

June 2021



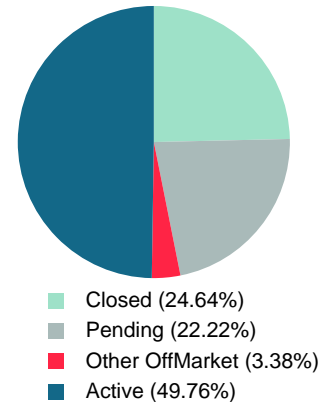
Area Delimited by County Of Mayes - Residential Property Type



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%
Median List Price	159,000	170,500	7.23%
Median Sale Price	155,000	160,000	3.23%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.94%
Median Days on Market to Sale	17.00	6.00	-64.71%
End of Month Inventory	157	103	-34.39%
Months Supply of Inventory	5.13	2.38	-53.61%



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.

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 **3.23%** in June 2021 to \$160,000 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 11.00 days or **64.71%** in June 2021 compared to last year's same month at **17.00** DOM.

Sales Success for June 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 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



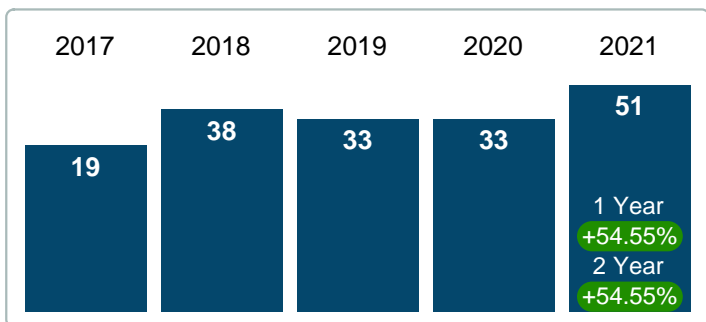
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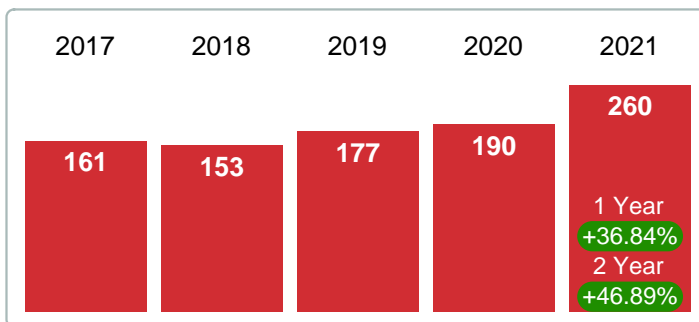
CLOSED LISTINGS

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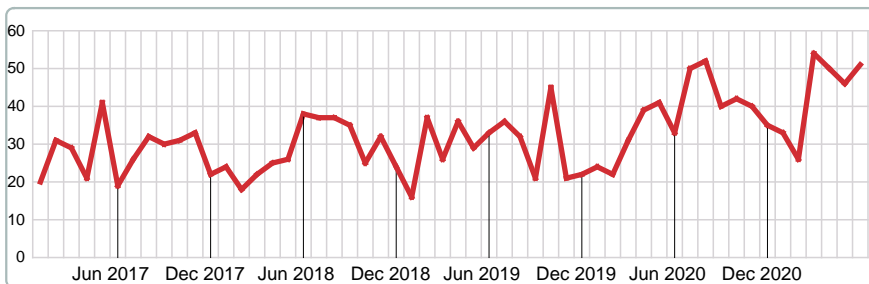
JUNE



YEAR TO DATE (YTD)

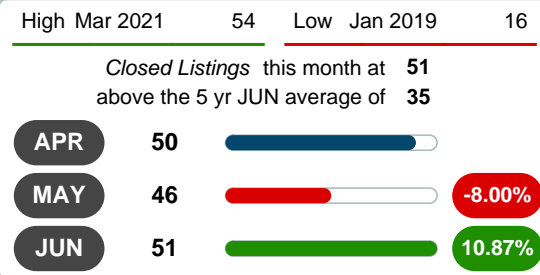


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 35



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	9.80%	57.0	1	4	0	0
\$75,001 - \$100,000	3	5.88%	3.0	1	2	0	0
\$100,001 - \$125,000	5	9.80%	3.0	4	1	0	0
\$125,001 - \$200,000	18	35.29%	9.0	3	13	2	0
\$200,001 - \$275,000	6	11.76%	9.5	0	4	2	0
\$275,001 - \$375,000	8	15.69%	4.0	1	5	2	0
\$375,001 and up	6	11.76%	6.0	0	2	3	1
Total Closed Units	51			10	31	9	1
Total Closed Volume	11,374,744	100%	6.0	1.44M	5.85M	3.04M	1.05M
Median Closed Price	\$160,000			\$124,500	\$155,000	\$285,000	\$1,048,850

