

March 2021



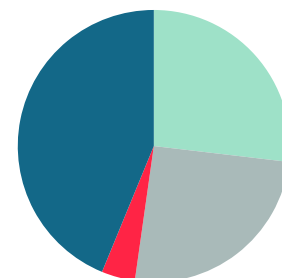
Area Delimited by County Of Mayes - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	31	54	74.19%
Pending Listings	45	51	13.33%
New Listings	73	54	-26.03%
Average List Price	153,413	204,011	32.98%
Average Sale Price	148,132	191,159	29.05%
Average Percent of Selling Price to List Price	94.04%	96.53%	2.65%
Average Days on Market to Sale	49.10	42.06	-14.34%
End of Month Inventory	165	88	-46.67%
Months Supply of Inventory	5.63	2.18	-61.29%



■ Closed (26.87%)
■ Pending (25.37%)
■ Other OffMarket (3.98%)
■ Active (43.78%)

Absorption: Last 12 months, an Average of **40** Sales/Month
Active Inventory as of March 31, 2021 = **88**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **46.67%** to 88 existing homes available for sale. Over the last 12 months this area has had an average of 40 closed sales per month. This represents an unsold inventory index of **2.18** 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 **29.05%** in March 2021 to \$191,159 versus the previous year at \$148,132.

Average Days on Market Shortens

The average number of **42.06** days that homes spent on the market before selling decreased by 7.04 days or **14.34%** in March 2021 compared to last year's same month at **49.10** DOM.

Sales Success for March 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 54 New Listings in March 2021, down **26.03%** from last year at 73. Furthermore, there were 54 Closed Listings this month versus last year at 31, a **74.19%** increase.

Closed versus Listed trends yielded a **100.0%** ratio, up from previous year's, March 2020, at **42.5%**, a **135.48%** upswing. This will certainly create pressure on a decreasing Monthly 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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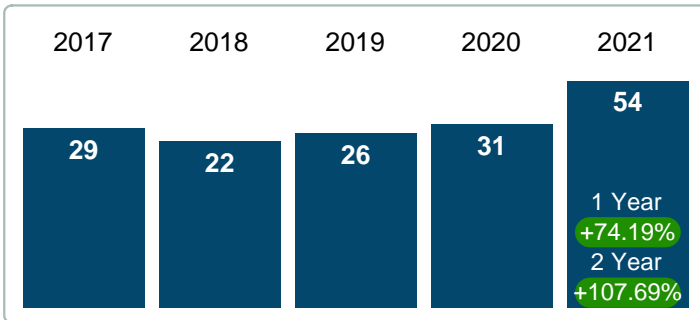
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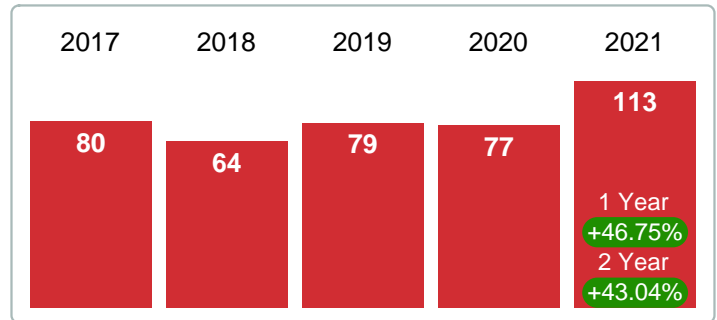
CLOSED LISTINGS

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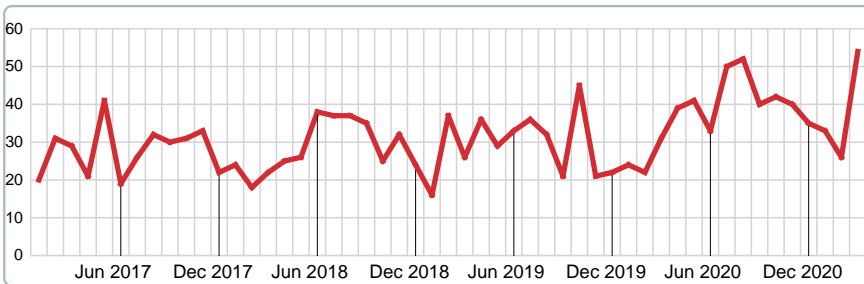
MARCH



YEAR TO DATE (YTD)

