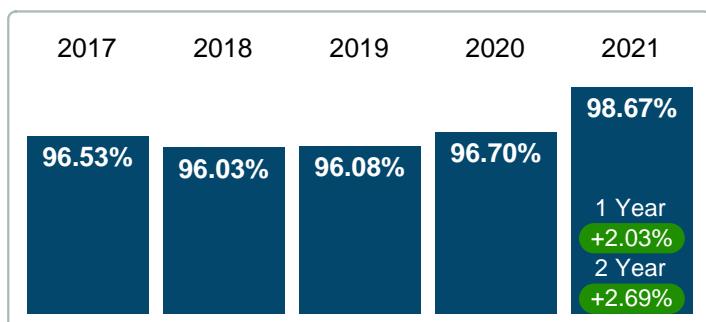
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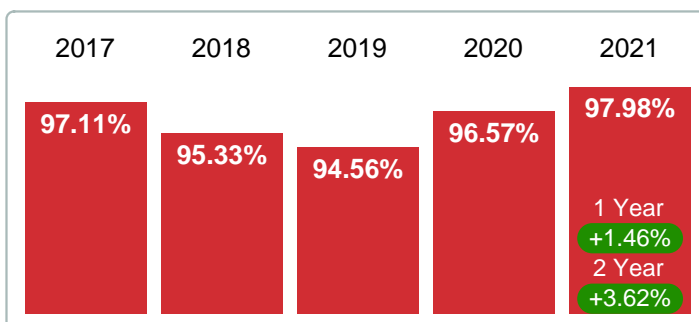
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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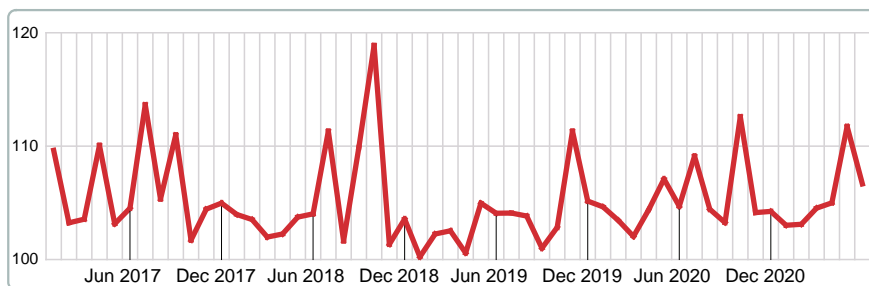
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

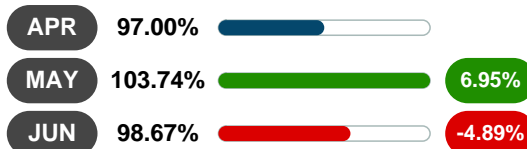


3 MONTHS

5 year JUN AVG = 96.80%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **98.67%**
above the 5 yr JUN average of **96.80%**



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
\$75,000 and less	5	9.80%	95.09%	114.15%	90.33%	0.00%	0.00%
\$75,001 - \$100,000	3	5.88%	101.58%	103.63%	100.56%	0.00%	0.00%
\$100,001 - \$125,000	5	9.80%	100.35%	100.44%	100.00%	0.00%	0.00%
\$125,001 - \$200,000	18	35.29%	97.75%	95.74%	98.12%	98.36%	0.00%
\$200,001 - \$275,000	6	11.76%	103.73%	0.00%	105.83%	99.55%	0.00%
\$275,001 - \$375,000	8	15.69%	100.62%	100.00%	100.79%	100.53%	0.00%
\$375,001 and up	6	11.76%	93.87%	0.00%	101.50%	93.68%	79.16%
Average Sold/List Ratio		98.70%		100.68%	98.97%	97.55%	79.16%
Total Closed Units		51	100%	10	31	9	1
Total Closed Volume		11,374,744		1.44M	5.85M	3.04M	1.05M

June 2021



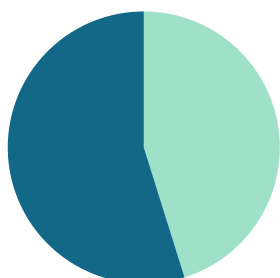
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

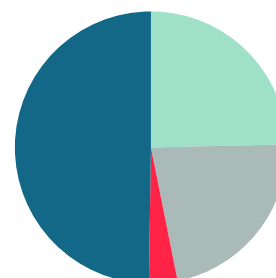


Inventory
 New Listings
70 = 45.16%
 Start Inventory
85
 Total Inventory Units
155
 Volume
\$48,136,552

Market Activity

Closed Sales
51 = 24.64%
 Pending Sales
46 = 22.22%
 Other Off Market
7 = 3.38%
 Active Inventory
103 = 49.76%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	33	51	54.55%	190	260	36.84%
Pending Sales	48	46	-4.17%	235	281	19.57%
New Listings	64	70	9.38%	368	338	-8.15%
Average List Price	187,079	231,580	23.79%	179,489	229,105	27.64%
Average Sale Price	181,130	223,034	23.13%	173,640	220,375	26.92%
Average Percent of Selling Price to List Price	96.70%	98.67%	2.03%	96.57%	97.98%	1.46%
Average Days on Market to Sale	31.85	26.45	-16.95%	47.45	36.32	-23.47%
Monthly Inventory	157	103	-34.39%	157	103	-34.39%
Months Supply of Inventory	5.13	2.38	-53.61%	5.13	2.38	-53.61%

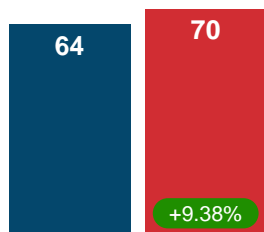
Absorption: Last 12 months, an Average of **43** Sales/Month

Inventory on June 30, 2021 = **103**

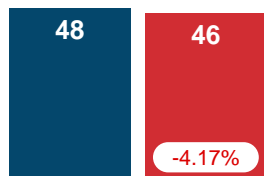
2020 **2021**

JUNE MARKET

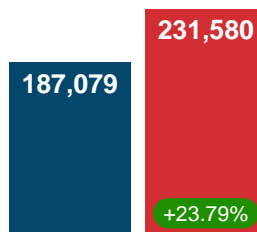
New Listings



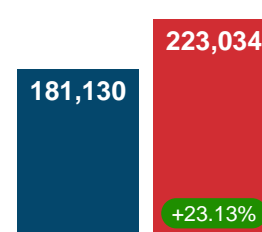
Pending Listings



List Price

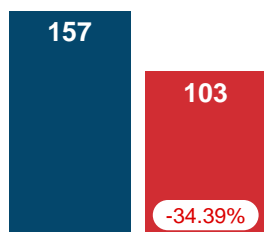


Sale Price

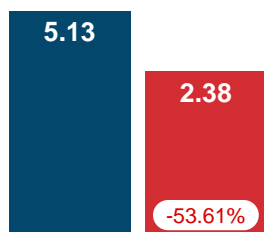


INVENTORY

Active Inventory

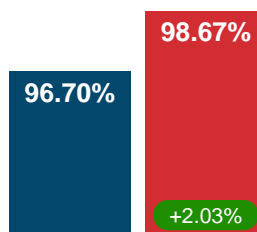


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