June 2021



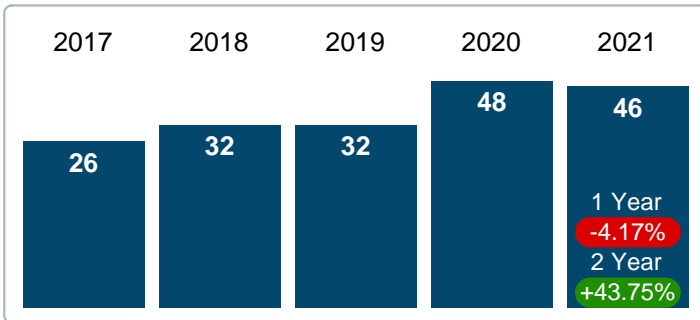
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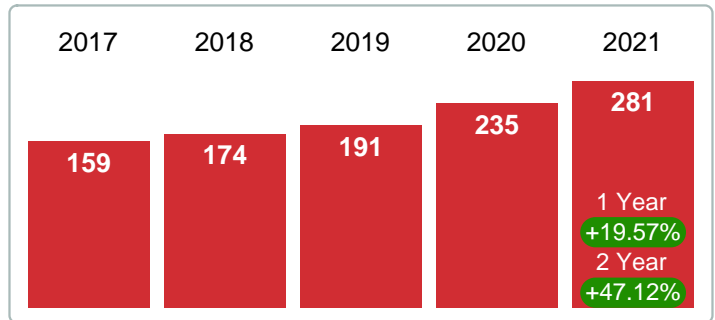
PENDING LISTINGS

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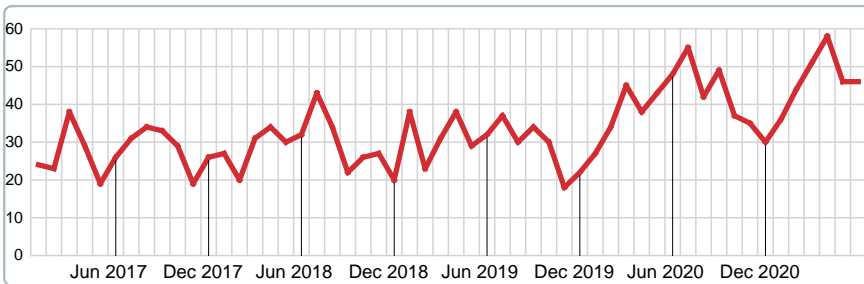
JUNE



YEAR TO DATE (YTD)

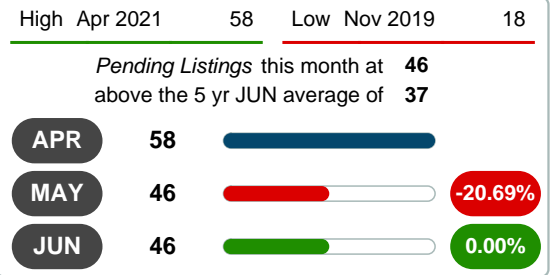


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 37



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	13.04%	28.0	4	2	0	0
\$75,001 - \$100,000	3	6.52%	35.0	1	2	0	0
\$100,001 - \$125,000	5	10.87%	12.0	0	5	0	0
\$125,001 - \$175,000	13	28.26%	7.0	0	12	1	0
\$175,001 - \$250,000	7	15.22%	3.0	3	4	0	0
\$250,001 - \$300,000	7	15.22%	15.0	0	7	0	0
\$300,001 and up	5	10.87%	4.0	1	2	2	0
Total Pending Units	46			9	34	3	0
Total Pending Volume	8,753,404	100%	10.5	1.27M	6.19M	1.29M	0.00B
Median Listing Price	\$169,450			\$79,000	\$167,500	\$400,000	\$0

June 2021



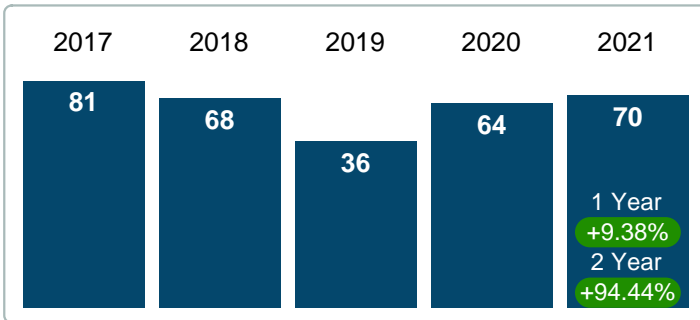
Area Delimited by County Of Mayes - Residential Property Type