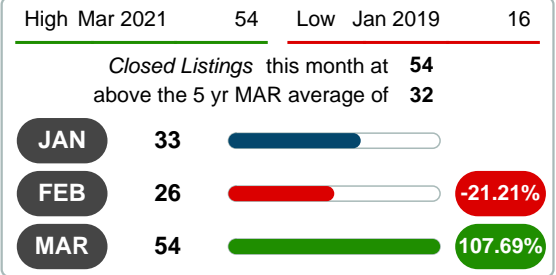


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 32



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	3	5.56%	34.0	2	1	0	0
\$50,001 - \$100,000	9	16.67%	40.3	2	6	1	0
\$100,001 - \$125,000	4	7.41%	11.3	0	4	0	0
\$125,001 - \$175,000	16	29.63%	41.6	0	12	4	0
\$175,001 - \$200,000	7	12.96%	25.4	1	5	1	0
\$200,001 - \$325,000	10	18.52%	49.7	2	4	3	1
\$325,001 and up	5	9.26%	84.2	0	2	2	1
Total Closed Units	54			7	34	11	2
Total Closed Volume	10,322,600	100%	42.1	924.10K	5.73M	2.83M	839.00K
Average Closed Price	\$191,159			\$132,014	\$168,650	\$256,855	\$419,500

March 2021



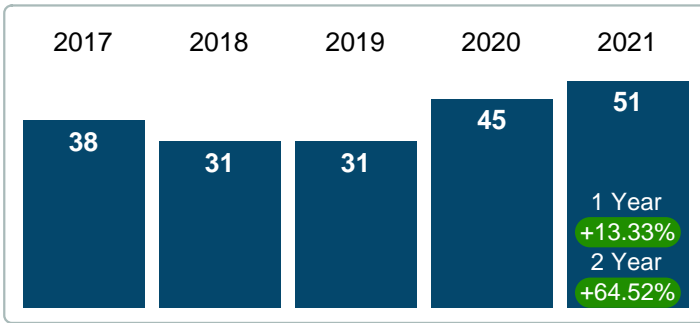
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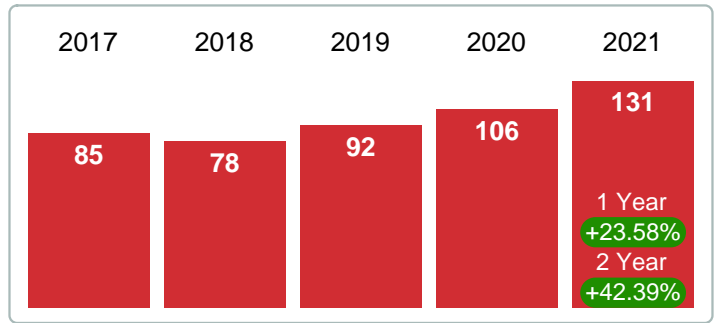
PENDING LISTINGS

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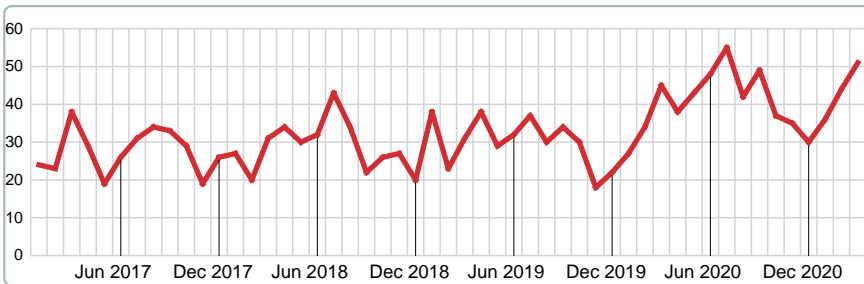
MARCH



YEAR TO DATE (YTD)

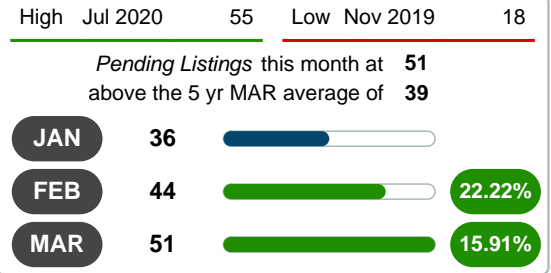


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 39



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	4	7.84%	2.3	2	2	0	0
\$75,001 - \$100,000	5	9.80%	39.0	0	5	0	0
\$100,001 - \$125,000	8	15.69%	59.5	3	3	2	0
\$125,001 - \$225,000	14	27.45%	89.2	2	9	2	1
\$225,001 - \$300,000	7	13.73%	32.3	1	6	0	0
\$300,001 - \$550,000	8	15.69%	46.0	0	5	3	0
\$550,001 and up	5	9.80%	68.4	0	1	2	2
Total Pending Units	51			8	31	9	3
Total Pending Volume	13,018,534	100%	54.2	1.01M	6.54M	3.66M	1.80M
Average Listing Price	\$257,591			\$126,600	\$211,062	\$406,867	\$600,333

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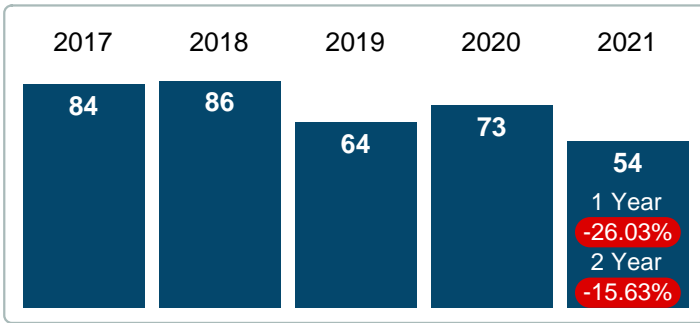
Area Delimited by County Of Mayes - Residential Property Type



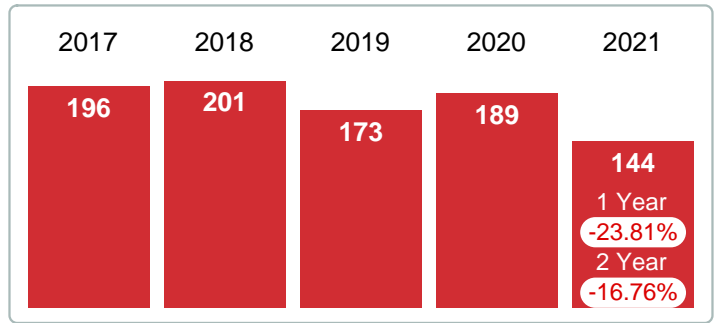
NEW LISTINGS

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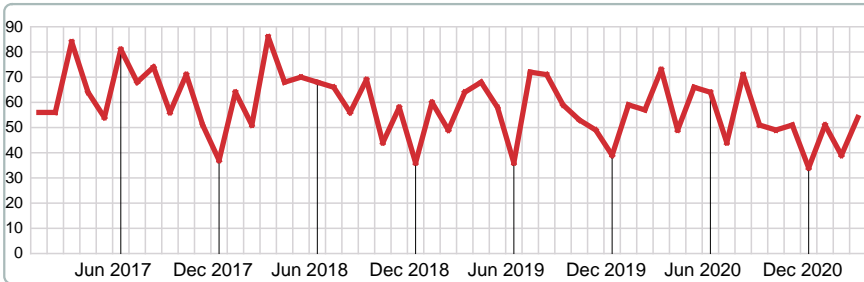
MARCH



YEAR TO DATE (YTD)

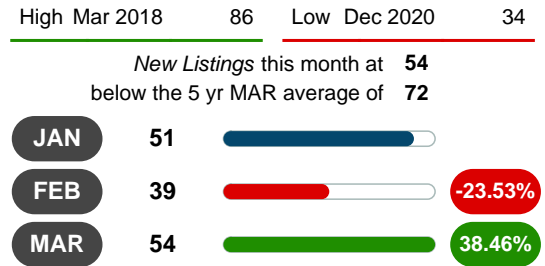


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72



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	5	9.26%	2	2	1	0
\$50,001 - \$75,000	4	7.41%	1	3	0	0
\$75,001 - \$150,000	11	20.37%	2	8	1	0
\$150,001 - \$200,000	11	20.37%	1	5	5	0
\$200,001 - \$300,000	10	18.52%	2	8	0	0
\$300,001 - \$375,000	6	11.11%	0	5	1	0
\$375,001 and up	7	12.96%	0	4	2	1
Total New Listed Units	54		8	35	10	1
Total New Listed Volume	11,276,838	100%	1.05M	7.72M	2.12M	385.00K
Average New Listed Listing Price	\$185,023		\$130,900	\$220,707	\$211,990	\$385,000

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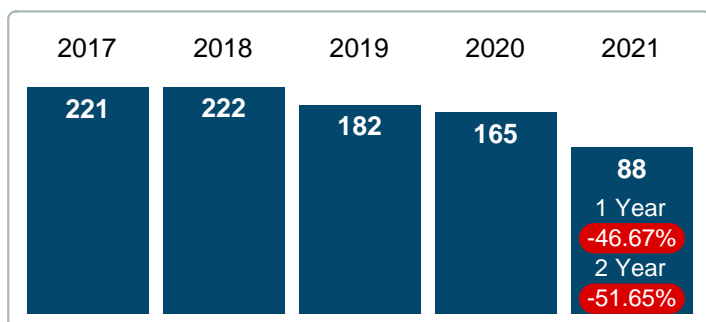
Area Delimited by County Of Mayes - Residential Property Type