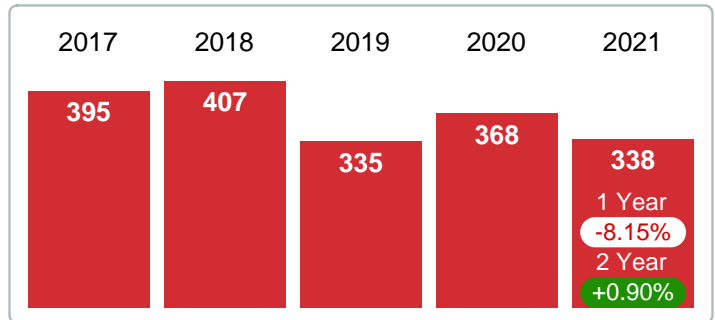
NEW LISTINGS

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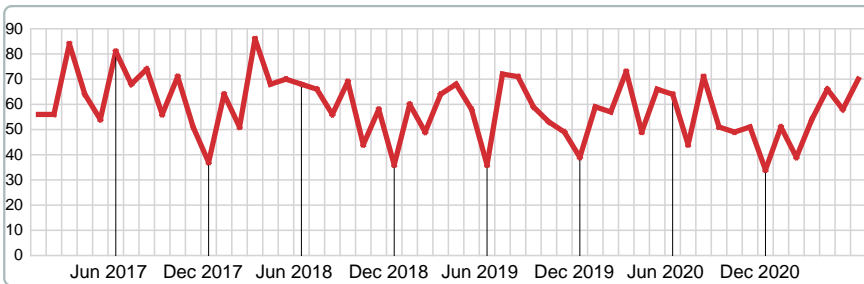
JUNE



YEAR TO DATE (YTD)

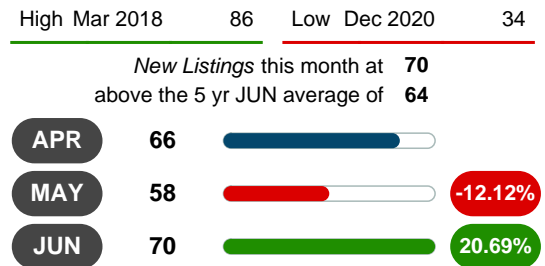


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$156,000		\$89,700	\$169,000	\$549,500	\$734,000

June 2021



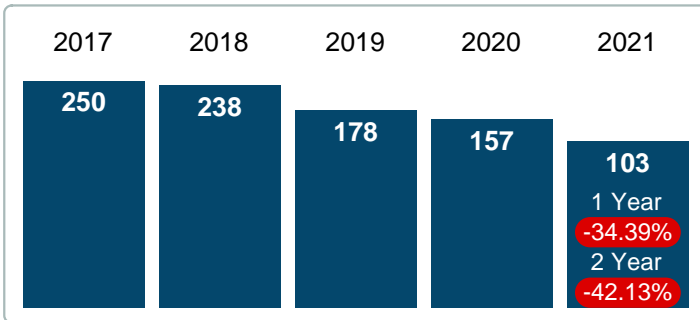
Area Delimited by County Of Mayes - Residential Property Type



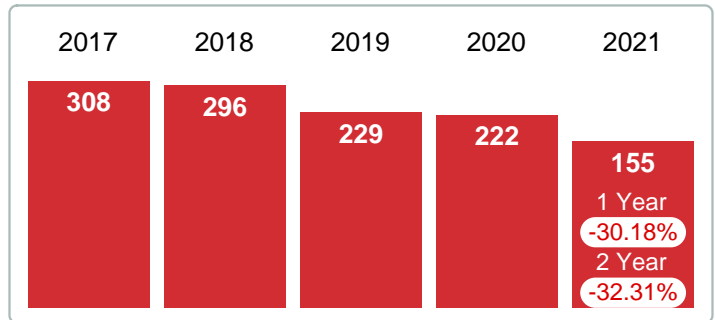
ACTIVE INVENTORY

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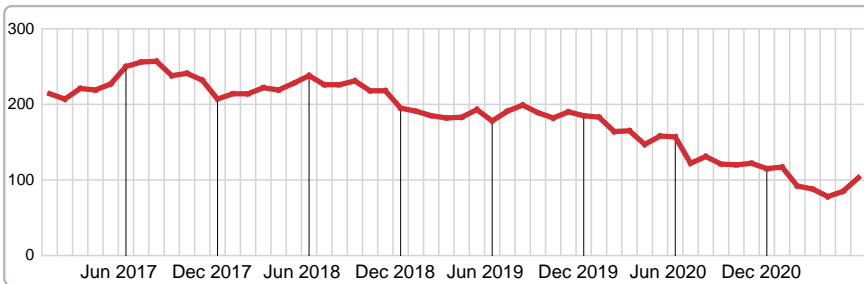
END OF JUNE