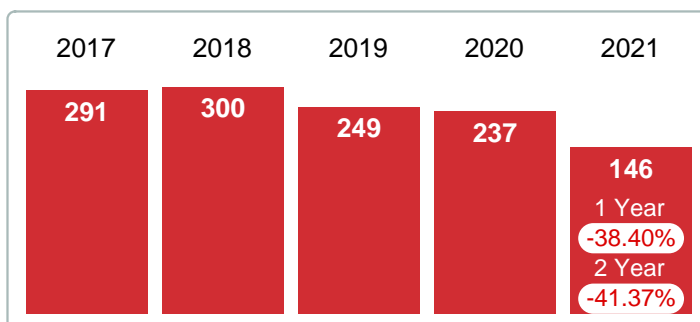
ACTIVE INVENTORY

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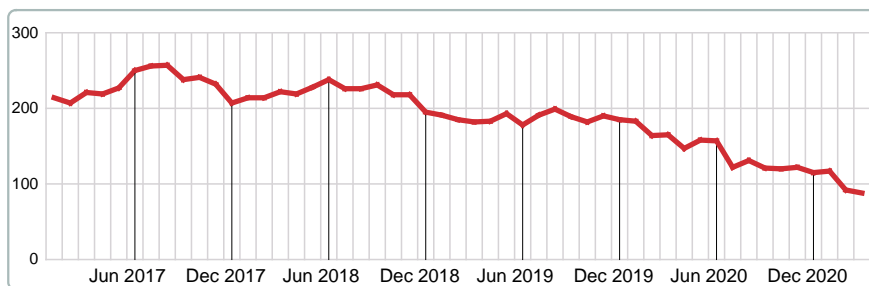
END OF MARCH



ACTIVE DURING MARCH

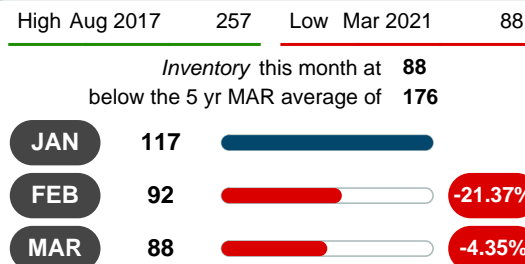


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 176



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	6	6.82%	38.2	3	2	1	0
\$50,001 - \$100,000	13	14.77%	71.5	2	11	0	0
\$100,001 - \$150,000	12	13.64%	65.3	3	8	1	0
\$150,001 - \$250,000	23	26.14%	58.6	2	15	5	1
\$250,001 - \$350,000	13	14.77%	82.4	1	7	5	0
\$350,001 - \$625,000	12	13.64%	50.0	0	6	5	1
\$625,001 and up	9	10.23%	116.2	0	2	3	4
Total Active Inventory by Units	88			11	51	20	6
Total Active Inventory by Volume	30,199,650	100%	68.3	1.40M	11.72M	7.94M	9.14M
Average Active Inventory Listing Price	\$343,178			\$127,100	\$229,765	\$397,010	\$1,523,892

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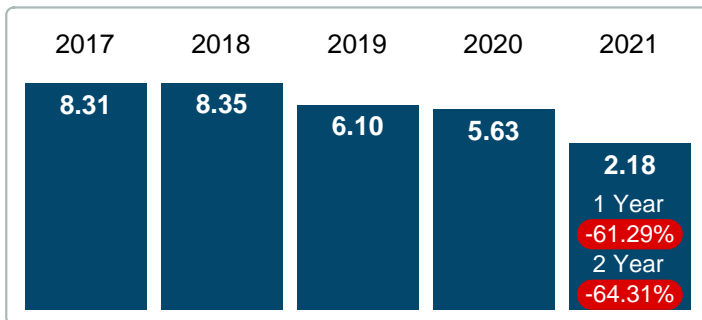
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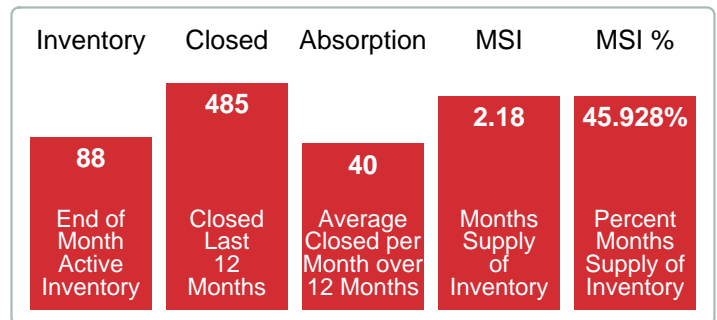
MONTHS SUPPLY of INVENTORY (MSI)

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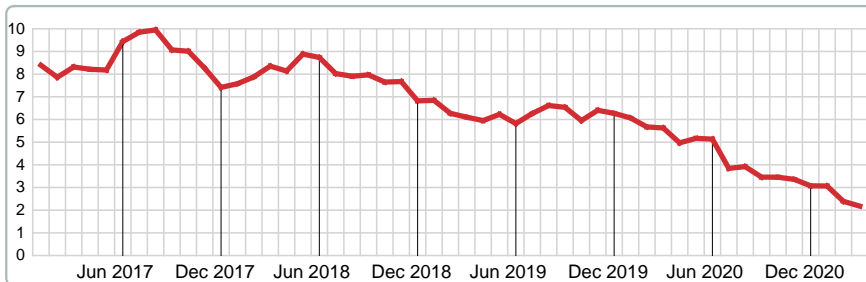
MSI FOR MARCH



INDICATORS FOR MARCH 2021

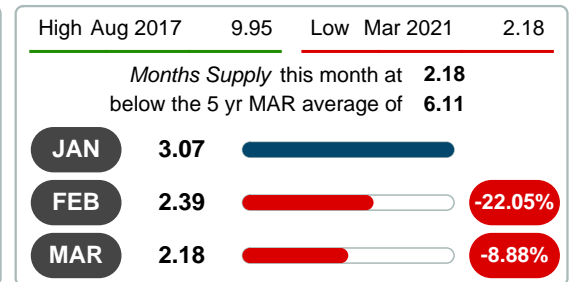


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 6.11



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	6	6.82%	1.85	1.89	1.41	4.00	0.00
\$50,001 - \$100,000	13	14.77%	1.58	0.89	1.94	0.00	0.00
\$100,001 - \$150,000	12	13.64%	1.21	3.00	1.02	1.20	0.00
\$150,001 - \$250,000	23	26.14%	1.96	1.85	1.80	2.22	12.00
\$250,001 - \$350,000	13	14.77%	3.71	2.00	3.82	5.00	0.00
\$350,001 - \$625,000	12	13.64%	4.36	0.00	4.50	6.00	3.00
\$625,001 and up	9	10.23%	9.00	0.00	8.00	7.20	12.00
Market Supply of Inventory (MSI)			2.18	1.65	1.91	3.38	5.14
Total Active Inventory by Units		100%	2.18	11	51	20	6

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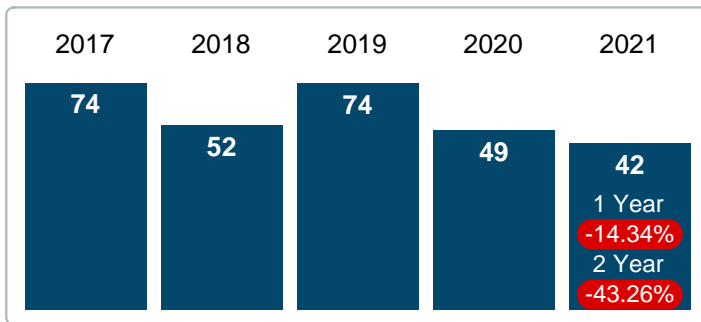
Area Delimited by County Of Mayes - Residential Property Type



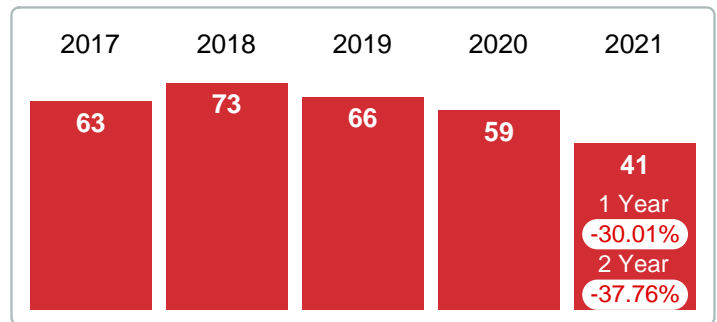
AVERAGE DAYS ON MARKET TO SALE

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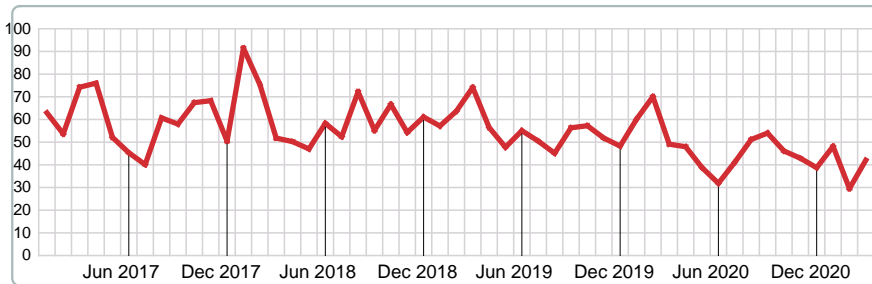
MARCH



YEAR TO DATE (YTD)

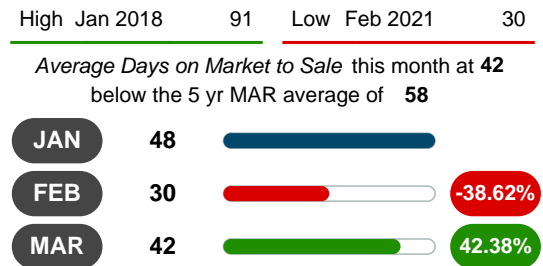


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	5.56%	34	38	26	0	0
\$50,001 - \$100,000	16.67%	40	39	36	69	0
\$100,001 - \$125,000	7.41%	11	0	11	0	0
\$125,001 - \$175,000	29.63%	42	0	33	68	0
\$175,001 - \$200,000	12.96%	25	9	28	28	0
\$200,001 - \$325,000	18.52%	50	31	55	59	37
\$325,001 and up	9.26%	84	0	109	90	23
Average Closed DOM		42	32	37	66	30
Total Closed Units	100%	42	7	34	11	2
Total Closed Volume		10,322,600	924.10K	5.73M	2.83M	839.00K