ACTIVE DURING JUNE

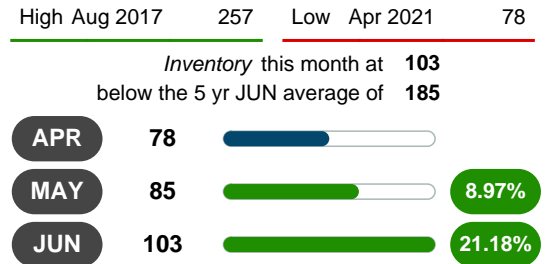


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 185



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	8	7.77%	22.0	6	1	1	0
\$50,001 - \$75,000	8	7.77%	45.0	4	4	0	0
\$75,001 - \$125,000	19	18.45%	22.0	5	10	4	0
\$125,001 - \$300,000	26	25.24%	19.5	7	17	2	0
\$300,001 - \$475,000	18	17.48%	67.0	1	11	5	1
\$475,001 - \$675,000	12	11.65%	105.5	1	8	2	1
\$675,001 and up	12	11.65%	57.5	0	3	3	6
Total Active Inventory by Units	103			24	54	17	8
Total Active Inventory by Volume	38,526,748	100%	46.0	3.24M	16.06M	6.92M	12.32M
Median Active Inventory Listing Price	\$189,900			\$79,750	\$231,950	\$319,000	\$962,500

June 2021



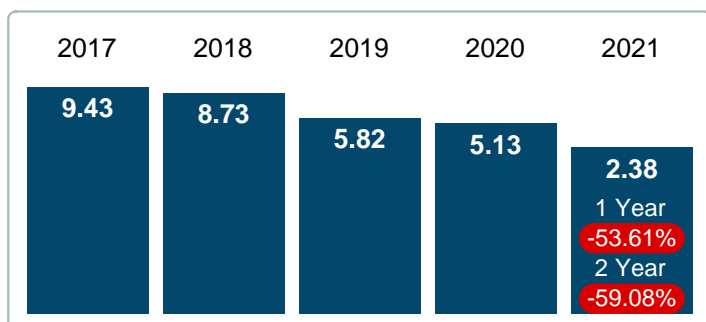
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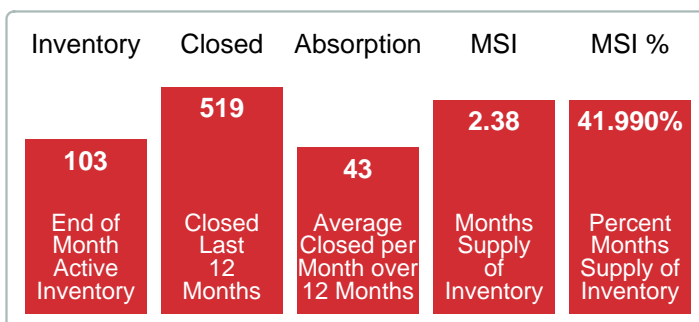
MONTHS SUPPLY of INVENTORY (MSI)

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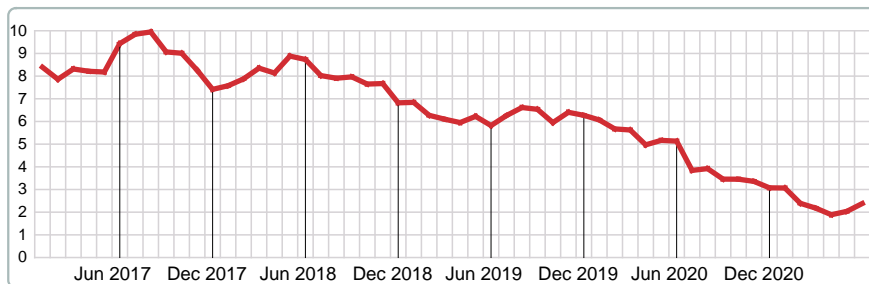
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