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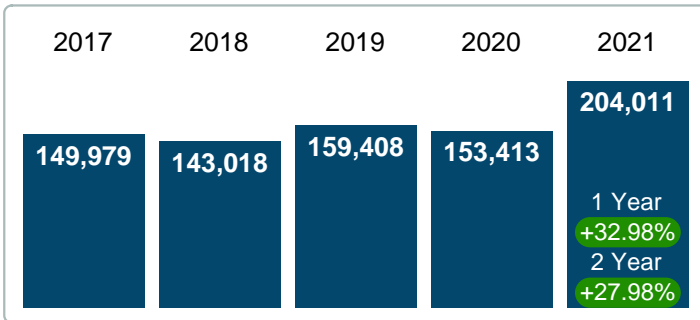
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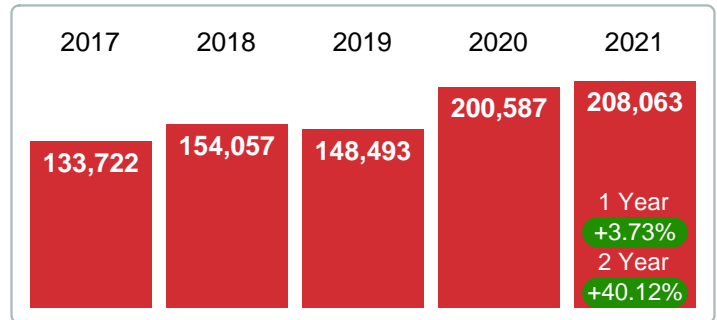
AVERAGE LIST PRICE AT CLOSING

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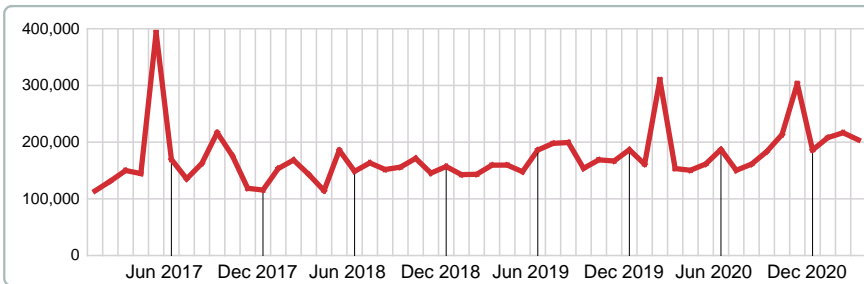
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

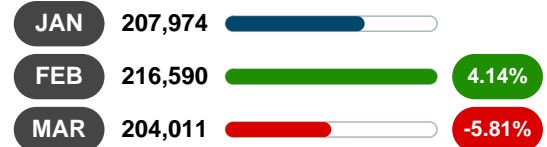


3 MONTHS

5 year MAR AVG = 161,966

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

Average List Price at Closing this month at **204,011**
 above the 5 yr MAR average of **161,966**



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	5.56%	37,067	38,100	35,000	0	0
\$50,001 - \$100,000	14.81%	81,725	84,450	90,917	94,900	0
\$100,001 - \$125,000	7.41%	109,075	0	105,575	0	0
\$125,001 - \$175,000	31.48%	152,394	0	153,908	150,575	0
\$175,001 - \$200,000	7.41%	186,950	205,000	191,560	215,000	0
\$200,001 - \$325,000	22.22%	240,367	258,950	262,250	268,333	232,000
\$325,001 and up	11.11%	598,733	0	520,000	788,950	625,000
Average List Price		204,011	138,286	173,426	299,555	428,500
Total Closed Units	100%	204,011	7	34	11	2
Total Closed Volume		11,016,600	968.00K	5.90M	3.30M	857.00K

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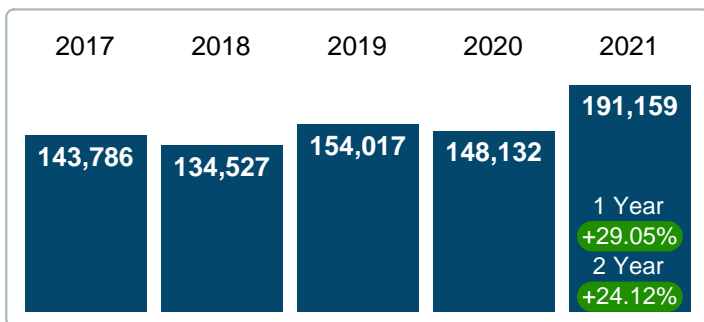
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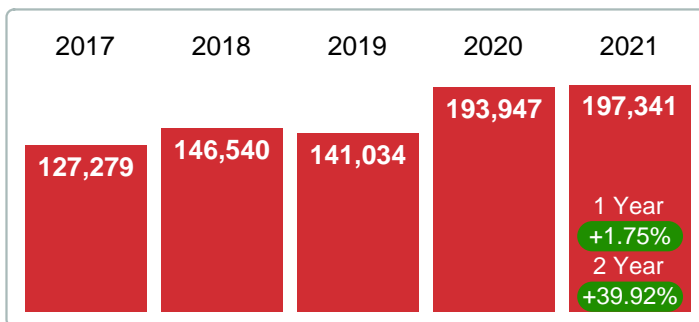
AVERAGE SOLD PRICE AT CLOSING

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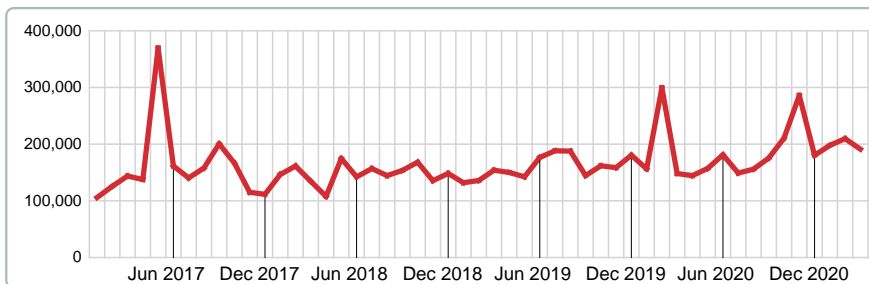
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

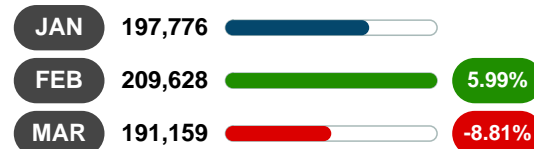


3 MONTHS

5 year MAR AVG = 154,324

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

Average Sold Price at Closing this month at **191,159** above the 5 yr MAR average of **154,324**



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	3	5.56%	35,400	38,100	30,000	0	
\$50,001 - \$100,000	9	16.67%	79,656	78,950	81,500	70,000	
\$100,001 - \$125,000	4	7.41%	104,225	0	104,225	0	
\$125,001 - \$175,000	16	29.63%	153,613	0	154,575	150,725	
\$175,001 - \$200,000	7	12.96%	191,329	195,000	189,860	195,000	
\$200,001 - \$325,000	10	18.52%	250,300	247,500	247,250	260,000	
\$325,001 and up	5	9.26%	556,500	0	502,500	588,750	
Average Sold Price		191,159		132,014	168,650	256,855	419,500
Total Closed Units		54	100%	191,159	7	34	11
Total Closed Volume		10,322,600		924.10K	5.73M	2.83M	839.00K

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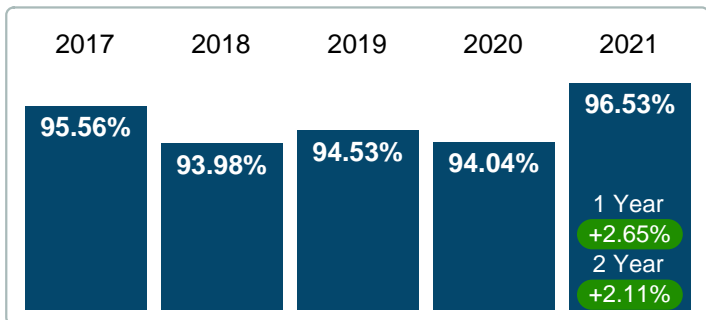
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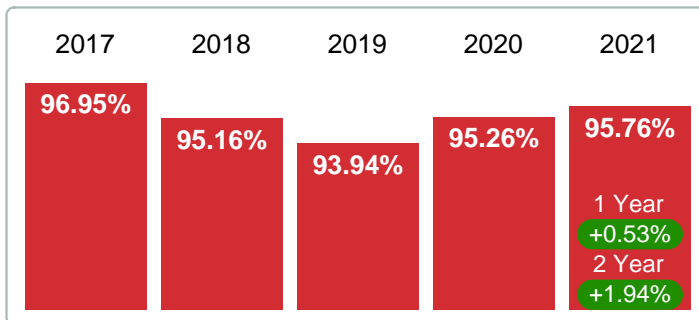
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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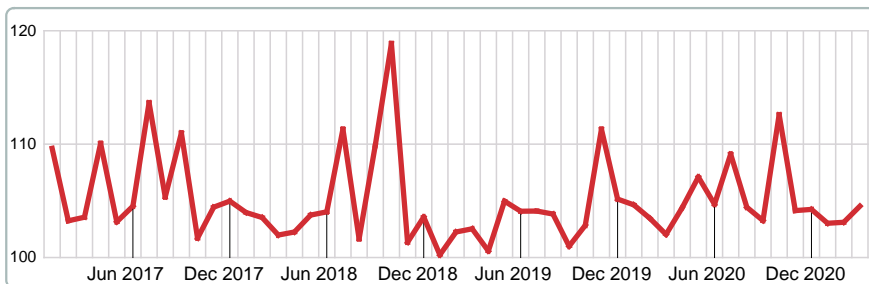
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