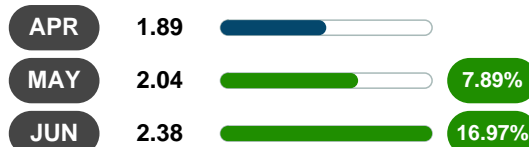


3 MONTHS

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



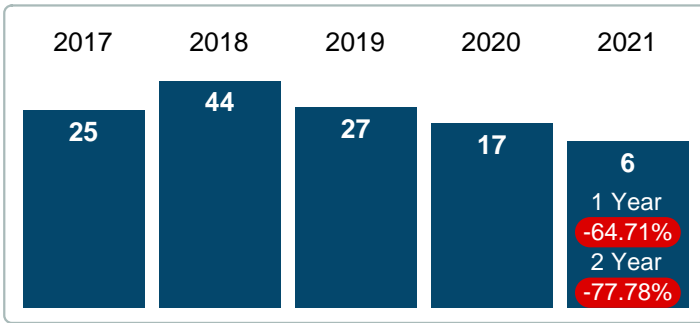
Area Delimited by County Of Mayes - Residential Property Type



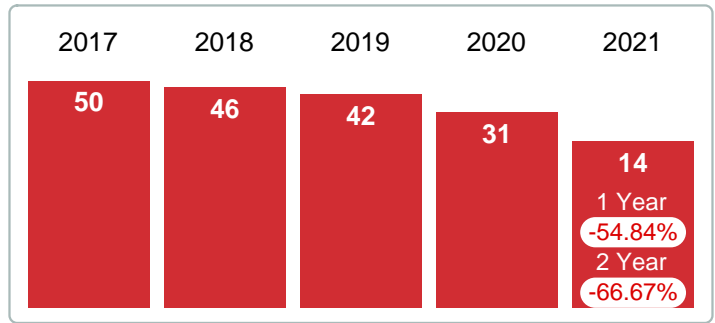
MEDIAN DAYS ON MARKET TO SALE

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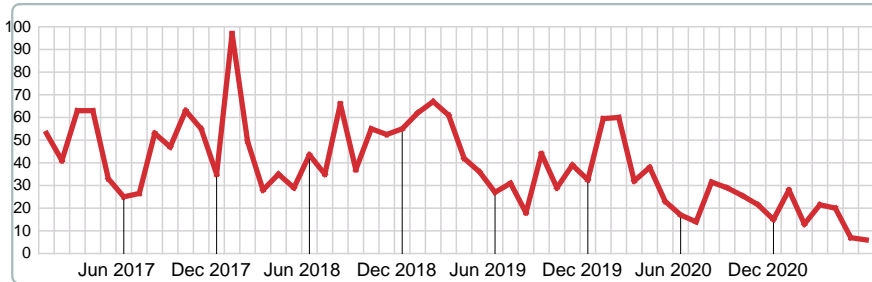
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

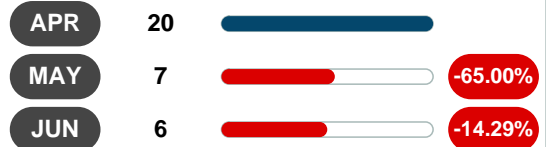


3 MONTHS

5 year JUN AVG = 24

High Jan 2018 97 Low Jun 2021 6

Median Days on Market to Sale this month at 6 below the 5 yr JUN average of 24



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
\$75,000 and less	9.80%	57	9	69	0	0
\$75,001 - \$100,000	5.88%	3	1	10	0	0
\$100,001 - \$125,000	9.80%	3	3	2	0	0
\$125,001 - \$200,000	35.29%	9	6	7	74	0
\$200,001 - \$275,000	11.76%	10	0	34	9	0
\$275,001 - \$375,000	15.69%	4	3	4	5	0
\$375,001 and up	11.76%	6	0	5	70	6
Median Closed DOM		6	3	7	14	6
Total Closed Units	100%	51	10	31	9	1
Total Closed Volume		11,374,744	1.44M	5.85M	3.04M	1.05M

June 2021



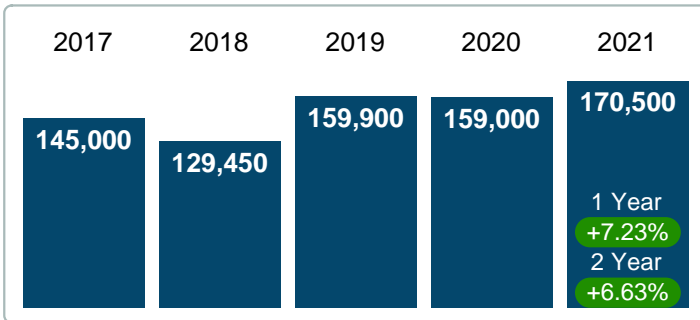
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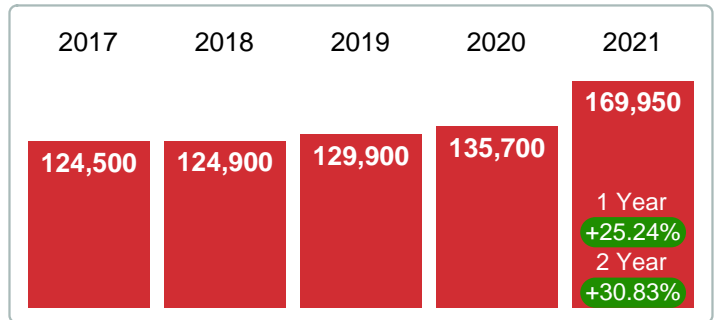
MEDIAN LIST PRICE AT CLOSING

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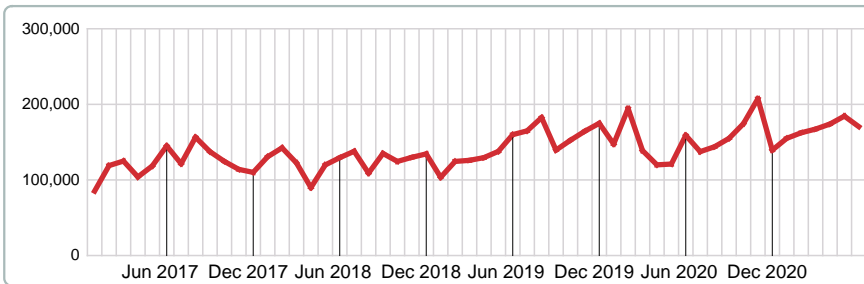
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

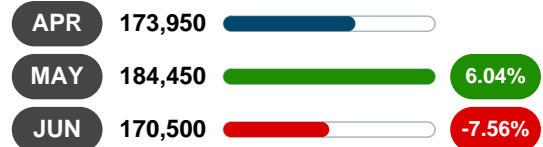


3 MONTHS

5 year JUN AVG = 152,770

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

Median List Price at Closing this month at **170,500**
above the 5 yr JUN average of **152,770**



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
\$75,000 and less	9.80%	59,500	53,000	62,250	0	0
\$75,001 - \$100,000	5.88%	89,900	96,500	88,700	0	0
\$100,001 - \$125,000	11.76%	122,750	122,750	114,250	0	0
\$125,001 - \$200,000	33.33%	159,900	137,500	164,900	169,900	0
\$200,001 - \$275,000	11.76%	222,000	220,000	224,000	230,950	0
\$275,001 - \$375,000	15.69%	296,500	325,000	308,000	283,500	0
\$375,001 and up	11.76%	464,250	0	449,500	428,500	1,325,000
Median List Price		170,500	124,500	169,900	282,000	1,325,000
Total Closed Units	100%	170,500	10	31	9	1
Total Closed Volume		11,810,600	1.45M	5.84M	3.19M	1.33M

June 2021



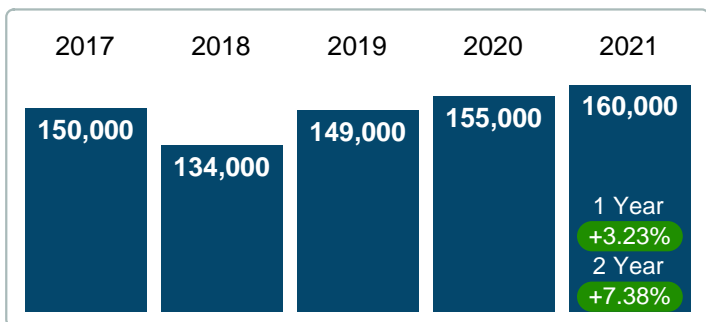
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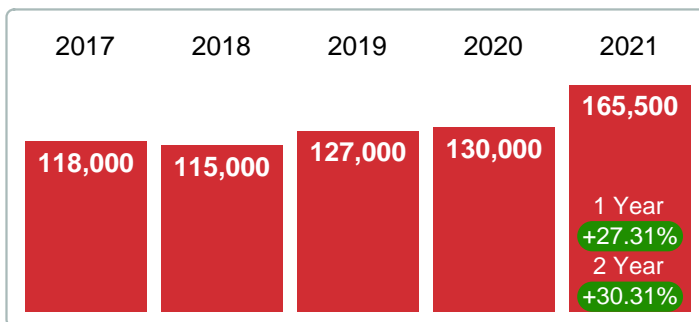
MEDIAN SOLD PRICE AT CLOSING