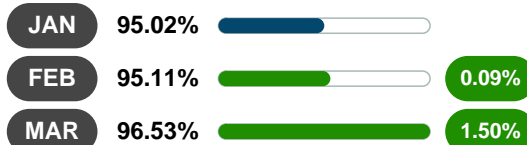


3 MONTHS

5 year MAR AVG = 94.93%

High Oct 2018 110.88% Low Jan 2019 92.24%

Average Sold/List Ratio this month at **96.53%** above the 5 yr MAR average of **94.93%**



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	3	5.56%	95.24%	100.00%	85.71%	0.00%	0.00%
\$50,001 - \$100,000	9	16.67%	90.91%	94.95%	92.42%	73.76%	0.00%
\$100,001 - \$125,000	4	7.41%	99.41%	0.00%	99.41%	0.00%	0.00%
\$125,001 - \$175,000	16	29.63%	100.52%	0.00%	100.60%	100.28%	0.00%
\$175,001 - \$200,000	7	12.96%	97.41%	95.12%	99.22%	90.70%	0.00%
\$200,001 - \$325,000	10	18.52%	96.35%	95.57%	94.69%	96.86%	103.02%
\$325,001 and up	5	9.26%	91.50%	0.00%	97.48%	83.28%	96.00%
Average Sold/List Ratio		96.50%		96.60%	97.50%	92.97%	99.51%
Total Closed Units		54	100%	7	34	11	2
Total Closed Volume		10,322,600		924.10K	5.73M	2.83M	839.00K

March 2021



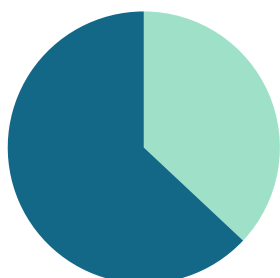
Area Delimited by County Of Mayes - Residential Property Type



MARKET SUMMARY

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

INVENTORY

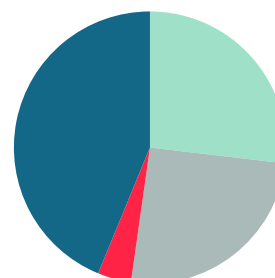


Inventory
 New Listings
54 = 36.99%
 Start Inventory
92
 Total Inventory Units
146
 Volume
\$47,734,184

Market Activity

Closed Sales
54 = 26.87%
 Pending Sales
51 = 25.37%
 Other Off Market
8 = 3.98%
 Active Inventory
88 = 43.78%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	31	54	74.19%	77	113	46.75%
Pending Sales	45	51	13.33%	106	131	23.58%
New Listings	73	54	-26.03%	189	144	-23.81%
Average List Price	153,413	204,011	32.98%	200,587	208,063	3.73%
Average Sale Price	148,132	191,159	29.05%	193,947	197,341	1.75%
Average Percent of Selling Price to List Price	94.04%	96.53%	2.65%	95.26%	95.76%	0.53%
Average Days on Market to Sale	49.10	42.06	-14.34%	58.51	40.95	-30.01%
Monthly Inventory	165	88	-46.67%	165	88	-46.67%
Months Supply of Inventory	5.63	2.18	-61.29%	5.63	2.18	-61.29%

Absorption: Last 12 months, an Average of **40** Sales/Month

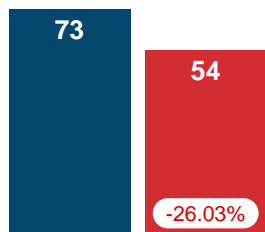
Inventory on March 31, 2021 = **88**

2020 **2021**

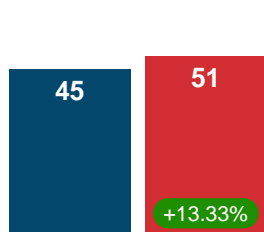
MARCH MARKET

AVERAGE PRICES

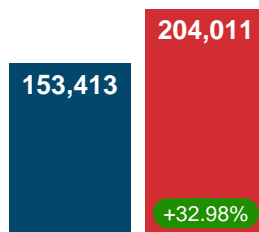
New Listings



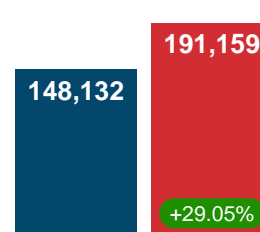
Pending Listings



List Price



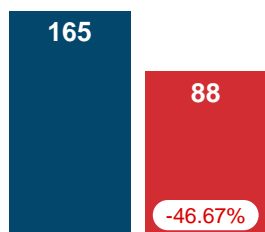
Sale Price



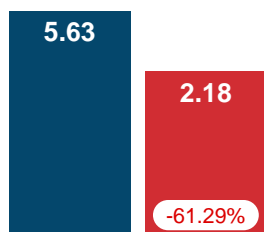
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

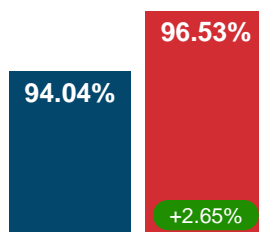
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