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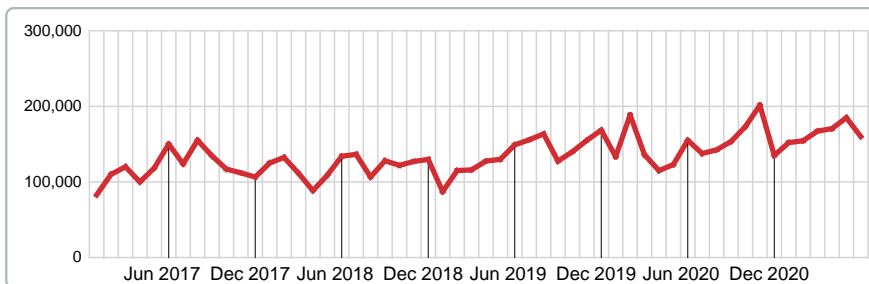
JUNE



YEAR TO DATE (YTD)

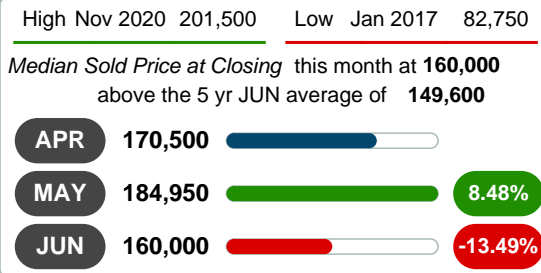


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 149,600



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
\$75,000 and less	9.80%	55,000	60,501	52,500	0	0
\$75,001 - \$100,000	5.88%	90,900	100,000	89,200	0	0
\$100,001 - \$125,000	9.80%	121,500	122,750	103,500	0	0
\$125,001 - \$200,000	35.29%	150,000	140,000	150,000	167,000	0
\$200,001 - \$275,000	11.76%	225,297	0	225,297	230,000	0
\$275,001 - \$375,000	15.69%	299,500	325,000	308,000	285,000	0
\$375,001 and up	11.76%	465,000	0	457,000	415,000	1,048,850
Median Sold Price		160,000	124,500	155,000	285,000	1,048,850
Total Closed Units	100%	160,000	10	31	9	1
Total Closed Volume		11,374,744	1.44M	5.85M	3.04M	1.05M

June 2021



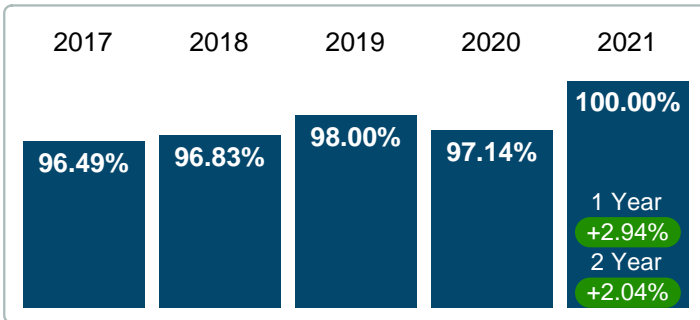
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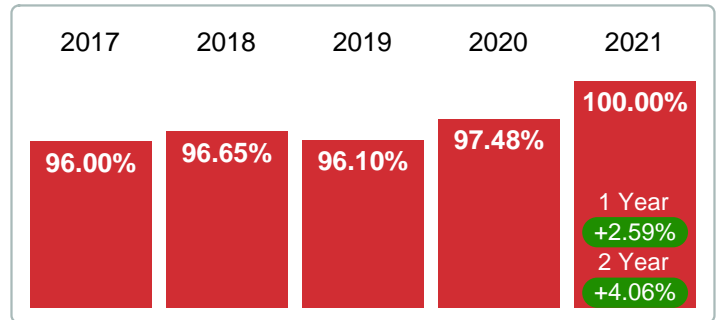
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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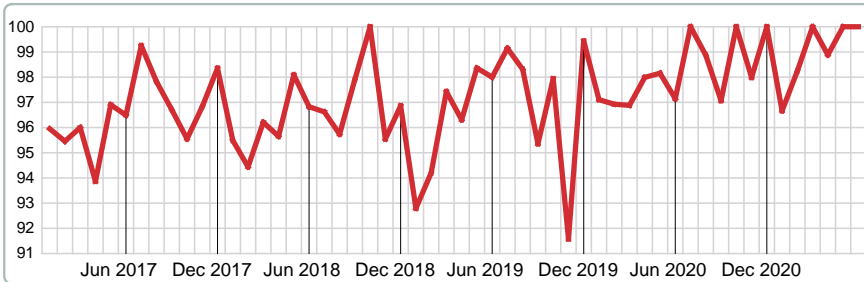
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

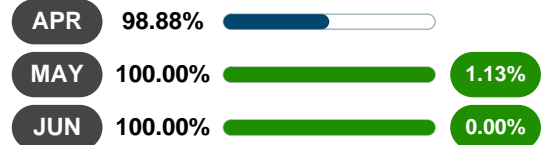


3 MONTHS

5 year JUN AVG = 97.69%

High Jun 2021 100.00% Low Nov 2019 91.58%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **97.69%**



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	
\$75,000 and less	5	9.80%	94.34%	114.15%	89.48%	0.00%	0.00%	
\$75,001 - \$100,000	3	5.88%	101.11%	103.63%	100.56%	0.00%	0.00%	
\$100,001 - \$125,000	5	9.80%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$125,001 - \$200,000	18	35.29%	99.72%	96.30%	100.00%	98.36%	0.00%	
\$200,001 - \$275,000	6	11.76%	100.24%	0.00%	102.26%	99.55%	0.00%	
\$275,001 - \$375,000	8	15.69%	100.00%	100.00%	100.00%	100.53%	0.00%	
\$375,001 and up	6	11.76%	96.55%	0.00%	101.50%	96.25%	79.16%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.06%	79.16%	
Total Closed Units		51	100%	100.00%	10	31	9	1
Total Closed Volume		11,374,744			1.44M	5.85M	3.04M	1.05M

June 2021



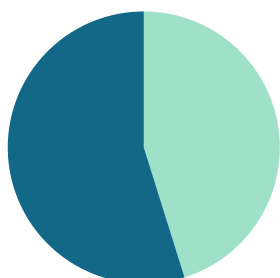
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

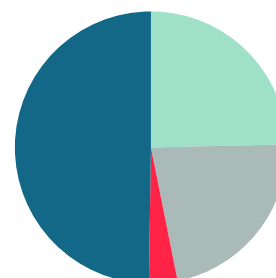


Inventory
 New Listings
70 = 45.16%
 Start Inventory
85
 Total Inventory Units
155
 Volume
\$48,136,552

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%
Median List Price	159,000	170,500	7.23%	135,700	169,950	25.24%
Median Sale Price	155,000	160,000	3.23%	130,000	165,500	27.31%
Median Percent of Selling Price to List Price	97.14%	100.00%	2.94%	97.48%	100.00%	2.59%
Median Days on Market to Sale	17.00	6.00	-64.71%	31.00	14.00	-54.84%
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

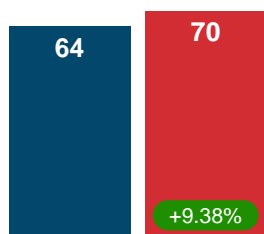
Inventory on June 30, 2021 = **103**

2020 **2021**

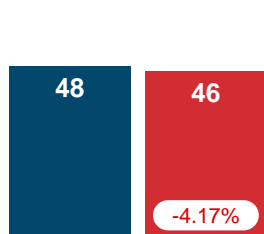
JUNE MARKET

MEDIAN PRICES

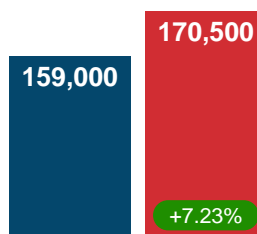
New Listings



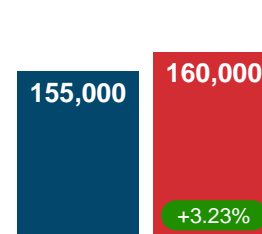
Pending Listings



List Price



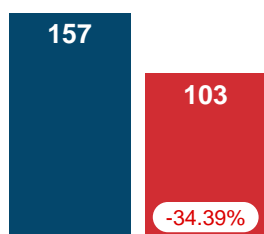
Sale Price



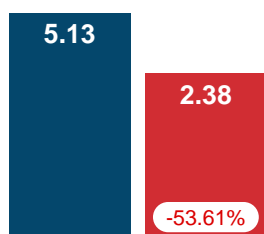
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

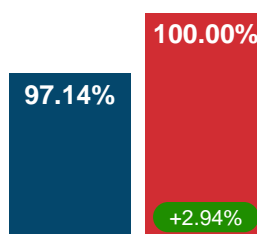
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

